

# Billboard

The International Music-Record Newsweekly

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

## Tape CARtridge Race Gets Hotter

See Page 3



EUROPEAN RECORDING STAR HAZY OSTERWALD (left) tells Seeburg Corp. President J. Cameron Gordon about his new album. Gordon was in Europe to introduce the new Electra phonograph to Seeburg affiliates. The Electra, first coin phonograph to utilize dramatic black-lighting and eight stereo speakers, will be featured in a number of clubs Osterwald is opening in Europe, featuring American motifs. (Advertisement)

## Disk Trade Holds Key to The Fate of Symphonies

By MIKE GROSS

NEW YORK—The record industry is holding the future of U. S. symphony orchestras in its grooves. It has gotten to a point now that the existence of a symphony orchestra virtually depends on whether or not it has a recording contract.

With the musicians' locals around the country now demanding a 52-week season, or at least something close to it, the orchestras need that disk company tie to keep it going. Managers of the various symphonies around the country are now making the record com-

pany rounds trying to work out deals. It's not been a successful effort so far, even for some key city symphonies, since the companies proceed with caution before taking on a symphony because, for the most part, their classical divisions have been providing more prestige than profit.

The need of a disk company tie has caused some concern in important longhair circles about the independence of a symphony orchestra after it signs with a label. They fear that the record company, instead of the orchestra, would be calling the shots on programming and

recording repertoire. For example, Harold Schoenberg, music critic of the N. Y. Times, recently wondered if the dog was wagging the tail, or the tail wagging the dog, and which end was which.

### Groups Seeking Ties

Among the important symphony groups now scouting for disk ties are Chicago, San Francisco, Los Angeles, St. Louis, New Orleans, Dallas, and Houston. They all have short seasons because they have no recording sessions commitments

(Continued on page 38)

## R&B Makes Nashville Triple-Threat Town

NASHVILLE—Nashville, the world center of country music and also a major pop recording complex, has become a top producer of r&b records, with half a dozen companies turning out product regularly.

Leading producer of r&b hits is Dial Records, which pioneered here four years ago and has a hot seller in Joe Tex.

These others are producing r&b music:

Sound Stage 7, a subsidiary label of Monument Records; Pamper Music, Inc.; Blue Crest Music, Inc.; Chalice Records; Excello Records. In addition, there are several independent bourg, a DJ on 50,000-watt WLAC, who is regarded as one of the top r&b DJ's in the country.

Of Dial's success, Jack Stapp, (Continued on page 10)

## NARA Backs War on Bias

By CLAUDE HALL

NEW YORK — The National Association of Radio Announcers Friday (10) announced support of the national equal employment opportunity campaign of the Advertising Council and Plans for Progress organization. Calling upon all r&b deejays, program directors and station managers to help, NARA said it endorsed the campaign 100 per cent. Support of such projects had been recently discussed here by NARA President Ed

(Continued on page 51)

## San Remo Fest: A Look Ahead

SAN REMO—At least half a dozen of Italy's top singing names are ready to put their reputations on the line at the Festival of Italian Song Jan. 27-29. Only the choice of the songs by selection committees are holding up the official entry list which won't be affected by a dispute between two record groups and A.T.A., Municipal Casino operators.

Mina, Milva, Domenico Modugno, Renato Rascel, Pino Donaggio and Ornella Vanoni are certain to participate. Two of (Continued on page 28)

## Col. Puts Million \$\$ Behind Sales Drive

By MIKE GROSS

NEW YORK—Columbia Records has unleashed a campaign in excess of \$1 million to promote year-end sales of its Christmas releases and album catalog.

The \$1 million-plus expenditure has gone into a 16-page supplement which appeared Nov. 28 in 23 major newspapers around the country, and a

Christmas Merchandising Program in conjunction with the release of 13 Christmas LP's in 1965, the largest Yuletide out put in Columbia's history.

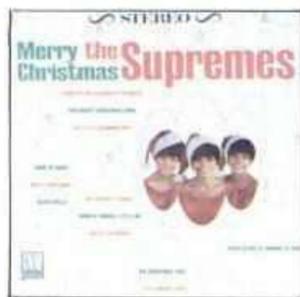
Columbia already has received highly favorable response to the supplement from distributors and dealers. It's estimated that over 86 million readers received the 1965 supplement. The sup- (Continued on page 10)



THE GOOD-TIME MUSIC OF THE LOVIN' SPOONFUL is really riding high with the group's second big hit, "You Didn't Have to Be So Nice." This single is the smash follow-up to "Do You Believe in Magic," which is also the title of the Lovin' Spoonful hit album. All of these records are on Kama-Sutra label exclusively distributed by MGM Records. (Advertisement)

(Advertisement)

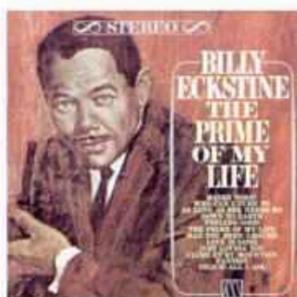
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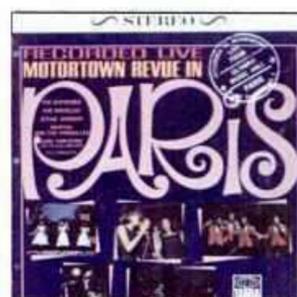
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# JIM REEVES

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# Audio Devices Buys Interest In ITCC

By LEE ZHITO

NEW YORK—Audio Devices, Inc., through its newly formed subsidiary, Stereo Devices, Inc., last week bought 20 per cent stock interest in International Tape Cartridge Corp., and concluded a long-term contract to handle duplicating and loading of ITCC's cartridge product.

The agreement was signed by E. Earl Smalley, board chairman and president of Dextra Corp., ITCC's parent firm; Larry Finley, ITCC president; Joseph Jamison, Stereo Devices president.

ITCC reportedly has acquired the tape cartridge duplicating and marketing rights to the cartridges available in the three existing systems, Telepro's four-track, Lear-Jet's eight-track, and Orrtronic's eight-track.

Stereo Devices will be buying cartridges from "existing suppliers" (Telepro, Lear-Jet and Orrtronic), and will use Audio Devices tape.

## ITCC Volume Up

Finley told Billboard that the burgeoning car cartridge market has increased ITCC's volume to

a degree to where he has had to turn over manufacturing responsibility to Stereo Devices. This, he said, will allow ITCC "to go full speed ahead in the sale of our product."

Bill Hack, Audio Devices president, said his firm welcomes the ITCC link "because it allows us to be more actively involved in a rapidly expanding market." Hack said that Audio Devices has been selling raw tape to the cartridge industry all along, but that the new arrangement marks the first time his company has taken a hand in duplicating and loading cartridges.

Hack stressed that Stereo Devices will merely "supervise duplicating and loading, thereby serving as ITCC's manufacturing arm," but will not in itself set up facilities for the physical duplicating and loading step in completing cartridge product.

ITCC's duplicating and loading will continue to be serviced by New Jersey's Tape Handling Products. Stereo Devices will utilize other duplicating-loading facilities in other areas as the need arises, Hack said.

# 20th-Fox Is Making Giant Track Strides

NEW YORK — Twentieth Century-Fox Records is launching a massive soundtrack program which will include "Hello, Dolly!" and probably more than 3 other films being scheduled for release by the parent movie company.

According to label chief Jack Benanty, this program follows on the success of the labels "Zorba the Greek" soundtrack, which has been on Billboard's Top LP's chart 34 weeks. As of Tuesday (7), the label had shipped 242,000 of the album, according to sales chief Chris Saner. Some of the 1966 soundtracks scheduled are "Our Man Flint"; "Bloomer Girl" starring Shirley MacLaine, a remake of

"Stagecoach" with Bing Crosby, Ann-Margret, Red Buttons and Alex Cord; "The Sand Pebbles," with Steve McQueen; "How to Steal a Million Dollars and Live Happily Ever After," with Audrey Hepburn and Peter O'Toole, and "The Blue Max" with George Peppard and James Mason. Stars for "Hello, Dolly!" haven't been announced yet, but shooting is scheduled to begin next summer.

Label music director Bernie Wayne has written lyrics for the theme from "Our Man Flint" and "Stagecoach." Singles will be released from each LP.

The "Our Man Flint" soundtrack is scheduled for release corresponding with the movie. Saner hoped to start shipping the LP Dec. 22. Both the movie and the record are the focus of an all-out promotion effort. The movie firm flew 78 newspapermen from the U. S. to Jamaica for a world premiere of the movie Saturday (11). The record firm distributed the LP there in a specially prepared promotion jacket. Another special jacket will be used for a sales convention in early January.

Twentieth Century-Fox Records plans to exploit all film product to the fullest, said Saner. Just from the reaction to the sneak preview of "Our Man Flint," the movie firm is already planning a sequel. "The direction of the major part of our LP product will be aimed now at soundtracks," Saner said, "because of the success we've had already in this line."

## Motown to Issue Tape Package

LOS ANGELES — Motown Records will release a package of eight-track stereo tape cartridges by five of its top artists this week. The packets are double albums (\$9.95 list) by the Supremes, Miracles, Marvin Gaye, Temptations and Four Tops. The shipments are arriving from RCA.

# Ampex, Motorola Accelerate Pace in Tape Cartridge Race

CHICAGO — Ampex is planning to market a four-track tape cartridge playback and recorder, using the Orrtronic concept for home use. The four-track cartridge (duplicated from the sizeable Ampex multi-label catalog of reel-to-reel tapes) will be able to be used in Orrtronic eight-track playbacks. This will make available to Orrtronic equipment owners a new source of music, according to Ampex's Jack Trux.

Concurrent with this, Motorola disclosed it will start producing for the automobile "after-

market," cartridge playbacks taking the Lear-Jet cartridge. The "after-market" means equipment installed after the car has left the factory, thus it covers accessories installed at the car-dealer level.

## Home Use

Motorola, which had never produced a tape recorder of any kind until it started building the eight-track player for new Ford Motor Co. cars this year, will market its own playback unit "sometime in 1966," according to company spokesmen.

Arthur Reese, executive vice-president and general manager of Motorola's consumer products division, also said his company is "investigating the possibilities of making an eight-track tape cartridge playback unit for home use." Both the Motorola products would most likely be used with the Lear-Jet-designed eight-track cartridge.

The planned Ampex home unit, which should be on the market by June 1966, will be designed to play four-track tapes and will also allow users to re-

(Continued on page 53)

# Merit Seen in MOA Royalty

By RAY BRACK

CHICAGO—The reactions of record company executives to the Music Operators of America's 2-cent statutory royalty proposed range from mild interest to strong approval. A spot check by Billboard last week turned up no adverse comment.

Though many company officers are deferring official comment until their legal departments have studied a detailed draft of the MOA offer, made two weeks ago to the Judiciary committees of the U. S. House and Senate, most expressed interest in the part of the proposal which makes it clear that

the payment by the nation's operators of an additional 2 cents per side for all disks acquired for juke box programming will not involve the record companies in additional paperwork. Throughout the Copyright Revision Bill controversy, the record companies have objected to any plan that would increase accounting chores.

Reached in Nashville, Monument Records President Fred Foster described the MOA royalty proposal as "a fair offer." Observing that some details will have to be worked out, Foster added: "It is obvious that the MOA is taking the lead in attempting to solve the royalty problem. As a long-time, avid

(Continued on page 57)

# Pamper Ownership To Smith & Price

NASHVILLE—J. Hal Smith, general manager of Pamper Music, Inc., announced last week (7) the corporation had purchased the one-third interest owned by Claude Caviness of Los Angeles for "six figures." The acquisition made Smith and artist Ray Price sole owners of Pamper.

Smith also announced construction of a modern two-story \$200,000 building for Pamper and related enterprises on 16th Avenue, South, in Record Row would begin about Feb. 1.

Smith also disclosed his enterprises had signed a contract with "Renfro Valley Barn Dance" owner John Lair for Smith's talent agency to represent Renfro Valley artists "in all their activities."

Exact amount of the stock purchase from Caviness was not disclosed but Smith said it was "more than the six figure minimum" of \$100,000.

Caviness, who operates Rapid Publishing Co. in California, got the sum for an initial investment of \$300 in 1959, when Pamper was founded.

## Offered Third

Pamper attorney R. B. Parker Jr., in announcing the stock acquisition for Smith at a luncheon at Capitol Park Inn, disclosed that he was offered the one-third interest by Smith and Price when they founded Pamper in lieu of Parker's \$300 attorney fee.

Parker said he refused the stock "and this is a public acknowledgment of my lack of business ability then."

Smith said a meeting of directors of Pamper, composed of himself, Price and Parker, would be held later this month to elect officers. At present Price is president and Smith secretary.

Pamper has turned out numerous hits in its six-year history. Its top writer is Hank Cochran, who has composed numerous hits and signed Harlan Howard, who was with Pamper two years before forming his own company, and Willie Nelson. Cochran's biggest song now is the Eddy Arnold hit

"Make the World Go Away," which Cochran said is his biggest to date.

He previously had the Burl Ives hits, "A Little Bitty Tear" and "Funny Way of Laughin'," and many others by other artists.

Smith said this was a "big day for Pamper—a very big day. It's the biggest day of my life."

## 6 to 8 Months

Architect W. B. Cambron, who was also at the luncheon, said building time on the new Pamper office building is estimated at six to eight months. The original building will be two stories with a foundation for additions to four or five stories later.

The building will house Pamper Music; Pamper Music International, which handles Pamper music in Europe and other areas of the world; Hal Smith Enterprises, Inc.; Hal Smith Artists Productions, which books Price, Ernest Tubb, Willie Nelson, Hank Cochran and other artists, and Hal Smith TV Productions, Inc., which produces "The Ernest Tubb Show," syndicated on TV.

Pamper at present occupies two remodeled one-story frame houses and a garage at Goodlettsville, Tenn., some 20 miles from downtown Nashville.

## Same Management

Smith said management of Pamper would remain "basically the same." He said there would be "closer co-ordination" in all activities which would "result in a better job for all."

On the Renfro Valley contract, Smith presented a letter from John Lair, originator and owner of the Renfro Valley Enterprises, Inc., at Renfro Valley, Ky.

The letter said Smith enterprises will represent Renfro Valley artists "in all their activities" and Smith and two associates, A. O. Stinson, president of Hal Smith TV Productions, and Haze Jones, manager of the talent bureau, may become financially interested in the expansion of Renfro Valley operations.

(Continued on page 15)

# Command Sets Singles Drive

NEW YORK — Command Records, which has developed primarily as an album label, will begin a singles push in 1966, according to Loren Becker, general manager of the label. Becker said that many of the singles would now be taken from album bands and would be aimed at both the top 40 and "good music."

While Command has hit with several singles by the Ray Charles Singers, it will also attempt to develop Tony Mottola, the Robert DeCormier Singers, Dick Hyman and Doc Severinsen as singles artists. They are all album artists.

Due for December release is a Dick Hyman single, with Hyman on the organ on one side and a vocal on the other.

# Top Disk Sales Year for Bonn

By OMER ANDERSON

HAMBURG—West Germany is heading for a record year in record sales.

Despite competition from radio, TV and tape recorders, record sales gained substantially over 1964, a peak platter year. The forecast is for total 1965 disk sales exceeding 23 million singles and 15 million LP's.

This is a gain of about 15 per cent over 1964 sales. It is expected that about the same margin of increase will be shown by 1965 money sales figures. Gross disk sales in 1964 amounted to about 300 million Deutschmarks.

Deutsche Grammophon claims leaders of the West German (Continued on page 30)

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# BMI to Seek Radio Fee Hike; Cuts Payments to Writers, Pubs

NEW YORK—Broadcast Music, Inc., is priming for negotiations with the radio stations for an increase in payment rates and, beginning Jan. 1, will reduce payments to publishers and writers for radio performances.

In a letter sent last week to Robert T. Mason, chairman of the All-Industry Radio Stations Music License Committee, Robert Sour, BMI president, called for "all possible speed and diligence" in negotiating an increase in radio station payment rates. Sour cited January 1964 and February 1965 notices to the Committee for such an increase, and pointed out that BMI's current contract with radio stations was made terminable on three months' notice in order to give BMI the necessary flexibility in obtaining an increase.

"For several years," Sour wrote to Mason, "BMI has been calling your attention to the fact that, on the basis of the performance and popularity of the musical works licensed by it, rates of payment made by radio stations to BMI have become inadequate.

"In January 1964 when BMI, at your urgent request, extended its contract with radio stations for one year, we made it clear to you that this extension was without prejudice to our claim for increased payment and you brought BMI's position to the attention of all radio stations in a letter which you sent to them.

"In February 1965 we pointed out that BMI cannot wait indefinitely for the increase we feel is due, and we therefore made our licenses to radio stations terminable by either party on three

months' notice in order to give us the necessary flexibility in obtaining such increases.

"The time has now come when the extent of usage of BMI's licensed music by radio stations is at the point where the justice of an increase has become self-evident. Moreover, BMI will be unable to maintain the active competition in music licensing which has been so beneficial to radio stations unless its claim for proper payment is promptly recognized.

## Request to Negotiate

"We therefore request the Committee to commence negotiations with BMI at once and to pursue these negotiations with all possible speed and diligence. It goes without saying that we are prepared, as part of such negotiations, to evidence to you the overwhelming contribution which BMI music is making to radio station programming.

"We are proud of the fact that BMI, in a quarter of a century operation, has demonstrated the fairness of its approach to writers, publishers and music users alike. We are hopeful, therefore, that we will, within a reasonable time, be able to agree on fair rates of payment. If you prefer, we will be willing to submit the entire question of our rates to impartial arbitration from prompt resolution."

The performance payment reduction will be limited to two areas and applicable to performances taking place commencing Jan. 1. For performance on stations paying BMI less than \$1,000 per year, the rate to publishers would be reduced by 25 per cent. The 25 per cent reduction would apply to writers only for multiple credit works on such stations. For feature performances on network television during non-prime time hours, the reduction would be one-third of the present rate. All other performances are unchanged.

## Raises Royalty Rates

In notifying writers and publishers of the reductions, BMI pointed out that it has raised rates steadily during the past 25 years and that there has simultaneously been a continuing and substantial increase in BMI performances by radio stations. BMI stated that, during the past fiscal year, it paid out more money to its affiliated writers and publishers than ever before in its history and that its disbursements had exceeded its income.

BMI also pointed out that a substantial time would elapse before statements were rendered for any quarter affected by the changes and stated that, if BMI's financial picture had sufficiently improved by that time, it would endeavor to restore as much of the prior rates as was possible.

# State Sets Parley on 'Misrepresentation'

NEW YORK—State Attorney General Louis J. Lefkowitz will conduct a public meeting Thursday (16) on deception in the record industry with the purpose of clarifying several issues. Many major recording artists, manager and record company executives are slated to make statements at the meeting. All industry people are invited. Time of the meeting here is 10:30 a.m. in room 232, 80 Centre Street.

Barnett Levy, chief of the State's Consumer Frauds and Protection Bureau, said the meeting follows on the heels of scrutiny into the alleged actions of several record companies, including Ambassador Records, Pickwick International and Premier Records. The attorney general recently launched court action against Buckingham Records, alleging the firm had misrepresented its product on the jackets of five albums.

Immediately upon notification by the attorney general's office, Ambassador, Pickwick International, and Premier agreed to repackage all of their product under question, and the general consensus was that "apparently there had been a lot of misunderstanding which was easily corrected."

Charles Stickle of the attorney general's office said that these actions were to hope-

fully serve as warning against similar practices by other labels in the field, but that the attorney general was going to look into the entire matter.

Levy said, "We're concerned with this sort of thing by legitimate record companies . . . as well as the injury being done to major artists. Mainly, we want to make sure that youthful purchasers of these records are not deceived. We don't mean to tell record companies how to make their record jackets, but we want the jackets to tell accurately what they're selling." He said the attorney general's office would be open to suggestions from the industry "on how we can help them as well as the public . . . in hopes of reaching an understanding."

## Fest 'Entrance Exam' Lures Jazz Students

MOBILE, Ala.—The First Annual Jazz Festival here, slated for April 2-3, 1966, already has entrants from 39 major colleges and universities. The entries so far represent 16 bands, 21 combos, 11 vocalists and 7 solo instrumentalists. After all entries are in, judges will listen to taped performances and select six from each category to travel here to appear in the April finals—three shows on Saturday and the closing event Sunday at 3 p.m.

Bob Yde, festival president, said last week that judges for the finals so far included Dan Morgenstern, editor of Down Beat; Rev. George Wiskirchen; band leader Jerry Gray, and promoter George Wein. Others will be added between now and April. Yde and festival secretary-treasurer J. C. McAleer were in New York to discuss with music industry officials the possibility of recording the event live and offering winners in each category recording contracts. The event is scheduled to

be broadcast nationwide and overseas via ABC radio network. Site of the finals will be the 10,500-seat Mobile Municipal Auditorium.

All of the entrants are college students; some of them will be the official representatives of their school's music departments. In the case of the Ill Winds, the group is composed of students from eight universities who'd played together in high school. Colleges and universities represented in the preliminaries range from Alabama College, to Dartmouth, DePauw, Lehigh and Michigan State.

The national advisory board of the festival includes some of the greatest names in the music-record industry: Quincy Jones, Stan Kenton, Brenda Lee, Henry Mancini, Peter Nero, Cal Tjader, Ed Jordan, George Wein, Dave Brubeck, Ella Fitzgerald, Pete Fountain, Skitch Henderson, Al Hirt, the Four Freshmen, Jerry Gray, Gerald Wilson, Leonard Feather, Benny Carter, Dan Morgenstern, George Wiskirchen and Ward Swingle.

## Hugo & Luigi Pair Up As Production Team

NEW YORK — Hugo and Luigi are setting up their own independent record firm after having terminated their affiliation with Roulette Records as vice-presidents and managers of artists and repertoire. The new firm, which will be called Hugo & Luigi Productions, will handle both new and name talent.

The firm's main drive will be on album packages, from the original concept to the actual production. Hugo and Luigi are also planning to act as "consultants-at-large" for a number of labels to help plan and project album programs. They said that the labels they've had preliminary talks with indicate that the need for a creative, long-range production unit exists.

In addition, the team will be on the market for publishing companies. They are leaving Morris Levy's enterprises, which includes the Roulette label, with a "certain amount of publishing interests," but intend to go into

publishing on a heavy scale and will examine any available publishing firms to form a basis for the production unit.

Hugo and Luigi's producing career started with Mercury Records where they turned out a number of hit records with Sarah Vaughan, Patti Page, Georgia Gibbs, Rusty Draper, among others. They left Mercury to form, together with Morris Levy, the Roulette label. After two years with Roulette, they signed a five-year pact with RCA Victor. During that period, they brought Sam Cooke, Della Reese and Peggy March, among others, to the label. For Victor, they recorded Perry Como, John Gary, Kate Smith, and established the Cascading Voices of the Hugo and Luigi Chorus. The Hugo and Luigi Chorus, they said, will be handled as any other artist and placed on a label which can best exploit it.

## EXECUTIVE TURNTABLE

Wally Shuster, general professional manager of Screen Gems-Columbia Music, has resigned. He is weighing several offers and will announce his plans shortly.

Dick Bowman named sales manager for Liberty's new tape division. Ron Bledsoe is the tape general manager. Bowman has been with Liberty five years, most recently as Southern district sales manager.

David Rubinson, Columbia Records associate producer, promoted to popular a&r producer. He will develop album ideas and will report to Bill Gallagher, Columbia vice-president.

Ted Black has been named director of the standard-educational division for Peer International and Southern Music. A veteran band leader, he was also associated with the Music Publishers Holding Corp. and the Big 3 Music Corp.

B. T. Ness named deputy managing director of RCA Great Britain, Ltd., as previously reported in Billboard. He had been president of RCA Victor Mexicana, RCA Mexican subsidiary.

## Neophonic Season

HOLLYWOOD—The second season for the Los Angeles Neophonic Orchestra begins Jan. 10 at the Music Center, with Gerry Mulligan guest soloist and Stan Kenton batoning the jazz orchestra.

Three additional concerts will be presented on Feb. 7, March 7 and April 4. Composers represented in the first concert with premiere works are Bob Cooper, Bill Jolly, Lenny Niehaus, Oliver Nelson, Mort Stevens, Earl Zindars, Chick Sponder, Bill Holman and Mulligan.

## Billboard

Published Weekly by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati, O. 45214  
Tel.: 381-6450

### Publisher

Hal B. Cook . . . New York Office

### Editorial Office

165 W. 46th St., New York, N. Y. 10036  
Area Code 212, PL 7-2800  
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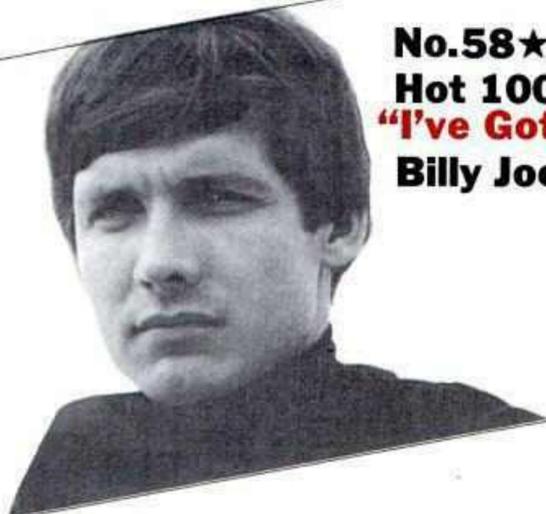
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Vol. 77 No. 51



# The numbers that add up to sales are on **COLUMBIA RECORDS**



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Hot 100 Chart**  
**"I've Got to Be Somebody"**<sup>4-43465</sup>  
**Billy Joe Royal**



**No.21★ on the Billboard  
Hot 100 Chart**  
**"Flowers on the Wall"**<sup>4-43315</sup>  
**The Statler Brothers**



**No.16★ on the Billboard  
Hot 100 Chart**  
**"The Sounds of Silence"**<sup>4-43396</sup>  
**Simon and Garfunkel**



**No.45★ on the Billboard  
Hot 100 Chart**  
**"Just Like Me"**<sup>4-43461</sup>  
**Paul Revere and The Raiders**

This One



T8P2-QU2-7B2K

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# Little LP Sales Pick Up Steam

CHICAGO—The new empathy between the juke box operator and the record companies is apparently beginning to stimulate movement of Little LP product. One-stops and record company officials surveyed by Billboard last week report development of a steady buying pattern in that area of merchandise over the past two months.

Leonard S. Levy, vice-president and general manager of Epic Records, reported, "The response to our latest Little LP release has been tremendous—

just tremendous. We have been merchandising it through distributors and one-stops, and we're even selling some previous release items that nobody had bothered to restock."

Epic will release eight more LP's for juke box programming in January, Levy said.

## Spirit of Chicago

He attributed the sales pick-up to the intra-industry discussions at the Music Operators of America national convention here in September. "It was the best MOA show I've ever attended," Levy declared.

# Col. Adds Yule Sales Fuel To High-Riding JFK Pkg.

NEW YORK—"John Fitzgerald Kennedy . . . As We Remember Him," the eighth package in Columbia Records Legacy Collection series, is one of the highest priced sets to hit Billboard's "Top LP's Chart." The package, which carries a suggested list price of \$19.95, is in the 114th position on this week's chart.

The set, produced by Columbia President Goddard Lieberson, consists of two LP's and a 241-page illustrated book, which has been issued separately by Antheneum Press. Combined Columbia and Antheneum sales of the book have surpassed 150,000 copies.

Columbia has launched an intensive campaign to promote sales of the set, placing emphasis on the package as a Christmas gift item. Special kits containing a brochure, counter holder, wing displays and dealer co-op mats have been mailed to dealers around the country. In addition, the dealers have re-

ceived gift certificate booklets in event that their copies of the package run out before Christmas. Columbia has initiated special radio programs devoted to the package which have been presented on several major networks. Boston's 38-station Yankee Radio Network played the complete package on a program during which an interview was conducted with Rose and Jacqueline Kennedy. In New York WNEW disk jockey William B. Williams offered 10 45-second spot announcements per day for five days. Several other New York stations played the complete set on special programs. Numerous spot announcements have been placed on other major-network radio stations.

Featured advertisements have been placed in major publications, among them the New York Times, the New York Journal-American, Saturday Review, New Republic, National Observer, The Reporter, The Commonwealth and Commentary.

# Verve-Folkways in High

NEW YORK—Verve-Folkways Records has signed its first artists and will introduce a major drive into the pop singles market. Since the label was formed last March by a merger of MGM Records' Verve line and Folkways, it has primarily been issuing LP product from the Folkways catalog.

The label just signed the folk duo of Jim and Jean; their first singles release will be in the folk-rock vein. Only one single

has been issued by the label so far, a record featuring Jennifer Lewis and Angela Strange.

The label sponsored a four-day "Blues Bag" recently at the Cafe Au Go Go here featuring such artists as Bukka White, Skip James, Big Joe Williams, and the folk-rock group the Blues Project. Out of this event, the label signed several artists soon to be announced, label general manager Jerry Schoenbaum said.

## Tape-Athon Fitter Of Custom Music

HOLLYWOOD—Background music programmers are custom tailoring their product for clients, rather than offering them all the same repertoire.

An Inglewood firm, operating in this fashion, is Tape-Athon. Its president, Dave Anthony, reports that the trend of other background suppliers to operate in this manner indicates the "acceptance of customizing."

While admitting that a tailor-made taped program is more expensive than stock programming, Anthony reports that his customers are happier with their own sound.

The company produces a line of tape playback systems and does its own programming and duplicating.

Newly named distributors are Elliot Music of Chicago; Tri-State Amusement of Manchester, N. H., and Earl Gill Sound of Hot Springs, Ark.

Levy's diagnosis of what some observers are calling the "spirit of the Chicago Show" was seconded by Epic director of national sales, Mort Hoffman, in a letter last week to the MOA board of directors.

"Exciting moments, once past, sometimes have a way of slipping into forgotten history," he wrote. "At 3:30 p.m. on the 11th of September 1965 in the Gold Room of the Pick Congress Hotel in Chicago, we were honored as a company to have been able to participate in one of the more exciting moments of the MOA meeting. As a result of your suggestions, made at that meeting, we immediately initiated the largest single release of Little LP's in our history. Your acceptance has been overwhelming. . ."

## Perked Up

"Almost every album we release now has its Little LP counterpart," reported Monument

(Continued on page 57)

# OLD SETTING FOR MILLER LP

NASHVILLE—Roger Miller will record his fourth album for Mercury in January and is so superstitious that everything in the studio will be the same as on his last three albums.

"The only things new will be the reel of tape and the songs," said Miller's a&r director, Jerry Kennedy, adding:

"There won't even be a strange chair in the studio. We'll use the same studio (Columbia's old one), the same engineer, the same musicians, the same microphones in the same places, everything in the same places."

Kennedy admitted he was also superstitious.

# Pickwick Int'l Sets Up a New Label in U.K.

NEW YORK—Pickwick International, a leading U. S. budget line, has expanded its British bridgehead with the formation of Allegro-Roulette, an economy label which will sell albums in England for \$1.40. The regular British album price is \$6.

The move followed an agreement signed by Pickwick and Roulette Records whereby albums selected from the Roulette catalog will be released in England.

Pickwick has been active in the British market for two years with its economy Allegro line, primarily a classical label. Allegro-Roulette material will feature pop and jazz and names like Tony Bennett, Count Basie, Louis Armstrong, Duke Ellington, Sarah Vaughan, Pearl Bailey, Billy Eckstine and Dinah Washington.

Release schedule calls for four album releases a month beginning in January.

Cy Leslie, Pickwick president, set up the new label on a recent trip to England. The British Pickwick firm, Pickwick International (Great Britain) Ltd., was formed two years ago. Monty Lewis is manager. More European expansion is planned for 1966.

## NEWS REVIEW

# Ray Starling Introduces A Sterling New Big Band

NEW YORK—Ray Starling last week unveiled an exciting new band, the New York Sound Stage One Orchestra, proving that a big band sound can combine avant garde flare with commercial appeal.

The aggregation was heard during a preview performance prior to its premiere at a Tony Bennett concert Dec. 30 at the Westchester County Center in White Plains, N. Y.

Starling, a former Stan Kenton staff writer and jazz mellophonist, has carried with him the Kentonian devotion to fresh tone colors achieved by unique instrumental combinations. He has coupled this with a cleanly defined, swinging drive.

Most of the book's arrangements are handled by Starling and Joel Kaye. A refreshing factor in the instrumentation is the use of five French horns (Dick Berg, Brooks Tillotson, Sheldon Henry, Dale Cleavenger, Dwight Carver). These are used in conjunction with five trumpets (Bob

McCoy, Bob Hamilton, Clyde Reasinger, John Glasel, Joe Shepley), five trombones (Sonny Russo, Don Young, Dave Ecker, Alan Raph, Meco Monardo), five saxes (Harvey Estrim, Joe Farrell, Ed Zuhlkey, Ray Shanfeld, Joel Kaye), and three rhythm (Bucky Calabrese, bass; Tommy Check, drums; Jack Riley, piano).

Some of the outstanding selections heard during the performance included "Genghis Kahn," composed and arranged by Starling, sparked by sharp drum solo; "Shadow of Your Smile," arranged by Joel Kaye which in some passages takes on a classical orchestral flavor as does "Misty," a re-orchestrated hold-over from the Kenton book, and "Carnival," another Joel Kaye arrangement which builds to a hard-driving rhythmic climax during which the full orchestra punctuates the beat.

The band has a readily definable style of its own, and one which could capture a loyal following.

LEE ZHITO

# Job of Responsibility Mimi Trepel's Forte

NEW YORK—One of the most complicated music-record industry posts held by women is that filled by Mimi Trepel, corporate secretary of London Records and its distributors. Miss Trepel, whose functions entail activity in both the record and publishing fields, says the industry is now at its peak period of international interchange; and that this phase of its development will continue, with both copyrights and masters being merchandised on an international as well as domestic level. The era of the world market is here, Miss Trepel avers.

There are four chief facets to Miss Trepel's operation.

One of these facets is the copyright department of London Records, which clears both American and international material.

A second is the Department of Foreign Distribution, which acquires American masters for distribution all over the world through Decca Records Co., Ltd., and its affiliates. Through this department the product of such labels as Atlantic, Kapp, Starday and others are acquired.

A third is titled Declon, a subsidiary of London-Decca, through which English Decca

masters are leased to American labels. Walt Maguire, London Records' director of pop sales and a&r, has first refusal rights on this material.

Through Declon, Miss Trepel has leased such product as the Billy Fury masters to United Artists, Brian Poole and Tremolos to Audio Fidelity.

## Fourth Facet

A fourth facet of the over-all operation has to do with the publishing activities of London and its parent, Decca, Ltd. In England, the publishing subsidiaries of the British Decca group are Burlington Music Co., Ltd., and Palace Music Co., Felsted Music (BMI). Through these firms sub-publishing deals are made for areas outside of the U.S., entailing copyrights of such catalogs as Tree Music with its Roger Miller songs, as well as songs in Four Star, Glad Music, the Tuckahoe - Acclaim catalogs of Mary Reeves.

Miss Trepel's operation is also a liaison point facilitating the appearance of American artists in England and Europe. On such matters, Miss Trepel works with Tony Hall in setting up personal appearance and TV dates for such acts as the Righteous Brothers, and this activity is regarded as increasingly important and having a direct effect on record sales.

With Miss Trepel in this complex activity are two executive assistants, Diama Weller and Carolyn Kalett. They have been with the company nine and five years, respectively, and they help negotiate contracts. Miss Trepel has 11 years of service.

## H-B's New Purchase

HOLLYWOOD—Hanna-Barbera Records has purchased its second master in recent weeks from a Texas concern. Latest product is "Cherry Pie" by Charles Christy and the Crystals from Warren Wubker's Cherry Records of Fort Worth. H-B's first Texas purchase was "I See the Light" by the Five Americas out of Dallas.

# Chicago U. Gets \$60,000 Grant

CHICAGO—The University of Chicago has been granted \$60,000 by the Rockefeller Foundation to continue bringing the Chicago Symphony Orchestra to the campus. The foundation's previous grant led to a successful program during the past year.

The new grant will cover the next three seasons and will probably consist of four contemporary works:

The first Chicago performance of a major work by an established European composer; the first Chicago performance of a work by a well-known American composer; the American premieres of works by two younger American composers. The grant will also enable the university to commission original works by young American composers in honor of the 75th anniversary of the founding of the university in 1891.



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**ON RECORDS OF COURSE**

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# Fox Gets Action on Taped TV

NEW YORK—A survey of the extent of the syndication of video-taped television programs has been undertaken by the Harry Fox office, publishers' agent and trustee, on behalf of its clients.

In conjunction with this, Al Berman of Fox recently visited Nashville to consult with producers of such shows and advise them of the requirements to license the TV synchronizing right for the music used. As a result, many prominent shows are in the process of being licensed, including Grand Ole Opry, the Wilburn Brothers Show, the Ernest Tubb Show and others. The revenue which will accrue to publishers as a result of these licenses is esti-

mated at many thousands of dollars.

The Fox office notes that generally the producers of a TV series produced for network programming or for the purpose of syndication are aware of the requirements to obtain licenses and make payment for the synchronized use of music in such films. The problem arises, Fox points out, in connection with the dissemination of programs originally produced live on local stations and then video-taped for sale to stations in other cities.

## Difficult to Police

The policing of syndicated video-taped programs is very difficult inasmuch as modern techniques have made duplica-

tion and transmission as simple as placing a record on a turntable. According to the Fox office, many shows thus syndicated are sold to other stations at fees ranging well below \$100 for a half-hour program.

Many shows of this type are syndicated on the mistaken premise that delayed broadcasts are being made, for which no licenses would be required. The Fox office points out this applies only to network programming.

Shortly after the new year Harry Fox will go to the West Coast for the purpose of studying the California-based program situation. In this connection he plans meetings with the producers of the Lloyd Thaxton Show and others.



MARKING THE FIRST birthday of Metro Record Distributors, New York, an MGM Records-owned branch, were, from left: Irv Stimler, director of branch operations; Dave Seidman, branch manager; Mort Nasatir, president of MGM Records, and Tom White, director of administration.

# Distributors Form Tape Wing

LOS ANGELES—The owners of Merit, California Records and Hitsville distributorships have formed United Tapes, a separate division to handle cartridge and reel-to-reel merchandise. The new company is located in the recently acquired 2525 W. Ninth Street building housing the Ralph Kaffel-Jack Lewerke disk operations.

Named sales manager of

United Tapes is Frank Donovan, formerly with Clef Distributors. Bob Gerstlauer, California Records sales chief, has been named general manager and buyer for the tape firm.

Kaffel said he hadn't heard of any other L. A. independent disk distributor setting up a separate tape wing. He handles RCA, Columbia, Mercury, London, MGM, Everest, Reprise,

Liberty, Atlantic, Command, Philips, Audio Fidelity, Impulse, Buena Vista, Verve and Cadet reel-to-reel packets.

The new company's four-track stereo continuous play cartridge supply is from Music Tapes and ITCC. United has not yet begun stocking eight-track merchandise. It does not handle the RCA Stereo eight packs since California Music, RCA itself and Handleman are area outlets.

A \$110.50 list four-track cartridge playback unit by SJB, a Japanese firm, is also being sold. It sells to dealers for \$80, straddles the transmission hump and plugs into the cigaret lighter. The unit has its own self-contained speakers.

Kaffel indicated he was pleased with United's first month's billing. He noted that reel-to-reel business parallels directly stereo LP sales, while four-track cartridges are being bought by jazz and teen-oriented music devotees.

# Malynn Puts Accent On Lease in Release

LOS ANGELES—Year-old Malynn Enterprises is a releasing company preferring to lease masters rather than purchase them outright. Explains Malynn's Guy Ward, by leasing masters the firm allows the buyer to retain his identity through ownership of the product. Individuals feel they have their own record companies by retaining title to their products. Malynn leases records for five years and once has physical delivery of the masters, incurs all expenses, including pressing, promotion and advertising. Once the royalty deal has been set, there are no penalties for return.

In the record business since 1946, Ward handles all his business with contracts. He says there are many cases of uniformed persons launching record operations for the first time who never have anything in writing and lose thousands because they

haven't the foggiest idea about the business.

During its first year, the firm Music—Least masters ME has had public acceptance on three singles out of eight released. These hit singles included "The Jerks" by the Larks on the Money label, "Don't Wait Too Long" by Bettye Swann on Money and the current seller, "Hole in the Wall" by the Packers on Pure Soul.

Pure Soul is a label owned by KGFJ disk jockey Nathaniel Montague. Ward has signed the Packers (an instrumental group) for 40 sides. The group's first LP will be out this week.

Beside Pure Soul and Money, Ward's other distributed labels are Caddy, Highland, Kerwood and Malynn. He plans releasing an oldies album based on material from the Rendezvous Records catalog which Sid Talmadge purchased and will sell to Malynn.

Ward claims he gets 60 masters a month to audition. His modus operandi is to seek advice on a potential master from his distributors. By circulating the dubs and obtaining a consensus of opinion Ward says, it provides him with a good idea about the product. Who knows how to pick a hit anyway? he asks.

Ward offers his distributors a "substantial discount" arrangement which he asserts enables them to make a good profit with his product. Among the outlets which have been helpful in Malynn's growth, Ward said are: M.S., Chicago, Milt Saltstone, Vic Faraci, Mac McDermott; Dixie-Southland, Atlanta, Howard Ball; Beta, New York City, John Halonka; General, Baltimore, Henry Nathanson; Quaker City, Philadelphia, Harry Finker, Herb Gordon; Merit Music, Detroit, John Schlee, Gene Silverman; Essex, Newark, Joe Cohan and Fenway, Pittsburgh, Nick Cenci.

# NARAS Adds 55 Members

NASHVILLE—A month-long membership drive by the Nashville chapter of National Academy of Recording Arts & Sciences increased membership from 105 to 160, drive chairman Bill Hudson reported last week.

Pat Edwards, secretary at Decca Records, won a \$50 gift certificate at a downtown store for signing the most new members—nine.

Betty Guthrie, secretary at RCA Victor, signed four and won second prize of a large color photo of herself or anyone of her choosing at a photo studio.



PERLE MESTA, Washington party-giver, took off from her social whirl to catch a recent concert of the New Christy Minstrels, who have entertained at many of Miss Mesta's parties, including one for President Johnson. She is with George Grief, owner-manager of the Minstrels.

# Starday Disk Club to Spread to Canada

NASHVILLE—A Canadian branch of Starday's Country Music Record Club has been blueprinted, following negotiations by President Don Pierce and his aide, Hal Neely, and Bob Destry, mail-order record specialist of Montreal. The operation will be known as the Country Music Record Club of Canada, Ltd., and will be apart from Destry's other record activities.

Destry is the largest mail-order record dealer in the Canadian market. He aims to get the Canadian branch of the club under way by the first of the year. Country music, he feels, sells best by mail because many of the buyers live in rural areas where shopping facilities are not readily available. This fact, Don Pierce noted in an interview, does not overlook "the tre-

mendous, expanding big city and industrial area market for country music."

The Canadian club will follow the same approach, merchandising methods, membership bonus and premium offers as the U. S. club. These will include membership pins, cards, exclusive LP's, and news bulletins.

Sparton Records of Canada, located in London, Ontario, presently presses and distributes the complete Starday line in Canada. Sparton will also supply product to the new club as well as to the Capitol Record Club of Canada, which handles many LP's on the Starday label. Plans are now being considered to expand the club under licensing and franchising arrangements into several foreign countries.

# A&M to Blanket Europe

HOLLYWOOD—A&M seeks to strengthen its release program in Europe by offering "continuity to the Continent," reports label general manager Gil Friesen.

The hot independent is working out arrangements to have LP product available in all European markets by the end of the year. These arrangements were discussed by Friesen during a recent three-week trip to the Continent.

The label is repped by Decca affiliates in Scandinavia, Holland, Germany, Belgium, and the United Kingdom. In the United Kingdom by Pye, France by Pathe Marconi and in Italy, CGD.

Friesen said the foreign licensees acknowledge that the

label's top attraction, the Tijuana Brass, has an international sound. Pye is reported setting up a heavy merchandising-exploitation drive for the instrumentalists in 1966. These are tentative plans for the Brass to tour Europe in September of 1966.

With most Europeans unfamiliar with Tijuana, Mexico Friesen said there was no need to explain to the licensees that the Brass was actually a Los Angeles studio group.

Friesen believes A&M's potential in some countries has not even been tapped. He cited a recent Lucille Starr single, "The French Song" as having sold 150,000 copies in Holland. "Par for that market is 30,000 singles," he said.

## Bradley Hospitalized

NASHVILLE—Owen Bradley, head of Decca's Nashville operation, was admitted to St. Thomas Hospital (4) for treatment of an ulcer. He is expected to be back in his office this week (13).

## AS YOU LIKE IT—SAD OR HAPPY

NEW YORK—The new Vance and Pockriss Christmas song, "There Won't Be Any Show," comes in two lyric versions. The story concerns a G.I. in Vietnam during Christmas. He dies in one ending and survives in the other. Derrick Roberts cut both versions of the Big 3 song for Roulette. The happy ending is favored by most disk jockeys.

# Venet Rolls With Rock Film

HOLLYWOOD—Disk producer Nick Venet has completed two motion picture projects and has two more on the books as he expands into top 40-type films.

Venet's recently completed film assignments are "Out of Sight" for Universal International and an 18-minute short, "Skater Dater." On "Sight," Venet's responsibility was providing a running score for the full length feature by using contemporary teen-oriented music acts.

In an unusual move, he

worked with the regular a&r men assigned to the acts in co-producing their recordings for the film. The film uses such acts as Gary Lewis and the Playboys, Doby Gray, the Astronauts, Freddie and the Dreamers, the Turtles and Knickerbockers.

Venet feels an a&r man has no right to work with acts unfamiliar to him, so he went to such disk producers as Snuffy Garrett and Leon Russell (Gary Lewis); Fred Darian and Al De Lory (Doby Gray); Al Schmitt (Astronauts); John Burgess and

(Continued on page 10)

# *It's the hit track from "Beach Boys' Party"!*

**BARBARA ANN (from Beach Boys' Party)  
b/w Girl Don't Tell Me (from Summer Days & Summer Nights)**

**Stock up on the new single version of the track that's  
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**THE BEACH BOYS  
BARBARA ANN** 5561 



**And remember the big-profit gift  
album "Barbara Ann" comes from!**



# TAPE CARTRIDGE TIPS

by Larry Finley

The teenage market has become very important in the stereo tape cartridge field, and ITCC is proud to have two out of the top five albums listed in BILLBOARD's "Top LP's." Herb Alpert and The Tijuana Brass, on the A & M label, is rated Number 1 and Number 5 for the week ending December 11.

If you want to garner your share of the teenage market, the following albums (plus 1,100 others) are available in ITCC cartridges, at a suggested list price of \$5.98, in four track, the Lear Stereo-8 and Orrtronics eight track:

- A & M**  
51-110—WHIPPED CREAM & OTHER DELIGHTS, Herb Alpert and The Tijuana Brass  
51-101—LONELY BULL, Herb Alpert and The Tijuana Brass  
51-103—HERB ALPERT AND THE TIJUANA BRASS, Vol. 2, Herb Alpert and The Tijuana Brass  
51-112—GOING PLACES, Herb Alpert and The Tijuana Brass  
51-104—BAJA MARIMBA BAND, Baja Marimba Band  
51-109—BAJA MARIMBA BAND RIDES AGAIN, Baja Marimba Band  
51-108—SOUTH OF THE BORDER, Herb Alpert and The Tijuana Brass
- ATLANTIC**  
44-1437—ROAR OF THE GREASE-PAINT/SMELL OF THE CROWD, Herbie Mann  
44-7101—GREAT HITS OF RAY CHARLES, Ray Charles
- ATCO**  
45-33177—LOOK AT US, Sonny and Cher  
45-33175—MR. ACKER BILK AND BENT FABRIC TOGETHER, Acker Bilk and Bent Fabric  
45-33129—STRANGER ON THE SHORE, Acker Bilk
- SMASH**  
39-67057—GRITS AND SOUL, James Brown
- MOONGLOW**  
42-1001—THE RIGHTEOUS BROS. RIGHT NOW, Righteous Bros.  
42-1002—SOME BLUE-EYED SOUL, Righteous Bros.  
42-1003—THIS IS NEW, Righteous Bros.
- MERCURY**  
37-61042—MY TOWN MY GUY AND ME, Lesley Gore  
37-61007—PEN AND PAPER, Faron Young  
37-60805—I CAN CRY IF I WANT TO, Lesley Gore  
37-61023—THE YOUNG AMERICANS AND JOHNNY MATHIS, The Young Americans and Johnny Mathis  
37-61041—THE SWEETHEART TREE, Johnny Mathis  
37-61017—FREDDIE AND THE DREAMERS, Freddie and The Dreamers  
37-61026—DO THE FREDDIE, Freddie and The Dreamers
- PHILIPS**  
41-600156—DUSTY, Dusty Springfield  
41-600174—OOOOOWEEEEEE, Dusty Springfield

When ordering, please specify four track, the Lear Stereo-8 or Orrtronics eight track. If you have not yet received our catalog with over 1,100 selections, why not let us hear from you?



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# R&B Turning Nashville Into Triple-Threat Town

• Continued from page 1

president of Dial and Tree Publishing companies, said:

## Pioneer in R&B

"Dial pioneered in r&b here four years ago. We started with the Avons. All through the South artists think of Tree when they think of r&b. We're getting songs from Miami; Charlotte, N. C., and other sections of the South, and from various parts of the country.

"R&b is big business with us. Dial has become big business. We also do country and pop besides r&b.

"Funny thing about Joe Tex. He is basically a country singer. He used to sing country music in Texas dressed up like a cowboy. He gives country music an r&b treatment. He told me he would rather be on the "Grand Ole Opry" than "Shindig" or "Hullabaloo."

Buddy Killen, executive vice-president of Tree and Dial, who directs all Tex recording sessions, said:

"Everything Tex has done has been a hit: 'You've Got What It Takes,' 'A Woman Can Change a Man,' 'One Monkey Don't Stop No Show' and 'I Wanna Do Everything for You.' His new one is 'A Sweet Woman Like You.'"

Other Dial r&b artists are Paul Kelly, whose current single is "Chills and Fever," and Bobby Charchan, whose new one is "There Is Something on Your Mind." Dial recently signed Chris Harris, of Charlotte, N. C., and released his first, "The Rifleman," last month.

## Pamper in Field

Pamper Music, Inc., mainly pop and country publisher, set up an r&b department several months ago and put Ray Pennington in charge. Pennington took some country standards and began getting them recorded by r&b artists.

Examples are "I Fall to Pieces," a Patsy Cline hit; "Crazy," by Ray Price, and "Go on Home," by Patti Page. Otis Williams recorded these.

Other tunes Pennington has placed with artists include "Mercy, Have Pity," "Stay Away From My Baby," "Welcome Home," "Save Your Love for Me" and "Gotta Get Myself Together." Pennington is also a composer and is cultivating blues writers to build a stable.

## Monument Label

Monument Records has produced r&b disks off and on and three months ago went into r&b with its Sound Stage 7 label. They use producers Bill Justis, John Richbourg and Steve Ponce. Sound Stage 7 has signed the Avons, Roscoe Shelton, Little Hank, Sam Baker and Lattimore Brown.

Little Hank's current single, with Justus producing, is "Try to Understand." Baker's current one is "Sometimes You Have to Cry."

Jack Kirby, general manager of Monument, said some of their r&b sessions are in Memphis, "where we can get the deep blues type musicians."

A unique r&b operation here is that of Ernie Young's Excello Records. He uses Station WLAC nightly for advertising, with John Richbourg as DJ.

Young said the station is heard in 38 States, he gets mail orders from all, that 98 per cent of his sales are mail-order. His top r&b artists are Lighting Slim, Slim Harpo and, until recently, Lonesome Sundown.

"Lonesome Sundown turned religious," said Young. "He called me and said he was going to quit recording.

## Harpo Disk

"I've got a hit now with Slim Harpo called 'Baby, Scratch My Back.' You can tell in the type business I operate when you've got a hit. I've got about 35 distributors around the country. When they start ordering the five and one (they order 500 records and get 100 free) and when the mail orders are heavy within a few days of advertising, you know you've got a hit."

Young, who also operates Ernie's Record Mart, a retail

mail-order house which is separate from Excello Records, has his r&b disks produced by Jay Miller of Crowley, La.

Miller has a studio at Crowley. Young said: "I could sell a lot more r&b records if I could get more from Miller."

Young began his r&b department 15 years ago when he was trying to line up distributors to handle his Negro spiritual records. The distributors told him if he had an r&b line, they would handle his product. Young then set up his r&b label.

Charlie is a Bill Justis label and Blue Crest is a publishing firm which places r&b material.

## COLLEGE CIRCUIT

By CLAUDE R. HALL

### Goulet Majors in S.R.O.

NEW YORK—Columbia Records is taping a series of college campus appearances by Robert Goulet; if things turn out well, the label may release an album titled: "Robert Goulet on Campus," he told campus correspondent Duncat L. Bieber. Goulet, besides being involved now in preparations for his new ABC-TV network program, "Blue Lights," stopped at Kent State University, Kent, Ohio, during a 22-day cross-country college trek. Before an S.R.O. crowd of 5,800, Goulet did outstanding work on "My Boy Bill" and "Carousel," said Bieber, who felt Goulet had great dynamic vocal presentation. Phyllis Berry of the Music Mart of Kent reported selling five of his LP's right after the concert and has stocked "This Christmas I Spend With You" in depth, believing that both the holiday season and the concert will spur sales. Cary Budin of Record World, a new store, said sales on the whole were quite good, especially the "In Person" and "My Love Forgive Me" LP's. Budin remarked that a performer like Goulet is a slow, but steady seller throughout the year.

E. A. Tanner of Westcliff Record Center, Fort Worth, Tex., said that sales of Peter, Paul and Mary albums were "no more than could be normally expected for their records," according to campus correspondent Brian R. Heinecke at Texas Christian University. In the time around the concert of the trio there, which drew 6,600 on Nov. 19, Tanner reported selling nine of their LP's; five of these were "See What Tomorrow Brings." The Record Town said sales were slightly above normal as a result of the concert. "See What Tomorrow Brings" was selling fastest.

## Ferrante and Teicher

Ferrante and Teicher were enjoyed by 4,500 Oct. 30, according to campus correspondent Jerry Chaskelson at the University of Missouri, University City. The Cottage Record Shop reported selling out of the 18 LP's that were in stock—"The Ferrante and Teicher Concert"—and ordering 20 more. Ten days after the concert, those were sold out; too.

East Tennessee State University, Johnson City, experienced a James Brown concert Nov. 20, said correspondent Joyce LaFollette, and "the audience went wild." Though Brown brought almost 45 performers

with him for the show, "the most outstanding aspect was Brown's singing and his organ version of "Who's Afraid of Virginia Woolf." The show resulted in the sale of 11 LP's and several singles at Music Mart and Eddie's Record Shop reported selling five LP's and ordering more.

Ella Fitzgerald teamed with the Ramsey Lewis Trio Nov. 13 before 3,500 at the University of California at Berkeley, Calif., said correspondent Jerry A. Green. "Ramsey Lewis Trio's big hit, the "In Crowd," went over well, as you might expect, and "Hang On Sloopy" was equally well received. But Ella was in especially rare form that night and kept the place jumping with jazz improvisations as well as old standards. Clark Howland at Pay Less Hi Fi said the "In Crowd" record sold well, while Sandy Schneider at Record City reported that sales of both Ella and the trio product picked up from the concert.

## Newest Reporter

Newest correspondent in Billboard's network of campus coverage is James Robert Bowman at University of Connecticut, Hartford Branch. Al Braver at Campus Records in Berkeley, Calif., feels that a local concert doesn't necessarily result in immediate record sales, especially with well-established artists. He said he noticed no reaction from a concert Nov. 27 at the University of California at Berkeley by Cal Tjader. Don Ellis of Discount Records also reported no sales reaction; he said he hasn't seen good sales on Tjader since "Soul Sauce" and "Breeze From the East" were released. But correspondent Jerry Green said the 3,000 who saw the show thoroughly enjoyed it.

Trinity College, Hartford, Conn., welcomed on Nov. 13 the Dixie Cups, the Del Vikings, the Chiffons, the Belmonts and the VIP's. Correspondent Randolph M. Lee said the dance drew more than 800 and the Dixie Cups and the Chiffons won the warmest appreciation. Gene Ehrlich at the LaSalle Music Shop reported the dance brought several requests for "Chapel of Love" single and sold two Dixie Cups LP's. Charles Gagnon at the Record Mart reported no change in sales due to the dance. He attributed this to the reason that none of the artists had a current hit working for them.

An afternoon show Nov. 13 at the University of Illinois,

# Col. Puts \$Mil In Sales Drive

• Continued from page 1

plement features a "Lucky Birthday Sweepstakes" contest offering cash and other prizes valued at \$365,000. With the sweepstakes prizes as an incentive for the consumer to go to the retailer, the campaign is expected to be one of the biggest traffic-builders in the history of record advertising.

A highlight of Columbia's Christmas Merchandising Program is an extensive display kit. The focal point of the display is a twinkle-lighted Christmas tree featuring best-selling Christmas LP's. Other merchandising materials include a cross-mobile of four Christmas albums utilizing the slogan "Decorate Your Home With Music," pressure-sensitive covers to place on walls or in other display areas, and a series of gift maps designed especially for the holiday season.

Special advertising for the Christmas season includes an Andy Williams spread in the Dec. 11 issue of TV Guide highlighting his two Christmas LP's—his latest "Merry Christmas" and "The Andy Williams Christmas album." Spot radio advertising for Christmas albums by the Mormon Tabernacle Choir, Ray Conniff, Patti Page, Andy Williams and Jimmy Dean are also being featured in December.

## Astrud Gilberto Gets MGM Push

NEW YORK—MGM-Verve Records burst forth with a full-scale promotion effort surrounding a four-day junket by Grammy winner Astrud Gilberto to Jamaica, B.W.I. Miss Gilberto is promoting her newest LP, "The Shadow of Your Smile," in connection with a charity drive in Kingston. Accompanying the artist to arrange for TV, radio and press coverage was MGM press chief Sol Handwerker.

## Venet Rolls Rock

• Continued from page 8

Jimmy O'Farrell (Freddie and the Dreamers); Lee Lasseff (Turtles) and Jerry Fuller (Knickerbockers) who were familiar with the artists.

Original material was written in many instances for the acts with several instrumentals played by a studio band. One tune, "What's Her Name" will be released on Decca with a studio group called the Out of Sighters, Venet said. The former Capitol and Mercury a&r staffer is working with producers Len Weinreb and Bart Patton on several of their teen-age films for UI release.

Champaign, Ill., featured the Brothers Four and Addiss and Crofut. Correspondent John Carlisle said 3,000 attended, but the show resulted in little direct response in record sales at either Discount Records and Kokofer's Records. An evening show by Robert Goulet, the Greenwood County Singers, and the Ralph Marterie Orchestra drew 6,200. "Goulet's relaxed style won them over." But there was trivial response in record sales at either the Discount Records outlet or Kokofer's Records.

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looks as though my current release  
"TAKE ME" is going to be a pop hit.

George

## Smith & Price Acquire Pamper

• Continued from page 3

The letter said a Friday night radio show, a Saturday night Renfro Valley Barn Dance and a Sunday Park show in Renfro Valley, beginning the spring of 1966, was contemplated. Also under consideration is syndication of the present "Sunday Morning Renfro Valley Gath-erin," the letter said.

### May Add New Talent

It said additional talent may be added to the present cast and Ray Price and the Cherokee Cowboys may become regulars. The letter said the original concept of Renfro Valley, which began 27 years ago, would re-

main unchanged but the scope of activities with the Smith enterprises would be enlarged.

Smith said "possible acquisition by the Smith interests of Renfro Valley properties is under consideration."

The Pamper staff at the luncheon, besides Smith and Parker, included: Hank Cochran, composer and artist; Haze Jones, talent bureau manager; Wayland Stubblefield, promoter; Ray Pennington, production co-ordinator Dave White, booking agency; Chuck Howard, composer and artist; Don Rollins, composer and artist.

Among those attending the luncheon were Frances Preston, BMI vice-president; Bill Denny, president of Cedarwood Publishing Co. and president of Country Music Association, and Jo Walker, executive director of CMA.

## WEEP Show Jan. 23

PITTSBURGH — Headliners for a Jan. 23 country music show by WEEP here will include Ferlin Husky, George Jones, Charlie Louvin, Loretta Lynn, and Grandpa Jones. Previous shows, co-sponsored by Sponsored Events Inc., have been great station promotion, according to WEEP general manager Art Gunther. Afternoon and evening shows Nov. 28 drew a total of 12,500.

## Shifrin in London

LONDON — Jerry Shifrin, Cameo-Parkway sales manager, arrived here Saturday (11) for talks with Pye Records executives. Pye is C-P's United Kingdom distributor. While in London, Shifrin will meet with C-P groups the Ivy League and the Sounds Orchestral.

## Cameo-P'kway Goes From A Loss to Profit in Period

PHILADELPHIA — Cameo-Parkway Records has replaced

## Pitney at Shows

NASHVILLE—An article in Billboard (11) stated Gene Pitney did not appear at shows promoted in Tennessee in November which resulted in \$100,000 lawsuit against Pitney, Sonny and Cher and others. Pitney did appear. He is a defendant because his company, Pittfield Music, Inc. was a party to the show contracts with William Morris Agency. Sonny and Cher did not appear. Par-Co Enterprises of Nashville brought the suit here in Circuit Court.

the red ink with black under its new management. For the first six months of this year, the company earned \$87,381, compared with a loss of \$103,478 for the comparable period a year earlier. A 7-cent-a-share dividend was paid for the first quarter of the year.

According to Phil Landwehr, managing director, the use of video tapes to promote artists, and the personal appearances of Dee Dee Sharp, Bobby Sherman and the Orlons have had much to do with the resurgence.

He also cited the close working relationship with Pye Records in England, the signing of several world-wide distribution deals with independent labels, and increased activity with independent producers and writers.

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## Billboard

## TOP CHRISTMAS SELLERS

While dealers still report that it is a little early for Christmas product sales, certain LP's and singles seem to be jumping out in front of others. It appears that Christmas LP's do not require the radio exposure as do the singles, and LP sales seem to be slightly ahead of singles sales to date. Below is a list of the best selling LP's and singles to date, with other prospects listed below in alphabetical order. As the sales of Christmas product increase so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next four issues as a special buying and stocking guide for retailers during this rush season.

NOTE: It is very possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

### CHRISTMAS LP's

POS. TITLE, ARTIST, LABEL, NUMBER

1. **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
2. **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
3. **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
4. **SOUND OF CHRISTMAS**, Ramsey Lewis Trio, Cadet CLP 687 (M); CLPS 687 (S)
5. **MERRY CHRISTMAS**, Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
6. **ANDY WILLIAMS CHRISTMAS ALBUM**, Columbia CL 2087 (M); CS 8887 (S)
7. **MERRY CHRISTMAS**, Supremes, Motown 638 (M); ST 638 (S)
8. **CHRISTMAS WITH THE KING FAMILY**, Warner Bros. W 1627 (M); WS 1627 (S)
9. **THE VENTURES CHRISTMAS ALBUM**, Dolton BLP 2038 (M); BST 8038 (S)
10. **CHRISTMAS SONG**, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
11. **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
12. **JOHN GARY CHRISTMAS ALBUM**, RCA Victor LPM 2940 (M); LSP 2940 (S)
13. **SOUNDS OF CHRISTMAS**, Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
14. **THE SOUND OF CHRISTMAS**, Al Hirt, RCA Victor LPM 3417 (M); LSP 3417 (S)
15. **SEASON'S GREETINGS FROM PERRY COMO**, RCA Victor LPM 2066 (M); LSP 2066 (S)
16. **BEACH BOYS' CHRISTMAS ALBUM**, Capitol T 2164 (M); ST 2164 (S)
17. **CHRISTMAS WITH BUCK OWENS**, Capitol T 2396 (M); ST 2396 (S)
18. **MORE SOUNDS OF CHRISTMAS**, Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)
19. **A MERRY CHRISTMAS**, Al Martino, Capitol T 2165 (M); ST 2165 (S)
20. **JOLLY CHRISTMAS FROM FRANK SINATRA**, Capitol W 894 (M); DW 894 (S)
21. **HANDEL: MESSIAH**, Mormon Tabernacle Choir/Condie; Philadelphia Orch. (Ormandy), Columbia ML 5364 (M); MS 6058 (S)

22. **JOY OF CHRISTMAS**, Joan Sutherland, London 5943 (M); OS 25943 (S)
23. **CHRISTMAS CHEERS**, Ace Cannon, Hi H 12022 (M); S 32022 (S)
24. **JOYS OF CHRISTMAS**, Mormon Tabernacle Choir-N. Y. Philharmonic Orch. (Bernstein), Columbia ML 5899 (M); MS 6499 (S)
25. **HEART OF CHRISTMAS**, Sergio Franchi, RCA Victor LPM 3437 (M); LSP 3437 (S)
26. **SPIRIT OF CHRISTMAS**, Mormon Tabernacle Choir, Columbia ML 5423 (M); MS 6100 (S)
27. **STAR CAROL**, Tennessee Ernie Ford, Capitol T 1071 (M); ST 1071 (S)
28. **HOLIDAY SING ALONG WITH MITCH**, Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
29. **JIMMY DEAN'S CHRISTMAS CARD**, Columbia CL 2404 (M); CS 9204 (S)

### OTHER CHRISTMAS LP's RECORDING SALES (Listed Alphabetically by Titles)

**CHRISTMAS CAROLS AROUND THE WORLD**, Mormon Tabernacle Choir, Columbia ML 5684 (M); MS 6284 (S)  
**CHRISTMAS GREETINGS FROM THE MANTOVANI ORK**, London LL 3338 (M); PS 338 (S)  
**CHRISTMAS TIME**, Roger Williams, Kapp KL 1164 (M); KS 3048 (S)  
**CHRISTMAS WITH THE MIRACLES**, Tamla TM 236 (M); (No Stereo)  
**FOR THE WHOLE FAMILY AT CHRISTMAS**, Robert Rheims, Rheims LP 6010 (M); ST 7710 (S)  
**HOLIDAY CHEER**, Dean Martin, Capitol T 2343 (M); ST 2343 (S)  
**JACK JONES CHRISTMAS ALBUM**, Kapp KL 1399 (M); KS 3399 (S)  
**MANY MOODS OF CHRISTMAS**, Robert Shaw Chorale, RCA Victor LM 2684 (M); LSC 2684 (S)  
**MERRY CHRISTMAS**, Brenda Lee, Decca DL 4583 (M); DL 74583 (S)  
**O BAMBINO—THE LITTLE DRUMMER BOY**, Harry Simeone Chorale, Kapp KL 1450 (M); KS 3450 (S)  
**SONGS FOR CHRISTMAS**, Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)  
**THIS CHRISTMAS I SPEND WITH YOU**, Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)  
**WE WISH YOU A MERRY CHRISTMAS**, Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)

### CHRISTMAS SINGLES

1. **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
2. **SANTA LOOKED A LOT LIKE DADDY**, Buck Owens, Capitol 5537
3. **WHITE CHRISTMAS**, Bing Crosby, Decca 23778
4. **BLUE CHRISTMAS**, Elvis Presley, RCA Victor 0647
5. **TWINKLE TWINKLE LITTLE ME**, Supremes, Motown 1085
6. **MERRY CHRISTMAS BABY**, Charles Brown, Hollywood 1021
7. **CHRISTMAS SONG**, Nat King Cole, Capitol
8. **JINGLE BELL ROCK**, Bobby Helms, Decca 30513
9. **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405
10. **CHILDREN'S CHRISTMAS SONG**, Supremes, Motown 1085
11. **ROCKIN' AROUND THE CHRISTMAS TREE**, Brenda Lee, Decca 30776
12. **LONESOME CHRISTMAS**, Lowell Fulson, Hollywood 1022

### OTHER CHRISTMAS SINGLES RECORDING SALES (Listed Alphabetically by Titles)

**BABY'S FIRST CHRISTMAS**, Connie Francis, MGM 4049  
**LITTLE ALTAR BOY**, Vic Dana, Dolton 48  
**SILENT NIGHT**, Bing Crosby, Decca 23777  
**THERE WON'T BE ANY SNOW**, Derrick Roberts, Roulette 4656  
**WHITE CHRISTMAS**, Drifters, Atlantic 1048

# Cameras Set to Roll With Rolling Stones

NEW YORK — The Rolling Stones have been set for their first feature film. The movie, which will start shooting this coming April, will be titled "Back, Behind and in Front."

Allan Klein and Andrew Loog Oldham, who will co-produce, are now in Hollywood meeting with writers. They expect to announce a director before the Rolling Stones leave for England later this month.

Based on an original story by Oldham, the film will be financed by British Decca with a budget of \$1,250,000. Decca, Ltd., which recently gave the group a five-year pact and a \$3 million guarantee, signed the Stones to a five-year film pact calling for one picture a year and a total shooting budget in excess of \$5 million. London

Records releases the Stones' records here.

Filming on "Back" will start in England and continue in four countries behind the Iron Curtain. Music for the movie is now being written by Mick Jagger and Keith Richards, of the Stones.

Meantime, the Stones wound up their U. S. tour at the Sports Arena in Los Angeles on Dec. 5. They played to a capacity audience of 13,500, grossing \$74,250.

Key grosses in the tour, which came to an estimated \$2 million, were: \$34,000 in Chicago; \$37,000 in Detroit; \$38,000 in Pittsburgh; \$35,000 in New York; \$45,000 in Toronto; \$35,000 in Sacramento; \$37,000 in Baltimore, and \$32,000 in Seattle.

# 'Sweet Charity' Is Sweet Music to Philly's Ears

PHILADELPHIA — "Sweet Charity," the Broadway-bound musical, opened here last week (6) to unanimous raves. The original cast album of the musical, which was written by Cy Coleman (music), Dorothy Fields (lyrics) and Neil Simon (book), will be recorded by Columbia Records after its Broadway opening, scheduled for Jan. 25 at the renovated Palace Theater. Goddard Lieberson, Columbia's president, will produce the album.

Following is a capsule of the reviews from the three Philadelphia critics: Ernest Schier of The Evening Bulletin: "At last,

Somebody—a whole bunch of somebodies—have put together a honey of a musical. . . . Henry T. Murdock of The Philadelphia Inquirer: "The musical show we have all been waiting for, the one with the songs and the dances and the funny sayings, the one with the lovely people and the unflinching sense of humor." Jerry Gaghan of the Philadelphia Daily News: . . . "A musical that had songs that were hummable, dancing that rated ovations and jokes that could be laughed at steadily."

The show stars Gwen Verdon. It was directed and choreographed by Bob Fosse. Fryer, Carr & Harris are the producers.

## Signings

RCA Victor has signed **Jefferson Airplane**, a San Francisco sextet singing in the folk-rock vein. . . . Musicor Records has signed the veteran vocal group, the **Platters**, and the newly formed folk-rock-pop group, the **Bitter End Singers**.

**Joanie Sommers**, formerly with Warner Bros. Records, to Columbia. . . . **Al Hibbler** signed to Roulette Records. . . . **Iver Recording Corp.**'s group the **Un-Four-Given** to Columbia. . . . Showcase Records, the pop line subsidiary of Pickwick International, signed folk-rock singers **Adam & Eve** and thrush **Beverly Ann**. . . . **Eddie Palmieri** has been signed to a new

# Hallyday Comes Through in Fine Form in Paris

PARIS — The general consensus was that Johnny Hallyday had survived the challenge of Salvatore Adamo.

Making his first appearance for two years at the Olympia Theater, Paris, in the wake of a triumphant season by Adamo, the new French heartthrob, Johnny Hallyday more than held his own.

Hallyday who, before he went into the French Army, had made his reputation by whipping up frenetic demonstrations of fan fanaticism by the well-worn pelvic techniques of rock 'n' roll gymnastics, had been widely tipped to come unstuck before an audience wooed and won by the smooth, dreamy, romantic ballads of the sensationally fast-rising Adamo.

But Johnny played it cool. He wore a sober tuxedo, warmed up the audience with some of his old hits, and only towards the end shed his tie and jacket for a widely extrovertish concession to the hardcore fans who were incessantly demanding rock and more rock.

Good support came from romantic singer Jena-Jacques Debout, from satirical specialist Pierre Perret and from the exciting Clara Ward Singers.

It was a big test for Hallyday, but inspiration triumphed.

MIKE HENNESSEY

# Remains: To Be Seen and Heard

NEW YORK — Epic Records' the Remains debuted Tuesday night (Nov. 30) at Trudie Heller's, a discotheque which features rock 'n' roll augmented by flashing vary-colored lights and A Go-Go dancers. The four-man group from Boston was great with the beat sound on stage such as "Like a Rolling Stone" and "Hang on Sloopy," but shifted smoothly into slower numbers like a revamping of "Corina, Corina" displaying excellent vocal work.

Moving once again to action, the group created a bombastic and explosive "Get Off of My Cloud," showing polish equal to any group in the business. The Remains' latest Epic disk is "I Can't Get Away From You." They will be appearing at the discotheque for the next five weeks.

CLAUDE HALL

three-year contract by Tico Records. . . . The **Other Ones** to DCP International. . . . **Teddy Randazzo Productions** has added **Porgy & the Monarchs**, a quintet, and the **Classica**, a quartet, to its artists roster.

# Having Famous Parent Not All Roses: Noel Harrison

NEW YORK — Climbing on the Billboard's "Hot 100" chart (No. 62 this week) with his London single, "A Young Girl," Noel Harrison says that a famous parent (actor Rex Harrison), despite the value of the initial curiosity it stimulates, makes success twice as difficult for a performer.

"The audience," he adds, "comes in with a preset notion as to who and what you are. To be accepted on your own terms requires double the effort." The young singer's acceptance, however, has seemed rapid and almost effortless. In-

person dates at San Francisco's hungry i, Chicago's Mr. Kelly, and New York's Living Room have stimulated interest in Harrison as a saloon attraction. Currently headlining at Houston's Tideland, Harrison is planning a quick trip to New York to wrap up his first LP for the London label.

In the offing for Harrison is a film deal. Both 20th Century-Fox and Walt Disney have expressed interest, and for Fox he's co-starred with Tammy Grimes in a comedy TV pilot which is being considered for a series next season.

# PEOPLE AND PLACES

The **Goldberg-Miller Blues Band**, newly signed Epic artists, begin a four-week engagement at the Phone Booth on Dec. 16. . . . **Stan Getz**, **Dionne Warwick** and **Joe Mooney** will share the concert bill at Carnegie Hall on Dec. 19. . . . **Len Barry** has signed with the William Morris Agency for representation in all fields. . . . **James Brown** set for a New Year's Day concert at Los Angeles Sports Arena. . . . Epic Records has recorded an "in-person" album of **George Maharis'** nightclub act at the Persian Room. . . . **Gerard W. Purcell Associates** has signed **Joyce Jillson** for personal management. . . . **Happy Goday**, vice-president of the Richmond Organization, back in New York after a three-week trip to the West Coast for a series of meetings with **Anthony Newley** and **Charles Aznavour** on projects in which both are involved. . . . **Sergio Franchi** set for **Ed Sullivan's** CBS-TV show Dec. 26. . . . New bill at the Living Room for the next two weeks features singer **Michael-Ann**; comedian **Hank Bradford**, and balladeer **Vic Ventura**. **Mal Braveman** is now handling public relations for the club. . . . The **Teddy Boys** return to the Eighth Wonder on Dec. 13. . . . **Xavier Cugat** and singer **Charo** will headline at the Flamingo, Las Vegas, for three weeks beginning Jan. 6. . . . **Jerry Vale**, at the Americana Hotel, San Juan, Jan. 1-8 and at the Palmer House, Chicago, Jan. 17-Feb. 2.

**Mary Wells** will headline at the Howard Theater, Washington, Dec. 25-Jan. 2. . . . **Woody Allen** set for a two-week date at the Royal Box beginning Jan. 17. . . . Upstairs at the Downstairs owner **Iring Haber** is recording the club's "Just for Openers" revue independently. . . . **Mose Allison** opens at the Village Vanguard on Dec. 14 for three weeks. . . . The **Toys**, back from their promotion tour of England, are now being lined up for an England personal appearance tour and the Continent for February. . . . **Joe Tex** leaves for England Dec. 14 for a two-week promotion tour with dates scheduled for TV and nightclubs. . . . The **Four Ways**, new vocal group, now being represented exclusively by **Ron Thompson**. . . . Singer **Jerry Evans** into The Happening Room of Miami Beach's Barcelona Hotel on Jan. 17. . . . Socialite-singer **Pat Paterno** has resumed as host at the Dic Au Go Go nightclub. . . . Comedian **Marty Brill** is in New York to promote his Colpix album, "James Blonde, The Man from T.A.N.T.E.". . . . Autumn Records' **Beau Brummels** have just finished taping "Hollywood A Go Go," "American Bandstand" and "Where the Action Is." . . . **Hong Kong's Fabulous Echoes**, a top rhythm and blues group in the Far East, arrive in Los Angeles on Dec. 28 and open on Dec. 21 at Lake Tahoe's Sahara Hotel for a 10-week engagement. Their latest Liberty release is "Saigon Girl."

**Peter & Gordon**, English duo, will record an album of pop tunes with a country flavor in Nashville this week for Capitol Records. . . . Youngblood Music has added **Carmen Taylor** to its writing staff. . . . **Bob Finiz** has expanded his recording facilities in Philadelphia. . . . **Dave Bernstein**, veteran promotion man, added "Man of La Mancha" score.

MIKE GROSS

## JAMS CARNEGIE HALL

# Jacques Brel Magnifique In His American Debut

NEW YORK — Jacques Brel, talented singer from Belgium, made his American debut in an exciting and dynamic performance at Carnegie Hall Saturday night (4). The composer-lyricist, well known in European entertainment circles, completely captivated the sophisticated, Continental audience that jammed the hall.

The French-speaking Brel overcame the language barrier with his physical interpretation of his lyric material. With expressive hands and a dancer's mobility, he emphasizes his lyrics to the extent that he lives his songs in a unique style that reminds one of a dramatic, vocal Marcel Marceau.

Brel, who records for Barclay in Europe and is released on the Reprise label here, performed a wide variety of his own material, from the romantic blues "Ne Me Quittes Pas," to the nostalgic song of old age, "Les Vieux," and a comic story of an Army recruit, "Au Suivant." Unlike much of today's pop material, Brel's songs are all meaningful comments on modern living and as such have elevated his stature in the European music world.

On stage, his powerful voice, developed in the rough setting of Left Bank nightclubs, lends authority to the ballads and accents the poetry of his material. He also has a unique ability to inject dramatic intensity into a

song, for a completely absorbing performance.

The concert, which was produced by Harold Leventhal, grossed more than \$11,000.

HERB WOOD

# McKuen Clicks in Convincing Style

NEW YORK — Most of the songs presented by RCA Victor Records' Rod McKuen in his opening Wednesday night (8) here at the Bitter End were handled deftly and beautifully. Both as songwriter and artist, McKuen came across extremely well, exhibiting a polished and convincing style. McKuen is an entertainer as well as a singer and his switch to a "protest waltz" about a family who made its living from the Bomb was hilarious.

McKuen did not exhibit much vocal range, but what range he has, he used well, especially on such songs as "I've Been to Town," which has been recorded by artists in both the pop and folk fields. "Rusting in the Rain," "One by One" and "The World I Used to Know." The overall impressions of the show was that McKuen is an "Easy Listening" type of artist. He's appearing at the Bitter End for two weeks.

Also on the bill were the Wigs of 1666, a Mercury Records group. "Something Missing" was their best effort.

CLAUDE HALL

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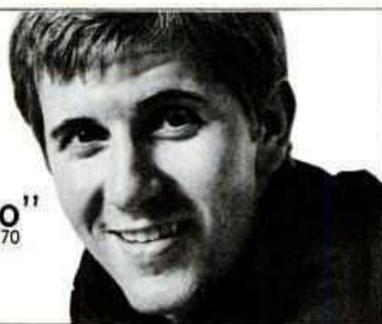
BArcly 7-9573 or 9536

# Epic gives the year a smash single send-off.

**NANCY AMES**  
"Friends and Lovers Forever"  
5-9874



**STEFF**  
"Where Did She Go"  
5-9870



**THE REMAINS**  
"I Can't Get Away From You"  
5-9872



**BUDDY GRECO**  
"That Darn Cat"  
5-9864



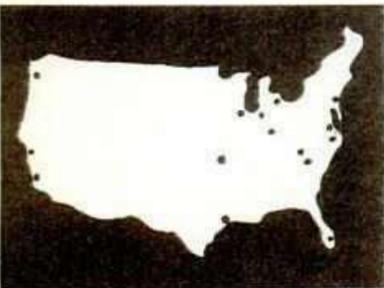
**BOBBY VINTON**  
"Satin Pillows"  
5-9869



**THE GOLDBERG-MILLER  
BLUES BAND**  
"The Mother Song"  
5-9865



# TOP SELLERS IN TOP MARKETS



This chart is based upon territorial sales of the Top 40 single records as reported by retail stores in 15 Top markets.

(TW) THIS WEEK (LW) LAST WEEK

## BALTIMORE

TW	LW	TITLE, Label & No.
1	1	I HEAR A SYMPHONY—Supremes, Motown 1083
2	2	LET'S HANG ON—4 Seasons, Philips 40317
3	3	I GOT YOU (I Feel Good)—James Brown, King 6015
4	4	TURN! TURN! TURN!—Byrds, Columbia 43424
5	5	ONE HAS MY NAME—Barry Young, Dot 16758
6	9	SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396
7	7	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
8	6	PUPPET ON A STRING—Elvis Presley, RCA Victor 0650
9	10	A TIME TO LOVE-A TIME TO CRY—Lou Johnson, Big Top 101
10	8	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
11	19	DON'T LOOK BACK—Temptations, Gordy 7047
12	35	CRYING TIME—Ray Charles, ABC-Paramount 10739
13	27	EBB TIDE—Righteous Brothers, Philips 130
14	15	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
15	23	ENGLAND SWINGS—Roger Miller, Smash 2010
16	21	DON'T FIGHT IT—Wilson Pickett, Atlantic 2306
17	22	OVER AND OVER—Dave Clark Five, Epic 9863
18	14	1-2-3—Len Barry, Decca 31827
19	12	KISS AWAY—Ronnie Dove, Diamond 191
20	20	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
21	13	MY BABY—Temptations, Gordy 7047
22	11	HARLEM NOCTURNE—Viscounts, Amy 940
23	—	DO I MAKE MYSELF CLEAR—Etta James & Sugar Pie DeSanto, Cadet 5519
24	24	I WILL—Dean Martin, Reprise 0415
25	33	I REALLY LOVE YOU—Dee Dee Sharp, Cameo 375
26	16	GET OFF OF MY CLOUD—Rolling Stones, London 9792
27	25	IT'S GOOD NEWS WEEK—Hedgehoppers Anonymous, Parrot 9800
28	34	DON'T THINK TWICE—Wonder Who?, Philips 40324
29	40	SANDY—Ronny & the Daytonas, Mala 513
30	39	YOU'VE BEEN CHEATIN'—Impressions, ABC-Paramount 10750
31	—	DAY TRIPPER—Beatles, Capitol 5555
32	—	FIVE O'CLOCK WORLD—Vogues, Co & Ce 232
33	—	WE CAN WORK IT OUT—Beatles, Capitol 5555
34	—	HOLE IN THE WALL—Packers, Pure Soul 1107
35	29	LET'S MOVE AND GROOVE (Together)—Johnny Nash, Joda 102
36	18	SEESAW—Don Covay, Atlantic 2301
37	17	SOMETHING ABOUT YOU—Four Tops, Motown 1084
38	38	FOLLOW YOUR HEART—Manhattans, Carnival 512
39	32	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
40	37	STAND BY ME—Earl Grant, Decca 25674

## BOSTON

TW	LW	TITLE, Label & No.
1	1	LET'S HANG ON—4 Seasons, Philips 40317
2	10	A YOUNG GIRL—Noel Harrison, London 9795
3	5	TURN! TURN! TURN!—Byrds, Columbia 43424
4	2	SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396
5	4	ONE HAS MY NAME—Barry Young, Dot 16758
6	9	SUNDAY AND ME—Jay & the Americans, United Artists 948
7	7	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
8	8	I GOT YOU (I Feel Good)—James Brown, King 6015
9	16	FEVER—McCoys, Bang 511
10	13	OVER AND OVER—Dave Clark Five, Epic 9863
11	11	I WILL—Dean Martin, Reprise 0415
12	20	FLOWERS ON THE WALL—Stallier Brothers, Columbia 4335
13	15	DON'T THINK TWICE—Wonder Who?, Philips 40324
14	3	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
15	6	I HEAR A SYMPHONY—Supremes, Motown 1083
16	26	ENGLAND SWINGS—Roger Miller, Smash 2010
17	21	THE LITTLE GIRL I ONCE KNEW—Beach Boys, Capitol 5540
18	14	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
19	19	CRYSTAL CHANDELIER—Vic Dana, Dolton 313
20	33	IT'S GOOD NEWS WEEK—Hedgehoppers Anonymous, Parrot 9800
21	39	NO MATTER WHAT SHAPE (Your Stomach's In)—T-Bones, Liberty 55836
22	—	WE CAN WORK IT OUT—Beatles, Capitol 5555
23	27	FIVE O'CLOCK WORLD—Vogues, Co & Ce 232
24	24	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
25	32	A SWEET WOMAN LIKE YOU—Joe Tex, Dial 4022
26	—	SHE'S JUST MY STYLE—Gary Lewis & the Playboys, Liberty 55846
27	29	EBB TIDE—Righteous Brothers, Philips 130
28	40	TEARS—Ken Dodd, Liberty 55835
29	30	HERE IT COMES AGAIN—Fortunes, Press 9798
30	25	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
31	28	PUPPET ON A STRING—Elvis Presley, RCA Victor 0650
32	35	HOLE IN THE WALL—Packers, Pure Soul 1107
33	31	I DON'T KNOW WHAT YOU GOT—Little Richard, Vee Jay 698
34	17	RESCUE ME—Fontella Bass, Checker 1120
35	12	SOMETHING ABOUT YOU—Four Tops, Motown 1084
36	—	IT'S MY LIFE—Animals, MGM 13414
37	—	JUST ONE MORE DAY—Otis Redding, Volt 130
38	18	CRAWLING BACK—Roy Orbison, MGM 13410
39	36	DON'T FIGHT IT—Wilson Pickett, Atlantic 2306
40	22	GET OFF OF MY CLOUD—Rolling Stones, London 9792

## CHICAGO

TW	LW	TITLE, Label & No.
1	4	LET'S HANG ON—4 Seasons, Philips 40317
2	2	1-2-3—Len Barry, Decca 31827
3	1	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
4	10	OVER AND OVER—Dave Clark Five, Epic 9863
5	17	FIVE O'CLOCK WORLD—Vogues, Co & Ce 232
6	8	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
7	9	TURN! TURN! TURN!—Byrds, Columbia 43424
8	3	FOR YOU—Spellbinders, Columbia 43384
9	7	KEEP ON DANCING—Gentrys, MGM 13379
10	5	I HEAR A SYMPHONY—Supremes, Motown 1083
11	11	I GOT YOU (I Feel Good)—James Brown, King 6015
12	12	HOLE IN THE WALL—Packers, Pure Soul 1107
13	26	FEVER—McCoys, Bang 511
14	14	GET OFF OF MY CLOUD—Rolling Stones, London 9792
15	15	SEESAW—Don Covay, Atlantic 2301
16	13	LOOK THROUGH ANY WINDOW—Hollies, Imperial 66134
17	24	ONE HAS MY NAME—Barry Young, Dot 16758
18	21	SUNDAY AND ME—Jay & the Americans, United Artists 948
19	25	RUN, BABY RUN—Newbeats, Hickory 1332
20	6	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
21	22	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
22	33	TAKE A HEART—Sorrrows, Warner Bros. 5662
23	23	THIS HEART OF MINE—Artistics, Okeh 7232
24	20	SINNER MAN—Trini Lopez, Reprise 0405
25	—	DON'T THINK TWICE—Wonder Who?, Philips 40324
26	19	STAY AWAY FROM MY BABY—Ted Raylor, Okeh 7231
27	27	MOTHER NATURE, FATHER TIME—Brook Benton, RCA Victor 8693
28	18	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
29	16	A LOVER'S CONCERTO—Toys, DynoVoice 209
30	21	SOMETHING ABOUT YOU—Four Tops, Motown 1084
31	28	MY BABY—Temptations, Gordy 7047
32	32	YOU'VE BEEN CHEATIN'—Impressions, ABC-Paramount 10750
33	34	MICHAEL—C.O.D.'s, Kellmac 1003
34	39	TEARS—Ken Dodd, Liberty 55835
35	35	RESCUE ME—Fontella Bass, Checker 1120
36	36	ENGLAND SWINGS—Roger Miller, Smash 2010
37	40	I FOUND A GIRL—Jan & Dean, Liberty 55833
38	—	I'M A MAN—Yardbirds, Epic 9857
39	—	WE CAN WORK IT OUT—Beatles, Capitol 5555
40	—	IL SILENZIO—Nini Rosso, Columbia 43363

## NEW ORLEANS

TW	LW	TITLE, Label & No.
1	1	I GOT YOU (I Feel Good)—James Brown, King 6015
2	5	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
3	3	1-2-3—Len Barry, Decca 31827
4	4	A LOVER'S CONCERTO—Toys, DynoVoice 209
5	2	RESCUE ME—Fontella Bass, Checker 1120
6	7	SEESAW—Don Covay, Atlantic 2301
7	15	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
8	6	I HEAR A SYMPHONY—Supremes, Motown 1083
9	9	HOLE IN THE WALL—Packers, Pure Soul 1107
10	12	TURN! TURN! TURN!—Byrds, Columbia 43424
11	10	I WILL—Dean Martin, Reprise 0415
12	16	C. C. RIDER—Bobby Powell, Whit 714
13	19	FEVER—McCoys, Bang 511
14	26	THE DUCK—Jackie Lee, Mirwood 5502
15	33	EBB TIDE—Righteous Brothers, Philips 130
16	31	MEN OF WAR—Rouzan Sisters, Frisco 113
17	17	DON'T FIGHT IT—Wilson Pickett, Atlantic 2306
18	8	MAKE ME YOUR BABY—Barbara Lewis, Atlantic 2306
19	20	LET'S MOVE AND GROOVE (Together)—Johnny Nash, Joda 102
20	21	ONE HAS MY NAME—Barry Young, Dot 16758
21	22	RAINBOW '65—Gene Chandler, Constellation 158
22	32	A SWEET WOMAN LIKE YOU—Joe Tex, Dial 4022
23	23	STAY AWAY FROM MY BABY—Ted Taylor, Okeh 7231
24	24	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
25	11	TREAT HER RIGHT—Roy Head, Back Beat 546
26	25	RUN, BABY RUN—Newbeats, Hickory 1332
27	14	DOWN THE AISLE—Alex Spearman, White Cliff 217
28	13	I KNEW YOU WHEN—Billy Joe Royal, Columbia 43390
29	36	ENGLAND SWINGS—Roger Miller, Smash 2010
30	28	GET OFF OF MY CLOUD—Rolling Stones, London 9792
31	—	I DON'T KNOW WHAT YOU'VE GOT BUT IT'S GOT ME—Little Richard, Vee Jay 698
32	—	FLOWERS ON THE WALL—Stallier Brothers, Columbia 43315
33	18	EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys, Liberty 5581
34	—	DAY TRIPPER—Beatles, Capitol 5555
35	—	APPLE OF MY EYE—Roy Head, Back Beat 555
36	—	CRYING TIME—Ray Charles, ABC-Paramount 10739
37	35	SOMETHING ABOUT YOU—Four Tops, Motown 1084
38	—	PLEASE COME HOME FOR CHRISTMAS—Charles Brown, King 5425
39	—	MAKE IT EASY ON YOURSELF—Walker Brothers, Smash 2000
40	37	NOTE ON THE TABLE—Danny White, Frisco 114

## NEW YORK

TW	LW	TITLE, Label & No.
1	1	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
2	4	TURN! TURN! TURN!—Byrds, Columbia 43424
3	3	I GOT YOU (I Feel Good)—James Brown, King 6015
4	2	RESCUE ME—Fontella Bass, Checker 1120
5	7	LET'S HANG ON—4 Seasons, Philips 40317
6	6	I HEAR A SYMPHONY—Supremes, Motown 1083
7	5	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
8	10	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
9	9	1-2-3—Len Barry, Decca 31827
10	8	A LOVER'S CONCERTO—Toys, DynoVoice 209
11	11	OVER AND OVER—Dave Clark Five, Epic 9863
12	12	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
13	16	DON'T THINK TWICE—Wonder Who?, Philips 40324
14	15	FEVER—McCoys, Bang 511
15	13	YOU'VE GOT TO HIDE YOUR LOVE AWAY—Silkie, Fontana 1525
16	24	EBB TIDE—Righteous Brothers, Philips 130
17	18	IT'S MY LIFE—Animals, MGM 13414
18	21	ENGLAND SWINGS—Roger Miller, Smash 2010
19	19	I WILL—Dean Martin, Reprise 0415
20	20	MY BABY—Temptations, Gordy 7047
21	22	SUNDAY AND ME—Jay & the Americans, United Artists 948
22	39	SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396
23	29	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
24	—	WE CAN WORK IT OUT—Beatles, Capitol 5555
25	26	THE LITTLE GIRL I ONCE KNEW—Beach Boys, Capitol 5540
26	27	DON'T FIGHT IT—Wilson Pickett, Atlantic 2306
27	35	THE DUCK—Jackie Lee, Mirwood 5502
28	28	A SWEET WOMAN LIKE YOU—Joe Tex, Dial 4022
29	—	LOVE BUG—Jack Jones, Kapp 722
30	1	I DON'T KNOW WHAT YOU'VE GOT BUT IT'S GOT ME—Little Richard, Vee Jay 698
31	17	GET OFF OF MY CLOUD—Rolling Stones, London 9792
32	32	HOLE IN THE WALL—Packers, Pure Soul 1108
33	—	I AIN'T GONNA EAT OUT MY HEART ANYMORE—Young Rascals, Atlantic 2312
34	—	THUNDERBALL—Tom Jones, Parrot 9801
35	24	KEEP ON DANCING—Gentrys, MGM 13379
36	38	HERE IT COMES AGAIN—Fortunes, Press 9798
37	—	SHE'S JUST MY STYLE—Gary Lewis & the Playboys, Liberty 55846
38	31	DON'T HAVE TO SHOP AROUND—Mad Lads, Volt 127
39	—	DAY TRIPPER—Beatles, Capitol 5555
40	—	ONE HAS MY NAME—Barry Young, Dot 16758

## PHILADELPHIA

TW	LW	TITLE, Label & No.
1	1	I HEAR A SYMPHONY—Supremes, Motown 1083
2	4	LET'S HANG ON—4 Seasons, Philips 40317
3	3	I GOT YOU (I Feel Good)—James Brown, King 6015
4	9	MICHAEL—C.O.D.'s, Kellmac 1003
5	10	GEE (But I'd Give the World)—Anthony & the Sophomores, ABC-Paramount 10737
6	8	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
7	2	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
8	13	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
9	6	TAKE ME IN YOUR ARMS BABY—Kim Weston, Gordy 7346
10	7	SEESAW—Don Covay, Atlantic 2301
11	5	RESCUE ME—Fontella Bass, Checker 1120
12	12	SOMETHING ABOUT YOU—Four Tops, Motown 1084
13	14	DON'T THINK TWICE—Wonder Who?, Philips 40324
14	17	LITTLE GIRL I ONCE KNEW—Beach Boys, Capitol 5540
15	15	HOLE IN THE WALL—Packers, Pure Soul 1107
16	18	FEVER—McCoys, Bang 511
17	19	EBB TIDE—Righteous Brothers, Philips 130
18	29	OVER AND OVER—Dave Clark Five, Epic 9863
19	25	TURN! TURN! TURN!—Byrds, Columbia 43424
20	31	JENNY TAKE A RIDE—Mitch Ryder & the Detroit Wheels, New Voice 806
21	32	CALL ME—Chris Montez, A&M 780
22	21	CRYING TIME—Ray Charles, ABC-Paramount 10737
23	37	C. C. RIDER—Bobby Powell, Whit 714
24	11	I'M SO THANKFUL—Ikette, Modern 1011
25	—	WE CAN WORK IT OUT—Beatles, Capitol 5555
26	26	THE DUCK—Jackie Lee, Mirwood 5502
27	17	I WILL—Dean Martin, Reprise 0415
28	—	SHE'S JUST MY STYLE—Gary Lewis & the Playboys, Liberty 55846
29	—	SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396
30	24	DON'T HAVE TO SHOP AROUND—Mad Lads, Volt 127
31	28	LET ME BE—Turtles, White Whale 224
32	30	YOU'VE GOT TO HIDE YOUR LOVE AWAY—Silkie, Fontana 1525
33	16	MY BABY—Temptations, Gordy 7047
34	21	MY GIRL HAS GONE—Miracles, Tamla 54123
35	—	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
36	—	LOOK IN MY EYES—Three Degrees, Swan 4235
37	36	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
38	38	PLEASE FORGIVE ME—Du-Ettes, Lost-Nite 1003
39	—	SPANISH EYES—Al Martin, Capitol 5542
40	—	PUPPET ON A STRING—Elvis Presley, RCA Victor 0650

## PITTSBURGH

TW	LW	TITLE, Label & No.
1	1	TURN! TURN! TURN!—Byrds, Columbia 43424
2	3	LET'S HANG ON—4 Seasons, Philips 40317
3	6	HOLE IN THE WALL—Packers, Pure Soul 1107
4	4	I HEAR A SYMPHONY—Supremes, Motown 1083
5	10	FIVE O'CLOCK WORLD—Vogues, Co & Ce 232
6	12	RUN, BABY RUN—Newbeats, Hickory 1332
7	7	A TASTE OF HONEY—Herb Alpert & the Tijuana Brass, A&M 775
8	2	1-2-3—Len Barry, Decca 31827
9	11	HANG ON SLOOPY—Ramsey Lewis Trio, Cadet 5522
10	13	I GOT YOU (I Feel Good)—James Brown, King 6015
11	32	I CAN NEVER GO HOME ANYMORE—Shangri-Las, Red Bird 043
12	8	RESCUE ME—Fontella Bass, Checker 1120
13	9	GET OFF OF MY CLOUD—Rolling Stones, London 9792
14	14	OVER AN' OVER—Dave Clark Five, Epic 9863
15	15	MAKE THE WORLD GO AWAY—Eddy Arnold, RCA Victor 8679
16	17	SOMETHING ABOUT YOU—Four Tops, Motown 1084
17	18	I WILL—Dean Martin, Reprise 0415
18	5	AIN'T THAT PECULIAR—Marvin Gaye, Tamla 54122
19	29	EBB TIDE—Righteous Brothers, Philips 130
20	30	FEVER—McCoys, Bang 511
21	26	MICHAEL—C.O.D.'s, Kellmac 1003
22	40	GRAB THIS THING—Mar-Keys, Stax 181
23	16	I REALLY LOVE YOU—Dee Dee Sharp, Cameo 375
24	27	C. C. RIDER—Bobby Powell, White 714
25	25	I'M A MAN—Yardbirds, Epic 9857
26	28	SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396
27	29	MAKE IT EASY ON YOURSELF—Walker Brothers, Smash 2000
28	24	A LOVER'S CONCERTO—Toys, DynoVoice 209
29	31	LET ME BE—Turtles, White Whale 224
30	34	HERE IT COMES AGAIN—Fortunes, Press 9798
31	35	ENGLAND SWINGS—Roger Miller, Smash 2010
32	38	DON'T FIGHT IT—Wilson Pickett, Atlantic 2306
33	—	WE CAN WORK IT OUT—Beatles, Capitol 5555
34	—	PUPPET ON A STRING—Elvis Presley, RCA Victor 0650
35	—	SUNDAY AND ME—Jay & the Americans, United Artists 948
36	—	NO MATTER WHAT SHAPE YOUR STOMACH'S IN—T-Bones, Liberty 55836
37	36	I WANT TO MEET HIM—Royalettes, MGM 13405
38	22	SEESAW—Don Covay, Atlantic 2301
39		



How can the GENTRYS top a hit like "KEEP ON DANCING"



# WITH A HIT LIKE SPREAD IT ON THICK

b/w BROWN PAPER SACK K-13432



MGM RECORDS is a division of Metro-Goldwyn-Mayer, Inc.

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OF  
COURSE  
MGM  
RECORDS



HOT 100

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

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

Billboard

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'TURN! TURN! TURN!' by Byrds and 'OVER AND OVER' by Dave Clark Five.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'MAKE IT EASY ON YOURSELF' by Walker Brothers and 'APPLE OF MY EYE' by Roy Head.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'EVERYBODY DO THE SLOOPY' by Johnny Thunder and 'HOLE IN THE WALL' by The Packers.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A through S with publisher and licensee information.

Table listing songs T through Z with publisher and licensee information.

Table listing songs with publisher and licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'GOOD TIME MUSIC' and 'WALK HAND IN HAND'.



# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 163—Last Week, 112

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

## POP SPOTLIGHTS

### TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

**HERMAN'S HERMITS—A MUST TO AVOID** (Trousdale, BMI)—From the forthcoming film "Hold On," the group has a winning and swinging rocker with hit written all over it. Flip: "The Man With the Cigar" (Blackwood, BMI). **MGM 13437**

**ROLLING STONES—AS TEARS GO BY** (Essex, BMI)—Mick Jagger goes it solo, a la Paul McCartney, on the beautiful folk-flavored ballad associated with Marianne Faithfull. Baroque, semi-classical smash hit! Flip: "Gotta Get Away" (Golden, BMI). **London 9808**

**BEACH BOYS—BARBARA ANN** (Shoe-String & Cousins, BMI)—Rockin' rouser culled from their hit LP, "Beach Boys Party," can't miss. This Jan & Dean classic will fast catch the group's "The Little Girl I Once Knew" now at 32 on the Hot 100. Flip: "Girl Don't Tell Me." **Capitol 5561**

**PETULA CLARK—MY LOVE** (Duchess, BMI)—The writing, arranging and singing combination of Petula Clark and Tony Hatch come up with another exciting rhythm winner with more potential than "Round Every Corner." Flip: "Where Am I Going" (Duchess, BMI). **Warner Bros. 5684**

### TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

**GENTRYS—SPREAD IT ON THICK** (Tree, BMI)—Another rocking dance winner in the vein of their initial hit, "Keep on Dancing." Strong follow up! Flip: "Brown Paper Sack" (Press-Lynlou, BMI). **MGM 13432**

**BOB DYLAN—CAN YOU PLEASE CRAWL OUT YOUR WINDOW** (Witmark, ASCAP)—More strong folk-rock Dylan material which will have no trouble finding its way up the singles chart. Strong material and performance. Flip: "Highway 61 Revisited" (Witmark, ASCAP). **Columbia 43477**

**HORST JANKOWSKI—PLAY A SIMPLE MELODY** (Berlin, ASCAP)—Intriguing arrangement of the Berlin oldie has the hit possibilities of "A Walk in the Black Forest." Exciting production builds beautifully. Flip: "Cruising Down the Rhine" (MRC, BMI). **Mercury 72502**

**MARVELETTES—DON'T MESS WITH BILL** (Jobete, BMI)—The strong Detroit beat backs a good lyric and vocal performance right up the teen market alley. Should prove a monster. Flip "Anything You Wanna Do" (Jobete, BMI). **Tamla 54126**

**BIG DEE IRWIN—FOLLOW MY HEART** (Screen Gems-Columbia, BMI)—Soulful blues left fielder that should prove a hit in both the pop and r&b markets. Fine Eddie Newmark production work. Flip: "Stop Heart" (Fineline, BMI). **Rotate 853**

**MYDDLE CLASS—FREE AS THE WIND** (Screen Gems-Columbia, BMI)—New label, new group and new Goffin-King material has smash hit possibilities. Folk rocker is a powerhouse! Flip: "Gates of Eden" (Witmark, ASCAP). **Tomorrow 7501**

**DEBBI LORI KAYE—SOLDIER BOY** (Ludiz & Be-talbin, BMI)—Twelve-year-old dynamic stylist has a winner in this revival of the Shirelles' past hit. Should prove a sales giant. Flip: "Could That Be" (Glaser, BMI). **Columbia 43454**

### CHART Spotlights—Predicted to reach the HOT 100 Chart

**BILLY STEWART—Mountain of Love** (Chevis, BMI). **CHES 1948**  
**CHANGIN' TIMES—How Is the Air Up There** (Chardon, BMI). **PHILIPS 40341**  
**AD LIBS—Johnny My Boy** (Trio, BMI). **BLUE CAT 123**  
**CANNIBAL AND THE HEADHUNTERS—Follow the Music** (Padua, BMI). **RAMPART 646**  
**JOHN GARY—She Wasn't You** (Chappell, ASCAP). **RCA VICTOR 8731**  
**EVERLY BROTHERS—It's All Over** (Acuff-Rose, BMI). **WARNER BROS. 5682**

**MIRACLES—GOING TO A GO GO** (Jobete, BMI)—Pulsating dance beat backs a powerful vocal on clever material headed for the top of the chart. Flip: "Choosey Begger" (Jobete, BMI). **Tamla 54127**

**LEN BARRY—LIKE A BABY** (Double Diamond-Champion, BMI)—Just as "1-2-3" starts to slip down the Hot 100 Chart, this powerful rocker with driving beat will fast replace the initial hit. Flip: "Happiness (Is a Girl Like You)" (Double Diamond-Champion, BMI). **Decca 31889**

**HERB ALPERT AND THE TIJUANA BRASS—ZORBA THE GREEK** (Miller, ASCAP)—**TIJUANA TAXI** (Irving, BMI)—Two powerhouse sides to follow up "A Taste of Honey." Both have swinging dance beats with equal smash hit possibilities. **A&M 787**

**FONTELLA BASS—RECOVERY** (Chevis, BMI)—Hot on the heels of "Rescue Me" comes an equally powerful follow up in the same blues-wailer groove, which will fast climb the chart to the top. Flip: "Leave It In the Hands of Love" (Chevis, BMI). **Checker 1131**

**SYLVIA SYMS—THERE'S GOTTA BE SOMETHING BETTER THAN THIS** (Notable, ASCAP)—From the forthcoming Gwen Verdon Broadway musical "Sweet Charity" comes a rouser with a Tex-Mex flavor, a powerful vocal performance and a swinging Joe Sherman arrangement. Hit sound from start to finish. Flip: "Poor Everybody Else" (Notable, ASCAP). **Columbia 43475**

**MITCH MILLER AND THE GANG—A BALLAD FROM VIETNAM** (The Rain on the Leaves) (Melody Trail, BMI)—Marking the Decca debut of the Gang, this powerful ballad with strong lyric content has the earmarks of a smash hit. Well done! Flip: "That's All For Now" (Leeds, ASCAP). **Decca 31883**

**NEW CHRISTY MINSTRELS—BORN TO BE FREE** (Bernice, BMI)—Commercial folk rock change-of-pace material putting them right in today's sales market. It rocks from start to finish and should hit the charts with impact. Flip: "Everybody Loves Saturday Night" (April & Gregar, ASCAP). **Columbia 43470**

**JOE SHERMAN AND THE ARENA BRASS—FEELING GOOD** (Musical Comedy Productions, BMI)—The much recorded tune from "The Roar of the Grease-paint" is given a tremendous Tex-Mex, commercial, rocking dance beat treatment that should bring it right up the charts. In the groove of the Tijuana Brass success. Flip: "Heartbeat" (Nor VaJak Melody Lane, BMI). **Epic 9877**

**MAC DAVIS—BAD SCENE** (Low-Sal, BMI)—Clever lyric material and catchy rhythm serves as a winning debut for the composer-performer. An off-beat chart giant! Flip: "I Protest" (Low-Sal, BMI). **Capitol 5554**

**MOE ADRIAN & THE SCULPTORS—LOVE TRAIN** (Roosevelt, BMI)—Fascinating combination of folk-rock and jazz should prove a smash hit in this pulsating number loaded with discotheque appeal. Flip: "Shotgun" (Jobete, BMI). **Columbia 43445**

**BUDDY KNOX—A Lover's Question** (Eden-Progressive, BMI). **REPRISE 0431**  
**SANDY NELSON—A Lover's Concerto** (Saturday, BMI) **IMPERIAL 66146**  
**STAN GETZ—Once Upon a Time** (Screen Gems-Columbia, BMI). **MGM 13430**  
**GLENDIA GRAINGER—Mr. Kiss Kiss Bang Bang** (Unart, BMI). **AUDIO FIDELITY 115**  
**THE VAN DYKE PARKS—Number Nine** (January, BMI). **MGM 13441**  
**ROLAND SHAW ORK.—Thunderball** (Unart, BMI). **LONDON 9806**

## COUNTRY SPOTLIGHTS

### TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

**WAYLON JENNINGS—ANITA, YOU'RE DREAMING** (Parody-Irving, BMI)—As his hit "Stop the World" begins to drop on the chart, comes a powerful follow up from the pen of Jennings and Don Bowman. Mexican flavored rhythm ballad is a beauty. Flip: "Look Into My Teardrops" (Wilderness, BMI). **RCA Victor 8729**

**BILL ANDERSON AND JAN HOWARD—TIME OUT** (Wilderness, BMI)—The combination of the two top stars and Harlan Howard ballad material proves a winner that will fast climb the chart. Well performed and produced. Flip: "I Know You're Married" (Lois, BMI). **Decca 31884**

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**ERNEST TUBB AND HIS TEXAS TROUBADOURS—Who's Gonna Be Your Santa Claus This Year** (Window, BMI). **BECCA 31866**  
**GLENN BARBER—Happy Birthday Broken Heart** (Starday-Norris, BMI). **STARDAY 741**  
**KENNY PRICE—Hunky Dory** (Richwill, BMI). **BOONE 1035**  
**JERRY NELSON—Easy Come, Easy Go** (DeLong, BMI). **WORLD WIDE 3012**  
**BILL MONROE AND HIS BLUEGRASS BOYS—The Old Old House** (Glad, BMI). **DECCA 31878**

## R&B SPOTLIGHTS

### TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

**LEE DORSEY—GET OUT OF MY LIFE, WOMAN** (Marsaint, BMI)—Wailing, pulsating blues should rapidly find its way right to the top of the chart. Much pop appeal as well. Flip: "So Long" (Marsaint, BMI). **Amy 945**

**SAM & BILL—FLY ME TO THE MOON** (Almanac, BMI)—The Bart Howard standard is given a fresh new soulful reading with a powerhouse arrangement that should spiral it up the chart in short order! Flip: "Treat Me Right" (And, BMI). **Joda 104**

**IKE & TINA TURNER—CAN'T CHANCE A BREAK-UP** (Sagittarius-Placid)—This blues-rocker with wailing vocal performances loaded with electricity will prove a sales monster. Discotheque winner! Flip: "Stagger Lee and Billy" (Sagittarius-Placid). **Sue 139**

**DARROW FLETCHER—THE PAIN GETS A LITTLE DEEPER** (Gesaka & Muriel, BMI)—This one moves and grooves from start to finish and has the potential for a smash in both the r&b and pop markets. Exciting newcomer! Flip: "My Judgment Day" (Gesaka & Muriel, BMI). **Groovy 3001**

### CHART Spotlights—Predicted to reach the R&B SINGLES Chart

**CARLA THOMAS—Comfort Me** (East, BMI). **STAX 183**  
**GERRI GRANGER—C'est Si Bon (It's So Good)** (Leeds, ASCAP). **DOUBLE L 737**  
**THE MADISONS—Stagger** (Saturday, BMI). **JOMADA 601**  
**SOUL STIRRERS—Christmas Joy** (Arc, BMI). **CHECKER 5007**  
**SELECTIVES—1581 Rhythm Street** (Beechwood, BMI). **UPTOWN 713**  
**JOHNNY AND THE EXPRESSIONS—Something I Want to Tell You** (Crane-break, BMI). **JOSIE 946**  
**TOMMY LOUIS & THE MARSHALL & THE VERSATILES—Wail Baby Wail** (Pookie, ---). **MURIEL 1002**  
**LORETTA WILLIAMS—Baby Cakes** (Time-Redwal, BMI). **JOTIS 471**

**STOKES—Young Man, Old Man** (Jarb, BMI). **ALON 9029**  
**JOAN SUTHERLAND—The Twelve Days of Christmas** (Burlington, ASCAP). **LONDON 9807**  
**MICHAEL—Until It's Time for You to Go** (Whitfield, BMI). **COLPIX 792**  
**HARRY SIMEONE CHORALE & ORK.—The Impossible Dream** (Fox, ASCAP). **KAPP 728**  
**LINDA GAYLE—Maggie's Farm** (Witmark, ASCAP). **COLUMBIA 43462**  
**BARRY GORDON—Let Me Try** (RK, BMI). **UNITED ARTISTS 950**  
**BOB MOORE—Skokiaan** (Gallo-Shapiro-Bernstein, ASCAP). **HICKORY 1357**  
**STANDELLS—Dirty Water** (Equinox, BMI). **TOWER 185**  
**POETS—Merry Christmas Baby** (T.M., BMI). **RED BIRD 046**  
**MUSTACHE WAX—I'm Gonna Get You** (Luv, ASCAP). **INNER 501**  
**JOSEPHINE SUNDAY—You Won't Ever Know Her Name** (Beechwood, BMI). **TOWER 184**  
**GWEN & JERRY COLLINS—Walk On Boy** (Cedarwood, BMI). **BRAGG 223**  
**CHRIS CLARK—Do Right Baby Do Right** (Jobete, BMI). **V.I.P. 25031**  
**CHOIR & CHORALE OF THE FIRST BAPTIST CHURCH OF VAN NUYS, CALIFORNIA—Amen** (Schumann, ASCAP). **LIBERTY 55848**  
**DON BARRIE—Christmastime** (Mana, ---). **TIARA 500-501**  
**SUPERIORS—What Would I Do** (Tender Tunes, BMI). **VERVE 10370**  
**TERRY & MARSHA—It's a Possibility** (Lisandra Lynn, BMI). **CHAMP 209**

December 18, 1965, BILLBOARD

the SMASH SINGLE follow-up to "1-2-3"

# LIKE A BABY

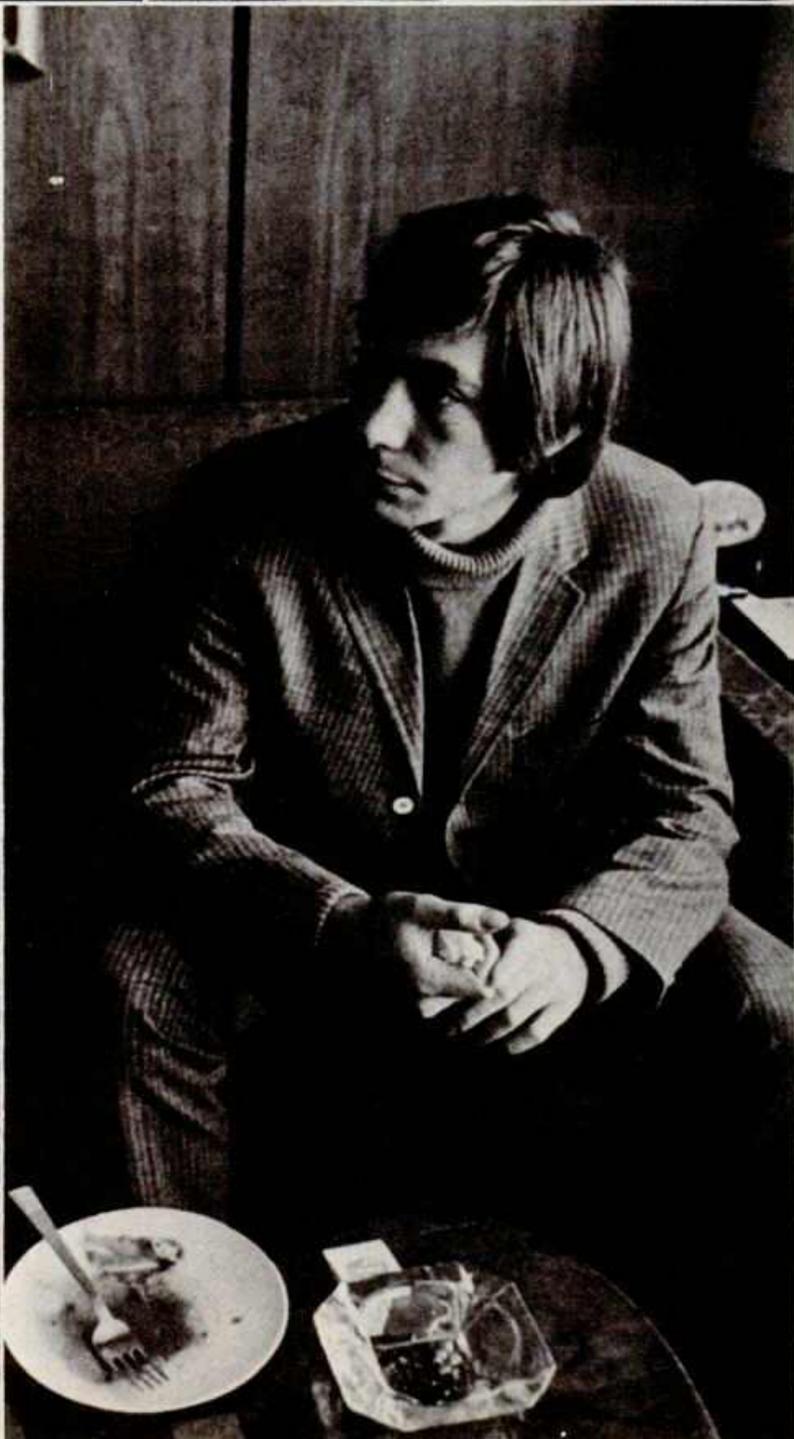
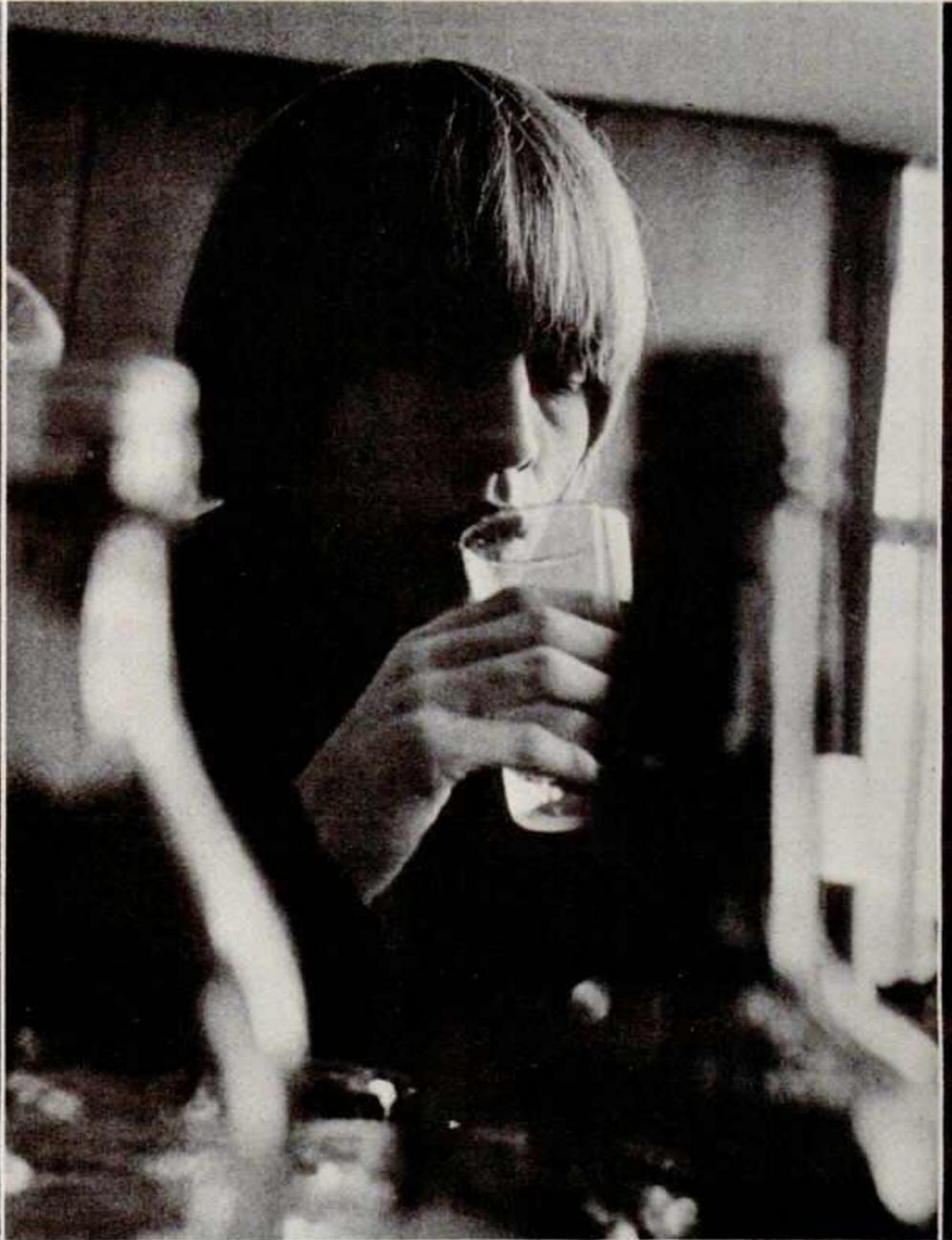
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# THE JAZZ BEAT

By ELIOT TIEGEL

## Quincy at the Movies

A driving determination has led Quincy Jones from the trumpet section of Lionel Hampton's band to Mercury Records as a star performer, arranger and producer and now into the arms of Hollywood's movie makers.

That Quincy's career has been marked with continuous success is public record. His latest involvement, that of the serious film composer, puts him within reach of becoming the newest Mancini among new film scores. Jones' movie career, albeit short, has been unique in that he has landed top scoring assignments without interning among the wards of grade B and C films. "The Pawnbroker," "Mirage" and his newest, "The Slender Thread" are all top money assignments. This year alone, Jones has spent four months in Hollywood working on films. His latest film expansion is in the television field, where his music is being scored to two pilots for next season.

Unquestionably Quincy's background has been heavily tied to jazz. Yet when asked recently what jazz techniques he used in scoring films, his answer was stark: "I don't want to be referred to as a jazz composer." Jones believes that in films, being associated with jazz is a "big problem."

Knowing jazz styles can be a tremendous asset, he admits, but you can't base your whole career on it. The music has a limited scope when applied to full-length motion pictures. "Jazz won't bail you out of a picture," he explains.

Quincy describes the aesthetic fun of working on a film score as playing with all the emotions, including death and sorrow. He says there's a newer breed of director who "doesn't get shocked when he hears a far-out piece of music." Director Sidney Pollack and producer Steven Alexander of "The Slender Thread" "are two modern guys who are aware of all music and that's great." The directors in most cases are aware of what's happening in music,

Jones says, but not always the producers.

The Hollywood system still places the film composer behind archaic rigid deadlines. Almost all films are scored in a short span of time after months have been allocated for shooting the action. "Nobody has any idea of the pain in composing for films," Quincy notes. "It uses every ounce of concentration."

In order to observe Quincy at work in his new arena, we spent one Monday morning watching him record the score at Paramount Pictures for the "Slender Thread." Once the composer has entered the recording studio, his major problems have been left behind. The sweating and intense concentration to fit the music into the situations (death and sorrow department) have been left behind at the piano.

The recording session at a movie studio is quite unlike the phonograph record date. A normal record date involves the artists and two engineers maximum. A movie scoring date involves seven technicians with such nomenclatures as sound mixer, mike man, recorder, dummy operator, propman, electrician and projectionist, who rolls the film on a large screen behind the musicians. The musicians listen through earphones to a "click track" which beats out the time. A certain number of clicks per sequence assists in starting and stopping the musicians. One other interesting facet of film versus sound engineers: the film people are years older than their record brethren.

On this date 28 musicians were used with 35 pieces of percussion lending their own distinct flavor to Quincy's remarkably piercing score. He had written 55 minutes of music for a story about suicide, so the music leans toward the psychotic. Jazzmen on the date included Ray Triscari, trumpet; Bobby Bryant, flugel horn; Urbie Green, trombone; Red Callender, tuba; Paul Horn, saxophone; Jack Nimitz, saxophone; Joe Mondragon, bass guitar;

## Starday Gives Maphis Build-Up

NASHVILLE—Starday Records' guitar artist Joe Maphis is getting a promotional build-up by Starday because of his appearance on "The Jimmy Dean Show" last week (10) and three more appearances this month (17, 24 and 31).

Jim Wilson, Starday sales manager, said in a letter to distributors: "Exposure on network TV, such as the popular Jimmy Dean Show, stimulates the sale of an artist's records, and here we have the additional sales impact of four consecutive appearances." Maphis' latest album is "The Amazing Joe Maphis."

Dave Grusin, piano; Al Hendrickson, guitar; Vic Feldman, mallets; Larry Bunker, percussions, and Stan Levy, regulation drums. After rehearsing the orchestra, Quincy went into the control room with studio music department head Bill Stinson, and staff conductor Irvin Talbot took the podium to lead the boys in unison with the "click track."

During the recording of the sequence "Search and Research," Quincy commented to us about the film. "It's complicated . . . kind of arty." To instill an eerie feel in his music, Quincy used Paul Beaver's electrical instruments plus a buzzmarimba, solovix and stereo harp with delayed reverberation. When Dave Grusin played a bone-chilling run on organ, the musicians reacted, Paul Horn emoting a clear "weeee." "Be mysterious," Quincy bade Grusin. "A little more crazier," Quincy exhorted Larry Bunker on the buzzmarimba.

Quincy's score, after just one hearing, is fascinating music. It is of the new school of young, American composer, unriddled with cliches and 90 violins playing sweeping passages. During a break between numbers, someone sidled up to Quincy and jokingly asked: "You trying to win prizes?" Quincy smiled, turned around and answered, "No, just trying to . . ." but he never finished his thought. Someone else in the control room interrupted to ask him a question. Pray tell, what was he about to say?

## Billboard TOP 40

# EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. on Chart
	1	2	3			
1	1	1	2	MAKE THE WORLD GO AWAY	Eddy Arnold, RCA Victor 8679	10
2	2	4	6	ENGLAND SWINGS	Roger Miller, Smash 2010	8
3	3	6	7	I WILL	Dean Martin, Reprise 0415	8
4	7	11	19	ONE HAS MY NAME	Barry Young, Dot 16756	5
5	4	2	1	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, A&M 775	15
6	8	12	20	PUPPET ON A STRING	Elvis Presley, RCA Victor 0650	6
7	10	16	29	SPANISH EYES	Al Martino, Capitol 5542	4
8	5	5	8	KISS AWAY	Ronnie Dove, Diamond 191	8
9	13	19	37	LOVE BUG	Jack Jones, Kapp 722	4
10	12	14	17	LOVE THEM FROM THE SANDPIPER	Tony Bennett, Columbia 43431	7
11	11	13	18	MOTHER NATURE, FATHER TIME	Brook Benton, RCA Victor 8693	7
12	9	8	10	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE	"Little" Jimmy Dickens, Columbia 43388	7
13	15	17	22	ON A CLEAR DAY YOU CAN SEE FOREVER	Johnny Mathis, Mercury 73493	7
14	19	22	25	JEALOUS HEART	Connie Francis, MGM 13420	5
15	16	18	36	CRYSTAL CHANDELIER	Vic Dana, Dolton 313	4
16	6	3	5	(All of a Sudden) MY HEART SINGS	Mel Carter, Imperial 66138	9
17	22	32	—	THUNDERBALL	Tom Jones, Parrot 9801	3
18	24	30	40	QUIET NIGHTS OF QUIET STARS	Andy Williams, Columbia 43456	4
19	33	38	—	HANG ON SLOOPY	Ramsay Lewis Trio, Cadet 5522	3
20	14	9	4	HE TOUCHED ME	Barbra Streisand, Columbia 43403	13
21	17	10	13	TRY TO REMEMBER	Brothers Four, Columbia 43404	10
22	20	21	21	I'LL ONLY MISS HER WHEN I THINK OF HER	Frank Sinatra, Reprise 0410	9
23	18	7	3	RUSTY BELLS	Brenda Lee, Decca 31849	12
24	29	33	39	CRYING TIME	Ray Charles, ABC-Paramount 10739	4
25	32	34	—	THE DRINKING MAN'S DIET	Allan Sherman, Warner Bros. 5672	3
26	26	27	31	YOUNG AND FOOLISH	Eddie Fisher, Dot 16779	5
27	23	23	27	NEVER DREAMED I COULD LOVE SOMEONE	Kay Starr, Capitol 5492	7
28	37	—	—	SPANISH HARLEM	King Curtis, Alco 6387	2
29	25	25	26	EVERYBODY HAS THE RIGHT TO BE WRONG	Frank Sinatra, Reprise 0410	7
30	—	—	—	SECOND HAND ROSE	Barbra Streisand, Columbia 43469	1
31	27	28	32	THE CARNIVAL IS OVER	Seekers, Capitol 5531	4
32	34	35	—	PARCHMENT FARM	Kingston Trio, Decca 31860	3
33	28	24	16	SINNER MAN	Trini Lopez, Reprise 0405	11
34	39	—	—	SWEET SEPTEMBER	Letterman, Capitol 5544	2
35	35	36	—	RIBBONS AND ROSES	Patti Page, Columbia 43429	3
36	36	—	—	LOOKING BACK	Nat King Cole, Capitol 5549	2
37	30	31	—	A BOY AND A GIRL	Sounds Orchestral, Parkway 968	3
38	40	—	—	DON'T GO TO STRANGERS	Eydie Gorme, Columbia 43444	2
39	—	—	—	YOU MADE ME LOVE YOU	Aretha Franklin, Columbia 43442	1
40	—	—	—	CALL ME	Chris Montez, A&M 780	1

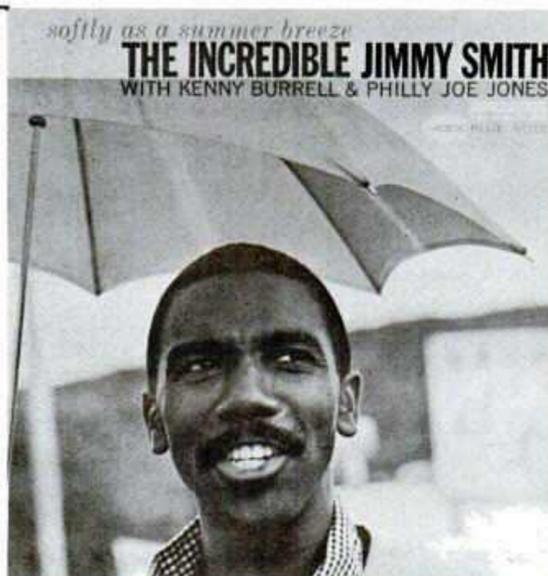
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## JIMMY SMITH

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# A VERY GOOD YEAR

Billboard

# HOT 100

**ATTACK**  
**THE TOYS**  
DYNOVOICE-214

**HARLEM NOCTURNE**  
**THE VISCOUNTS**  
AMY-940

**JENNY TAKE A RIDE**  
**MITCH RYDER AND THE DETROIT WHEELS**  
NEW VOICE-806

**A TIME TO LOVE**  
**LOU JOHNSON**  
BIGTOP-101

**SANDY**  
**RONNIE AND THE DAYTONAS**  
MALA-513

**A LOVER'S CONCERTO**  
**THE TOYS**  
DYNOVOICE-209

BELL RECORDS, INC.

1776 BROADWAY, NEW YORK, N. Y.

# Winners of French Disk Academy's Grand Prix

By MIKE HENNESSEY

PARIS — The French Disk Academy this week announced its winners award for 1965—the Grand Prix National du Disque.

The Prix de la Ville de Paris, for the world's best phonographic production of the year was awarded jointly to two recordings — Alban Berg's "Wozzeck," by Evelyn Lear, Fischer-Dieskau and the Orchestra of the Berlin Opera conducted by Karl Bohm (Deutsche Gramophon) and Wagner's "Twilight of the Gods," by the Vienna Philharmonic Orchestra conducted by Georg Solti (Decca).

The Prix du President de la Republique for French music went to Charles Munch and the Lamoureux Orchestra for their recordings of Henri Dutilleux's "Second Symphony" and the 3d and 4th symphonies of Albert Roussel (Erato).

These records will be distributed to all French cultural institutions overseas by the director of cultural affairs at the French Foreign Ministry.

### Hines Disk Wins

In the jazz field the Earl Hines disk, "Paris Session" (Ducet-Thompson), which has already been awarded the Grand Prix of the Hot Club of France, won the jazz category prix of the Arthur Honegger.

Other awards were:

Prix Colette: Poetry: "Jean-Pierre Chabrol raconte . . ." et Grandeur de la Maladie" (F. Pastorelli) by Pierre Fresnay (Studio SM).

Prix Arthur Honegger: Spiritual music: Missa Sanctificationis Sancti Joannis Nepomuceni (A. Caldara) by the Prague Symphony Orchestra conducted by V. Smetacek (Charlin). Verdi's "Requiem," with Elizabeth Schwarzkopf and N. Gedda, by the Philharmonic Orchestra con-

ducted by C.-M. Guilini (Voix de Son Maitre).

Prix Charles Cros: (Stereo-phonics): Edgar Varese (1885-1965)—Arcana, Deserts, Offrandes—Columbia Symphony Orchestra directed by Robert Craft (CBS); Iannis Xenakis: Metastasis, Pithoprakta, Eonta-National ORTF Orchestra conducted by M. Le Roux and the Konstantin Simonovic Ensemble (Chant du Monde) Witold Lutoslawski. Concerto for Orchestra, Funeral Music. Venetian Games — Warsaw Philharmonic Orchestra conducted by W. Rowickie (Philips).

Prix Jacques Rouche: Opera: Les Troyens (Berlioz) Regine Crespin and the soloists, choir and orchestra of the Paris Opera conducted by G. Pretre (Voix de Son Maitre).

Ballet: "Les Noces" (Stravinsky)—the soloists and orchestra of the Paris Opera conducted by Pierre Boulez (Guilde Internationale du Disque). Ancienne Musique de Spectacle: "L'Amfiparnaso" (Orazio Vecchi), by the Deller Consort vocal and instrumental ensemble conducted by A. Deller (Harmonia Mundi).

Prix des Arts et Lettres: Theatre: "Phedre" (Racine), by the Marie Bell Company (Ades). Poetry: "Plaisir de la Poesie" Maurice Escande, Edwige Feuillere, Madeleine Renaud, Delphine Seyrig, Jean, Jean Davy, Daniel Gelin, Robert Manuel, Francois Perier, Jean Topart. Produced by Philippe Guinard (Guilde Internationale du Disque).

Prix des Universites de France: Literary and musical themes: "La Reine Verte," music by Pierre Henry for the Bejart Ballet (Unidisc).

Prix du Conservatoire: Seven Great French Virtuosi—Navarra, cello; Veyron Lacroix, harpsi-

chord; Jean-Pierre Rampal, flute; P. Pierlot, oboe; M. Andre, trumpet; Lily Laskine, harp; Marie-Claire Alain, organ (Erato).

Piano: Danses des Compagnons de David, fantasies, Op. 111 (Schubert) by Dominique Merlet (Cycnus). Chamber Music: Debussy, Faure, Francaix, Messiaen: played by Maurice Gendron, cello; Jean Francaix, piano (Philips). Chamber Orchestra: l'Europe Baroque, by the Rouen Chamber Orchestra conducted by A. Beauchamp (Philips); The Olympic Games (Jean-Joseph Mouret) by the Jean-Louis Petit Chamber Orchestra (Decca). Concerto: Violin Concerto (Sibelius), by Christian Ferras and the Berlin Philharmonic conducted by Karajan. (Deutsche Gramophon). Organ: Pieces Profanes by Francis Chapelet (Harmonia Mundi)

Prix de l'Institute de Musicologie: Ethnology: American Favorite Ballads by Pete Seeger (Chant de Monde). Folklore: Chantes Basques by the Lagum Arteak vocal group (Riviera). Chants d'Auvergne by A. Moffo with the American Symphony Orchestra conducted by Leopold Stowkowski (RCA Victor). History: The Second World War (Guilde Internationale du Disque). Literature: "Madame se Meurt, Madame est morte" (Bousuet) by R. P. Roguet (C.M.F.).

Prix Francis Carco: Les Guitars Unlimited (Barclay); Les Canulars Telephoniques de Francis Blance (A-Z); Une Aventure de Thierry la Fronde (Philips); Sixty Years of Song by Maurice Chevalier (Decca); Douze Chansons Francaises by Isabelle Aubret (Polydor); Henri Tachan dans son repertoire (Barclay).

## 'DOLLY'S MIXED REVIEWS DON'T DENT DISK OUTPUT

LONDON—Despite mixed reviews of the American musical, "Hello, Dolly!" following its opening in London (2), the musical seems assured of a long and successful run at the Drury Lane Theater. And if records have anything to do with the success of a show, "Dolly" will go on forever.

Decca issues this week RCA Victor's original London cast album recorded Dec. 5 by Hugh Mendl. EMI has issued a "Hello, Dolly!" album on its Music for Pleasure series recorded by Norman Newell and featuring comedian Arthur Haynes and comedienne Beryl Reid.

Associated Recordings has prepared another version in both mono and stereo—a landmark for the company on the Society label. And on Combined Record Sales' Summit label another cheap version features the Mike Sammes Singers and the London Variety Theater Orchestra.

The title song has been recorded and rushed out on Decca by the Bachelors. But the number has already been a hit here this year—Louis Armstrong's version reached No. 3 in the singles chart in June at the same time that Frankie Vaughan scored a more modest success with the tune.

## S. R. Fest-Look Ahead

• Continued from page 1

the toplineers in the feminine field, Mina and Milva have appeared in the past without winning. Modugno, winner three times, lost out in his only duel with Rascel and if the compositions of the two are accepted they will again duel, since both record for the same label. Donaggio was the moral victor of the 1965 event. His disk held a top place in the sales lists longer than any other. Miss Vanoni, fresh from international conquests, has won the Naples Festival and is recognized as one of the top musical comedy artists and actresses of Italy.

Whether public sympathy will sway the scales for Luciana Turini, 250-pound, 19-year-old winner of the New Voices event at Castrocaro, which gives her automatic entry to San Remo, is one of the big questions. Two years ago Gigliola Cinquetti won at Castrocaro and went on to conquer the Italian public and

the European public to win both here and the Eurovision competition. Gianni Ravera, organizer of the festival, hopes he will evolve a jury formula which will mean a choice based on songs rather than on personalities. This, however, is no mean order.

Foreign names will be augmented by a large French delegation for the first time and possibly more singers than in the past from the United States. The large CGD delegation will probably be reduced, since it is cutting down on the number of foreign labels it distributes. Significantly, the Festival here has won such wide recognition abroad that it will find it much easier to fill the slots for the foreign singers with big names than to find enough top Italian names. Such RCA toplineers as Rita Pavone and Gianni Morandi have decided definitely not to take part while Adriano Celentano, who participated once without winning, continues to look askance at all festivals since his disks almost always hit the top without them.

The limitations of attendance based on the size of the Casino ballroom brings continual rumors of new projects for larger auditoriums but none has been projected to date. One current rumor is that a group of Casino shareholders have bought a de-commissioned U. S. aircraft carrier which could be anchored in the harbor as the site for the festival in 1967. It is not a likely alternative but part of the world of rumors which surrounds San Remo every year.

## EMI Board Pays Respects To Electrola

COLOGNE—The board of directors of Britain's Electrical and Musical Industries (EMI) has made a visit to EMI's German subsidiary, Electrola.

Headed by Sir Joseph Lockwood, the EMI board visited Electrola for three days, during which they conferred with top officials of Electrola and met leading figures from German cultural and business life.

Electrola said the visit is in line with the EMI board's policy of making periodic visits of the entire board to various EMI subsidiaries abroad. Last year the EMI board made a mass visit to Capitol Records in the U. S.

The board's excursions are in recognition of the fact that EMI derives about 62 per cent of its income from foreign subsidiaries.

The EMI directors found Electrola enjoying a record year and competing on even terms with Deutsche Grammophon for top spot in the German market.

## Miller Int'l Launches Expansive LP Ad Barrage in 15 Cities

HAMBURG — Miller International Schallplatten is on a king-size advertising campaign to promote its LP's in Continental Europe. In 15 major cities, the leading newspapers will carry a series of one-third and one-half-page ads pushing the firm's Somerset and Europa best-selling albums. The ads are running the five weekends preceding Christmas. The ad budget for December alone exceeds D.M. 500,000 (\$125,000).

Somerset retails at D.M. 9.80 (\$2.50) while the Europa label sells at D.M. 5.00 (\$1.25). Dave Miller, American director of Miller International Schallplatten, claims that his firm does at least 60 per cent of the total budget LP volume in Germany and 15 per cent of the total unit LP volume, excluding record clubs and Reader's Digest packages.

### Ships Via Freighter

The Hamburg pressing plant is presently so taxed that in the past six weeks the U. S. plant in Rummene, N. J., had to ship via freighter over 500,000 LP's in jackets to meet the demands of the overseas firm.

In addition to its own pressing plant, the firm maintains a

permanent recording studio in Musikhalle, Hamburg, where Miller records the 101 Strings for Al Sherman's newly acquired catalog.

The two catalogs are a combination of the Miller International U. S. catalogs that were recently purchased by Al Sherman's Budget Sound Co., and the remainder are all German artists recorded by Miller's staff in Germany. The U. S. catalog is now on a 10-year lease to Miller, Germany. The German firm has over 60 new LP's in

various stages of production for release in 1966. Fifty of these will feature German artists and orchestras. The remainder will be culled from U. S. Budget Sound catalogs. New release production and recording are under the direction of Dr. Eric Beurman and Dr. Wilhelm Wille.

Miller projects a unit volume in Germany for 1966 of over 3 million LP's with a factory wholesale of over 12 million marks or \$3 million U. S. dollar volume.

### MARILYN LANE SAYS

## Western Songs Embroider The East Berlin Curtain

By JIMMY JUNGERMANN  
MUNICH — Western visitors coming from West Berlin to East Berlin are often surprised to find U. S. artists at nightspots there. U. S. singer Marilyn Lane arrived here from Boston for a short stop. She arrived from a six-month tour of East Germany, and will return there for another six months in January.

Miss Lane started an opera career in the States, but now sings anything from pop and jazz to Beatles repertoire. Said she, "I think the audiences are a little square there, but they like the raw beat and insistent rhythm of Western songs. George Gershwin's "Summertime," Henry Mancini's music from "Pink Panther," the Bea-

ties' "Yesterday," Latin stuff like "Besame Mucho" are very popular. The nightspots in East Berlin and Leipzig, East Germany, are comparable with their Western counterparts. Dim lights, small dance floor, musical quartet, expensive drinks, dancing from 9 p.m. to 5 a.m. Visitors dance the twist, the shake, the sirtaki. The cover minimum is about \$1.40.

"In the 3,000-seater, the Friedrichstadt Palace in East Berlin, I was backed by a 40-piece orchestra, including a harp. It was really wonderful. I made arrangements with this orchestra to tape a series of special arrangements of my songs. Maybe I can sell the tapes to a record firm there or here in Munich."

# IN THE SINGLES RACE OF 1966 KEEP AN EYE, EAR AND TRAFFIC COUNT ON...

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# W. Germany Is Heading for Peak Disk Sales Year; See 15% Gain

• Continued from page 3

market, with about 30 per cent of production and about half of classical music disk sales. Gram-phon is one-two in the German market, with Electrola, which claims to have the strongest combined pop and classical repertory of any German disk firm.

This year has been marked in Germany by the rapid climb of CBS's German subsidiary, CBS Schallplatten, to front rank in both pop and classical repertory and the strong showing, in the pop field, of a number of German independents, notably Metronome.

Philips and Ariola have made notable gains in 1965, in both pop and classical, and 1966 looms as a year of hot competition, across the keyboard, among Electrola, Gramophon, CBS, Philips and Ariola-Eurodisc.

It will also be a year of increased competition between the record producers and radio-TV and the tape recorders.

German radio networks are expanding programming on FM channels, and the bulk of this programming will be music. Moreover, a sharp rise in stereophonic music transmissions are planned for 1966. As television expands in Germany through additional networks and stations, the radio networks are putting increased emphasis on music.

And 1966 is expected to boom the tape recording of music, which now becomes licit under terms of the new copyright law. Record manufacturers will pay a lump-sum royalty on each recorder marketed, this royalty to entitle the purchaser to tape record music without restriction.

### Firms' Fear

The disk firms fear that as music taping is popularized, disk sales will suffer proportionately. More and more, the tendency is tape record singles on a hobby and group—entertainment basis. Tape virtuosos then scramble the tapes into their own "original" arrangements and "do-it-yourself" compositions.

Taping is one argument for the sharply increased emphasis which major German disk firms are placing on classical music, which is less attractive to tape than singles. Research shows that there is far less inclination to tape classical LP's than pop singles or even pop LP's.

In any event, no German disk company is taking further gains in 1966 for granted. Classical music seems to offer the most promising area for sales expansion. The disk market generally gives signs of approaching the saturation stage, and some disk firm experts credit the gains in 1965 mainly to bad summer weather which kept the Germans indoors—and playing records.

## Stones' 'Cloud' Shines in Poll

LONDON — The Rolling Stones' "Get Off My Cloud" won top place by a six-nation voting panel in the European Pop Jury program, part of the European Broadcasting Union's "Radio in Europe" week. The Stones' disk was one of the U. K. record entries.

Sweden, Norway, Finland, Belgium, Switzerland and Britain took part, each entering a record from its own country and one foreign. Runner-ups were "Yesterday" by the Beatles, entered by Finland, and "Eve of Destruction" by Barry McGuire, entered by Switzerland.

A total of 1,200 voters took part, 200 at each country's station studio. The program was heard simultaneously in all six countries.

## Neefs Wins 1st Flemish Test

BRUSSELS—The finals of the 1st Vlaams Schlager Festival (Flemish Song Contest) took place Nov. 26 at Antwerp. Guest star of the evening was German singer Zarah Leander, who was very popular several years ago, but proved that she still can sing and is as popular now as then.

Winner of the final was Louis Neefs with "Wat Een Leven" (What a Life), com-



FRIENDLY RIVALS Columbia Records of Canada and RCA Victor combined forces to entertain Henry Mancini, the New Christy Minstrels and some 300 guests at a reception following the opening night of a week-long engagement by Mancini and the Minstrels at the O'Keefe Centre in Toronto recently. Left to right are Billboard's Canadian correspondent, Kit Morgan; David Wynshaw, Columbia Records' director of artist relations; Karen Gunderson of the New Christy Minstrels;

## DGG's New Longhair Move

HAMBURG — Deutsche Grammophon, renowned for its classical repertory, will distribute beat product under an agreement just reached with the Hit House label.

The agreement gives Gram-phon exclusive distribution rights to the Hit House repertory. Peter Naumann, the proprietor of Hit House, says his disk firm aims at being a vehicle for the development of new beat talent.

Hit House's first release under the Gramophon agreement will be Johnny Deen and the Deacons in "It's Alright" and "Shotgun." Hit House has played host to the Kinks, the DeeJays, the Shamrocks, the Hollies, and Wayne Fontana.

Said a Hit House official, "It's a natural link-up between long-hair classics and long-hair beat musicians. The hair is the tie that binds."

The Hit House spokesman denied reports, however, that

Gramophon's Karl Boehm would be a "guest director" at Hit House. "There is nothing in the agreement about an exchange of talent between the classical and beat repertories," he said. "The agreement covers only distribution. There is no chance of our going 'square.'"

## French Words for Streisand Disk

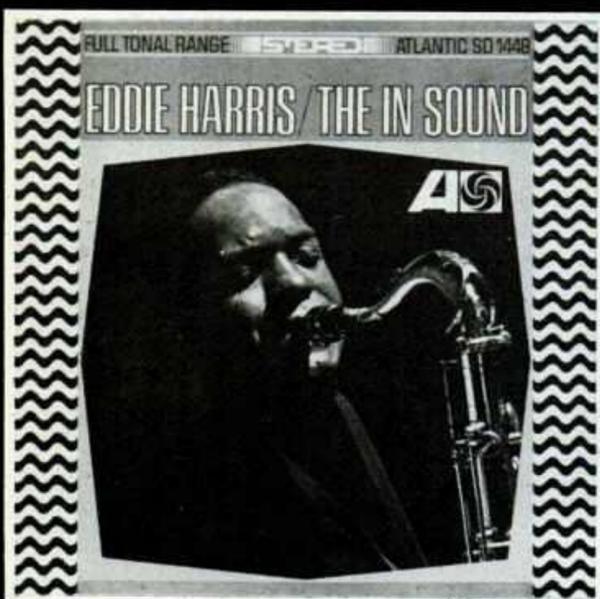
PARIS—French lyric writer Michel Jourdan of Les Nouvelles Editions Eddie Barclay has supplied the French works for Barbra Streisand's Gallic version of "Free Again."

The song, a French original written by Jo Baselli and Armand Canfora, is called "Non C'Est Rien" in French, and will also be recorded by Miss Streisand in Spanish, Italian and German.

The Streisand recording represents a noteworthy achievement for Jourdan who has also made a good impression with his lyrics for four songs in the latest Marie Laforet album.

Titles are "Viens," with music by Armand Canfora, "Plus Je T'Aime" with music by A. Biancheri, "L'Orage" (American title "Night Winds") with music by Canfora and "La Flute Magique" with music by G. Milchberg.

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## Disk Sales Boom in Canada

By KIT MORGAN

TORONTO—The record business is doing record business this year in Canada, according to the latest report from the Dominion Bureau of Statistics, giving figures on record production and sales in the first nine months of 1965.

The current report shows a healthy 9.5 per cent increase in dollar sales for the Jan.-Sept. period over the same period last year. Total sales to Sept. 30 reached \$18,132,834 (distributors' net selling price). Dollar sales for the month of September alone were up 13.7 per cent over 1964.

In terms of the number of records sold, rather than in dollars, the increase for the first nine months of this year is 4.4 per cent.

A firming up of the singles market during the summer months, with an 8.7 per cent increase in the number of 45's sold in September, has brought the number of singles sold to just .6 per cent under last year's tally for the nine-month period (figures for the first six months of this year showed singles lagging by 4.5 per cent behind last year's phenomenal singles boom).

### Monos on Upside

The number of monaural LP's sold in the third quarter of this year has boosted figures from a drop of 1.6 per cent showed at the end of June to an increase of 3.6 per cent at the end of September. Stereo album sales continue to climb, with 26.5 per cent more stereo LP's sold in the Jan.-Sept. period this year than last.

The DBS breakdown of dollar sales by region shows that sales are down (-9.6 per cent) in the Atlantic provinces; up marginally in Quebec and Eastern Ontario and in Alberta; and up by 10.5 per cent in British Columbia, by 16.2 per cent in Lakehead Ontario, Manitoba and Saskatchewan; and up a whopping 19.3 per cent in Ontario (excluding the Eastern and Lakehead areas).

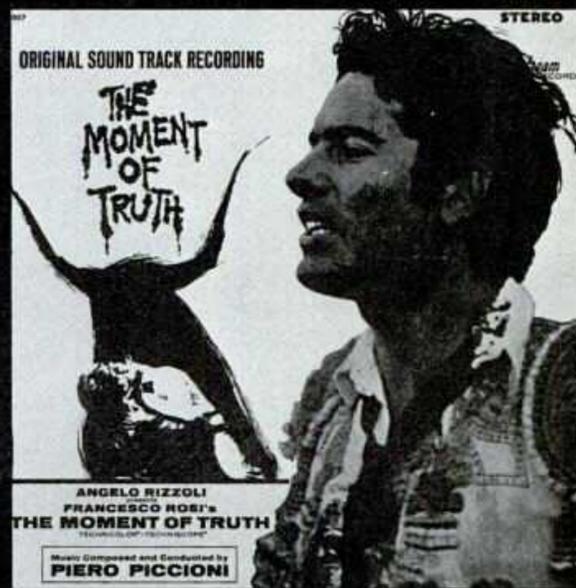
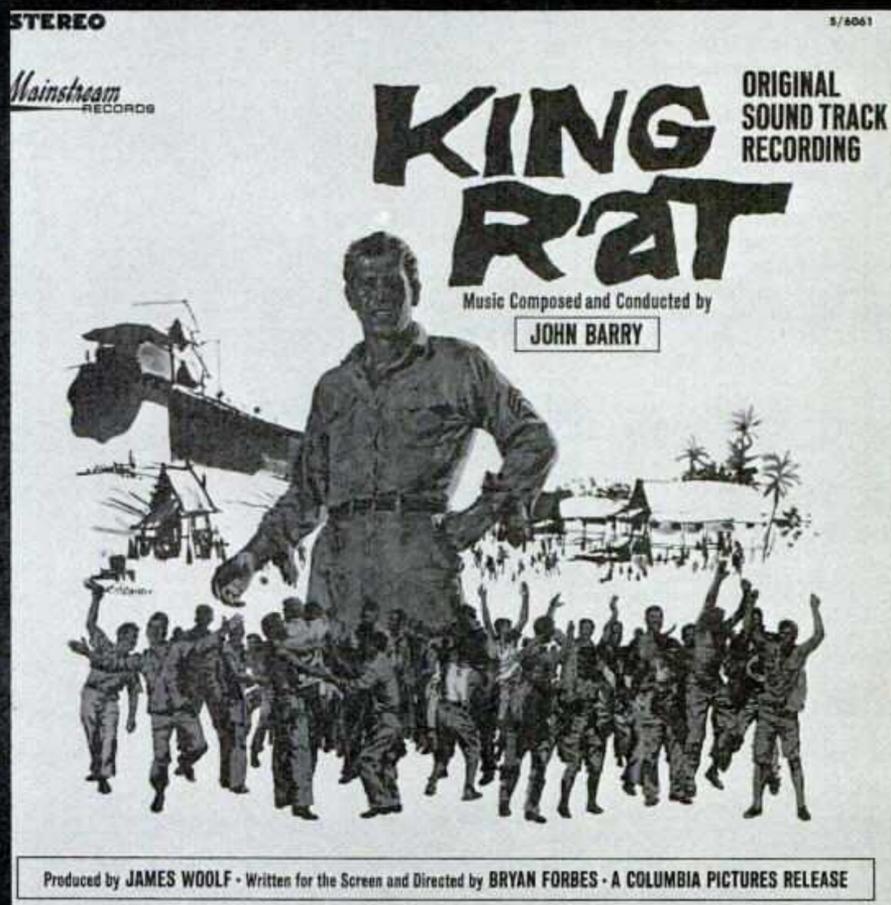
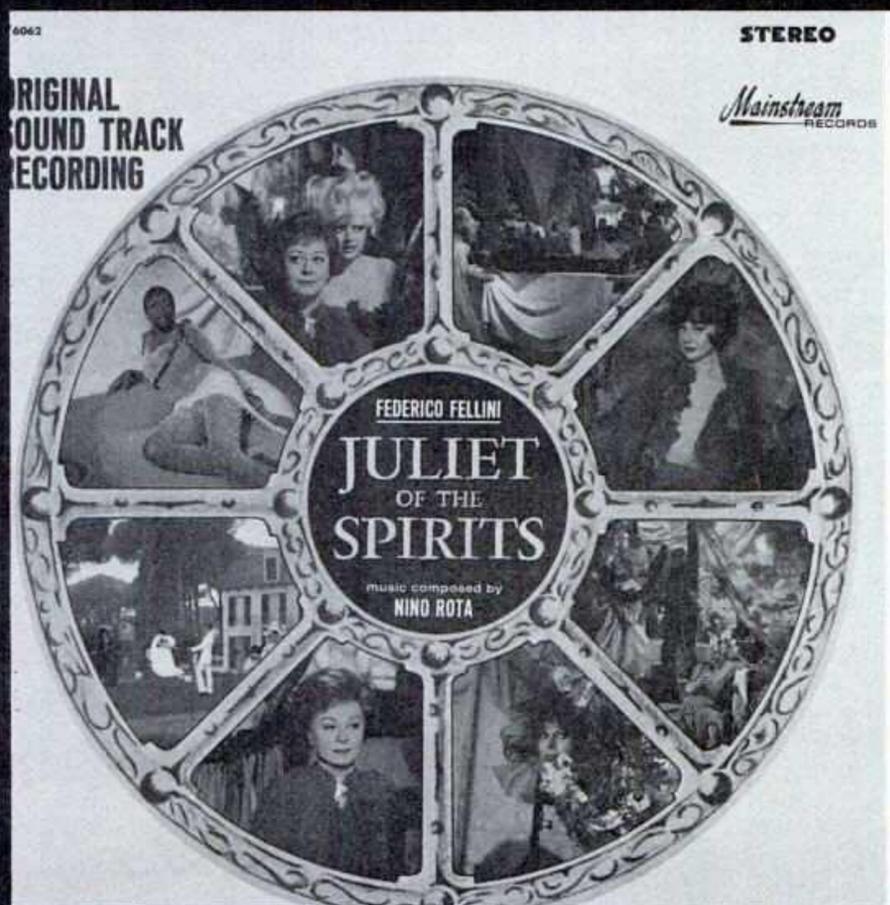
No official figures are available for the months of October and November, but leading record company executives are optimistic that the healthy increases charted by their own companies in these months will be reflected in industry-wide figures for impressive increases in these months as well, leading to a "record" year in 1965.

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# MUSIC CAPITALS OF THE WORLD

## AMSTERDAM

Up to now the total record sales for the Dutch Yule have been extremely good. As compared to last year, LP sales are more than doubled. . . . Only a few days after its German launching, Holland followed with the new LP of Peter Alexander. It was the first Ariola LP release by Negram of Alexander. . . . Latest Yule addition by CBS: "Here We Come A-Caroling," by Ray Conniff Singers. . . . On Pye Negram released "Thunderball," played by the Sounds. . . . About Christmas several movies will be premiered in Holland: "Do Not Disturb," starring Doris Day, CBS will release a single containing the title song; "Mary Poppins," of which a CBS album by Ray Conniff & the Singers, has recently been released.

British-German deejay Chris Howland will make a series of six appearances in Holland. Following this, Negram intends to release a new Howland single, "Das wusst ich schon beim ersten Kuss." . . . Capitol released Tennessee Ernie Ford's new Yule album "Sing We Now of Christmas." . . . Capitol's Roel Kruyze also released "The Little Girls I Want's New" by the Beach Boys. . . . On the occasion of its 40th anniversary, KRO aired a Dutch TV production of the famous musical "Oklahoma," which as usual resulted in an increased demand for the original soundtrack LP (Capitol). . . . HMV expects a lot from Adamo's latest single, "J'aime." Liberty released the Espana album this week and also P. J. Proby's item, "Lonely Week-ends." RAYMOND DOBBE

## HAMBURG

Three Philips artists have been named "Best Singers of 1965" in a poll conducted by the German music trade magazine, Der Musikmarkt. American folk singer Joan Baez was picked as the best foreign singer, and Corry Brokken and Esther Ofarim as two of the top three German-language artists. . . . Vicky, the 16-year-old Hamburg singer, has received 15,000 requests for autographs in the five weeks since publication of her latest song, "Your Roses From Our First Rendezvous." . . . Peer has two top

**PHILIPS**  
Because of their fabulous success throughout Germany, Austria and Switzerland, ESTHER & ABRAHAM OFARIM have prolonged their recent tour to Dec. 18th, thus giving their already now tremendous record sales another big push.  
PHILIPS RECORDS, HAMBURG

tunes on the German hit lists—"Heini ist Doof" with Heini Timm (Decca) and "Granada" with Fritz Wunderlich (Polydor). . . . Will Meisel's operetta "Koenigin einer Nacht" is being revived at the state theater of Schleswig-Holstein in Rendsburg.

Deutsche Vogue hits are tops on the current programs of Radio Luxembourg, North German Radio, South German Radio, Hessian Radio, and Bravo, the German teen-age magazine. The tunes are "Siebzehn Jahr, blondes Haar" with Udo Juergens, "Frag den Abendwind" with Francoise Hardy, "Shame and Scandal in the Family" with Shawn Elliott, "Aline" with Christophe, "You Can't Blame Him" with Sandie Shaw and "Set Me Free, Little Girl" with the Kinks. . . . At the turn of the century, one of Germany's top tunes was "Guten Kameraden." Now this tune has been revamped and given a trumpet, choir and orchestra in the new Deutsche Vogue recording "Nabucco-Melody." . . . CBS Schallplatten has a new country release with Juergen Herbst, "Goodbye, Schwarze Rose, Goodbye." Herbst has three other country titles on the most played lists: "Oh, My Sweetheart Rose-

marie," "Gold fuer meine Mary," and "Ein Stern geht auf." . . . Polydor has released a new title with Willy Millowitsch, Germany's top comic, "Ich hab Musik so gern." OMER ANDERSON

## LONDON

Freddie and the Dreamers have been signed for a U. S. TV series which will be networked by ABC next fall. Filming on the 26 situation-comedy music programs begins April 18, will be shot in Britain, two in Paris, two in Rome and four in the U. S. . . . A track from the Rolling Stones' current American LP, "December's Children" will be the title song on the group's first 1966 release at home, an EP. The number is "As Tears Go By," an international hit for Marianne Faithfull. Stones' vocalist Mick Jagger is backed on it by a string orchestra similar to the treatment of Paul McCartney's "Yesterday." Producer Andrew Oldham

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has said it will probably be the Stones' next American single. . . . Tito Burns is the latest agent for Liberty star P. J. Proby whose smash hit recording of "Maria" has earned him a reprieve by way of an extension of his British work permit until April. Proby has promised Burns that he will honor cabaret bookings he recently canceled. . . . On his recent visit to New York, promoter Arthur Howes re-engaged Gene Pitney for a British tour February 12-26 and signed Len Barry as co-star. Howes also arranged '66 British visits for Barbara Lewis, Fontella Bass and Esther Phillips.

CBS has signed a new British recording manager, Irving Martin, 21, who has previously worked with Gene Pitney and recently spent four months touring leading American recording studios. . . . In the reorganization of its marketing division in preparation for 1966 expansion, Philips has appointed Darcey Glover marketing manager responsible for the organization and co-ordination of home trade marketing and sales. . . . Island Records has moved to new offices in central London. . . . EMI's low priced Music for Pleasure line, running in conjunction with the Paul Hamlyn group, was studied with interest by visitor Francois Minchin, head of EMI's associated company in Italy where low priced albums are a rapidly increasing market.

As predicted in Billboard, Larry Page (currently battling his right to part of the Kinks' management) has formed an independent record company with Beatles music publisher Dick James. . . . Pye hosted a reception for visiting Fontella Bass in for TV dates prior to her longer stay next month. . . . Dave Berry will host his own 30-minute show on Dutch TV on Christmas Day—speaking in English. . . . The Yardbirds join P. J. Proby as British entrants in the San Remo Song Festival next month. . . . An injunction banning Donovan from working for his parents or the Vic Lewis organization has been lifted until settlement with his managers Geoff Stephens and Peter Eden has been reached. CHRIS HUTCHINS

## MILAN

Elisabeth Mintangian and Krikor Mintangian, Durium, met with Louis Benjamin, Pye Records, in London and Cyril Simons, Welb Music of Leeds Music Group. On their way back to Milan, they will meet with Centrocord executives in

Vienna. . . . Celebrating Frank Sinatra's 25th Anniversary, CGD, Reprise licensee, organized a "Sinatra Month." It issued a Sinatra album series, held a contest among Italian retailers for the best shop window dedicated to Sinatra and a gift of a Sinatra single to buyers of an album. . . . Following the introduction of Amadeo-Vanguard catalog, Ricordi surfed on the green wave with the issues of the latest singles by Joan Baez, "It's All Over" and Buffy-Sainte Marie's "Universal Soldier," as well as a wide series of albums by Joan Baez, Buffy-Sainte Marie, Odetta, Jan & Silvie, and others.

Piero Scussel, a Durium a&r, reported it signed with actresses Monica Vitti for the recording of a series of poems and Ingrid Schoeller for pop recordings. CGD signed a contract with A&M for distribution of this line in Italy, and Gil Friezen, A&M general manager, was in Milano to decide upon a series of promotional operations for launching of A&M artists in this market.

"Shame and Scandal in the Family," a song reputed immoral and rejected by the Italian radio company, is hitting the charts with performances by Dawn Elliot, Les Surfs, Sacha Distel and others. This tune—with the same contents—was No. 1 on the French charts. . . . GTA Records introduced the new singer Riccardo Di Lauro with the movie theme from French "Rapina Al Sole" (Par Un Beau Matin D'Ete), performed by Jean Paul Belmondo and Geraldine Chaplin. . . . Rifi issued a 32 singles series with famous operetta themes performed by baritone Giuseppe Zecchillo and soprano Edith Martelli, packaged with special sleeves showing painted scenes of the operetta epoch. Rifi also released a 33 r.p.m., of the "Broadcast Speech from Munich by Benito Mussolini, given on Sept. 18, 1943." This rare recording was recorded on tape from radio, at that time, under difficult technical conditions and it was, therefore, necessary to filter and remaster the whole speech. . . . Ducale released its fall records by Natalino, Luciano Davy, Lalla Leone and Annarita.

## MUNICH

Trumpet star Dusko Goykovich recorded a concert version of "Yesterday" for Electrola. . . . Munich deejay Werner Goetze produced a one-hour show on Frank Sinatra's 50th birthday for the Bavarian Radio Network. . . . Horst (Mr. Forest) Jankowski will get a gold record for 1 million sold copies of his records all over the world. Even Cannonball Adderley plays his "Black Forest" hit night by night. . . . Sonny & Cher guest-starred at the German TV network featuring their hit, "I Got You Babe." . . . Metronome released an LP album "Charles Aznavour in Germany." . . . Dalida sings the German version of Italian hit, "Il Silenzio," on Barclay. Two French stars recorded their first German songs on Barclay, Hugues Aufray with "Desque Le Printemps Revient" (Dasg Alles Geht Vorbei), Marjorie Noel with "Va Dire A L'Amour" (Wann Kommst Du Zu Mir). . . . Der Kleine Prinz, new recording sensation in Western Europe, sang his first two German numbers "Dabei Wollte Ich Nur Eine Rose" and "Mein Tagebuch" for the second German TV network.

Joachim Ernst Berendt produced the TV special "Harlem Cocktail," featuring old movies he found in U. S. archives presenting Fats Waller, Count Basie, Duke Ellington, Louis Armstrong, Cab Calloway, Lena Horne, Albert Ammons, Pete Johnson and the Delta Rhythm Boys. . . . "Tradition With Pep" is the title of a platter show by Lotti and Jimmy at the Bavarian Radio Network featuring the Band of the Irish Guards playing U. S. standards and numbers like "When the Saints Go Marching In" and "Seventy Six Trombones." The band is playing for His Master's Voice, and is conducted by Major C. H. Jaeger.

JIMMY JUNGERMAN

## OSLO

Septima, a subsidiary of Polar Music which is owned by Sweden Music Publishing firm's Stig Anderson, has been formed in Sweden. First issue is an EP featuring Sonja Stjernquist singing a Swedish translation of four of the tunes from "Mary Poppins." . . . Deville Records in the U.S. claims that 90,000 copies have been sold of the Norwegian record "Goodbye, Jimmy Goodbye" as sung by Norwegian songstress Bente Lind, and issued by disk firm Manu here. . . . The sales of sheet music is going up, both pop material and standard repertoire including evergreens and popular Norwegian singsongs, claims manager Arne Damgaard in the publishing house Musikk-Huset. The increase during the last 12 months seems to be about 10-15 per cent. . . . Reprise Records is becoming one of the best labels here, claims managing director Arne Bendiksen. Among the Reprise artists Frank Sinatra is the leader, with Trini Lopez and Dean Martin runners-up. The company has ordered double shipments on the Frank Sinatra anniversary LP's.

Bjorg and Per Gunnar, once a duo here, have at last received the silver disk for a record issued in 1959. "Sa kom varen til Tarina" has now reached the 25,000 sales mark. The singing duo issues its first records in 18 months on the Manu label, "John Brown's Baby." . . . It has been discovered that Edwin Pedersen composed Norway's best selling melody today, "Ola Var Fra Sandefjord" as recorded by the Johnny Band on the Decca label. The tune came out in 1929, but nobody knows whether the man is alive.

The last LP by the Swedish vocal quartet, the Hooten Singers, has been issued here. A single from the LP, "No Time" b/w "It's Time to Move Along," both composed by the group's Bjorn Ulvaeus, will be issued in England, the U.S. and France in January on the United Artists label. . . . The Manu single, "Come From a Party" by the Green Onions, has now been issued in 10 countries.

ESPEN ERIKSEN

## PARIS

The Art Simmons Trio with Gilbert Rovere (bass) and Charles Bellonzi (drums) supplied tasteful music at the Hotel George V at the opening of the Paris office of the Johnson Publishing Co., publisher of Ebony, Jet, Tan and Negro Digest which is represented in Europe by Charles L. Sanders. . . . Les Petites Souris, a five-girl group, made their Parisian debut with appearances at the Golf Drouot and the Bus-Palladium dressed in Courreges-type dresses and boots. . . . "Adamo At Olympia," the current top selling album, has now been released by Pathe-Marconi in stereo. Second and third in the best-seller album lists are the Beatles with "Help!" (CBS) and "Gottingen" by Barbara Philips. MIKE HENNESSEY

## RIO DE JANEIRO

Joa Gilberto opened last week at TV Record (Channel 9). . . . Roberto Quartin released the first LP by new swinger Dulce Nunes: "Dulce." She is the wife of piano man Bene Nunes. . . . Dalmo Santos quit as general manager of Discos Continental. . . . Musidisc has its own promotion department again. Job was done by RCA until recently. . . . Although the dollar rate has jumped to 2,200 cruzeiros, record prices won't change until Dec. 31. Prices are expected to rise from 10 to 15 per cent starting Jan. 1. . . . The first London Globe LP's, released by Odeon, had a good public reception in Rio. Disks were beautifully recorded and have first-class cover-art. . . . New Ellis Regina & Zimbo Trio LP is selling reasonably well. . . . Ellis Regina and Wilson Simonal are the top nominees for Best Singers of 1965.

SYLVIO TULLIO CARDOSO

## ROME

Another Domenico Modugno-Renato Rascel feud is shaping up for the forthcoming San Remo Festival, provided the selection committee accepts the numbers submitted by the pair. . . . CAM hosted a big press party at Rugantino on occasion of mimic Alghiero Noschese's first LP for the label. . . . Roberto Murolo's third set of four LP's of "Napolitana" carries the Durium series through the modern years, 1940-1962. A new series, "Romana," is now being initiated by Sergio Centi with two LP's. . . . Ri-Fi is billing Iva Zanicchi as just plain "Iva" with her latest disk, "My Beloved." . . . Odeon has put out a catalog of the 11 LP's and other disks recorded by the famed Alpine chorus of Trento known as S.A.T. . . . Liana Orfel and George Chakiris have sung a series of Italian numbers for an American TV telefilm.

Advent of Joe Giannini to directorship of Curcio disk labels is sure to see a new era of activity with the more than 100-year-old company. Giannini, who headed CGD Internazionale until recently, previously was with EMI's Voce del Padrone. . . . "The Sirtaki" continues to be the dance of the day. Coincident with the reissue of "Zorba the Greek" Durium has two new arrangements by Marcello Minerbi. . . . Coincidental with his debut as a father, Franco Tozzi has come along with a "trio" disk, three songs on a 45. . . . Theme of "The Trial of Nine," this year's TV Canzonissima competition, has been recorded by Claudio Villa for Cetra Three of Villa's entries are in the top five in first round of the contest which he won a year ago. . . . Ezio Radaelli, producer of the "Cantagiorno" Traveling Song Tour, flexes his chest with pride as he announces there have been 16 imitative varieties of his spectacle to date. . . . Having completed "An American Daughter," Rita Pavone does another film with "A Gangster From Brooklyn," opposite Akim Tamiroff. SAM'L STEINMAN

## SYDNEY

Festival Records, who distributes and manufactures Sunshine Records, hosted a reception at Sydney's Chevron Hotel for Sunshine, at which Normie Rowe was presented with a gold record for his current hit "Shakin' All Over." This was the first time a gold record was awarded to an Australian artist while his record continues to hold No. 1 on the charts. . . . A new HMV single by Porter Wright couples revival of early Elvis Presley hit "A Big Hunk of Love" b/w "My Prayer." The platter has been very well received by Down Under deejays. . . . Another new HMV single by Brian Davies, "I Need Help," a Saturday Music title, is handled by Joe Halford at Castle Music. From Quality Records of Canada comes a new release on W&G Records of Melbourne, by the Regents, "Me & You" b/w "Playmates." . . . The Seekers continue to do good business for the same label with their single "Isa Lei," along with the very successful "Morning Town Ride." . . . Brisbane, Queensland's c&w label, Sunset Records continue to be successful in their own State with new release singles by local artists, Johnny Jacobsen's "Hobo and the Rose" and Ellie Lavelle's "How Far Is Heaven." . . . EMI released a new single by Marlene Dietrich, "Where Have All the Flowers Gone," sung in English on the HMV label. . . . Sydney trumpeter John Robertson's new single, "The Flying Swan," is going well on RCA. It is having its second pressing locally. . . . Reports from Melbourne is that top recording artists Bobby Bright and Laurie Allan have split with GO Records and are looking around for a new firm.

The Seekers will return here next year. The talented foursome return in February for four weeks doing TV and nightclub appearances. Their EMI release of "The Carnival Is Over" is doing well on local charts. . . . J. C. Williamson's managing director, John

(Continued on page 34)

## THE STORY OF THE RECORD THAT JUST WON'T QUIT!

---

A fantastic international song hit that has sold to date an amazing 3,500,000 singles from Australia to Zanzibar, "Il Silenzio" is the talk of the record industry all over the world. It is currently the #3 record in Denmark and #8 on the charts in Australia. "Il Silenzio" first invaded the U.S. by way of Atlanta in August... then caught on in Detroit in September where it became #1 in sales and airplay by October. Cleveland discovered "Il Silenzio" in early November and Chicago was the next city to jump on the bandwagon. At the present time, "Il Silenzio" is still going like wildfire in the Windy City and there appears to be no letup in sight for its tremendous success. All indications are that "Il Silenzio" -the record that just won't quit-will be around for a long, long time to come!

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**"IL SILENZIO"<sup>4-43363</sup>**  
**NINI ROSSO**

ON COLUMBIA RECORDS 



# MUSIC CAPITALS OF THE WORLD

• Continued from page 32

McCallum, purchased during his recent overseas tour for the company the American musicals "Funny Girl" and "Fiddler on the Roof." McCallum stated that he had a Sydney girl in mind for the lead of "Funny Girl." Other J.C.W.'s 1966 schedule include "The Boys From Syracuse" and Moss Hart's revival production of "The Great Waltz." . . . Albert Productions a&r manager Tony Geary states that Billy Thorpe's next recording will be "Love Letters." The revival of this number is expected to outsell "Over the Rainbow." The session is almost completed and EMI is standing by to rush-release the disk before Christmas. . . . Albert's contract writer, Tony Barber, is now recording for the newly formed Everybody's label (through Festival) and comes up with two self-composed numbers for his next debut. Titles are "Is It Raining" and "Someday." . . . J. Albert & Son announce that they have acquired the rights to a new Christmas Carol "O' Bambino." **GEORGE HILDER**

## TORONTO

London Records has announced that the new classical label in France, Societe Francaise du Son, is now available in Canada through the London Import Service. The initial release is 15 albums, to retail at \$7.98, mono or stereo. . . . Columbia Records on both sides of the border expects big things to happen with "Soldier Boy" and "Could That Be?" by Debbie Lori Kaye, the young Canadian's second single under her contract with Columbia in the U. S. She taped a

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guest shot on Carl Smith's "Country Music Hall" for the CTV-TV network midmonth, and wowed both cast and crew on the show. . . . Arc recording artist Catherine McKinnon has been booked to appear on the Merv Griffin TV'er early in the new year. . . . Quality has signed the King Beez, a top pop group in Edmonton, with national release for their "She Belongs to Me," which has been big in the Edmonton area on the local Pace label.

The CBC-TV network's prestige Festival series presents an hour-long concert featuring Michel Legrand on Jan. 12. The program was produced in Montreal, where Legrand appeared last month. . . . And CBS-TV's "Telescope" program presents a half-hour profile on Bing Crosby Jan. 13. The show was filmed when Crosby visited friends in Toronto for a few days in October. . . . The Imperial Room of the Royal York showcases more veteran disk names in 1966, with the Modernaires in Dec. 31-Jan. 8; Billy Daniels, Jan. 10-15; Ray Anthony's Bookend Revue, Jan. 17-29; Nelson Eddy, Feb. 14-26; Sophie Tucker, March 14-26; Rich Little, March 28-April 9; the Mills Brothers, April 25-May 7, and Nancy Ames booked for May 9-21. Arc Records has just released an LP by Moxie Whitney and His Orchestra, now in their 16th year of popularity at the Imperial Room. **KIT MORGAN**

## HOLLYWOOD

Petula Clark named honorary citizen of Reno, Nev., after playing Harold's Club. She is reportedly the first entertainment figure so named. The 90-piece San Fernando Valley Symphony enters its 13th season of touring concerts. Ten concerts at various auditoriums are planned by the orchestra's resident conductor, James Swift. Information about the association is available at 14549 Victory Boulevard, Van Nuys, Calif. **ELIOT TIEGEL**

## MEMPHIS

Smash artist Jerry Lee Lewis is on a three-week Midwestern tour which began Dec. 1. . . . Bill Black's Combo is playing a three-week stand at the Whiskey A Go-Go in New Orleans. . . . The Gentrys, just off a Beach Boys tour, are playing dates in the Midwest and Texas throughout December.

Charlie Rich was added to the cast of the Dave Clark Five show at the Coliseum Dec. 9. . . . WDIA's annual Goodwill Revue packed them in again (27) at the Coliseum. Headliners were Johnny Nash, Rufus Thomas, Carla Thomas and a number of other spiritual and r&b artists. The profits go for college scholarships and other worthy causes.

Funny thing happened at the Sheraton Motor Inn. Teen-agers mobbed it recently to see the Rolling Stones. Manager Frank Taylor put a big sign out front saying they were not staying there. But the kids remembered when they were told Herman's Hermits weren't staying there when they really were.

Talented pianist Mary Lue Renne is getting top air play here on her "Fun and Games" album on the RSVP label. . . . Frank Casone is the new agent for singer Bobby Lee Trammel.

Hi's president Joe Cuoghi is working in recording sessions with Bill Black's Combo for a new album. . . . Cuoghi also reports Don Bryant's "Don't Turn Your Back on Me" could be a sleeper. **ROY HAMILTON**

## CHICAGO

Rumors persist that Leonard and Phil Chess are hard after a Spanish language station in New York. They'll convert it to r&b format, of course, if they land it. . . . Decca's Herb Chapman, branch manager Abe Weiner and promotion director Frank Scardino teamed with Musical Isle's Jim Tedjens and Terry Marquardt for a successful Brenda Lee record department appearance at the sparkling new Montgomery Ward store in the Loop. . . . Meanwhile, at Carson, Pirie, Scott & Co., Capitol's Nancy Wilson graced the record department under the guidance of area promotion manager Morrie Lathower and territorial manager Hal Gold. . . . Word is Carson's is on the disk comeback trail. . . . WCFL is wedging Jim Runyon into its top format with a folk music program on Sunday nights. . . . The annual R & R Record Distributors Christmas bash was a spirited success Dec. 4. . . . Lime-light's Roland Kirk has another first in Downbeat's Readers' Poll for Miscellaneous Instruments. . . . WVON general manager Lloyd Webb was honored as Chicago's radio's Man of the Year at the fifth annual awards presentation of the American College of Radio Arts, Crafts and Sciences. . . . Dec. 20 is Mel Torme's arrival date at Mister Kelly's for two weeks.

Altoist Cannonball Adderley and quartet were guests of WBBM-TV's Lee Phillip (12), with Buddy Greco as a special guest. . . . Trade congratulations are going to Smash-Fontana manager (and Mercury vice-president) Charles Fach upon his announced engagement to

# Donovan Mgr.: There's No Most in Donovan's Future

HOLLYWOOD—There is no deal under way for British folk singer Donovan to work with producer Mickie Most, claimed the singer's business manager Ashley Kozacks here last week. Kozacks refuted all claims made by American manager Allan Klein that Donovan and Most would work together in the future.

Since Donovan is in dispute with his previous managers—Peter Eden and Geoff Stephens—Klein is not in a position to make any deals," Kozacks said. Klein was quoted as having set up arrangements for the two principals.

Kozacks claims that Donovan wrote the managers he was terminating the contract which he called unfair. Eden and Stephens on Nov. 26 slapped Donovan with a work injunction in London, Kozacks said. On Monday (29) the prohibitive request was denied. The singer's

finances are being held up pending legal action on the dispute. Donovan emerged as a British star last February and was with the two managers approximately eight months.

He was in Hollywood to film a performance for a teen-age movie last week. Before the filming, Kozacks told Billboard he met with Klein in London on Nov. 25, at which time Klein offered him a deal. "I told him I was not in any position to accept any offers now but to put the deal in writing," Kozacks related.

## TV Films on Classical Music

VIENNA—Four films for TV on classical music have been prepared by Austrian singing groups in Salzburg and St. Florian. Two, under the direction of Jorn Thiel, are on the theme of "The Friar of Salzburg" interpreted by Franz Teta, the Schola Salzburg Choir, Kurt Equiluz and Anneliese Huckl using 14th century manuscripts. Another, "Mozart and the Flutist," was conducted by the orchestra founded by Wolfgang von Karajan and conducted by him. Fourth, made in St. Florian, filmed the "Altdorfer Passion" and other organ monographs under direction of Heinz Shafer at the Baroque Church of the ancient monastery.

In addition to the religious music, Herbert von Karajan is directing nine TV films for Cosmotel at the Vienna Rosenhugel Studios. Film direction will be France's Henri-Georges Clouzot.

Marcia Matyga, who works for Mercury's Home Entertainment Products Division. . . . The Exceptions, just signed to a contract by Mercury's Lou Reizner, can be heard at Club Laurel all December. . . . Larry Attebery chatted with Pat Suzuki and Margaret Whiting the other evening on his WBKB-TV late-nighter. . . . In a gesture of thanks for his first big break, Dick Gregory opened a two-week, no-fee engagement for Hugh Hefner at the Playboy Club Dec. 13. . . . Lois Lane, Ray Price and the Cherokee Cowboys shared WBKB-TV's American Swing-around country spotlight Dec. 11. **RAY BRACK**

## BOSTON

Trumpeter Al Hirt drawing capacity crowds to Jordan Marsh department store to autograph his RCA Victor albums. He is booked for a concert at Symphony Hall and will go on to Worcester on his autographing itinerary. . . . The Rolling Stones drew a standing-room audience of more than 14,000 to the Boston Gardens. The show was produced by William J. Spence, occasional impresario and owner of the Surf nitery at Nantasket Beach. . . . The Boston Globe will sponsor a jazz festival at the new War Memorial Auditorium Jan. 21-22 under the aegis of George Wein, Newport festival producer. Ellington, Monk, Brubeck and others have been booked. . . . George J. Silvers, songwriter, will produce his revue, "The Silver Stars Revue," next week at the Sidney Hill Country Club. Silvers will tour the show, with an eye on Broadway. **CAMERON DEWAR**

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ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	4	ME HE PREGUNTADO MUCHAS VECES/LAS CHICAS DE HOY	Richard Anthony (Spanish Version) (Odeon)—Korn
2	2	AVEC	Charles Aznavour (Barclay); Franck Pourcel (Odeon); *Lucio Milena (Disc Jockey); *Elio Roca (Polydor)—Korn
3	1	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Music Hall); Dalida (Barclay); Sacha Distel (Fermata); Lance Percival (Odeon); Juan Montego (Mercury)—Fermata
4	3	UN BESO ES MUY POCO/SOLOS	Mina (Fermata); *Monica Lander (Music Hall)—Fermata
5	13	UN GUSTO A MIEL/SAMBA AGRIDULCE	Herb Alpert y Los Tijuana Brass (Fermata)—Korn
6	6	LA POLLERA AMARILLA	Enrique Tullio Leon (Odeon); Sonia Lopez (CBS); Peter Dellis (Disc Jockey); *Los Martinicos (Music Hall); *Sonora Kalingo (Polydor)—Korn
7	7	I (WHO HAVE NOTHING)	Richard Anthony (Odeon), (English Version)—Ricordi
8	10	MIRA LO QUE HACES	Betty Curtis (Music Hall)—Korn
9	—	THE NAME GAME	Shirley Ellis (Music Hall)—Korn
10	9	EVE OF DESTRUCTION	Barry McGuire (RCA); *Johnny Tedesco (RCA)

AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	—	THE CARNIVAL IS OVER	The Seekers (Columbia)—Chappels
2	1	SHAKIN' ALL OVER	*Normie Rowe (Festival-Sunshine)—Alberts
3	13	LOVER'S CONCERTO	The Toys (Stateside)—Castle
4	4	IN THE MIDNIGHT HOUR	*Ray Brown (Festival-Leedon)—Belinda
5	—	GET OFF OF MY CLOUD	Rolling Stones (Decca)—Essex
6	6	LITTLE BOY SAD	*M.P.D. Ltd. (Go)—Southern
7	2	YESTERDAY	Beatles (Parlophone)—Leeds
8	3	SING C'EST LA VIE	Sonny & Cher (Atlantic)—Belinda
9	—	TEARS	Ken Dodd (Decca)—Alberts
10	10	THE FLYING SWAN	John Robertson (RCA)—Chappels

AUSTRIA

This Week	Last Week	Title	Artist
1	1	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Roulette)—Schneider
2	2	17 JAHR. BLONDES HAAR	Udo Juergens (Vogue)—Montana
3	3	GEFANGEN	Jean Claude Pascal (Electrola)—Wien Melodie
4	5	MARMOR, STEIN UND EISEN	Drafti Deutscher (Decca)—Intro
5	4	DU BIST NICHT ALLEIN	Roy Black (Polydor)—Schneider
6	10	ABSCHIED VOM MEER	Freddy (Polydor)—Esplanade
7	6	DU WEISST NICHTS VON DEINEM GLUECK	Sandie Shaw (Vogue)—Heibling
8	7	SATISFACTION	The Rolling Stones (Decca)—Gerig
9	8	SILVER DOLLARS	Martin Lauer (Polydor)—Gerig
10	9	FRAEULEIN WUNDERBAR	Peter Alexander (Polydor)—Wien Melodie

BRITAIN

(Courtesy New Musical Express, London)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	THE CARNIVAL IS OVER	*Seekers (Columbia)—Springfield Music
2	1	1-2-3	Len Barry (Brunswick)—Leeds Music
3	3	MY GENERATION	*Who (Brunswick)—Essex Music
4	7	TEARS	*Ken Dodd (Columbia)—Keith Prowse
5	8	WIND ME UP	*Cliff Richard (Columbia)—Ardmore & Beechwood

6	6	A LOVER'S CONCERTO	Toys (Stateside)—Ardmore & Beechwood
7	5	YESTERDAY MAN	*Chris Andrews (Decca)—Glissando Music
8	4	GET OFF OF MY CLOUD	*Rolling Stones (Decca)—Mirage Music
9	11	PRINCESS IN RAGS	Gene Pitney (Stateside)—Screen Gems-Columbia
10	16	THE RIVER	*Ken Dodd (Columbia)—Peter Maurice
11	14	MARIA	P. J. Proby (Liberty)—Chappell
12	15	LET'S HANG ON	Four Seasons (Philips)—Ardmore & Beechwood
13	10	POSITIVELY 4TH STREET	Bob Dylan (CBS)—Blossom Music
14	9	IT'S MY LIFE	*Animals (Columbia)—Screen Gems-Columbia
15	21	RESCUE ME	Fontella Bass (Chess)—Jewel
16	19	DON'T BRING ME YOUR HEARTACHES	*Paul and Barry Ryan (Decca)—Skidmore
17	26	TO WHOM IT MAY CONCERN	*Chris Andrews (Decca)—Glissando
18	12	HERE IT COMES AGAIN	*Fortunes (Decca)—Donna Music
19	13	YESTERDAY	*Matt Monro (Parlophone)—Northern Songs, Ltd.
20	28	YOU'RE THE ONE	*Petula Clark (Pye)—Welbeck Music
21	27	IS IT REALLY OVER	Jim Reeves (RCA)—Burlington
22	22	HOW CAN YOU TELL	*Sandie Shaw (Pye)—Glissando
23	—	MY SHIP IS COMING IN	Walker Brothers (Philips)—A. Schroeder
23	18	TELL ME WHY	Elvis Presley (RCA)—Southern Music
25	30	SAN FRANCISCO	Tony Bennett (CBS)—Francis, Day & Hunter
26	—	TURN! TURN! TURN!	Byrds (CBS)—Essex Music
27	—	STANKING IN THE RUINS	Keely Smith (Reprise)—Screen Gems-Columbia
28	—	THE WAR LORD	*Shadows (Columbia)—Leeds Music
29	—	CRAWLING BACK	Roy Orbison (London)—Acuff-Rose
30	—	ON THE OUTSIDE	LOOKING IN—*Caesars (Decca)—Southern Music

CANADA

This Week	Last Week	Title	Artist
1	1	I HEAR A SYMPHONY	Supremes (Tamla Motown)
2	3	I CAN NEVER GO HOME ANYMORE	Shangri-Las (Red Bird)
3	2	TURN! TURN! TURN!	The Byrds (Columbia)
4	6	OVER AND OVER	Dave Clark Five (Capitol)
5	5	1-2-3	Len Barry (Decca)
6	4	GET OFF OF MY CLOUD	Rolling Stones (London)
7	10	I GOT YOU	James Brown (Delta)
8	—	PUPPET ON A STRING	Elvis Presley (RCA Victor)
9	—	LET'S HANG ON	Four Seasons (Philips)
10	7	A LOVER'S CONCERTO	The Toys (Reo)

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	3	POOR LITTLE FOOL	Terry Black (Arc)
2	1	TOM THUMB'S BLUES	Gordon-Lightfoot (United Artists)
3	2	YOU'VE REALLY GOT A HOLD ON ME	Little Caesar & the Consuls (Red Leaf)
4	4	HOOCHI COOCHI COO	Wes Dakus (Capitol)

EIRE

This Week	Last Week	Title	Artist
1	6	WISHING IT WAS YOU	Dickie Rock (Pye)—Mecolico
2	10	CARNIVAL IS OVER	Seekers (Columbia)—Springfield
3	2	GET OFF OF MY CLOUD	Rolling Stones (Decca)—Mirage
4	1	YESTERDAY MAN	Chris Andrews (Decca)—Glissando
5	8	SO MANY WAYS	Butch Moore (Pye)—Southern
6	7	HERE IT COMES AGAIN	Fortunes (Decca)—Donna
7	3	TEARS	Ken Dodd (Columbia)—Keith Prowse

8	5	YESTERDAY	Matt Monro (Parlophone)—Northern Songs
9	—	I LOVE YOU MORE TODAY	Brendan O'Brien (Pye)—A. Schroeder
10	4	WONDER OF YOU	Brendan Bowyer (HMV)—Leeds

FRANCE

This Week	Last Week	Title	Artist
1	1	LE FOLKLORE AMERICAIN	Sheila (Philips)—Bagatelle
2	4	MON COEUR D'ATTACHE	Enrico Macias (Pathe)
3	2	MEME SI TU REVENAIS	Claude Francois (Philips)—Tutti
4	3	MES MAINS SUR TES HANCHES	Adamo (Voix de son Maitre)—Pathe
5	10	DEVANT LE JUKE BOX	Sheila & Akim (Philips)—Tutti
6	—	J'AIME	Adamo (Voix de son Maitre)—Pathe
7	8	LES MARIONNETTES	Christophe (AZ)—Jacques Plante
8	9	FAIT LA RIRE	Herve Vilard (Mercury)—Tutti
9	6	LA PASSIONNATA	Guy Marchand (Riviera)—Jacques Plante
10	7	GET OFF OF MY CLOUD	Rolling Stones (Decca)—Mirage Musique

FRENCH (WALLOON) BELGIUM

\*Denotes local origin

This Week	Last Week	Title	Artist
1	—	FOLKLORE AMERICAIN	Sheila (Philips)
2	10	J'AIME	Adamo (HMV)—Ardmore & Beechwood
3	—	MEME SI TU REVENAIS	Claude Francois (Fontana)
4	—	COMME TOUJOURS	*Adamo (HMV)—Ardmore & Beechwood
5	—	LES MARIONNETTES	Christophe (AZ)
6	6	UN JOUR	*Marc Aryan (Markal)—Ardmore & Beechwood
7	7	YESTERDAY	Beatles (Parlophone)—Agence Musicale Internationale
8	1	SCANDALE DANS LA FAMILLE	Sacha Distel (HMV)—Brauer
9	—	DEVANT LE JUKE BOX	Akim and Sheila (Philips)
10	—	MON COEUR D'ATTACHE	Enrico Macias (Pathe)

HOLLAND

This Week	Last Week	Title	Artist
1	1	YESTERDAY	Beatles (Parlophone)
2	—	HERE IT COMES AGAIN	Fortunes (Decca)
3	4	GET OFF OF MY CLOUD	Rolling Stones (Decca)
4	—	THIS STRANGE EFFECT	Dave Berry (Decca)
5	—	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott
6	—	LA DANSE DE ZORBA	Several Artists
7	—	WASTED WORDS	Motions (Negram)
8	—	YESTERDAY MAN	Chris Andrews (Vogue)
9	—	A WELL RESPECTED MAN	Kinks (Pye)
10	—	I'M GONNA TAKE YOU THERE	Dave Berry (Decca)

HONG KONG

This Week	Last Week	Title	Artist
1	1	FIVE HUNDRED MILES	Peter and Gordon (Columbia)
2	2	GET OFF OF MY CLOUD	Rolling Stones (British Decca)
3	3	POSITIVELY 4TH STREET	Bob Dylan (CBS)
4	6	FUN, FUN, FUN	Beachboys (Capitol)
5	5	I'M YOURS	Elvis Presley (RCA Victor)
6	9	SUMMER NIGHTS	Marianne Faithfull (British Decca)
7	4	ACT NATURALLY/YESTERDAY	Beatles (Parlophone)
8	7	EVERYBODY LOVES A CLOWN	Gary Lewis (Liberty)
9	—	I FOUND A GIRL	Jan and Dean (Liberty)
10	—	TICKLE ME	Elvis Presley (RCA Victor)

ITALY

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA FESTA	*Adriano Celentano (Clan)
2	3	CHI SARA' LA RAGAZZA DEL CLAN	*Ribelli (Clan)
3	9	HELP!	Beatles (Parlophon)
4	5	ORA O MAI PIU'	*Mina (Ri Fi)
5	4	LA CASA DEL SIGNORE	*Bobby Solo (Ricordi)
6	2	VORREI	Alain Barriere (RCA)
7	7	LA NOTTE	Adamo (Pathe)
8	6	SI FA SERA	*Gianni Morandi (RCA)
9	8	IL SILENZIO	Dalida (Barclay)
10	10	NOSTALGIA	*Nini Rosso (Sprint)
11	13	E VOI BALLATE	*Adriano Celentano (Clan)
12	—	SUPERCALIFRAGILISTIC-ESPIRALIDOSO	*Rita Pavone (RCA)
13	11	L'AMORE	*Don Backy (Clan)
14	12	DANZA DI ZORBA	*Marcello Minerbi (Durium)
15	—	YESTERDAY	Beatles (Parlophon)

JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—JASRAC
2	3	LA PLAYA	Claude Ciari (Odeon); Graeme Bartlett (Philips)—Toshiba
3	2	AISHITE AISHITE AISHICHATTANOYD	*Mahina Stars & Tashiro Miyoko (Victor)—JASRAC
4	4	ETSURAKU NO BLUES	*Shima Kazuhiko (Columbia)—JASRAC
5	9	SAYONARAWA DANCE NO ATONI	*Baisho Chieko (King)—JASRAC
6	6	CARAVAN	Ventures (Liberty)
7	7	AKAI GLASS	*Ai George & Shima Chinami (Teichiku)—JASRAC
8	5	DON'T LET ME BE MISUNDERSTOOD	Animals (Odeon)
9	—	NAMIDA NO RENRAKUSEN	*Miyako Harumi (Columbia)—JASRAC
10	8	COCKTAIL KOUTA	*Bob Satake (King)—JASRAC

MALAYSIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	JUST A LITTLE BIT BETTER	Herman's Hermits (Columbia)
2	6	SATISFACTION	Rolling Stones (Decca)
3	4	LOOK THROUGH ANY WINDOW	Hollies (Parlophone)
4	3	IL SILENZIO	Nini Rosso (Durium)
5	2	IT'S ALL OVER	*Naomi and the Boys (Philips)
6	—	ALMOST THERE	Andy Williams (CBS)
7	—	I'M YOURS	Elvis Presley (RCA)
8	—	YESTERDAY	Beatles (Parlophone)
9	—	I WILL	*Cyclones (Philips)
10	9	ZORBA'S DANCE	Marcello Minerbi (Durium)

MEXICO

This Week	Last Week	Title	Artist
1	1	ES LUPE	*Los Johnny Jets (CBS)—Campei
2	2	QUE VA (La Mentira)	*Javier Solis (CBS); Mundo Musical (Campei)
3	3	TRIUNFAMOS	*Los Panchos (CBS)—Campei
4	4	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Pye); Hnos. Carrion (Orfeon)—Pending
5	4	LA MENTIRA	*Pepe Jara (RCA)—Campei
6	5	ME LO DIJO PEREZ	*Sonia Lopez (CBS)—Mundo Musical
7	9	ROSA MARIA	*Los Moonlights (RCA)—Pending
8	8	SOMBRAS	*Javier Solis (CBS)—Sadaic
9	10	SIGAMOS PECANDO	*Los 3 Diamantes (RCA)—Emmi
10	7	BUEN VIAJE	*Enrique Guzman (CBS)—Pending

NEW ZEALAND

This Week	Last Week	Title	Artist
1	9	TEARS	Ken Dodd
2	2	HANG ON SLOOPY	The McCoys
3	8	LIKE A ROLLING STONE	Bob Dylan
4	3	YOU'VE GOT YOUR TROUBLES	The Fortunes
5	1	YESTERDAY	Paul McCartney
6	5	LOOK THROUGH ANY WINDOW	The Hollies
7	10	WAKE UP MY MIND	The Ugly's
8	6	I GOT YOU BABE	Sonny & Cher
9	12	MAKE IT EASY ON YOURSELF	Walker Bros.
10	4	YOU WERE ON MY MIND	We Five

NORWAY

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YESTERDAY	Beatles (Parlophone)—Edition Lyche
2	2	GET OFF OF MY CLOUD	Rolling Stones (Decca)—Essex
3	3	EVE OF DESTRUCTION	Barry McGuire (RCA Victor)—Sweden Music/Stig Anderson
4	4	OLA VAR FRA SANDEFJORD	*Johnny Band (Decca)—Norsk Notestikk
5	6	YESTERDAY MAN	Chris Andrews (Decca)—Sweden Music/Stig Anderson
6	5	OG SA KOM HELGENEN FREM	*Key Brothers & Quivers (Troll)—Belinda
7	8	EXODUS SONG	*Finn Eriksen (Fontana)—Musikk-Huset
8	8	A A A SHERIFF	*Wenche Myhre (Polydor)—Multitone
9	10	BOOM BOOM	*Pussycats (Teen Beat)
10	—	THE CARNIVAL IS OVER	Seekers (Columbia)—Sweden Music/Stig Anderson

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	DO RE MI	Julie Andrews & the Children (RCA)—Filipinas Records Corp.
2	2	WISHING IT WAS YOU	Connie Francis (MGM)—Mareco, Inc.
3	4	PAPA-OOM-MOW-MOW	The Beach Boys (Capitol)—Mareco, Inc.
4	5	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM)—Mareco, Inc.
5	3	HELP ME, RHONDA	The Beach Boys (Capitol)—Mareco, Inc.
6	6	PRELUDE AND THE SOUND OF MUSIC	Julie Andrews (RCA)—Filipinas Record Corp.
7	7	SUCH AN EASY QUESTION	Elvis Presley (RCA)—Filipinas Record Corp.
8	10	BALLA BALLA	The Rainbows (CBS)—Mareco, Inc.
9	8	I WILL WAIT FOR YOU	Steve Lawrence (CBS)—Mareco, Inc.
10	9	SATISFACTION	The Rolling Stones (London)—Super Records

RIO DE JANEIRO

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HELP!	Beatles
2	2	SHAME AND SCANDAL IN THE FAMILY	Shawn Elliott (Roulette-Chantcler); Renato & Blue Caps (

**Turn!**



# BMI Tallies Up 'Most Wanted' Performance List for Last Season

NEW YORK — Beethoven, Mozart, Tchaikovsky, Brahms, and Wagner were the five most-performed pre-1900 composers, according to Broadcast Music, Inc.'s survey of concerts performed by U. S. and Canadian orchestras during the past season. These same five composers were most performed during the 1963-1964 season.

The 10 most-performed, living, American-born composers, listed alphabetically, who write specifically for the concert hall, were Samuel Barber, Leonard Bernstein, Aaron Copland, Ferde Grofe, Morton Gould, Alan Hovanes, Cameron McGraw (by virtue of 55 performances of his Dance Suite, presented by a single orchestra on tour), Walter Piston, Gunther Schuller and William Schuman.

The five most-performed pre-1900 works were Tchaikovsky's "Nutcracker Suite," excerpts from Haydn's Symphony No. 94, excerpts from Bizet's "Carmen," "Roman Carnival Overture" by Berlioz and Symphony No. 1 by Brahms.

For the first time in the six years that BMI has been conducting the survey, a full-year's activity has been measured by the addition of summer concert programs. A total of 3,584 concerts were surveyed by BMI, in association with ASOL (the American Symphony Orchestra League), under the direction of Ulysses Kay, prominent American composer and BMI consultant on contemporary American music. The 284 orchestras reporting gave 14,609 performances of 2,217 individual titles during the entire 1964-1965 season, including the summer concerts.

The works of 688 composers were performed last year. Of them, 167 were standard composers (working before 1900), and 521 were 20th-century composers (working from 1900 to date). Works written since 1937, and thus in their first period of copyright protection, were tabulated separately. In this category, 432 composers (285 of them Americans) had 2,721 performances of 771 titles.

### Involved Programs

The BMI survey involved analysis of the official season programs of 28 major orchestras, 22 metropolitan orchestras, 195 community orchestras and 39 school and youth orchestras.

The 3,584 concerts they presented included 2,324 subscription concerts, 342 tour concerts, 450 young people's concerts, 176 special concerts and 292

summer concerts. The number of concerts given per orchestra rose 12.1 per cent over the 1963-1964 season—not including summer concerts, which were not surveyed last year. Young people's concerts accounted for the greatest proportion of this increase, rising 101.3 per cent. Special concerts rose 69.2 per cent and touring concerts were up 64.8 per cent. Subscription concerts continued to be the mainstay of the concert season, with no significant change. The great increase in youth and touring concert activity is bringing concert music to new audiences previously unreachd.

The orchestras surveyed performed 103 world premieres last year; 60 of them were first performances of American works.

The six works written for concert hall since 1937 which were most performed last year were "Dance Suite" by Cameron Mc-

Graw, Bela Bartok's "Concerto for Orchestra," "Seven Studies on Themes of Paul Klee" by Gunther Schuller, "Symphony No. 5" by Dimitri Shostakovich.

Claude Debussy's "La Mer" was the most-performed 20th-century works, followed, in order by Ermanno Wolf-Ferrari's overture to "The Secret of Susanna," "Symphony No. 2" by Jean Sibelius, Cameron McGraw's "Dance Suite," excerpts from "Kikimora" by Anatol Liadov and Maurice Ravel's "Daphnis et Chloe—Suite No. 2."

The BMI survey tallied a total of 2,217 titles performed during the past season. Of them, 745 were pre-1900, with 9,136 performances, and 1,472 titles were written since 1900 with 5,473 performances. In the "since 1937" category, 771 titles were programmed for a total of 2,721 performances.

## CBS Schallplatten Giving Pop a Run on Its Money

FRANKFURT—CBS Schallplatten, the fast-expanding German subsidiary of CBS Records, is pressing the sale of classical music at popular prices for the Christmas trade.

CBS believes that the sale of classical music can be boosted tremendously by making it competitive in price with pop. CBS's

### Village Gate Bows Classical Series

NEW YORK—Art D'Lugoff has started a series of classical music programs at his Village Gate Club. The 39-week series, "The Sunday Brunch Concerts," kicked off Dec. 12 with David Bar-Illan, pianist. Allan Miller, conductor of the Late Late Concerts and Music Director of Channel 13, is music director for the series.

According to Miller, the series will present music from all periods of the repertory with the widest possible variety of programs and will include soloists and chamber and choral groups.

Subsequent concerts will include the Canby Singers, the Swingle Singers, pianist Beveridge Webster and clarinetist Michael Webster, oboist Ronald Roseman, the Philharmonia Woodwind Quartet, violinist Sonya Monosoff, and New York Camerata.

current yule offerings, for the first time on the German market, place the pick of classical music within reach of the pop music.

This is particularly the case with the CBS EP classical series which whittles Wagner, for example, down to 3.95 Deutsche marks or just under \$1. Other current offerings in the CBS EP series include the selected works of Franz Liszt, Debussy, Beethoven, and Chopin.

CBS is also pressing Christmas sales of its Westminster Silver Series of classical LP's at prices competing with LP pop. Priced at 9.80 Deutsche marks (about \$2.50), this series includes the best of Mozart, Handel, Haydn, Liszt, and Schubert.

Schallplatten's classical strategists believe that they can develop a German mass market for classical music on the "trading-up" principle. The disk firm hopes to get the public started with EP classical, then have them "trade-up" to the Silver series, and finally into the more expensive albums.

CBS' chief, Bernhard Mikulski, believes in the "balanced" approach to repertoire. He is trying to give CBS a strong position in each area of the music market. With CBS now strongly competitive in pop, Mikulski is moving to challenge Electrola and Deutsche Grammophon in the classical field.

recently when the Philadelphia Symphony extended its season. At that time several of the Boston Symphony musicians who came from Philadelphia returned to their home base.

Another important aspect of the record company's role was the Boston Symphony's performance of "Lohengrin" several months ago. The performance preceded the recording session of the week and many termed it "a dress rehearsal for the recording." Without benefit of recording company backing, it's doubtful if "Lohengrin" would have been done in performance or on records.

Only a handful of symphony orchestras are now working with the benefit of the disk company crutch. In addition to RCA Victor's Boston Symphony, there are the Philadelphia, the New York Philharmonic and the Cleveland with Columbia; the Detroit and the Minneapolis with Mercury; and the Cincinnati with Decca.

Holding back the record companies from lining up the available symphony orchestra is the high recording costs. The expenditure for an average album comes to about \$20,000. A lot of LP's have to be sold to make that back.

## 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

- OFFENBACH**—Tales of Hoffmann; Gedda, D'Angelo, Schwarzkopf, De Los Angeles, London, Blanc, Benoit, Paris Conservatory Orch., Duclos Cho. (Cluytens): Angel (3-12") S 3667 (S), 3667 (M).
- HANDEL**—Messiah; Schwarzkopf, Hoffman, Gedda, Hines, Phil. Orch. & Cho. (Klemperer): Angel S 3657 (S), 3657 (M).
- PUCCINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Op. (Schipper): Angel (2-12") S 3643 (S), 3643 (M).
- VERDI**—Luisa Miller; Moffo, Bergonzi, Verrett, MacNeil, Flagello, Tozzi, RCA Ital. Op. (Cleva): RCA Victor (3-12") LSC 6168 (S), LM 6168 (M).
- SCHOENBERG**—Gurre-Lieder; Borkh, Topper, Eugen, Fiedler, Schachtsschneider, Bavarian Radio Orch. & Cho. (Kubelik): DGG (2-12") 138984/5 (S), 18984 (M).
- BERG**—Wozzeck; Lear, Fischer-Dieskau, Wunderlich, Berlin German Op. (Bohm): DGG (2-12") 138991/2 (S), 18991/2 (M).
- MIRELLA FRENI-OPERATIC ARIAS**; Angel S 36268 (S), 36268 (M).
- WAGNER**—Götterdämmerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil (Solti): London (6-12") OSA 1604 (S), 4604 (M).
- SCHUMANN**—Liederkreis; Fischer-Dieskau: Angel S36266 (S), 36266 (M).
- CIGLI ARIAS AND DUETS**: Angel COLH 143 (M).

### SYMPHONIC AND ORCHESTRAL

- IVES**—Symphony No. 4; American Sym. Orch. (Stockowski): Columbia MS 6775 (S), ML 6175 (M).
- NIELSEN**—Symphony No. 3; Royal Danish Phil. (Bernstein): Columbia MS 6769 (S), ML 6169 (M).
- BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): DGG (8-12") SKL-101/8 (S), KL-1/8 (M).
- BEETHOVEN**—Symphonies (9) (Complete); Cleveland Orch. (Szell): Epic (7-12") BSC 150 (S), SC 650 (M).
- HANDEL**—Water Music; Bath Fest. Orch. (Menuhin): Angel S 36173 (S), 36173 (M).
- BRUCKNER**—Symphony No. 6; New Phil. (Klemperer): Angel S36271 (S), 36271 (M).
- BRUCKNER**—Symphony No. 8; Vienna Phil. (Schuricht): Angel (2-12") S 3656 (S), 3656 (M).
- TCHAIKOVSKY**—Symphony No. 5; New Phil. (Prete): Angel S 36259 (S), 36259 (M).
- PROKOFIEV**—Symphony No. 6; Boston Sym. (Leinsdorf): RCA Victor LSC 2834 (S), LM 2834 (M).
- BERWALD**—Symphony in G Minor/Symphony in G Major; Stockholm Phil. (Schmidt-Isserstedt): Nonesuch H71087 (S), H1087 (M).

### CHAMBER MUSIC

- BRAHMS**—Quintet in B Minor for Clarinet and Strings; De Peyer, Melos Ensemble Members: Angel S 36280 (S), 36280 (M).
- BRAHMS**—Quintet in F Minor for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- A PURCELL ANTHOLOGY**; Bath Festival Orch. (Menuhin): Angel S 36270 (S), 36270 (M).
- POULENC**—Sextet for Piano and Woodwind Quintet; Fevrier, Paris and Woodwind Quintet: Angel S 36261 (S), 36261 (M).
- HAYDN**—Quartet (2) Opus 77 (Complete); Amadeus Quartet: DGG 138980 (S), 18980 (M).

### SOLO INSTRUMENT AND CONCERTI

- AN HISTORIC RETURN-HOROWITZ AT CARNEGIE HALL**: Columbia (2-12") M25-728 (S), M2L-328 (M).
- TCHAIKOVSKY**—Piano Concerti Nos. 2 & 3; Graffman, Philadelphia Orch. (Ormandy): Columbia MS 6755 (S), ML 6155 (M).
- PIANO MUSIC OF ALKAN**; Lewenthal: RCA Victor LSC 2815 (S), LM 2815 (M).
- HOROWITZ PLAYS SCARLATTI**: Columbia MS 6658 (S), ML 6058 (M).
- BACH**—Well-Tempered Clavier, Book I, Colume 3; Gould: Columbia MS 6776 (S), ML 6176 (M).

## Trade Holds Symphonies' Fate

• Continued from page 3

and, in fact, the situation became so desperate in Chicago that the symphony there was almost forced to cancel its season.

The importance of a disk company affiliation is especially evident in the case of the Boston Symphony. Because of its long-time tie with RCA Victor, the orchestra has been able to run a 52-week season and has been able to enlist top musicians. The lure of a full yearly season, which the record company fills with several weeks allotted to recording sessions, was highlighted

# Turn! Turn!



# 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>WHIPPED CREAM &amp; OTHER DELIGHTS</b> Herb Alpert's Tijuana Brass, A&M LP 110 (M); SP 4110 (S)	32	51	50	<b>GENTLE IS MY LOVE</b> Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	17	100	92	<b>BLUE MIDNIGHT</b> Bert Kaempfert & His Ork, Decca DL 4549 (M); DL 74549 (S)	48
2	3	<b>THE SOUND OF MUSIC</b> Soundtrack, RCA Victor LOC 2005 (M); LSO 2005 (S)	40	52	48	<b>BEATLES VI</b> Capitol T 2358 (M); ST 2358 (S)	26	101	103	<b>BROADWAY BOUQUET</b> Percy Faith, Columbia CL 2356 (M); CS 9156 (S)	3
3	4	<b>WELCOME TO THE LBJ RANCH</b> Various Artists, Capitol W 2423 (M); WS 2423 (S)	4	53	82	<b>TEMPTIN' TEMPTATIONS</b> Gordy G 914 (M); GS 914 (S)	4	102	72	<b>MARIANNE FAITHFULL</b> London LL 3423 (M); PS 423 (S)	29
4	2	<b>MY NAME IS BARBRA, TWO</b> Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	7	54	49	<b>SUMMER DAYS (And Summer Nights)</b> Beach Boys, Capitol T 2354 (M); ST 2354 (S)	22	103	105	<b>TRY TO REMEMBER</b> Brothers Four, Columbia CL 2379 (M); CS 9179 (S)	6
5	5	<b>GOING PLACES</b> Herb Alpert & His Tijuana Brass, A&M LP 112 (M); SP 4112 (S)	10	55	52	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	60	104	76	<b>SUMMER SOUNDS</b> Robert Goulet, Columbia CL 2380 (M); CS 9180 (S)	19
6	6	<b>THE BEST OF HERMAN'S HERMITS</b> MGM E 4315 (M); SE 4315 (S)	5	56	53	<b>PEOPLE</b> Barbra Streisand, Columbia CL 2318 (M); CS 9018 (S)	64	105	74	<b>THE BEACH BOYS TODAY!</b> Capitol T 2369 (M); ST 2369 (S)	39
7	9	<b>BEACH BOYS' PARTY</b> Capitol MAS 2398 (M); SMAS 2398 (S)	4	57	57	<b>THE ROLLING STONES, NOW!</b> London LL 3420 (M); PS 420 (S)	40	106	73	<b>TOO MANY RIVERS</b> Brenda Lee, Decca DL 4549 (M); DL 74549 (S)	13
8	8	<b>THE IN CROWD</b> Ramsey Lewis Trio, Cadet CLP 737 (M); CLPS 737 (S)	19	58	70	<b>JAY AND THE AMERICANS GREATEST HITS</b> United Artists, UAL 3453 (M); UAS 4453 (S)	5	107	100	<b>OTIS BLUE/OTIS REDDING SINGS SOUL</b> Volt LP 413 (M); SD 413 (S)	10
9	7	<b>HELP</b> Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	17	59	86	<b>THE MIRACLES GOING TO A GO-GO</b> Tamla T 247 (M); ST 247 (S)	4	108	62	<b>CATCH THE WIND</b> Donovan, Hickory LPM 122 (M); (No Stereo)	23
10	11	<b>HAREM SCARUM</b> Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S)	6	60	54	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN</b> Vladimir Horowitz, Columbia M2L 328 (M); M2S 728 (S)	22	109	111	<b>GETZ/GILBERTO</b> Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	81
11	13	<b>SEE WHAT TOMORROW BRINGS</b> Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	8	61	45	<b>LOOKING THROUGH THE EYES OF LOVE</b> Gene Pitney, Musicor MM 2049 (M); MS 2049 (S)	14	110	110	<b>BEATLES '65</b> Capitol T 2328 (M); ST 2328 (S)	51
12	12	<b>LOOK AT US</b> Sonny & Cher, Atco 177 (M); SD 177 (S)	18	62	64	<b>ANIMAL TRACKS</b> Animals, MGM E 4305 (M); SE 4305 (S)	14	111	118	<b>LOUIE LOUIE</b> Kingston, Wand 637 (M); (No Stereo)	101
13	88	<b>DECEMBER'S CHILDREN</b> Rolling Stones, London LL 3451 (M); PS 451 (S)	2	63	43	<b>MANTOVANI OLE</b> Mantovani & His Ork, London LL 3422 (M); PS 422 (S)	9	112	80	<b>JUDY COLLINS' FIFTH ALBUM</b> Elektra EKL 300 (M); EKS 7300 (S)	12
14	21	<b>SUPREMES LIVE AT THE COPA</b> Motown 636 (M); ST 636 (S)	6	64	75	<b>SUMMER WIND</b> Roger Williams, Kapp KL 1434 (M); KS 3434 (S)	11	113	99	<b>A SONG WILL RISE</b> Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S)	37
15	19	<b>MY WORLD</b> Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	10	65	56	<b>HAVING A WILD WEEKEND</b> Dave Clark Five, Epic LN 24162 (M); BN 24162 (S)	19	114	135	<b>JOHN FITZGERALD KENNEDY AS WE REMEMBER HIM</b> Various Artists, Columbia LSL 1017 (M); (No Stereo)	2
16	18	<b>HOUSTON</b> Dean Martin, Reprise R 6181 (M); RS 6181 (S)	5	66	59	<b>THE HIT SOUNDS OF THE LETTERMEN</b> Capitol T 2339 (M); ST 2339 (S)	18	115	106	<b>THERE IS ONLY ONE ROY ORBISON</b> MGM E 4308 (M); SE 4308 (S)	16
17	20	<b>SEPTEMBER OF MY YEARS</b> Frank Sinatra, Reprise F 1014 (M); FS 1014 (S)	18	67	67	<b>MOM ALWAYS LIKED YOU BEST!</b> Smothers Brothers, Mercury MG 21051 (M); SR 61051 (S)	10	116	119	<b>THE NEARNESS OF YOU</b> John Gary, RCA Victor LPM 3349 (M); LSP 3349 (S)	22
18	15	<b>HIGHWAY 61 REVISITED</b> Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	12	68	77	<b>THE SHADOW OF YOUR SMILE</b> Astrud Gilberto, Verve V 8429 (M); V6-8429 (S)	11	117	113	<b>LOVE AFFAIR</b> Ray Conniff & The Singers, Columbia CL 2323 (M); CS 9123 (S)	14
19	14	<b>OUT OF OUR HEADS</b> Rolling Stones, London LL 3429 (M); PS 429 (S)	20	69	71	<b>THE LONELY BULL</b> Herb Alpert & His Tijuana Brass, A&M LP 101 (M); ST 101 (S)	28	118	126	<b>THE BAROQUE BEATLES BOOK</b> Baroque Ensemble of the Mercedes Kammermusikgesellschaft (Rifkin), Elektra EKL 306 (M); EKS 7306 (S)	2
20	10	<b>FAREWELL, ANGELINA</b> Joan Baez, Vanguard VRS 9200 (M); VSD 79200 (S)	9	70	81	<b>THE GREAT RACE</b> Henry Mancini & His Ork, RCA Victor LPM 3402 (M); LSP 3402 (S)	12	119	122	<b>EVERYBODY LOVES A CLOWN</b> Gary Lewis & The Playboys, Liberty LSP 3428 (M); LST 7428 (S)	3
21	22	<b>JOHN GARY SINGS YOUR ALL-TIME FAVORITE SONGS</b> RCA Victor LPM 3411 (M); LSP 3411 (S)	8	71	65	<b>JOAN BAEZ/5</b> Vanguard VRS 9160 (M); VSD 79160 (S)	57	120	125	<b>MY TOWN, MY GUY AND ME</b> Lesley Gore, Mercury MG 21042 (M); SR 61042 (S)	3
22	33	<b>ROGER MILLER/GOLDEN HITS</b> Smash MGS 27073 (M); SRS 47073 (S)	6	72	78	<b>WHERE DID OUR LOVE GO</b> Supremes, Motown MT 621 (M); S 621 (S)	66	121	107	<b>THE SWEETHEART TREE</b> Johnny Mathis, Mercury MG 21041 (M); SR 61041 (S)	10
23	24	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	63	73	112	<b>MORE GENIUS OF JANKOWSKI!</b> Herst Jankowski, Mercury MG 21054 (M); SR 61054 (S)	3	122	140	<b>LOVE SONGS—MEXICO'S A</b> Tony Martin, Command RS 889 (M); RS 889 SD (S)	2
24	23	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	64	74	68	<b>THE 3rd TIME AROUND</b> Roger Miller, Smash MGS 27068 (M); SRS 47068 (S)	22	123	123	<b>THE GENIUS OF JANKOWSKI!</b> Herst Jankowski, Mercury MG 20993 (M); SR 60993 (S)	31
25	37	<b>THAT WAS THE YEAR THAT WAS</b> Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	7	75	87	<b>JAMES BROWN PLAYS JAMES BROWN TODAY &amp; YESTERDAY</b> Smash MGS 27072 (M); SRS 47072 (S)	5	124	—	<b>JAMES BLONDE SECRET AGENT 006.95</b> Marty Brill & Larry Foster, Colpix CLP 495 (M); CLPS 495 (S)	1
26	17	<b>YOU DON'T HAVE TO BE JEWISH</b> Various Artists, Kapp KRL 4503 (M); (No Stereo)	14	76	79	<b>IT'S GONNA BE FINE</b> Glen Yarbrough, RCA Victor LPM 3472 (M); LSP 3472 (S)	7	125	133	<b>MR. TAMBOURINE MAN</b> Byrds, Columbia CL 2372 (M); CS 9172 (S)	26
27	25	<b>MY NAME IS BARBRA</b> Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	31	77	83	<b>I DON'T WANT TO LOSE YOU BABY</b> Chad & Jeremy, Columbia CL 2398 (M); CS 9198 (S)	7	126	127	<b>CLASS OF '65</b> Floyd Cramer, RCA Victor LPM 2045 (M); LSP 2045 (S)	9
28	29	<b>TONY BENNETT'S GREATEST HITS, VOL. III</b> Columbia CL 2373 (M); CS 9173 (S)	18	78	63	<b>THE GREAT RACE</b> Henry Mancini & His Ork, RCA Victor LPM 3402 (M); LSP 3402 (S)	12	127	130	<b>THE PAUL BUTTERFIELD BLUES BAND</b> Elektra EKL 294 (M); EKS 7294 (S)	3
29	30	<b>SINATRA '65</b> Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	25	79	90	<b>YOU'LL NEVER WALK ALONE</b> Letterman, Capitol T 2213 (M); ST 2213 (S)	8	128	—	<b>MY NAME IS ALLAN</b> Allan Sherman, Warner Bros. W 1604 (M); WS 1604 (S)	1
30	16	<b>THE VENTURES A GO-GO</b> Dotcom BLP 2037 (M); BST 8037 (S)	13	80	69	<b>THE VENTURES ON STAGE</b> Dotcom BLP 2025 (M); BST 8025 (S)	27	129	124	<b>THE RETURN OF ROGER MILLER</b> Smash MGS 27061 (M); SRS 47061 (S)	46
31	31	<b>MOON OVER NAPLES</b> Billy Vaughn, Dot DLP 3454 (M); DLP 25454 (S)	11	81	85	<b>MY CHERIE</b> Al Martino, Capitol T 2362 (M); ST 2362 (S)	15	130	—	<b>MOTORTOWN REVIEW IN PARIS</b> Various Artists, Tamla 264 (M); S 264 (S)	1
32	28	<b>MORE HITS BY THE SUPREMES</b> Motown 627 (M); S 627 (S)	18	82	132	<b>THUNDERBALL</b> Soundtrack, United Artists UAL 4132 (M); UAS 5132 (S)	2	131	139	<b>HERE THEY COME</b> Paul Revere & the Raiders, Columbia CL 2307 (M); CS 9107 (S)	16
33	34	<b>YOU WERE ON MY MIND</b> We Five, A&M LP 111 (M); SP 4111 (S)	10	83	84	<b>ANOTHER SIDE OF BOB DYLAN</b> Columbia CL 2193 (M); CS 8993 (S)	34	132	136	<b>DO YOU BELIEVE IN MAGIC</b> Levin' Spoonful, Kama Sutra KLP 8050 (M); KLP 8050 (S)	3
34	41	<b>SOUTH OF THE BORDER</b> Herb Alpert's Tijuana Brass, A&M LP 108 (M); ST 108 (S)	24	84	66	<b>GOLDFINGER</b> Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	54	133	134	<b>THE STEVE LAWRENCE SHOW</b> Columbia CL 2419 (M); CS 9219 (S)	2
35	27	<b>I'M THE ONE WHO LOVES YOU</b> Dean Martin, Reprise R 6170 (M); RS 6170 (S)	17	85	60	<b>A SESSION WITH GARY LEWIS AND THE PLAYBOYS</b> Liberty LSP 3419 (M); LST 7419 (S)	14	134	147	<b>TREAT ME RIGHT</b> Roy Head, Scepter SM 532 (M); S 532 (S)	3
36	26	<b>ORGAN GRINDER SWING</b> Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	14	86	91	<b>NERO GOES "POPS"</b> Peter Nero/Boston Pops Orch. (Fiedler), RCA Victor LM 2821 (M); LSC 2821 (S)	9	135	—	<b>KEEP ON DANCING</b> Gentry, MGM E 4336 (M); SE 4336 (S)	1
37	39	<b>PAPA'S GOT A BRAND NEW BAG</b> James Brown, King 938 (M); (No Stereo)	15	87	115	<b>ROBERT GOULET ON BROADWAY</b> Columbia CL 2418 (M); CS 9218 (S)	2	136	—	<b>FAIRYTALES</b> Donovan, Hickory LP 127 (M); LPM 127 (S)	1
38	36	<b>ZORBA THE GREEK</b> Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	34	88	93	<b>HANG ON SLOOPY</b> McCoy, Bang BLP 212 (M); BLP 212 (S)	5	137	141	<b>HAVING A RAVE UP WITH THE YARDBIRDS</b> Epic LN 24177 (M); BN 24177 (S)	1
39	35	<b>ALL I REALLY WANT TO DO</b> Cher, Imperial LP 9292 (M); LP 12292 (S)	14	89	89	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	48	138	137	<b>JR. WALKER &amp; THE ALL STARS PLAY SHOTGUN</b> Soul 701 (M); S 701 (S)	18
40	32	<b>BRINGING IT ALL BACK HOME</b> Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	34	90	117	<b>I LIKE IT LIKE THAT</b> Dave Clark Five, Epic LN 24178 (M); BN 24178 (S)	2	139	137	<b>AL HIRT LIVE AT CARNEGIE HALL</b> RCA Victor LPM 2416 (M); LSP 2416 (S)	22
41	38	<b>THE MAGIC MUSIC OF FAR AWAY PLACES</b> Bert Kaempfert & His Ork, Decca DL 4616 (M); DL 74616 (S)	16	91	94	<b>JOHNNY RIVERS ROCKS THE FOLK</b> Imperial LP 9293 (M); LP 12293 (S)	13	140	—	<b>THE 4 SEASONS SING BIG HITS BY BURT BACHARACH... HAL DAVID... BOB DYLAN</b> Philips PHM 200-193 (M); PHS 600-193 (S)	1
42	51	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	133	92	96	<b>1-2-3</b> Len Barry, Decca DL 4720 (M); DL 74720 (S)	5	141	142	<b>THE SILENCE</b> Roy Etzel, MGM E 4330 (M); SE 4330 (S)	1
43	40	<b>EVE OF DESTRUCTION</b> Barry McGuire, Dunhill D 50003 (M); DS 50003 (S)	13	93	114	<b>THE 4 SEASONS GOLD VAULT OF HITS</b> Philips PHM 200-194 (M); PHS 600-194 (S)	2	142	144	<b>WHAT'S NEW PUSSYCAT?</b> Soundtrack, United Artists UAL 4128 (M); UAS 5128 (S)	20
44	42	<b>DEAR HEART</b> Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	37	94	116	<b>THE BEST OF THE RAMSEY LEWIS TRIO</b> Cadet CLP 753 (M); CLPS 753 (S)	7	143	150	<b>BUMPIN'</b> Wes Montgomery, Verve V 8623 (M); V6-8623 (S)	2
45	58	<b>THERE GOES MY HEART</b> Jerry Vale, Columbia CL 2387 (M); CS 9187 (S)	10	95	95	<b>I'M A FOOL</b> Dino, Desi & Billy, Reprise R 6176 (M); RS 6176 (S)	13	144	148	<b>ORBISONS</b> Roy Orbison, Monument MLP 8035 (M); MLP 8035 (S)	7
46	55	<b>WHY IS THERE AIR?</b> Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	17	96	98	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1123 (M); CS 8634 (S)	376	145	146	<b>MY FAIR LADY</b> Original Cast, Columbia OL 3090 (M); OS 3015 (S)	476
47	47	<b>ELVIS FOR EVERYONE!</b> Elvis Presley, RCA Victor LPM 3450 (M); LSP 3450 (S)	19	97	97	<b>KINGSMEN ON CAMPUS</b> Wand WDM 670 (M); WDS 670 (S)	8	146	142	<b>THE NEW BOSS</b> Joe Tex, Atlantic 8115 (M); SD 8115 (S)	4
48	44	<b>JUST ONCE IN MY LIFE</b> Righteous Brothers, Philips PHLP 4008 (M); PHLP 4008 (S)	30	98	109	<b>ON A CLEAR DAY YOU CAN SEE FOREVER</b> Original Cast, RCA Victor LOC 2006 (M); LSO 2006 (S)	2	147	138	<b>THE BEACH BOYS CONCERT</b> Capitol TAO 2198 (M); STAO 2198 (S)	59
49	46	<b>HERMAN'S HERMITS ON TOUR</b> MGM E 4295 (M); SE 4295 (S)	27	99	102	<b>THE SANDPIPER</b> Soundtrack, Mercury MG 21022 (M); SR 61022 (S)	9	148	129	<b>THE WORLD'S GREATEST INTERNATIONAL HITS</b> Patricia Clark, Warner Bros. W 1608 (M); WS 1608 (S)	9
50	61	<b>THE FOUR TOPS SECOND ALBUM</b> Motown 624 (M); ST 624 (S)	6					149	—	<b>THE SING ALONG WORLD OF TRINI LOPEZ</b> Reprise R 6182 (M); RS 6182 (S)	1
								150	—	<b>IT AIN'T ME BABE</b> Turtles, White Whale W 111 (M); S 111 (S)	8

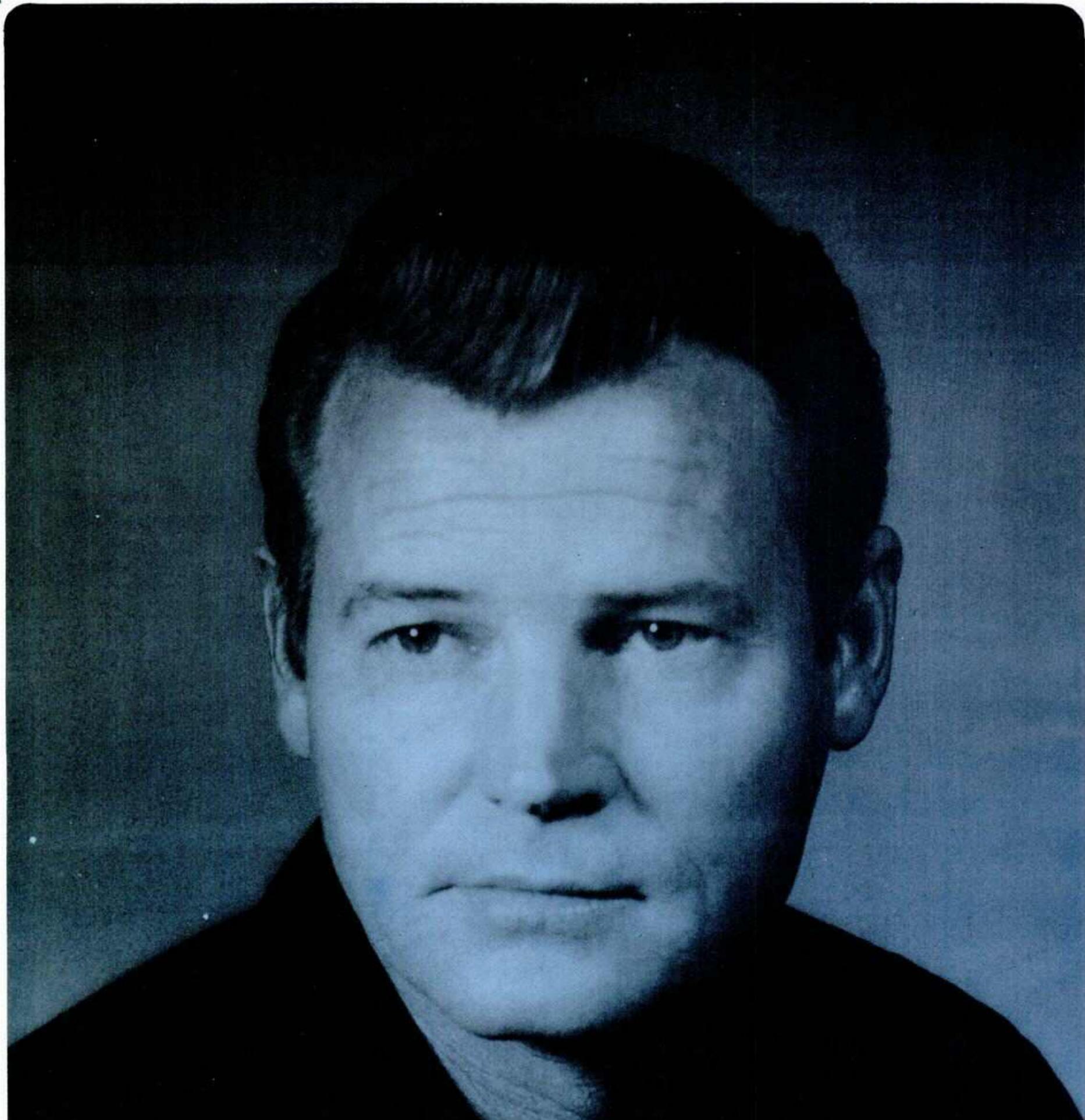
# THE BYRDS



...and Great Turn!  
...Don't Be Wrong  
...Satisfied Mind  
...Wait and See  
...Your Weary Tune  
...You Free This Time  
...They Are A-Goin'  
...and All Around Her  
...Chickadee!

The Byrds return  
with a fabulous  
follow-up to their  
phenomenal  
"Mr. Tambourine Man"  
album  
-a solid smash  
on the charts  
26 weeks!

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"GIDDYUP GO"

# Truck Driving Weeper Scores for Red Sovine

By ELTON WHISENHUNT

NASHVILLE—Red Sovine is riding high with the most successful hit he has had in almost 20 years of recording, "Giddyup Go," new and unique combination of a truck-driving weeper.

While truck-driving songs have picked up great momentum in 1965 as a popular theme for country music, this is the first that has worked in pathos and drama.

The tear-jerker, which has been racing up the country chart in recent weeks and is breaking in some pop markets, was written by Sovine and his a&r man at Starday Records, Tommy Hill.

The song is longer than usual and tells the story of a truck driver with a young son who has a little truck with "Giddyup Go" painted on the side. One day the wife runs off and takes the boy with her.

Twenty years later the father, who has "Giddyup Go" painted on the side of his truck, sees another truck with "Giddyup Go" painted on it. He finds the driver is his son.

The disk was released in late October and has been the subject



JOHNNY WRIGHT'S "Keep the Flag Flying" (Decca 31875) is a sure hit on the heels of his #1 smash, "Hello, Vietnam." The record is already getting heavy air play and sales are reported brisk.

(Advertisement)

of a big promotion by Starday. One of the drum-beaters was the mailing of bumper stickers to truck drivers who called in to DJ's in certain large markets. The stickers read, "Giddyup Go, Red Sovine, Starday Records." Hal Neely, Starday general manager, said last week 3,000 stickers had been mailed.

Except for two top hits, Sovine has had only moderate success with past records. A 1955 duet with Webb Pierce on Decca, "Why, Baby, Why,"

(Continued on page 52)

## Country Music Breaks the Ice

CHARLESTON, W. Va.—Radio Station WGKV, with a recently adopted all-country format, has broken through previous advertiser resistance and is showing a steady revenue increase, owner Edgar L. Clinton reports.

Clinton said there were three rock 'n' roll stations in Charleston, including his own, which has been No. 1 since 1961, "but regardless of a station's rating, most advertisers seemed to reject r&r and were very hard to sell."

Clinton said WGKV began programming nine hours of country music Oct. 28 from 6 a.m. to 3 p.m., and because of "the tremendous response received from listeners," it was decided the station would go all-country 24 hours a day.

"Since then," Clinton said, "the advertisers have given us an entirely different reception. They generally seem to enjoy country music, unlike r&r. As a result, the station's income is steadily increasing."

Clinton requests country product. Address is: WGKV, Record Librarian, 33 Capitol City Building, Charleston, W. Va.

## 'Moan' in Voice

NEW KENSINGTON, Pa.—Howard Vokes, owner of Vokes Music Publishing Co. (BMI), recently formed Vokes Records and issued a release on an artist he said reminds him of the late Hank Williams "because he has a lonesome moan in his voice." The artist is Hank Jolley. The disk is "Keep Cool But Don't Freeze." Vokes invites DJ's to write for copies to P. O. Box 1203, New Kensington, Pa.

## New Country Music Movie Being Filmed

NASHVILLE — A country music movie, starring Ferlin Husky, Jayne Mansfield, Mamie Van Doren and Don Bowman, began filming here last week (3) and is scheduled to be completed in Hollywood Christmas Eve.

Titled "Howdy, Las Vegas," the film is about a Tennessee country boy, played by Husky, who inherits a Las Vegas night club. Misses Mansfield and Van Doren play Las Vegas show girls.

Producer Larry Jackson said the script, written by him, deals with Husky's "trials and tribulations" and how Nashville people helped him get started.

Jackson said he is "trying to raise the level of country music pictures as much as possible. The variety-type country music show without plot won't go any more," he said. "We are trying to get in the big-theater areas."

"The film, which will be released next April and May, will

(Continued on page 52)

The #1 Answer to a #1 Record

KITTY HAWKINS

"GOOD BYE VIET NAM"

(Capa 130)

DJ Copies Available

CAPA RECORDS

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## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for week ending 12/18/65

Billboard Award	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
	1	1	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	11

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
2	2	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Columbia 43388 (Central Songs, BMI)	11	26	12	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	19
3	3	BUCKAROO Buck Owens & His Buckaroos, Capitol 5517 (Bluebook, BMI)	2	27	23	STOP THE WORLD (And Let Me Off) Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	13
4	6	GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)	5	28	19	KANSAS CITY STAR Roger Miller, Smash 1998 (Tree, BMI)	12
5	4	IF I TALK TO HIM Connie Smith, RCA Victor 8663 (Victor, BMI)	13	29	36	MY DREAMS Faron Young, Mercury 72490 (Vanadore, BMI)	4
6	5	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	14	30	40	TRUE LOVE'S A BLESSING Sonny James, Capitol 5536 (Marson, BMI)	2
7	16	WHAT WE'RE FIGHTING FOR Dave Dudley, Mercury 72500 (New Keys, BMI)	5	31	31	WHILE YOU'RE DANCING Marty Robbins, Columbia 43428 (Mariposa, BMI)	3
8	8	MORE THAN YESTERDAY Slim Whitman, Imperial 66130 (Maiden Fair/Cuculu, BMI)	8	32	33	IF THIS HOUSE COULD TALK Stonewall Jackson, Columbia 43411 (Moss-Rose, BMI)	4
9	9	TAKE ME George Jones, Musicor 1117 (Glad, BMI)	7	33	26	A-11 Johnny Paycheck, Hilltop 3007 (Pamper, BMI)	10
10	10	SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	7	34	35	WOMEN DO FUNNY THINGS TO ME Del Reeves, United Artists 949 (Window & Starday, BMI)	3
11	11	WATCH WHERE YOU'RE GOING Don Gibson, RCA Victor 8678 (Acuff-Rose, BMI)	9	35	39	TALK ME SOME SENSE Bobby Bare, RCA Victor 8699 (4 Star, BMI)	5
12	15	FLOWERS ON THE WALL Staller Brothers, Columbia 43315 (Southwind, BMI)	13	36	14	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	17
13	13	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	13	37	34	ONE MAN BAND Phil Baugh, Longhorn 563 (Saran & Deep Cross, BMI)	7
14	21	ENGLAND SWINGS Roger Miller, Smash 2010 (Tree, BMI)	5	38	44	A PICTURE THAT'S NEW George Morgan, Columbia 43393 (Peach, SESAC)	2
15	7	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	15	39	42	I WILL NOT BLOW OUT THE LIGHT Marion Worth, Columbia 43405 (Champion, BMI)	2
16	20	DON'T YOU EVER GET TIRED OF HURTING ME Ray Price, Columbia 43427 (Pamper, BMI)	4	40	37	LIFE'S GONE AND SLIPPED AWAY Jerry Wallace, Mercury 72461 (Cedarwood, BMI)	11
17	22	HAPPY TO BE WITH YOU Johnny Cash, Columbia 43420 (Copper Creek & Gallico, BMI)	5	41	41	IF YOU WANT A LOVE Buck Owens, Capitol 5517 (Bluebook, BMI)	2
18	50	BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	2	42	49	OUR SHIP OF LOVE Carl Butler & Pearl, Columbia 43433 (Window, BMI)	2
19	43	WHAT KINDA DEAL IS THIS Bill Carlisle, Hickory 1348 (Lonzo & Oscar, BMI)	2	43	47	BEFORE THE RING ON YOUR FINGER TURNS GREEN Dottie West, RCA Victor 8702 (Acuff-Rose, BMI)	3
20	32	WRITE ME A PICTURE George Hamilton IV, RCA Victor 8690 (Harbot, SESAC)	3	44	28	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	20
21	25	LITTLE BUDDY Claude King, Columbia 43416 (Gallico, BMI)	4	45	46	HE'S A JOLLY GOOD FELLOW Charlie Walker, Epic 9852 (Gallico, BMI)	3
22	27	WHITE LIGHTNIN' EXPRESS Roy Drusky, Mercury 72471 (Raleigh, BMI)	9	46	30	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss Rose & Champion, BMI)	16
23	17	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	17	47	—	YOU FINALLY SAID SOMETHING GOOD Charlie Louvin, Capitol 5550 (Regent, BMI)	1
24	24	HANK WILLIAMS' GUITAR Freddie Hart, Kapp 694 (Laredo, BMI)	8	48	48	MONEY GREASES THE WHEELS Ferlin Husky, Capitol 5522 (Husky, BMI)	2
25	18	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	14	49	—	I'D BETTER CALL THE LAW ON ME Hugh X. Lewis, Kapp 717 (Moss Rose, BMI)	1
				50	—	KEEP THE FLAG FLYING Johnny Wright, Decca 31875 (Regent, BMI)	1

Billboard SPECIAL SURVEY for week ending 12/18/65

Billboard Award	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
	1	1	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	11

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
2	2	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	8	12	15	ROY DRUSKY'S GREATEST HITS Merc. MC 21052 (M); SR 61052 (S)	3
3	3	THE OTHER WOMAN Ray Price, Col. CL 2382 (M); CS 9182 (S)	12	13	13	TOO MUCH HURT Don Gibson, RCA Victor LPM 3470 (M); LSP 3470 (S)	6
4	6	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	5	14	10	UP THROUGH THE YEARS Jim Reeves, RCA Victor 3427 (M); LSP 3427 (e) (S)	17
5	5	NEW COUNTRY HITS George Jones & the Jones Boys, Musicor MM 2060 (M); MS 3060	11	15	16	MY PICK OF THE HITS Ernest Tubb, Decca DL 4640 (M); DL 74640 (S)	4
6	11	BEHIND THE TEAR Sonny James, Cap. T 2415 (M); ST 2415 (S)	4	16	—	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Col. CL 2442 (M); CS 9342 (S)	1
7	4	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Cap. T 2353 (M); ST 2353 (S)	18	17	17	THE BRIDGE WASHED OUT Warner Mack, Decca DL 4692 (M); DL 74692 (S)	5
8	8	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Cap. T 2367 (M); ST 2367 (S)	13	18	19	MR. & MRS. USED TO BE Loretta Lynn & Ernest Tubb, Decca DL 4639 (M); DL 74639 (S)	8
9	9	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	11	19	14	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	14
10	18	DOODLE-OO DOO-DOO Del Reeves, United Artists, UAL 3458 (M); UAS 6458 (S)	2	20	12	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Merc. MG 21028 (M); SR 61028 (S)	13
11	7	THE FIRST THING EV'RY MORNING Jimmy Dean, Col. CL 2401 (M); CS 9201 (S)	12				

# NASHVILLE SCENE

By ELTON WHISENHUNT

**THE JONES BOYS:** Jimmie Klein, of Vidor, Tex., agent for country star George Jones, was in town the other day and said he, George and all members of the

## Young & Kern Buy WHSO

NASHVILLE — Cal Young, Nashville radio station owner, became the majority owner of his fourth country music station last week with approval of the sale of WHSO, New Orleans 1,000-watter, to American Broadcasting Corp. of Tennessee for \$200,000.

Young owns 75 per cent of the stock in the corporation. The rest is owned by Donald Kern, general manager of WENO, Nashville, full-time country mu-

*(Continued on page 45)*

## JONES-PITNEY TOUR SET BY JIMMIE KLEIN

NASHVILLE—George Jones and Gene Pitney will headline a tour of Southern and Western States from March 1-15, being booked by agent Jimmie Klein, Vidor, Tex. Klein said Connie Smith and other artists, including pop acts, will be on various parts of the tour. Klein said he had also booked Miss Smith, Feb. 11-20, for the San Antonio Livestock Show.

band had been cleared in the Houston murder case. All took a lie detector test at the sheriff's office. The case is still unsolved, with investigators baffled.

**TOUR TOPICS:** Leon McAuliffe starts the New Year in a whirl: A Jimmy Dean show appearance, a week in Toronto at the Edison Hotel, the Golden Nugget in Las Vegas, and later a European tour. . . . The Wilburn Brothers broke house records at the Nicabob in Milwaukee recently. . . . Loretta Lynn played the Horseshoe Club in Toronto for a week. . . . Jean Shepard back home after a Hap Beebles Midwestern tour. . . . Dial Records' r&b star Joe Tex, who's really a country singer at heart; is in England for two weeks. . . . Ernest Ashworth will make a European tour next year. . . . Jim Edward Brown did some recording in Germany in German.

**GOD SPEED to Roy Acuff,** a grand guy of country music, who left last week (6) for the Far East on a USO tour to entertain our troops in Vietnam and other bases during the holidays. . . . Warner Mack, who had a heavy schedule of personal appearances in November, says: "I'm worn out from traveling. I've got only one show in December and I'm through till after Christmas. Money's not everything." (Note to promoters: he doesn't mean he's coming down on his personal appearance fees.)

**CHAT CHAT—Charlie Rich** cut a new album for Smash last

*(Continued on page 52)*

## New Label Bows

**EAU GALLIE, Fla.—Misty** Records, a new c&w label, has been formed here, with Don Jones as manager. First releases are "It's Easier to Change the World" and "Another Man's Wife" by Stan White, and "I've Lost Everything" b/w "Don't Be Angry" by Philip Purvis.

## 'Opry' Trust Fund Makes First Bequest

NASHVILLE—The Grand Ole Opry Trust Fund announced last week it had made its first bequest. Name of the recipient, and amount, was not disclosed, except that it was to "a needy person outside Tennessee."

A statement from the trust fund committee said other requests are being considered.

The trust fund was established from the \$10 per person contributions made by delegates to WSM's Country Music Festival Oct. 21-23. The contributions provided an initial deposit of more than \$35,000.

The statement requested anyone who "is aware of a person in the country music industry, or members of his family, genuinely in need and deserving, please contact the Grand Ole Opry Trust-Fund, Station WSM, Nashville."

## One C&W Award Added in NARAS Voting for 1965

NASHVILLE—The National Academy of Recording Arts & Sciences has added a sixth country music award—Best Country and Western Album—for the 1965 national recording industry awards to be presented March 15, 1966.

Other five categories are Best C&W Single, Best C&W Vocal Performance (Female), Best C&W Vocal Performance (Male), Best C&W Song, Best C&W Artist.

The Nashville chapter of

*(Continued on page 45)*

## 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 December 19, 1960

1. On the Wings of a Dove, Ferlin Husky, Capitol
2. North to Alaska, Johnny Horton, Columbia
3. Excuse Me, Buck Owens, Capitol
4. I Missed Me, Jim Reeves, RCA Victor
5. Fallen Angel, Webb Pierce, Decca
6. Alabam, Cowboy Copas, Starday
7. I Wish I Could Fall in Love Today, Ray Price, Columbia
8. Before This Day Ends, George Hamilton IV, ABC-Paramount
9. Am I Losing You, Jim Reeves, RCA Victor
10. I Think I Know, Marion Worth, Columbia

### COUNTRY SINGLES— 10 Years Ago December 17, 1955

1. Sixteen Tons, Tennessee Ernie Ford, Capitol
2. Love, Love, Love, Webb Pierce, Decca
3. Just Call Me Lonesome, Eddy Arnold, RCA Victor
4. I Forgot to Remember to Forget, Elvis Presley, Sun
5. Don't Take It Out on Me, Hank Thompson, Capitol
6. Beautiful Lies, Jean Shepard, Capitol
7. I Don't Care, Webb Pierce, Decca
8. Eat, Drink and be Merry, Porter Wagoner, RCA Victor
9. All Right, Faron Young, Capitol
10. Yonder Comes a Sucker, Jim Reeves, RCA Victor

## Interest Sold In Twin Oaks

NASHVILLE—Slim Williamson and Ott Stephens, owners of Chart Records, Peach Music (SESAC) and Yonah Music (BMI), last week bought 50 per cent of Twin Oaks Publishing Co. (BMI) of Modesto, Calif., from owner Cal Veale.

Twin Oaks will be managed in Nashville by Williamson and Stephens. Veale will continue to compose for Twin Oaks, handle West Coast representation and develop new writers.

Veale has composed such tunes as "Penny Candy," "Better Times A-Coming," "He Stands Real Tall," "The Pillow That Whispers." Nashville address of

## KSYZ STARTS COUNTRY SEG

SANTA ROSA, N. M. — Station KSYZ-Radio recently began two daily country music programs for a total of four hours of country music per day. The shows are aired from 6 to 8 a.m. and 1 to 3 p.m. Station manager is Charles Boles; sales manager is Claude Cox, and engineer-DJ is Bill Mann. Mann said: "Will you please ask your readers to send us all top country recordings so we can spin the top hits. Besides top singles we need albums. Can any of your readers help us?"

Twin Oaks is 806 16th Avenue, South.

**A sensational sound  
to spice up your sales!**  
**JOE SHERMAN AND THE  
ARENA BRASS**  
**"FEELING GOOD"**

c/w "HEARTBEAT"  
**5-9877**



# ALBUM REVIEWS (continued)

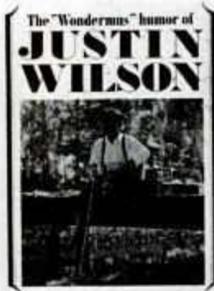


## CLASSICAL SPOTLIGHT

### A LISZT RECITAL

Jeanne-Marie Darre. Vanguard VRS 71150 (M); VSD 71150 (S)

This is one of the great recorded piano performances of Liszt. Mme. Darre plays the "Sonata in B Minor," "Valse Op. 11," "La Campanella," "Sonetto 123 del Petrarca," "Feux Follets" and "Harmonies du Soir" with technical skills and deep-seated understanding.



## COMEDY SPOTLIGHT

### THE "WONDERMUS" HUMOR OF JUSTIN WILSON

Tower W 5010 (M)

Any comedian that a record company thinks enough of to release four albums at one time must be good—and Justin Wilson is. The other albums, all of which sparkle with down-home humor about Cajuns and Cajun country (Louisiana and East Texas), are "I Gawr-on-Te," "Me, I Got a Friend" and "Wilsonville—U. S. A." Some of these tales are not new, but Wilson puts a new twist to them.



## CLASSICAL SPOTLIGHT

### GUITARRA FLAMENCO

Manitas de Plata. Vanguard VRS 9203 (M); VSD 79203 (S)

The flamenco guitar of Manitas de Plata (Silver Hands) is vivid and emotional; he manages to communicate—and rather well—all of the fire and passion of the art. Outstanding efforts in this album include "Levantes," in which he improvises, and "Jota," on which he also sings. This, the first U. S. album of the gypsy guitarist, is an artistic triumph. Based on his present and expanding strength as a legend, this will be an excellent sales item.

## 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.

### SOUNDTRACK SPECIAL MERIT

#### THE CINCINNATI KID

Soundtrack. MGM E 4313 (M); SE 4313 (S)

Featuring music from the soundtrack of the movie, this album features some tunes with New Orleans jazz flavor and some pleasant instrumentals. The highlight of the entire album, however, is a vocal of "The Cincinnati Kid" by Ray Charles. Scheduling of the movie in various areas across the nation could spur sales of this LP.

### POP SPECIAL MERIT

#### BY GEORGE!

George Hamilton. ABC-Paramount ABC-535 (M); ABCS-535 (S)

George Hamilton's squiring of President Johnson's daughter, coupled with his TV work, should spark some interest in this album. It's his first album, and he comes out strong with a couple of Lennon-McCartney songs—"World Without Love" and "And I Love Her" and with Chuck Berry's "Memphis, Tennessee."

### POP SPECIAL MERIT

#### INTRODUCING BOB BRAUN

Audio Fidelity AFLP 2148 (M)

The mixture of pop and country has worked effectively for Bob Braun on two single sides, "Sweet Violets" and "Til Death Do Us Part." The former is included here as is his current noise-maker, "Shadows," which will help the sales and spinning impetus.

### COUNTRY SPECIAL MERIT

#### LARRY RICHARDSON & RED BARKER

Country 702 (M); (No Stereo)

This group has a great bluegrass sound and they create lively listening on such numbers as "You Left Me So Blue," "More Pretty Girls Than One" and "My Home's Across the Blue Ridge Mountains." This group could be a big seller in the bluegrass field. They have the touch.

### CLASSICAL SPECIAL MERIT

#### BERUHMTE KOMPONISTEN SPIELEN EIGENE WERKE II

Telefunken HT 34 (M)

This will be a joy for collectors. It features Claude Debussy and Maurice Ravel playing their own music on piano and although the original was done on rolls that were built into a Steinway grand, the transference to disk is extremely good.

### FOLK SPECIAL MERIT

#### COUNTRY BLUES

John Hammond. Vanguard VRS 9198 (M); VSD 79198 (S)

Hammond's command of the blues medium is exceptional for one so young. Whether singing the slow-styled delta blues of Robert Johnson and Willie Harris or the modern swinging blues of Bo Diddley, Hammond's unique vocal style and exceptional ability on guitar and harmonica blend for refreshing renditions in this traditional field.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### JAMES BLONDE . . . SECRET AGENT 006.95

Marty Brill & Larry Foster, Colpix CLP 495 (M); CLPS 495 (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.

#### A MAN AND HIS MUSIC . . .

Frank Sinatra, Reprise 2F 1016 (M); 2FS 1016 (S)

#### A COLLECTION OF ORIGINAL 16 BIG HITS VOLUME 4 . . .

Various Artists, Motown 633 (M); S 633 (S)

#### MAY THE BIRD OF PARADISE FLY UP YOUR NOSE . . .

"Little" Jimmy Dickens, Columbia CL 2442 (M); CS 9242 (S)

#### SOFTLY AS A SUMMER BREEZE . . .

Jimmy Smith, Blue Note 4200 (M); 84200 (S)

#### MORE THEMES FROM JAMES BOND THRILLERS . . .

Roland Shaw Ork, London LL 3445 (M); PS 445 (S)

#### MY KIND OF BROADWAY . . .

Frank Sinatra, Reprise F 1015 (M); FS 1015 (S)

#### E. S. P. . . .

Miles Davis, Columbia CL 2350 (M); CS 9150 (S)

#### KINKS KINGDOM . . .

Kinks, Reprise R 6184 (M); RS 6184 (S)

#### ONE HAS MY NAME . . .

Barry Young, Dot DLP 3672 (M); DLP 25672 (S)

#### WHERE DOES LOVE GO . . .

Charles Boyer, Valiant VA 5001 (M); VS 5001 (S)

#### THE PRIME OF MY LIFE . . .

Billy Eckstine, Motown 632 (M); S 632 (S)

#### THEIR SECOND ALBUM . . .

Sam the Sham & the Pharaohs, MGM E 4314 (M); SE 4314 (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.

### POPULAR

#### FOLK ROCK

Fleetwoods. Dolton BLP 2039 (M); BST 8039 (S)

#### ONCE IN A BLUE MOON

Johnny Janis. Monument MLP 8036 (M)

#### ITALIAN ROMANCE—AMERICAN STYLE

Frank DeVol. ABC-Paramount ABC 534 (M); ABCS 534 (S)

#### THE "IN" HARMONICA

Larry Nelson. World Pacific WP 1836 (M); WPS 21836 (S)

#### THE MICKEY TURNER SHOW\*

Edmar ELP 1040 (M)

#### LYMAN '66

Arthur Lyman. LIFE L-1031 (M)

#### HAMMOND A GO GO

James Last. Polydor 237 470 (S)

#### HAPPY MELODIES

Clancy Hayes with Yank Lawson & His Yankee Clippers. ABC-Paramount ABC 519 (M); ABCS 519 (S)

#### NON STOP: DANCING

James Last Band. Polydor 237 447 (S)

### CLASSICAL

#### ST. THOMAS AFTER DARK

Bill La Motta. Westing ML 1004 (M)

#### GUTCHE: FIFTH SYMPHONY FOR STRINGS—LA MONTAINE:

PIANO CONCERTOS  
Cincinnati Symphony Orch. (Rudolf)/Karen Keys, Oklahoma City Symphony Orch. (Harrison). Composers Recording Inc. CRI 189 (M); CRI SD 189 (S)

#### FOUR CENTURIES OF MUSIC FOR THE CLASSIC SPANISH GUITAR

Alirio Diaz. Vanguard VRS 1135 (M); VSD 71135 (S)

#### BACON: SONATA FOR CELLO & PIANO/BINKERD; SONATA FOR PIANO

Bernard Greenhouse & Menahem Pressler/Stansley Fletcher. Composers Recording Inc. CRI 201 (M); CRI SD 201 (S)

#### JEAN-BAPTISTE LULLY BRUITS DE TROMPETTES SINFONIES POUR LES PATRES

Orchestre De Chambre (Petit). Grand Siecle. SKL 20.105 A 9 (S)

#### EIGHTEENTH CENTURY FLUTE CONCERTOS

Claude Montoux. L'Oiseau Lyre SOL 279 (S)

#### SCHOENBERG. SUITE OP. 29/BERG 4 PIECES FOR CLARINET & PIANO OP. 5

Various Artists. L'Oiseau Lyre SOL 282 (S)

#### THE VIRTUOSO OBOE VOL. 4

Andre Lardot/Raymond Meylan/I Solisti di Zagreb (Janigro). Vanguard VRS 1133 (M); VSD 71133 (S)

#### BETHOVEN: SONATAS FOR CELLO & PIANO VOL. 2

Antonio Janigro & Joerg Demus. Vanguard VRS 1137 (M); VSD 71137 (S)

#### BETHOVEN: SONATAS FOR CELLO & PIANO VOL. 1

Antonio Janigro & Joerg Demus. Vanguard VRS 1136 (M); VSD 71136 (S)

### FOLK

#### DEEP ARE THE ROOTS

Tracy Nelson. Prestige PR 7393 (M)

#### THE DUBLINERS. IN CONCERT

Vanguard. VRS 9187 (M); VSD 79187 (S)

#### LIAM CLANCY

Vanguard VRS 9169 (M); VSD 79169 (S)

#### SOMETHING NEW

Herb Metoyer. Verve Folkways FV 9012 (M); FVS 9012 (S)

#### GREENSLEEVES AND OTHER SONGS OF THE BRITISH ISLES

Kenneth McKellar. London SW 99389 (S); TW 91389 (M)

### RELIGIOUS

#### IN THE PALACE OF THE KING

Shlomo Carlebach. Vanguard VRS 9192 (M); VSD 79192 (S)

### INTERNATIONAL

#### AL OUD/INSTRUMENTAL AND VOCAL MUSIC OF NUBIA

Hanza El Din. Vanguard VRS 9194 (M); VSD 79194 (S)

#### VERLIEBT, VERLOBT

VERHEIRATET  
Various Artists. Polydor 237 468 (S)

#### DIE GROSSE STAR-PARADE 1965 3

Various Artists. Polydor 237 490 (S)

#### DOLORES VARGAS

Polydor 184018 (S); 84018 (M)

#### FOR YOU

Alberto. Polydor 184015 (S); 84015 (M)

#### I GONDOLIERI

Gondoliers of Venice. London SW 99391 (S); TW 91391 (M)

#### SONGS FROM THE CARPATHIANS

Carpathian Folk Choir and Orchestra. Fiesta FLP 1430 (M)

#### ES GRUNE DIE TANNE

Die Harzer Bergsänger (Weyland). Fiesta FLP 1432 (M)

#### DORT WAR ICH ZU HAUSE

Various Artists. Fiesta FLP 1433 (M)

#### AM BRUNNEN VOR DEM TORE

Der Silcher-Chor, Stuttgart; Hermann Josef Dahmen. London SW 99383 (S); TW 91383 (M)



### THREE-STAR ALBUMS

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

### CLASSICAL

#### CZECH & POLISH SONGS OF CHRISTMAS

Children's Chorus of Radio Prague/Ensemble Pro Arte Antiqua of Prague (Kulinski). Vanguard VRS 1144 (M); VSD 71144 (S)

### INTERNATIONAL

#### FADOS FROM PORTUGAL

Germano Roche. Fiesta FLP 1431 (M)

## Young & Kern

• Continued from page 44

sic station owned 100 per cent by Young.

Kern will move to New Orleans next month to operate WHSO as executive vice-president and general manager.

Young is also president and principal owner of WYAM, Birmingham, Ala., and WGUS, Augusta, Ga. Jerry Glaser, co-owner and vice-president of the two stations, and vice-president of WENO, will become general manager of WENO.

Young said he will increase intensity of the country music format at WHSO and add a mobile broadcast studio.

## NARAS Awards

• Continued from page 44

NARAS, founded last year, saw Roger Miller cop four of the five awards earlier this year, and Dottie West taking the fifth.

The Nashville NARAS chapter met this week (15) at the BMI building to work on plans for the local NARAS awards banquet, to be held at the same time (March 15) the national NARAS awards are televised from New York.

Bill Hudson, of Bill Hudson & Associates, said an arrangements committee would be appointed at the meeting.

SEE ALBUM REVIEWS ON BACK COVER

## NEW ALBUM RELEASES

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

<b>ATCO</b> JACKIE IVORY—Soul Discovery; 178, SD 178 LOUIE RAMIREZ & HIS ORCH.—Latin Au Go Go; 179, SD 179
<b>ATLANTIC</b> The Fantastic Jazz Harp of DOROTHY ASHBY; 1447, SD 1447 RUFUS HARLEY — Bagpipe Blues; 3001, SD 3001 EDDIE HARRIS—The In Sound; 1448, SD 1448 Eddie Higgins Trio—Soulero; 1446, SD 1446
<b>AUDIO FIDELITY</b> BRIAN POOLE Is Here! & THE TREMELOES; AFS 6151
<b>THE BACH GUILD</b> DELLER CONSORT—Christmas Carols & Motets of Medieval Europe; BG 680, BGS 70680
<b>BEACON</b> CRANDALL & CHARLES—Don't Knock It 'Til You Try It; LP 309
<b>CANAAN</b> COURIERS—Sing Unto the Lord; CA 4620 LP
<b>COLPIX</b> DUANE EDDY Does Bob Dylan; CP 494, SCP 494
<b>COLUMBIA</b> LITTLE JIMMY DICKENS—May the Bird of Paradise Fly Up Your Nose; CL 2442, CS 9242 MOZART: DIVERTIMENTO K 205 MARCH K 290 CASSATION K 99—Members of the Vienna Octet; CM 9433, CS 6433
<b>COMMAND</b> VIRGIL FOX—The Christmas Album; CC 11032, CC 11032 SD
<b>CRESCENDO</b> BILLY STRANGE—The Secret Agent File; GNP 2019

<b>DEUTSCHE GRAMMOPHON</b> BACH: VIOLINSONATEN ANDUR NR. UND NR. 3—David Oistrakh; SLP 138989 BACH: 6 BRANDENBURG CONCERTOS—Berlin Philharmonic (Von Karajan); 138 976/78 DONIZETTI: DON PASQUALE—Orch. E Coro Del Maggio Musicale Fiorentino (Fanfani); 18 971/72, 138971/72 EVELYN LEAR—Hugo Wolf: Morike Lieder; SLP 138979 MOZART: DIVERTIMENTI SERENATA NOTTURNA—Festival Strings Lucerne (Baumbartner); SLP 136480 SVJATOSLAV RICHTER; SLP 138950
<b>DISNEYLAND</b> DISNEYLAND BOYS CHOIR—It's a Small World; DQ 1289
<b>DOT</b> PAT BOONE Sings . . . Winners of the Reader's Digest Poll; DLP 3667, LDP 3667, DLP 25667
<b>EDMAR</b> The MICKEY TURNER Show; ELP 1040
<b>HICKORY</b> NEWBEATS—Run, Baby Run; LP 128, LPS 128
<b>IMPERIAL</b> MEL CARTER—(All of a Sudden) My Heart Sings; LP 9300, LP 12300
<b>LONDON</b> ADAMS: LE DIABLE A QUATRE—London Symphony Orch. (Bonyng); CS 6454 BEETHOVEN QUARTETE—Weller Quartet; CM 9431, CS 6431 BRAHMS: THE COMPLETE PIANO WORKS VOL. 4—Julius Katchen; CM 9444, CS 6444 BRUCKNER: SYMPHONY NO. 9 IN D MINOR—Zubin Mehta; CM 9462, CS 6462 CHABRIER: ORCHESTRAL MUSIC — Eugene Ansermet; CS 6438, CM 9438 KENNETH McKELLAR—Concert Classics; 5928, OS 25928 MOZART: COMPLETE DANCES & MARCHES—Vienna Mozart Ensemble (Boskovsky); CM 9414, CS 6414 BIRGIT NILSSON — Songs of Scandinavia; 5942, OS 25942

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### WE CAN WORK IT OUT

Beatles, Capitol 5555

#### DAY TRIPPER

Beatles, Capitol 5555

### ★ 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.

#### LIGHTNIN' STRIKES . . .

Lou Christie, MGM 13412 (Rambled, BMI) (Dallas-Fort Worth, San Francisco)

#### SOMETHING I WANT TO TELL YOU . . .

Johnny & the Expressions, Josie 946 (Cranebreak, BMI) (San Francisco, Washington)

#### SPANISH HARLEM . . .

King Curtis, Atco 6387 (Progressive-Trio, BMI) (New York)

#### TURN IT ON . . .

Tony & Tyrone, Columbia 43432 (Pictoretone, BMI) (Detroit)

#### I FEEL LIKE I'M FALLING IN LOVE . . .

Jimmy Beaumont, Bang 510 (Wemar, BMI) (Pittsburgh)

#### THE LITTLE BLACK EGG . . .

Nightcrawlers, Kapp 709 (Alison, ASCAP) (Cleveland)

#### THE PAIN GETS A LITTLE DEEPER . . .

Darrow Fletcher, Groovy 3001 (Gesaka & Muriel, BMI) (Detroit)

#### THE MEN IN MY LITTLE GIRL'S LIFE . . .

Mike Douglas, Epic 9876 (Jewel, ASCAP) (Seattle)

#### NO TIME FOR PITY . . .

Baby Washington, Sue 137 (Saturn, BMI) (Washington)

#### HARLEM SHUFFLE . . .

Wayne Cochran, Mercury 72507 (Peer Int'l, BMI) (St. Louis)

#### YESTERDAY MAN . . .

Chris Andrews, Atco 6385 (Partita, BMI) (Cleveland)

#### PLASTIC . . .

Serendipity Singers, Philips 40331 (Hollis, BMI) (Dallas-Fort Worth)

TCHAIKOVSKY: SWAN LAKE & SLEEPING BEAUTY SUITES — Vienna Philharmonic Orch. (Von Karajan); CM 9452, CS 6452  
VIOTTI: VIOLIN CONCERTO NO. 3 IN A MINOR—Giuseppe Prencioe/Franco Caracciolo; CM 9445, CS 6445  
BRAHMS QUARTET — Weller Quartet; CM CM 9432, CS 6432

**OLD TOWN**  
In a Mood With ARTHUR PRYSOCK; LP 2010

**PARKWAY**  
The Soul of Sounds Orchestral; LP 7047, SP 7047

**P.A.S.A.**  
JOE PIENTA—Polkas; PHL 151, SLP 151

**PRESS**  
THE FORTUNES; PR 73002, PTS 83002

**RIVERSIDE**  
CHARLIE BYRD WITH VOICES—Byrd' Song; 9481  
JOHNNY LYTTLE—The Village Caller; 9480  
STAPLE SINGERS—This Little Light; 93527

**SOCIETE FRANCAISE DU SON (LONDON IMPORT)**

F. COUPERIN: 4th CONCERT ROYAL FOR FLUTE & FIGURED BASS—J. P. Rampal, Flute/R. Veyron-Lacroix, harpsichord; 154.063

MOZART: SHORT MASTERPIECES OF SACRED MUSIC—Chorus of the Strasbourg Cathedral/Chamber Orch. of Radio Strasbourg; 154.067

Gallant Songs From the Court of Francis I and Henry IV—Various Artists & Vocal Ensemble of Stephane Caillat; 154.091

Christian Internment at the Strasbourg Cathedral (Recorded in the Cathedral); 154.099

Gregorian Chants: Liturgy for the Dead—Choir of the Benedictine Monks of Argentan (Gajard); 174.048

**TIKVA**  
VARIOUS ARTISTS—Jewish American Songs for the Jet Set; T 101

(Continued on page 52)

# “Gassers”!

Recovery  
Fontella Bass  
Checker 1131

Your People  
Little Milton  
Checker 1128

Because I Love You  
Billy Stewart  
Chess 1948

Christmas Joy  
b/w  
I Know I'll Be Free  
Soul Stirrers  
Checker 5007

**CHESS** records



**Proudly Presents**

**the**

***Biggest Song of the Year!***

**"Michelle"**

**b/w**

**"Elaine"**

**#16809**

**Billy Vaughn**

**His Orchestra and Chorus**

**"The Nation's Best-Selling Records"**



# RADIO-TV PROGRAMMING



MGM/VERVE RECORDS, as part of a continuous campaign to promote both artists and their records on the nation's campuses, recently hoisted a banner at Loeb Student Center of New York University in New York. The center's cafeteria feeds some 2,000 students a day and, above, the campus radio station, WNYU-FM, is broadcasting live from the Center.

## WDOK Changes AM Letters, Format

CLEVELAND—WDOK-AM-FM launched a new Easy Listening format Saturday (11) on its AM operation and changed the AM call letters to WIXY. FM will retain the call letters of WDOK-FM, with separate programming in stereo 24 hours a day.

The station was purchased recently by three former salesmen for WHK here—Norm Wain, Bob Weiss and Joe Zingale. The three own the successful WFAS-AM-FM outlet in White Plains, N. Y. Oddly enough, all three are returning to their old activity temporarily—selling—in order to launch the station properly.

WIXY will aim at the 18-45 age group with an Easy Listening format that will be slightly liberal, according to Zingale, vice-president in charge of programming for the owner, Westchester Corp. The playlist will include Sinatra, Streisand and Bennett, as well as the Beatles, the Supremes and the Byrds. The criteria for Hot 100 records is that they be good music. "We'll play everything except the screamers with teen-age lyrics," said Zingale. "Some of the Beatles records are becoming classics. Here's our feeling: There's a lot of people who've grown up in this type of music. If you were 16 years of age 12 years ago, you were probably weened on rock 'n' roll. Now you're 28 years old with a couple of children . . . the "get" age . . ."

(Continued on page 49)

## CHUM TALENT CONTEST HELD

TORONTO — The seventh annual talent concert of CHUM radio was held Tuesday night (23) here before more than 1,000. The concert featured 12 of the aspiring local talents discovered through the station's weekly opportunity program, "Talent in Toronto" heard Sundays at 11 p.m. The station used a full-scale orchestra for the concert and provided scoring and arranging for all material sung. Winners were Penny Machtel, first prize; Buddy Karns, second; Helen Chilcott, third. Judges were CBC-TV producer Allan Angus, CFTO-TV producer Bryn Matthews, and conductor Samuel Hersenhoren.

## BBC Raps Pirate Stations; Says They Tread Dangerous Waters

LONDON — The British Broadcasting Corp. rapped pirate radio stations in its just released annual report. "Apart from hazard to users of public radio services and interference with properly authorized continental broadcasters, pirate broadcasting undercuts the legitimate revenues of record companies and ultimately threatens the livelihood of British musicians," the report stated.

At the same time the report indicates that the BBC has officially taken steps to compete with pirate radio stations for

audience. The BBC, within the agreed limits for the BBC's use of records, "has extended radio programs to meet the demands for continuous music, especially of the pop music so much favored by the young, which the pirate radios concentrate almost exclusively on meeting."

The BBC for the first time during the past year offered its listeners a choice of three contrasted radio programs right through the day. These extensions were made possible by the conclusion of an agreement with Phonographic Performance,

Ltd., increasing the number of hours for which records could be broadcast from 28 in a 280-hour radio week to 75 in a weekly output of 374 hours. The first such program extension was introduced in August 1964 and expansion was completed by March 1965. The record library of the BBC, considered by many to be the most comprehensive working record library in the world, is insured for 1,208,000 pounds.

The number of people who listened on the average to one (Continued on page 51)

HARMONY PICKS			... say PEPSI please		
THE MOST POPULAR D J S					
1 HAL MOORE	KITN	11 DAN PARKER	KITN	21 GENE AMOLE	KLZ
2 BILL HOLLY	KITN	12 DON WEST	KITN	22 KEN KNIGHT	KLZ
3 DAVE DIAMOND	KITN	13 DON ROBERTS	KITN	23 PETE SMYTHE	KLZ
4 ROBERT E LEE	KITN	14 ROY GUNDERSON	KITN	24 BILL COX	KLZ
5 JOHNNY MITCHELL	KITN	15 TED ATKINS	KITN	25 CON TJADER	KLZ
6 CHUCK BUELL	KITN	16 VINCE PAUL	KITN	26 TIM SULLIVAN	KLZ
7 JACK SORBI	KITN	17 NORM DAVIS	KITN	27 MIKE ALPERT	KLZ
8 KING GEORGE	KITN	18 BILL KING	KITN	28 DICK BREHM	KLZ
9 GARY TODD	KITN	19 BILL DAVIDSON	KITN	29 RAY DURKEE	KLZ
10 BUZZ LAWRENCE	KITN	20 TOM GRIFFITHS	KITN	30 MIKE BOYLE	KLZ



FOR ITS CUSTOMERS the Harmony Record Shop in Denver keeps accurate tabs on the popularity of the area's air personalities via a changeable sign that's prominently displayed in the store (see above). Harmony clerk Linda Nylander presents Hal Moore of KIMN a plaque for topping the poll for six consecutive months. Harmony owner Jacke Kaufman said information for the poll is obtained from every customer who purchases a record—asking them which deejay they listen to. Kaufman is also promotion manager for the Pan American Record Supply Inc. firm and "this has also helped me in finding out who does the most good and sells the most records for me." He said the idea for the poll was planned to let the store know when and where to advertise.

## Seven Libraries Giving KSFO Roomful of Good Programming

By GODFREY LEHMAN

SAN FRANCISCO — KSFO, a good music station, has a total of seven libraries which it can draw records from — its own and the personal libraries of its six air personalities. The station's library maintains about 5,000 records.

The deejays keep some of their records at home, others at the station. Each schedules his own records for his show and submits the program to program manager Al Newman in advance of play date. The necessity to

make changes in the programming is slight, according to Newman. "We hire men who know music and, to get and hold really creative people, we must give them the freedom to create. We must let them have room."

The restrictions are few. Each personality has his own musical likes and dislikes and these influence his music selection. Thus the variety of music ranges often from rock 'n' roll (if the quality meets the station's standards and the record has adult appeal and jazz to coun-

try and r&b. Light classics are often played on weekends, along with original cast recordings.

All records — except classical and religious—receive a hearing at KSFO. This includes rock 'n' roll, country. The responsibility for screening the records is up to librarian Elma Greer. She classifies records as ins, outs, and maybes. The air staff will make that deciding vote. Dave Niles, for example, is credited with rescuing "Walk Right In" from the outfield and making it a big seller in San Francisco. A contributing factor to building such hits could be that personalities, aiming for their young-adult and adult audiences, sometimes "sell" a record—talking about it and the artist—to build up the audience toward accepting it.

### Protest Problems

The recent trend toward protest music, including the "Eve of Destruction" record, created a few problems. The policy was to provide entertainment. When "Eve" was first auditioned it was rejected on the ground that the music wasn't good enough. Later, the record was played because of its popularity. But the flood of similar records afterwards were mostly rejected, some because the records were considered poor taste.

"If the record is more soapbox than entertainment, it doesn't get on the air," said Newman. "We can't set a rigid policy. We take each record as it comes and judge it on its own values."

## Hot 100 Stars



The Lovin' Spoonful  
KAMA-SUTRA RECORDS

John Sebastian, 21, who plays guitar, harmonica and autoharp for the rock 'n' roll quartet, was born in Greenwich Village, New York. Zal Yanovsky, 20, lead guitarist, is from Toronto. Steve Boone, 21, who plays the electric bass, was born in North Carolina. Joe Butler, 21, was born in Glen Cove, Long Island, N. Y. All had knocked around, playing individually with various bands on jaunts from New York to California. They got together in Greenwich Village and launched the Lovin' Spoonful from the Night Owl Cafe night club there. Their records are distributed by MGM Records.

Artists treated here have a new record on Billboard's Hot 100 Chart with a star, signifying that it is climbing rapidly.



GEORGIE WOODS, host of a bandstand show on UHF WPHL-TV, Philadelphia, chats about the Royalettes' new album for MGM Records, while the group looks on. The group performed their latest single, "I Want to Meet Him," on the show.

# VOX JOX

Last week, in doing the story about the exclusive records radio stations compete for in some markets, I mentioned **Bill Wheatley** and **KFWB**, Los Angeles, having an **Elvis Presley** exclusive — "Tell Me Why." It definitely was. The record had been released in England first, but RCA Victor Records doesn't plan to ship it to dealers and distributors here until Dec. 21.

**John Fraim**, news director of WTVN, Columbus, Ohio, also has taken deejay chores there 5:30 to 10 a.m. . . . **Scott (Kerm) Gregory** has been named music director for WHAM, Rochester, N. Y.'s clear channel 50,000-watt. He wants all new releases sent directly to him. . . . **Dave Button** has been appointed general manager of KFIF, Tucson, Ariz. . . . New program director of stereo WEFM, Chicago, is **George Stone**.

With **Al Martino** in the picture in last week's Billboard was **Mike March**, WCBM, Baltimore, deejay. Our apologies, Mike.

WDBN-FM, Cleveland, is now more powerful; new antenna and new transmitting equipment have been installed at the stereo station. **Ted Niarhos**, president and general manager, said listeners are now getting better reception in car radios, and portable and home receivers. . . . **Singer Mel Torme** was on hand recently when WAT-FM, Jenkintown, Pa., increased its power; the station is now heard in five States — Pennsylvania, New Jersey, Delaware, Maryland and New York, according to president **William A. Banks**.

KEWB, Oakland, Calif., has been purchased by Metromedia, pending FCC approval, making the seventh radio station for the corporation. . . . "Radio, America's Sound Habit" will be the theme for the 1966 observance of National Radio Month next May, the National Association of Broadcasters has announced.

Another station which recently upped its power was WSJC, Magee, Miss., to 50,000 watts daytime and 250 watts nighttime. . . . **KHAI**, Royal Hawaiian Hotel, Honolulu, Hawaii, is asking for "Cards for Vietnam"; wants other stations to broadcast the appeal, asking listeners to send cards to station. Station will get the cards to GI's in Vietnam. **KHAI**, of course, is not the only station involved in cards drives for soldiers in Vietnam. Country music deejay **Moon Mullins** asked for cards

award for Best on the Air Personality for the second year in a row. **WVON** general manager **Lloyd Webb** was named Radio Man of the Year by the college.

**Marty Hall** has joined **WROV**, Roanoke, Va. He replaces **Dave Moran**, who's in the Army. . . . **Ron Turner** has joined **WJJD**, Chicago, as production manager and sometime deejay; he was with **WEAW**, Evanston, Ill. . . . **WJBK**, Detroit, is now broadcasting at 50,000 watts daytime, extending service area by more than 3,000 square miles. The station just celebrated its 40th anniversary.

**Robert Goulet**, Columbia Records artist, used to be a Canadian deejay. . . . **WGN**-Radio morning man, **Wally Phillips**, copped the American College of Radio Arts, Crafts and Sciences

award for Best on the Air Personality for the second year in a row. **WVON** general manager **Lloyd Webb** was named Radio Man of the Year by the college.

**Marty Hall** has joined **WROV**, Roanoke, Va. He replaces **Dave Moran**, who's in the Army. . . . **Ron Turner** has joined **WJJD**, Chicago, as production manager and sometime deejay; he was with **WEAW**, Evanston, Ill. . . . **WJBK**, Detroit, is now broadcasting at 50,000 watts daytime, extending service area by more than 3,000 square miles. The station just celebrated its 40th anniversary.

**CLAUDE HALL**

## WDOK Changes AM Set-Up

• Continued from page 48

you're getting cars, homes . . . buying things."

The musical tastes of these "get"-aged people may have matured some, he said, but they still like variety. "A lot of stations get off the track by feeling that beat music is bad. This is not so." He predicted that the new format would be "good news" for the record industry. "All they have to do is come to us if they have records they need exposed."

The line-up for the station will include **Al Gates**, **Howie Lund**, **Johnny Michaels**, **Johnny**

Canton, **Mark Allen** and **Bobby Magio**. Only **Lund** is from the old operation. **Patter** will be current and "what's happening," said **Zingale**.

The FM setup will be much like at **WFAS**, **White Plains**, **Zingale** said. "WFAS came out the No. 1 adult station for Westchester County in a September Pulse rating after only eight months in its new format. It's now the No. 1 suburban radio station in the nation." **Wayne Mack** will be the key personality behind the stereo **WDOK-FM**.

One of the new **WDOK** owners, **Norm Wain**, was once a deejay there. **Zingale** is also up from the deejay ranks, having worked on **KDWB**, **Minneapolis**, and other stations.

# RADIO RESPONSE RATING

OKLAHOMA CITY, OKLA. . . . 3rd Cycle  
DECEMBER 18, 1965

### TOP STATIONS

Rank	Call Letters	% of Total Points
<b>★ POP Singles</b>		
1.	WKY	60%
2.	KOMA	40%
<b>★ POP LP's</b>		
1.	KOCY	33%
2.	KYOK	31%
3.	KFNB-FM	18%
4.	KJEM	16%
5.	K100-FM	2%
<b>★ R&amp;B</b>		
1.	KBYE	100%
<b>★ COUNTRY</b>		
1.	KLPR	100%
<b>★ CONSERVATIVE</b>		
1.	KFNB-FM (Daytime)	100%
<b>★ JAZZ</b>		
1.	K100-FM	63%
2.	KFNB-FM	25%
3.	WNAD	12%
<b>★ COMEDY</b>		
NOTE: The following stations program a Comedy segment regularly.		
KOMA (Paul Miller Show)		
KTOK (Comedy Corner)		
K100-FM (53 past every Hr.)		
WNAD (Carousel)		
NOTE: The following stations program cuts from Comedy LP's occasionally.		
KBYE		
KJEM		
KNOR		
WKY		
<b>★ CLASSICAL</b>		
1.	KFNB-FM	50%
2.	WNAD	39%
3.	KJEM-FM	11%

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
<b>★ POP Singles</b>			
1.	Terry McGrew	WKY	36%
2.	Danny Williams (tie)	WKY	19%
3.	Ronnie Kaye (tie)	WKY	19%
4.	Don Wallace (tie)	WKY	13%
5.	Dale Wehba (tie)	KOMA	13%
<b>BY TIME SLOT</b>			
Morning Man . . . . . Danny Williams, WKY			
Mid-Morning . . . . . Johnny Dark, WKY			
Early Afternoon . . . . . Don Wallace, WKY			
Traffic Man . . . . . Ronnie Kaye, WKY			
Early Evening . . . . . Terry McGrew, "Goose" Bowman, WKY			
Late Evening . . . . . Jim Bowman, WKY			
<b>★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN</b>			
(Most co-operative in exposing new records)			
Allan Clark, WKY . . . . . Music Director			
<b>★ TOP TV BANDSTAND SHOW</b>			
(Exposing Artists & Records)			
NO TV BANDSTAND SHOW IN OKLAHOMA CITY AREA			
<b>★ POP LP's</b>			
1.	Bob Riggins	KTOK	48%
2.	Eddie Coontz	KJEM	24%
3.	Don Hodges	KTOK	12%
4.	Tom Gilmore	KOCY	8%
5.	Chuck Boyles (tie)	KTOK	4%
6.	Mike McLaren (tie)	KFNB-FM	4%
NOTE: In this category the music format of the stations is sometimes more important to record sales than the individual air personality.			
<b>★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN</b>			
(Most co-operative in exposing new LP's)			
Listed alphabetically			
Sue Bonebrake, KOCY . . . . . Music Director			
Richard C. Corner, KFNB-FM . . . . . Program Director			
Bob Riggins, KTOK . . . . . Music Director			
<b>★ R&amp;B</b>			
1.	"Big" Ben Tipton	KBYE	100%
<b>★ COUNTRY</b>			
1.	Johnny Bond	KLPR	40%
2.	Jim Scott	KLPR	33%
3.	Chuck Davis	KLPR	20%
4.	Jim Belt	KLPR	7%
<b>★ FOLK</b>			
No folk show in Oklahoma City area			

## STATIONS BY FORMAT

AM RADIO FREQUENCIES			
WNAD	640	WKY	930
KJEM	800	KTOK	1000
KBYE	890	KLPR	1140
		KOCY	1340
		KNOR	1400
		KOMA	1520
FM RADIO FREQUENCIES			
KMWC-FM	94.7	K100-FM	100.5
KOCY-FM	96.1	KFNB-FM	101.9
		KJEM-FM	102.7

OKLAHOMA CITY, OKLA. (Including Norman): Country's 51st Radio Market (9 AM; 5 FM).

**KBYE**: 1,000 watts. Great Empire Broadcasting. Daytimer. Music format: Rhythmic & Blues-Gospel (100%). Editorializes daily. Larry LaLiberty is director of 2-man news dept. 5-min. news on the hr. Cuts from **Comedy LP's** played occasionally. New records are selected for air-play by prog. dir., music dir. and research of local retailers. Station publishes play-list weekly. Approx. 20 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Jerry Lynch. Prog. dir., Ben Tipton. Send 3 copies of 45's and 1 copy of LP's to Mr. Tipton, 5508 N. Eastern, Oklahoma City, Okla. Phone: (405) GA 7-6524.

**KFNB-FM (Stereo)**: ERP 100,000 watts. Market 1 affiliate. On the air 24 hrs. a day. Music format: Pop-Standard (97%)—Classical (2%)—Jazz (1%). Special programming: "Boston Pops With Arthur Fiedler," 1-3 p.m. Sun. "Boston Symphony With Eric Leinsdorf," 9-11 p.m. Sun. 5-min. news on the hr. weather on the half hr. Folk Music included in regular programming. New records are selected for air-play by prog. dir. Station plans to start publishing play-list sometime in 1966. 20-25 new LP's are programmed each week. Record promotion people are seen anytime. Gen'l mgr., Ed Thorne. Prog. dir., Richard C. Corner. Send 2 copies of 45's and 2 copies of LP's (stereo if possible) to Mr. Corner, 2620 First National Bldg., Oklahoma City, Okla. Phone: (405) CE 2-0321

**K100-FM**: ERP 50,000 watts. Independent. On the air 24 hrs. a day. Music format: Jazz (60%)—Pop-Standard (40%). Editorializes occasionally. 5-min. news on the hr. Cuts from **Comedy LP's** aired at 55 past every hr. Folk Music programmed occasionally. New records are selected for air-play by prog. dir. and individual DJ. 10 to 12 new LP's are programmed each week. Record promotion people are seen M-F. Gen'l mgr. & prog. dir., Steve Bushelman Jr. Send 2 copies of 45's and 2 copies of LP's to Mr. Bushelman, 109 N.W. 9th St., Oklahoma City, Okla. Phone: (405) CE 2-3723.

**KJEM**: 250 watts. Independent. Daytimer. Will editorialize twice a week as of Jan. 1. Special programming: Oklahoma City Blazers hockey and Oklahoma Univ. basketball in season. Frank Doyle is director of news dept. Special equipment: 1 mobile news unit. 5-min. news on the hr. headlines on the half hr. 15-min. newscast at 7:45 a.m. Cuts from **Comedy LP's** & **Folk Music** aired occasionally. New records are selected for air-play by prog. dir. and individual DJ. Record promotion people are seen M-F. Gen'l mgr., Jerry Bell. Prog. dir., Walt Jones. Send 2 copies of 45's and 2 copies of LP's to Mr. Jones, 515 N. Robertson St., Oklahoma City, Okla. 73102. Phone: (405) 232-6367.

**KJEM-FM**: ERP 2,900 watts. On the air 5:30-midnight. Music format: Pop Standard (95%)—Classical (5%). Special programming: "Opera with Clyd Martin," 1-4 p.m. Sun. Simulcast with **KJEM** from sun-up to sun-down. Separate on Sun. afternoon. Same address and personnel as **KJEM**.

**KLPR**: 1,000 watts. Mutual affiliate.

Daytimer. Music format: Country (100%). Johnny Bond is director of news dept. Special equipment: 1 mobile unit. 5-min. Mutual news on the half hr. headlines on the hr. New records are selected for air-play by prog. dir. Station publishes play-list every 2 weeks. 6-12 new records are programmed each week. Record promotion people are seen M-F. VP & gen'l mgr., Omer Thompson. Prog. dir., Jim Scott. Send 3 copies of 45's and 2 copies of LP's to Mr. Scott, Box 94970, 600 SE. 70th St., Oklahoma City, Okla. 73109. Phone: (405) 634-1411.

**KNOR**: 250 watts. Independent. On the air 7 a.m.-11 p.m. Music format: Pop Standard (80%)—Standard (20%). Editorializes occasionally. Special programming: Univ. of Oklahoma & Norman High School football in season. "Sooner Sanctum," programmed for Univ. of Okla. students, 9 p.m.-1 a.m. Sun. William S. Morgan is director of 2-man news dept. Special equipment: Telephone tape recording, UPI Audio. 5-min. news on the hr. headlines on the half hr. 15-min. newscast at 7:45 a.m. & 5:45 p.m. M-Sat. Cuts from **Comedy LP's** and **Folk Music** programmed 3:30-6:30 p.m. New records are selected for air-play by librarian. Approx. 30 new records are programmed each week. Record promotion people are seen once a month. Gen'l mgr., William S. Morgan. Librarian, David Sears. Send 1 copy each of 45's and LP's to Mr. Sears, P. O. Box 547, Norman, Okla. Phone: (405) 534-8475.

**KOCY**: 1,000 watts. NBC affiliate. On the air 18 hrs. a day. Music format: Standard (75%)—Pop Standard (15%)—Conservative (10%). Editorializes occasionally. Tom Gilmore is director of 4-man news dept. 5-min. NBC news on the hr. Local news on the half hr. Extended newscasts twice a day. New records are selected for air-play by prog. dir., music dir. and librarian. 4 or 5 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Matt Bonebrake. Prog. dir., G. E. Rippey. Send 2 copies of 45's and 1 copy of LP's to Mr. Rippey, 101 N. E. 28th St., Oklahoma City, Okla. 73105. Phone: (405) JA 8-5543.

**KOCY-FM**: ERP 35,000 watts. Music format: Standard (75%)—Pop Standard (15%)—Conservative (10%). Simulcast with **KOCY** during daytime hrs. M-F. Send 1 copy of LP's to music dir., Sue Bonebrake, 101 N. E. 28th St., Oklahoma City, Okla. 73105. Phone: (405) JA 8-5543.

**KOMA**: 50,000 watts. A Storz Owned Station. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorializes occasionally. Highly identifiable air-personalities. Charles D. Hanks is director of 4-man news dept. Helicopter news for traffic. Special equipment: Mobile units, mobile studios, walkie-talkies. 5-min. news at 55 past the hr. Headlines on the half hr. **Comedy LP's** are featured on the Paul Miller Show and cuts from **Comedy LP's** & **Folk Music** are programmed occasionally on all shows. New records are selected for air-play by prog. dir. Station publishes play-list weekly. Approx. 10 new records are programmed each week. Record promotion people are seen Mon. & Tues. Gen'l mgr., Rex Miller. Prog. dir., Don McGregor. Send 4 copies of 45's and 2 copies of LP's to

(Continued on page 51)



RECENT PUBLICITY TOUR took Mercury Records' artist Horst Jankowski from the Red Skelton show in Hollywood to these WLW-TV studios in Cincinnati, where he appeared on the Ruth Lyons Show.

## KUAM: An Island Power

GUAM, Mariana Islands—If any radio station ever had a captive audience, it's KUAM. The 1,000-watt station serves some 70,000 in Guam and the surrounding islands in the Pacific. Deejay Ray (Wee Willie) Wilson claims it's the only commercial station there.

As a result, KUAM's programming is complex. "It has to be more or less of a block format with many and varied types of programs to try to satisfy all who listen," Wilson said. Morning man Louie Gumbard plays country music for an hour during his 6 a.m.-2 p.m. slot. Shawn Hannah, besides heading up the news department, plays an hour of standards. Larry Arthur's 3-6 p.m. slot is devoted to jazz, Broadway musicals and music for

driving. Bob Davis and Wilson alternate the 6-12 midnight shifts with standards and an hour of Hot 100 records from Billboard's RSI service. Classical records are aired Sunday night.

Bill Nielsen is vice-president and general manager of the station; Ollie Olson is station manager and also serves as announcer. The programming ends up about 70 per cent Easy Listening and 30 per cent Hot 100 records.

## Taped Playlist Is 'Too Risky'

SEATTLE—A survey conducted recently by the advertising firm of Pollock & Loth Inc. here regarding automation for radio stations brought forth the opinion by a vast majority of broadcasters that taped programming or automated control systems were too risky because, for the most part, it resulted in loss of station personality.

Of 680 broadcasters who answered the survey, 354 said they felt taped programming would bring about a loss of station personality. Though 146 broadcasters felt automation would be okay because of reduced costs, 102 said they now owned and operated automation equipment. Of the stations who answered the survey, 189 were AM directional; 423 AM non-directional; 238 FM; and 25 AM-FM. The advertising firm had 4,100 questionnaires, receiving a 17 per cent return.



ATCO RECORDS' DUO—SONNY & CHER—were the headliners of a recent live talent show sponsored by WTRY, Albany-Schenectady-Troy. At right is Lee Gray, WTRY program manager. The Sunday (21) show drew 5,000.

## 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 December 19, 1960

1. Are You Lonesome Tonight, Elvis Presley, RCA Victor
2. Last Date, Floyd Cramer, RCA Victor
3. Wonderland by Night, Bert Kaempfert, Decca
4. North to Alaska, Johnny Horton, Columbia
5. Sailor (Your Home Is in the Sea), Lolita, Kapp
6. Exodus, Ferrante and Teicher, United Artists
7. A Thousand Stars, Kathy Young and the Innocents, Indigo
8. Many Tears Ago, Connie Francis, MGM
9. You're Sixteen, Johnny Burnette, Liberty
10. He Will Break Your Heart, Jerry Butler, Vee Jay

### POP LP's—5 Years Ago December 19, 1960

1. G. I. Blues, Elvis Presley, RCA Victor
2. Button-Down Mind of Bob Newhart, Warner Bros.
3. Button-Down Mind Strikes Back, Bob Newhart, Warner Bros.
4. Nice and Easy, Frank Sinatra, Capitol
5. String Along, Kingston Trio, Capitol
6. Sixty Years of Music America Loves Best, Vol. II, Various Artists, RCA Victor
7. This Is Brenda, Brenda Lee, Decca
8. Edge of Shelley Berman, Verve
9. Say It With Music, Ray Conniff, Columbia
10. Johnny's Moods, Johnny Mathis, Columbia

### R&B SINGLES—5 Years Ago December 19, 1960

1. He Will Break Your Heart, Jerry Butler, Vee Jay
2. Let's Go, Let's Go, Let's Go, Hank Ballard and the Midnighters, King
3. Stay, Maurice Williams, Herald

### POP SINGLES—10 Years Ago December 17, 1955

1. Sixteen Tons, Tennessee Ernie Ford, Capitol
2. Memories Are Made of This, Dean Martin, Capitol
3. Autumn Leaves, Roger Williams, Kapp
4. I Hear You Knockin', Gale Storm, Dot
5. Moments to Remember, Four Lads, Columbia
6. Love Is a Many-Splendored Thing, Four Aces, Decca
7. Only You, Platters, Mercury
8. Love and Marriage, Frank Sinatra, Capitol
9. He, Al Hibbler, Decca
10. It's Almost Tomorrow, Dream Weavers, Decca

4. Shop Around, Miracles, Tamla
5. New Orleans, U. S. Bonds, Legrand
6. Are You Lonesome Tonight, Elvis Presley, RCA Victor
7. Georgia on My Mind, Ray Charles, ABC-Paramount
8. Gonzo, James Booker, Peacock
9. My Girl Josephine, Fats Domino, Imperial
10. Don't Go to Strangers, Etta Jones, Prestige

## KBAT to Hot 100

SAN ANTONIO—KBAT here has switched to a Hot 100 format. Program director Pat Tallman said that the 50,000-watt rock 'n' roll outlet covers 73 counties with its music.

### ATTENTION: MAJOR MARKET BROADCASTERS . . .

I HAVE a well-rounded background

- 10 Years In Broadcasting
- Major Market Exposure
- Management Ability
- Experienced Program Director
- Writer
- Excellent References

I DON'T have a job . . .  
DO YOU HAVE ONE FOR ME?

Contact: Box 325, Billboard  
165 West 46th Street  
New York, N. Y. 10036

when answering ads . . .  
Say You Saw It in  
Billboard

our first lp release  
to follow up  
our top single



THE SAN REMO GOLDEN STRINGS

*Hungry For Love*

Ric-Tic LP/LPS-901

Mono & Stereo

Featuring

**HUNGRY FOR LOVE**

and

**I'M SATISFIED**

**Golden World Records**

3246 West Davison

Detroit, Mich.

Tel.: (313) 883-7843

# KING KAROL

## RECORDS & TAPES

# THE ONE STOP

IN NEW YORK!

THE LARGEST . . . THE NEWEST!  
THE MOST COMPLETE SELECTION!  
THE MOST CONVENIENT LOCATION!  
THE MOST FABULOUS SERVICE!

---

We Ship Anywhere in the World  
Foreign Orders Invited  
All Orders Processed the Day Received!

1 Record or 1,000,000  
No Order Too Large or Too Small!  
Nothing Too Old—Nothing Too New!

**COME—SEE FOR YOURSELF!**  
**FREE PARKING** AT MYERS  
DIRECTLY OPPOSITE  
**FREE DAILY DELIVERY IN OUR AREA**  
OPEN FOR PICK-UPS EVERY DAY OF THE YEAR, 8 A.M.-11 P.M.

# KING KAROL

## RECORDS & TAPES

444 West 42nd St.  
Between 9th & 10th Av.  
BR 9-2342-43-93

Directly to the left  
of Lincoln Tunnel  
on 42nd Street

# NARA Backs War on Job Bias

• Continued from page 1

Wright of WABQ, Cleveland; chairman of the executive board Ken Knight of WRHC, Jacksonville, Fla.; and executive vice-president Del Shields.

NARA is preparing a special mailing to its membership within the next two weeks seeking a combined effort behind the project. A radio kit was recently mailed to radio stations by the Advertising Council and Plans for Progress, a private group of 316 of America's major corporations.

The purpose of the campaign is to convince members of minority groups that equal job opportunities are indeed becoming a reality. The second phase will

present information on how people can retrain themselves for tomorrow's jobs. The kit contained, besides spot radio announcement copy, a "Things Are Changing" record sung by the Supremes. Future kits will contain records by Jay and the Americans and the Blossoms. In addition, records aimed at Easy Listening stations and country music stations are being considered.

"This is the first time r&b deejays can really participate and do their share toward improving the image of NARA," Shields said. "In fact, the full co-operation of all r&b air personalities and program directors are desperately needed to insure the success of this cam-

paign. We want to get everybody behind the project . . . to show that we can make this record—"Things Are Changing"—so hot the public will demand it on the dealers' shelves. He called upon all program directors of r&b stations to place the record on their playlists to make sure it's played and played often.

"The campaign can't succeed, even as good as the concept and purpose is, without the drive of the deejays . . . their vocal support," he said. In order to make the record more feasible for air-play, plans are now being made for the release of a shorter version. NARA is also contacting the editors of all tip sheets, requesting their aid in pushing the

# KRAK Push at College Students

SACRAMENTO—KRAK, 50,000-watt clear channel country music operation here, has launched an audience-building promotion aimed at college students. Free textbooks will be awarded to student winners of KRAK's "Study of Country and Western Music" contest. All students at eight area colleges have been invited to submit 1,000-word essays for the competition.

record. Any radio station needing further information or one of the radio kits should write: Henry C. Wehde Jr., The Advertising Council, Inc., 25 West 45th Street, New York, N. Y.

## STATIONS BY FORMAT

• Continued from page 42

Mr. McGregor, P. O. Box 1520, Oklahoma City, Okla. 73101. Phone: (405) 794-4482.

**KTOK:** 5,000 watts. ABC affiliate. On the air 24 hrs. a day. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: Oklahoma State Univ. football & basketball in season. "Chuck Boyles Show," audience call-in, 7-11 p.m. Sun.-Fri. "Pin-up Board," featuring public service news with Mrs. Dean Jones, 9:45 a.m.-2:45 p.m. M-Sat. "Musical Showcase," featuring one recording artist all day Wed. Station plays approx. 50 album cuts each day rotated with approx. 40 cur-

rent singles, 40 "Golden-Oldies" type singles and the best of country-western. Larry LaMotte is director of 4-man news dept. Special equipment: 4 fully equipped mobile units. Police Captain reports drive-time traffic news from Red Rover units twice daily. 5-min. ABC news at 55 and local news on the hr. 10-min. local news at 5 p.m. daily. Comedy LP's featured on "Comedy Corner," during the Bob Riggins Show and occasionally on all shows. Folk Music is regularly included in station play-list. New records are selected for air-play by committee of station personnel. 6-8 new records are programmed each week. Record promotion people are seen Mon. Gen'l mgr., C. Hewel Jones. Prog. dir., William D. Schueler. Send

2 copies each of 45's and LP's to music dir. Bob Riggins, 1800 W. Main — P. O. Box 1000, Oklahoma City, Okla. 73106. Phone: (405) CE 5-8351.

**WKY:** 5,000 watts. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorializes occasionally. Highly identifiable air-personalities. Bob Flournoy is director of 4-man news dept. Special equipment: 4 mobile news units equipped with two-way radios. 5-min. news on the hr. headlines on the half hr. 15-min. newscasts at 7 a.m. & 5 p.m. Cuts from Comedy LP's & Folk Music featured occasionally on all shows. New records are selected for air-play by committee of station personnel and research of local retailers. Station publishes play-list weekly. Approx. 51 new records are programmed each week. Television outlet is WKY-TV, channel 4. Record promo-

tion people are seen Mon. afternoon. Gen'l mgr., Lee Allan Smith. Prog. dir., Dan H. Williams. Send 4 copies of 45's and 2 copies of LP's to music dir. Allan Clark, 500 E. Britton Rd., Oklahoma City, Okla. 73114. Phone: (405) 478-1212.

**WNAD:** 1,000 watts. CBS affiliate. University of Okla. owned. Daytimer. Music format: Pop Standard (50%)-Classical (30%)-Jazz (10%)-Folk (10%). 10-min. CBS news on the hr. 1-min. local news at 59 past the hr. Comedy LP's featured on "Carousel," 3-5 p.m. daily. Folk Music featured in regular programming. New records are selected for air-play by gen'l mgr. & individual DJ. Record promotion people are seen M-F. Gen'l mgr., & prog. dir., Gene Dillehay. Send 2 copies of 45's and 2 copies of LP's to Mr. Dillehay, c/o Univ. of Okla., Faculty Exchange, Norman, Okla. 73069. Phone: (405) JE 6-0900.

# Station's Format, Music Image Wield Power in Oklahoma

By CLAUDE HALL

OKLAHOMA CITY, Okla.— Sometimes, in spite of the power of various air personalities in the market, it's the station's format and its music image that come to the fore. A good example is among the Easy Listening stations here. KOCY climbed from third place last March, to rank first slightly above KTOK inability to influence the sale of albums, according to Billboard's latest Radio Response Rating survey of the market. KOCY had the vote of 33 per cent of the local dealers, distributors, one-stops, rack jobbers, record promotion men, and record company executives; KTOK had 31 per cent. (See RRR chart, page 49.) KTOK's Bob Riggins came up as the leading deejay influence on album sales with 48 per cent of the votes. This should be proof of the power of station image and format. But if that isn't enough, then look at the case of KFNB-FM, an all-stereo station. KFNB-FM now ranks third in the market as having a major influence on album sales; last March it was fourth.

KFNB-FM general manager Ed Thorne attributed part of his station's success in the market to the growth of FM. A 1964 survey by an out-of-town advertising firm had shown about 43 per cent of the audience had FM receivers, he said. "But I would guess that it's now well over 50 per cent. Just how many of these FM receivers are capable of receiving stereo, I don't know. But stereo is the big thing now.

"People like what they hear via stereo, and we know they do." Occasionally, a hot record

demands to be played and it may be unobtainable in stereo. The station will program it in mono. . . . "and we hear about it pretty darn fast. We now have to announce in advance that the record is mono and we'll play it in stereo as soon as the record companies produce it in stereo."

The station broke Horst Jankowski's "Walk in the Black Forest" from the LP, Thorne said, and "the other stations had to pick it up eventually because it was selling so well in the stores." The station, which broadcasts around the clock in stereo, has a tremendous office following during the day, he said, and is carried virtually statewide via 22 CATV systems. Local advertising is heavy, though Thorne would like to see more national advertising.

The success of KOCY in the market, according to air personality Leon McCartney, can be traced to a revitalized format. "Less talk and more music," he said. "In addition, we're a little more sophisticated now than before. The music is a littler quieter."

Regarding the influence upon pop single record sales, the major Hot 100 station was again WKY, who led KOMA. WKY had 60 per cent of the votes. Station manager Lee Allan Smith attributed a considerable part of the Hot 100 station success on its air staff "though it's pretty hard to put your finger definitely on all factors." Terry McGrew of WKY turned up as the major deejay influence on pop single sales with 36 per cent of the votes.

Of course, McGrew doesn't do it all alone, said Smith. On an early evening show, McGrew teams up with Jim Bow-

man. On Thursday, Friday and Saturday, Bowman is a man-on-the-move. "Bowman goes where the teenagers are," said Smith. "Via a mobile unit, he broadcasts from drive-in restaurants or private parties. He talks to teenagers, takes their requests for records." McGrew is on the air at the same time from the studio; the two work together. On days when Bowman is not out in the mobile unit, he handles the phone chores on the air. Some of the team's efforts are hinged on humor. . . . "they try to be funny, but it's not real comedy," said Smith. "Danny Williams comes up with the comedy and his audience reaches adults as well as the teenagers." Williams tied with Ronnie Kaye for second place in influencing pop single record sales.

KBYE programs r&b records from 1 p.m. to sign off and has never been so strong in ratings as it is now, according to Ben Tipton, who handles the r&b deejay chores. The station programs religious material in the morning. Largely due to the r&b afternoon format, the station often runs second or third in the general market, Tipton said. "But the potential for r&b in this market is unlimited. No one's ever done it here on a full time basis." He said KBYE broke "Treat Me Right" by Roy Head. "We consider ourselves strictly an r&b afternoon station, and try to stick to it, but who am I to say artists like Head and the Righteous Brothers haven't soul?"

Country music plays a big part in the Oklahoma City market, said Omer Thompson, vice-president and general manager of KLPR. "We've been up as high as second in the ratings

and as low as third or fourth. But we keep the same advertisers year in and year out and that's our main yardstick." Thompson praised a recent Country Music Association sales convention in Chicago. "It did a lot of good. I felt the results immediately because I visited several agencies there during the following three days."

KLPR follows a top 40 country music format, as does the other two Jack Beasley stations—KTCS, Ft. Smith, Ark. and KTOW, which covers Tulsa, Okla. Each of the four deejays play the top three records on the weekly top 40 playlist; then they divide up the remaining records on the list. Others played each hour include three old standards, one instrumental, plus an up-and-comer that the deejay selects and a song of faith. "But the format is fast-moving. . . . not a lot of chit-chat. All of the deejays are college graduates with an Easy Listening appeal.

KIOO-FM was the major influence in jazz record sales and KFNB-FM the major influence in getting listeners to buy classical records.

## BBC Raps Pirates

• Continued from page 47

or more BBC radio programs during each day in October, the report stated, was more than 25.3 million; the average radio audience between 7 a.m. and 11 p.m. was 3,350,000.

In the past year, the BBC undertook to spend not less than 2 million pounds per year in fees to musicians (not including the payments for the broadcasting of records) and to give regular employment to not less than 500 musicians in its permanent orchestras. In addition, the BBC undertook to set up a training orchestra of 65 students as a reservoir upon which all British orchestras can draw recruits.

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Billboard SPECIAL SURVEY for Week Ending 12/18/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	I GOT YOU (I Feel Good) James Brown, King 6015 (Lois-Try Me, BMI)	6	21	22	STAY AWAY FROM MY BABY Ted Taylor, Okeh 7231 (Lois, BMI)	4
2	3	AIN'T THAT PECULIAR Marvin Gaye, Tamla 54122 (Jobete, BMI)	11	22	29	FOLLOW YOUR HEART Manhattans, Carnival 512 (Sanavan, BMI)	3
3	4	RESCUE ME Fontella Bass, Checker 1120 (Chevis, BMI)	13	23	31	A SWEET WOMAN LIKE YOU Joe Tex, Dial 4022 (Tree, BMI)	2
4	2	I HEAR A SYMPHONY Supremes, Motown 1083 (Jobete, BMI)	7	24	20	MAKE ME YOUR BABY Barbara Lewis, Atlantic 2300 (Screen Gems-Columbia, BMI)	9
5	7	SOLE IN THE WALL Packers, Pure Soul 1107 (Pure Soul, BMI)	6	25	23	THINK Jimmy McCracklin, Imperial 66129 (Metric, BMI)	10
6	6	DON'T FIGHT IT Wilson Pickett, Atlantic 2306 (East-Web IV, BMI)	5	26	28	I WANT TO MEET HIM Roylettes, MGM 13405 (South Mountain, BMI)	4
7	8	HANG ON SLOOPY Ramsey Lewis Trio, Cadet 5522 (Picture-tone, BMI)	4	27	32	YOU'VE BEEN CHEATIN' Impressions, ABC-Paramount 10750 (Chil-Sound, BMI)	3
8	5	SEESAW Don Covay, Atlantic 2301 (East-Cofillion, BMI)	7	28	—	MOTHER NATURE, FATHER TIME Brook Benton, RCA Victor 8693 (Benday & Eden, BMI)	1
9	19	RAINBOW '65 Gene Chandler, Constellation 158 (Aba-Conrad, BMI)	3	29	26	SHOTGUN WEDDING Roy "C." Black Hawk 12101 (Flying Hawk, Cliff-Tone, BMI)	8
10	9	A LOVER'S CONCERTO Toys, DynoVoice 209 (Saturday, BMI)	9	30	30	MISTY Vibrations, Okeh 7230 (Vernon, ASCAP)	8
11	13	SOMETHING ABOUT YOU Four Tops, Motown 1084 (Jobete, BMI)	5	31	35	FOR YOU Spellbinders, Columbia 43384 (Blackwood, BMI)	3
12	14	I DON'T KNOW WHAT YOU'VE GOT BUT IT'S GOT ME Little Richard, Vee Jay 698 (Covay, BMI)	5	32	25	RESPECT Otis Redding, Volt 128 (East-Time-Redwal, BMI)	16
13	10	MY BABY Temptations, Gordy 7047 (Jobete, BMI)	8	33	34	LET'S MOVE AND GROOVE (Together) Johnny Nash, Joda 102 (And, BMI)	13
14	12	MY GIRL HAS GONE Miracles, Tamla 54123 (Jobete, BMI)	10	34	33	I'M SO THANKFUL Ikettes, Modern 1011 (Jobete, BMI)	12
15	15	DON'T HAVE TO SHOP AROUND Mad Lads, Volt 127 (Makmillion, BMI)	10	35	—	BLACK NIGHT Lowell Fulson, Kent 431 (Modern & Little M, BMI)	1
16	16	THE DUCK Jackie Lee, Mirwood 5502 (Keymen-Mirwood, BMI)	3	36	—	EBB TIDE Righteous Brothers, Phillies 130 (Robbins, ASCAP)	1
17	18	C. C. RIDER Bobby Powell, Whit 714 (Su Ma, BMI)	6	37	—	MICHAEL C. O. D. S., Kelmec 1003 (Chevis, BMI)	1
18	11	1-2-3 Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	13	38	36	TREAT HER RIGHT Roy Head, Back Beat 546 (Don, BMI)	13
19	21	DON'T LOOK BACK Temptations, Gordy 7047 (Jobete, BMI)	7	39	38	NEVER HAD IT SO GOOD Ronnie Milsap, Scepter 12109 (Flomar, BMI)	8
20	17	CLEO'S BACK Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	13	40	40	MARRY ME Johnny Daye, Jomada 600 (Vatac, BMI)	2

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.

PAIN GETS A LITTLE DEEPER . . .  
Darrow Fletcher, Groovy 3001

THIS I PRAY . . .  
Peps, D-Town 1862

New Country Music Movie Being Filmed

Continued from page 43

be distributed world-wide by Woolner Bros. Pictures. We have big markets in Japan and all over Europe."

Jackson said the film is financed by a Los Angeles corporation of which he is a part, Country Music Productions, formed five months ago. His director on the picture is George White, a 23-year veteran with MGM pictures.

Husky got the lead role in the film on the strength of his performance in another country music movie, "Forty-Acre Feud," produced here earlier this year by Ron Ormond, a former Hollywood director, writer and producer. Ormond moved here several months ago to produce more country music movies and is preparing his second to start shooting soon.

Jackson said supporting roles will be played by Louis Quinn and Billie Bird, a country music entertainer of some years ago.

Country music entertainment spots will be filled by Sonny James, Connie Smith, Roy Drusky, Bill Anderson, Del Reeves, the Duke of Paducah and Wilma Burgess. Talent co-ordinator is

NASHVILLE SCENE

Continued from page 44

week. . . Dallas Frazier, of Blue Crest Music, wrote both sides of the upcoming Gene Pitney-Melba Montgomery duet for Musicor. "Baby Ain't That Fine" and "Everybody Knows But You and Me." . . . The truck driving trend continues. Biggest now, of course, is Red Sovine's "Giddyup Go." Another new one is by Lee Rose, "Big Eight Wheeler Roll On." It must be tough to create new stuff about truck driving. Maybe the next step will be a song about a love affair between a man truck driver and a woman truck driver, and how they got separated on the expressway. . . DJ's wanting copies of Johnny Dollar's "Tear Talk" should write Brite-Star Record Co., Newbury, Ohio. . . Johnny Daume, Station WCVL, Crawfordsville, Ind., asks for Christmas releases. . . Johnny Wright's follow to "Hello Vietnam" is another with a patriotic theme, "Keep the Flag Flying." . . . Billy Walker's next album (January release) is "Nobody But a Fool."

NEW ADDRESS: Columbia artist Johnny Dollar is moving from El Paso, Tex., to Washington. His new address is 1025 Vermont Avenue, N. W., Washington.

Hubert Long of Hubert Long Talent Agency.

Jackson said he hoped to produce more country music pictures. He has another script being written now.

This film is the 10th country music movie to be produced in less than two years, most of them in Nashville.

D. C. Johnny's latest is "Tear Talk."

HOP-SCOTCH — Walter Riddle is the new c&w DJ at WMRI, Marion, Ind. . . Willie Nelson recently bought a farm near Nashville; has 100 head of cattle. . . Paul Cohen, Kapp's a&r chief in Nashville, has moved his office to the new Hubert Long Building, 806 16th Avenue South. . . Tuckahoe Music Publishing Co., owned by Mrs. Jim Reeves, has signed Lance Carpenter as an exclusive writer. . . Wilma Lee and Stony Cooper, formerly Hickory Records artists, have signed with Decca.

Merle Kilgore back from Hollywood, where he taped a Lloyd Thaxton show. . . Donna Lou Grammer, daughter of Mr. and Mrs. Billy Grammer, will be married this week (18) to David Marshall Blair. . . Billy Walker returns from a European tour Dec. 23 and flies to Waco, Tex., where he and his family will spend the holidays with Mrs. Walker's parents.

CONGRATULATIONS to Mr. and Mrs. Bill Anderson on the birth (3) of their second daughter, Jennifer Lane. She and mother Bette are doing well. The Andersons' other child is Terri, 4. . . To Ernest Ashworth, Carl and Pearl Butler, Duke of Paducah, Dottie West and the Willis Brothers for their Christmas spirit. They will entertain Kentucky State Reformatory inmates Dec. 23.

DIDJA KNOW—That there are four Wilburn Brothers? Besides Teddy and Doyle there are Lester and Leslie, who are backup musicians and are also active in the Wilburns' Wil-Helm Agency and Sure-Fire Music, Inc.

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TEMPTIN' TEMPTATIONS, Gordy G 914 (M); GS 914 (S)	3
2	2	MIRACLES GOING TO A GO-GO, Tamla T 267 (M); ST 267 (S)	3
3	4	JAMES BROWN PLAYS JAMES BROWN TODAY AND YESTERDAY, Smash MGS 27072 (M); SRS 67072 (S)	4
4	5	THE SUPREMES LIVE AT THE COPA, Motown 636 (M); ST 636 (S)	3
5	6	THE FOUR TOPS, SECOND ALBUM, Motown 634 (M); ST 634 (S)	3
6	3	THE NEW BOSS, Joe Tex, Atlantic 8115 (M); SD 8115 (S)	5
7	8	OTIS BLUE/OTIS REDDING SINGS SOUL, Volt LP 412 (M); SD 412 (S)	12
8	10	"PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)	15
9	7	THE IN CROWD, Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S)	19
10	9	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	18

NEW ACTION R&B LP'S

Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.

BLUE LIGHTS . . .  
Billy Larkin & the Delegates,  
Aura AR 83003 (M); ARS 23003 (S)  
E. S. P. . . .  
Miles Davis, Columbia,  
CL 2350 (M); CS 9150 (S)

MOTORTOWN REVIEW IN PARIS . . .  
Various Artists, Tamla 264 (M)

THINK . . .  
Jimmy McCracklin, Imperial,  
LP 9297 (M); LP 12297 (S)

NEW ALBUM RELEASES

Continued from page 46

UNITED ARTISTS  
SHIRLEY BASSEY—In Person; UAL 3463, UAS 6463  
RON GOODWIN & HIS ORCH.—Sunrise Serenade; UAL 3464, UAS 6464  
MIKE SAMMES SINGERS — From England, With Love; UAL 3465, UAS 6465

VANGUARD

PATER SCHICKELE—P.D.Q. Bach CVRS 9195, VSD 79195  
BERLIOZ: SYMPHONY FANTASIQUE—Sir John Barbirolli/Halle Orch.; SRV 181, SRV 183 SD  
BRAHMS: SYMPHONY NO. 4 IN E MINOR, OP. 98—Halle Orch. (Barbirolli); SRV 183, SRV 183 SD  
JEANNE-MARIE DARRE—Chopin; 1151, VSD 71151  
DVORAK: SYMPHONY NO. 5 IN E MINOR OP. 95 FROM THE NEW WORLD—Halle Orch. (Barbirolli); SRV 182, SRV 182 SD  
KHACHATURIAN: PIANO CONCERTO—London Philharmonic Orch. (Boult); SRV 185, SRV 185 SD  
JULIUS LESTER; 9199, VSD 79199  
MOZART: SYMPHONY NO. 41 IN C MAJOR—Halle Orch. (Barbirolli); SRV 180 SD  
MOZART: PIANO QUARTET IN G MINOR, K 478, PIANO QUARTET IN E FLAT MAJOR K 493; Various Artists; VRS 1140, VSD 71140  
JUDY RODERICK—Woman Blue; VSD 9197, VSD 79197  
VAUGHAN WILLIAMS: SYMPHONY NO. 8 IN D MINOR—Halle Orch. (Barbirolli); SRV 184, SRV 184 SD

Truck Driving Weeper Scores

Continued from page 43

reached No. 1 on the country chart, and a follow-up, "Little Rose," also got to No. 1.

His success was unspectacular before and after that. Sovine went to Starday in 1961, to RIC in 1964 and back to Starday in October. Ironically, "Giddyup Go" is his first single after returning to Starday.

The hot disk has done for his career what "May the Bird of Paradise Fly Up Your Nose" did for Little Jimmy Dickens in recent months. It was Dickens' biggest hit in 17 years of recording.

Sovine is now so hot that Starday recently rushed out an album with "Giddyup Go" and other truck-driving songs and recorded him last week for another album.

HITS OF THE WORLD

Continued from page 36

3	1	ALMOST THERE—Andy Williams (CBS)
4	6	NO HAIR SAM—April Stevens (Atco)
5	3	IF YOU GOT TO GO, GO NOW—Manfred Mann (HMV)
6	9	GET OFF OF MY CLOUD—Rolling Stones (Decca)
7	8	THE CARNIVAL IS OVER—Seekers (Philips)
8	—	LET'S HANG ON—Four Seasons (Philips)
9	—	SANTA CLAUS IS COMING TO TOWN—Supremes (Motown)
10	4	YOU GOT YOUR TROUBLES—Fortunes (Decca)

SOUTH AFRICA

This Week	Last Week	Title, Artist, Label & No.
1	1	CALIFORNIA GIRLS—Beach Boys (Capitol)
2	3	STAND BESIDE ME—Perry Como (RCA)
3	5	TEARS—Ken Dodd (Columbia)
4	2	WHAT'S NEW PUSSYCAT—Tom Jones (Decca)
5	6	LOVE—Gene Rockwell (Continental)
6	8	COME BACK SILLY GIRL—Staccatos (RCA)
7	9	IF YOU GOTTA GO, GO NOW—Manfred Mann (HMV)
8	10	HOUSTON—Dean Martin (Reprise)
9	4	UNCHAINED MELODY—Righteous Brothers (London)
10	11	HANG ON SLOOPY—McCoys (Stateside)

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

## New Ampex, Motorola Autotape Action

• Continued from page 3

cord their own cartridges directly from records.

### Availability

This home recording feature, plus the fact that most of Ampex's 32-label album library, now on reel-to-reel tapes, will be re-recorded for their new cartridge concept, will virtually eliminate the availability of tapes problem from the new auto market. (Fidelipac and Telepro four-track automobile cartridges have been on the market for a few years, complete with tape libraries, but had failed to interest the automobile companies with their products.)

Trux told Billboard that his company's decision to abandon plans for an eight-track home player-recorder was based on extensive testing done with eight-track tapes.

Trux said: "Eight-track is impractical for quality sound reproduction. The automobile tape

player is a small, inexpensive unit that is not capable for maintaining the high degree of precision necessary to keep eight-track tape working properly. In an automobile, a small enclosed area, such deficiencies as electronics noise and 'cross talk' would be less noticeable than in a normal-sized room.

"An eight-track recorder for home use would have to be good and very expensive. By going to the proved four-track tapes for the home, we will provide high quality play at home, and supply cartridges for both home and auto use."

The Ampex and Motorola announcements came in the wake of news that such huge companies as Goodyear and Sears will be distributing autotape units on a large scale.

The whole tape recorder industry, which experienced record sales in 1965, is expected to grow at an accelerated pace in 1966.

Although no official industry-wide figures are available on tape recorder sales, spokesmen for North American Philips Co. recently estimated that 1965 sales volume (not counting autotape sales) reached 3.5 million units, a 15 per cent gain over the previous year.

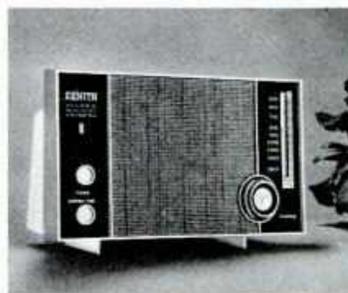
Norelco executive Wybo Semmelink said: "Introduction of a wide variety of moderate-priced, easy-to-operate, quality recorders during 1965 has sparked the interest of the 'average' American consumer."

Semmelink added that increased consumer awareness of tape recorders, intensive promotion, greater selection of pre-recorded tapes, technological advances such as the cartridge which stress simplicity of operation, and interest created by autotape systems will be responsible for a significant dollar volume increase in 1966.

## 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.

### Zenith '66 Christmas Line



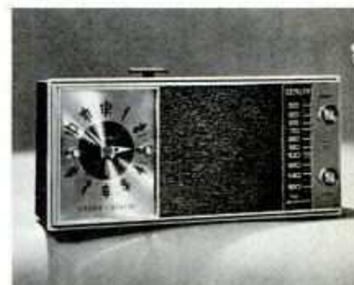
Champion AM radio by Zenith. Filter magnet antenna screens out static, tuned RF stage with 3-gang tuning condenser. Illuminated slide-rule dial, tone control. Polystyrene cabinet with grained wood panels, finished back, recessed handle. Price \$43.95.



Solid-state 12-in. TV for home, boat or car. Operates on 12-volt battery or standard current. Sunshine picture tube with darkened glass, 82-channel tuning, VHF, UHF slide-rule dial. Molded cabinet, carry handle. Price \$199.95. Optional extras ear-phone attachment, car/boat battery cable.



Shirt-pocket 8-transistor radio. Slide-rule dial, wavemagnet antenna. "Squeeze lite" feature; press sides of cabinet to light up dial, release to put out. Cyclac cabinet. Price \$18.95 includes case, earphones and batteries.



Instant on, all-transistor AM alarm clock radio. Line-operated receiver, front-mounted controls, single switch for manual On-Off, time/alarm set, sleep switch. Luminous hands, polystyrene cabinet, finished back. No price. (Continued on page 54)

## Diversifies, Dollar Volume Soars

CHICAGO—A well-balanced diversification program is keeping Hollander Music Shop in the black. A turn to home entertainment goods, in addition to regular record inventory, began in 1959 and within a six-year period has reached full development. Today about 40 per cent of Hollander dollar volume is coming through the sale of phonographs, tape recorders, radios, fretted instruments and accessories.

Jerome (Jerry) Hollander, co-manager in partnership with his father, Mandel, pointed out that while phonographs remain the No. 1 money maker, tape recorders and electric guitars are experiencing a phenomenal sales growth.

Located in a changing neighborhood, the Hollander Music Shop changed with the times and today caters to a largely rural trade. Noting that country/western albums were his biggest sellers, Jerry wisely opened his fretted instrument department with a good display of electric guitars and amplifiers.

His most frequent problem now is keeping the department in stock.

### Guarantee

"Up to one year ago \$200 was the rock-bottom price on a decent electric guitar. The Japanese market a comparable instrument for well below \$100 and they guarantee it fully.

"The imports have created a wider market and probably caused a general price reduction. The low end now for an American product is \$75 and \$39.95 for Japanese," Jerry said.

Nearly half of the guitar sales are accompanied with an immediate amplifier purchase. Those who don't buy an amplifier with the guitar usually return within several weeks for a deal. The price range on amplifiers is enormous, all the way from \$40 to \$300 with the \$90 item taking the best action.

While pointing to a slight drop



JERRY HOLLANDER has been doing well with fretted instrument sales. Here he gives personal and patient attention to a guitar customer.

in phonograph sales, Jerry said the slack has been taken by a terrific jump in tape recorder sales.

### Within Range

The big impetus to sales was, of course, price, Jerry remarked, and Japanese imports have brought recorders within the range of every pocketbook.

"Today, in a particular price range, the recorder has the same status as a toy or gadget. People buy them for the kids and play with them at parties. The market for that kind of thing is unlimited."

So far, sales at Hollander's have been even between the \$60 a.c. and the \$27.95 transistor recorder. Four-track stereo is a staple vehicle for recorded and blank tapes. Jerry noted, though, that blank tapes are well ahead

of recorded in his store. Both provide the same 30 per cent margin he gets for record albums—that with an across-the-boards, 10 per cent off on all records.

Most popular item in the more established lines is an \$80 portable phonograph. The range on phonos is \$37.95 to \$99.95.

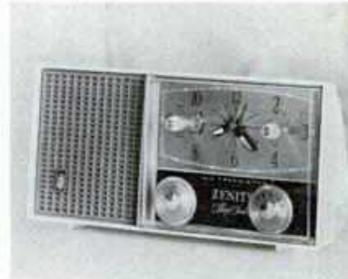
Fretted instruments and accessories are providing the highest margins with a mark-up of 50 per cent or better.

More than 75 per cent of Hollander's instrument customers take a full line of accessories, which includes capo, pics, neck cord and instruction book.

Instrument cases sell for between \$10 and \$40 with best action at the low end. Some 25 per cent of his customers buy the case with the guitar.



Powersonic 8-transistor Royal 500 radio. Press-the-crest dial light, RF stage, wavemagnet antenna, external AC power supply, operates on 4 penlite batteries. Cyclac-molded cabinet and chrome-plated grille. Case, earphone and batteries included. Price \$29.95.



Pacemaker AM snooz alarm radio. Alarm light turns on when alarm set, illuminated clock face and tuning dial. Sleep switch, appliance outlet, filter magnet antenna, RF stage. Price \$44.95.

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Originators of the \$9.95 Diamond Needle

# CLASSIFIED MART

## EMPLOYMENT SECTION

### SITUATIONS WANTED

#### ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of  
**MUSIC, RECORD, COIN, PROMOTION,  
ENTERTAINMENT**

to make the right, best paying con-  
nections. **THIS IS THE PERFECT  
MEDIA FOR SELLING YOURSELF  
TO PROSPECTIVE EMPLOYERS.**

**\$2.00 will do the trick for a 1/2"  
ad in one issue . . . maximum 35  
words, plus name and address.**

MAIL COPY AND PAYMENT TO:  
Billboard Classified Mart  
165 W. 46th St.  
New York, N. Y., 10036

**COUNTRY SHOW GIRL, SINGS ON**  
major records, desires TV work, book-  
ings. Box CB-35, c/o Billboard, 2160  
Patterson, Cincinnati, Ohio 45214.

**23-YEAR-OLD MANAGER OF LIVER-**  
pool's world-famous Cavern Club, ex-  
university student, experienced in club  
management, booking of artists, D.J.  
work and publicity, desires position in  
any phase of the American entertain-  
ment industry. Contact: Robert McGrae,  
17, Heydean Road, Allerton, Liverpool  
18, England. de18

#### MUSIC IS AN INTERNATIONAL LANGUAGE—HAVE YOU DIFFICULTIES SPEAKING IT???

Let me help you profitably translate  
this language with my 15 years' over-  
seas residence, strong background in  
selling phonograph records and high  
fidelity equipment throughout  
Europe, PLUS, over 15 years' addi-  
tional experience in managing bands  
(remember they used to exist), music  
publishing, publicity and reporter.  
YES, more than 30 years of broad  
diversified musical background in  
classical, pop, jazz, Latin American,  
etc., are available to help you create  
swinging profits. I speak French,  
Italian, Spanish and, of course,  
showbiz. More important, I am at  
ease with your counterpart in  
Europe and communicate fluently  
his and your language.

Salary is of secondary importance.  
I am looking for an interesting, cre-  
ative, stimulating environment  
where individual efforts and results  
—ARE STILL VALUED! Please, no  
conformist strait jacket for my ideas  
and personality. Highest level USA  
and foreign recommendations. All  
replies in confidence. Please write:

INTERNATIONAL LANGUAGE  
c/o Billboard, Box 227  
165 W. 46th St.  
New York, N. Y., 10036

**CONSULTANT AVAILABLE: HEAVY**  
background in direct mail sales of re-  
cords and related merchandise including  
distribution and warehousing. Complete  
knowledge of record club operations.  
Reply: Box 226, Billboard, 165 W. 46th  
St., New York, N. Y. 10036. ch

**GAG WRITER, IDEA MAN: HAVE**  
material, will travel. Gags, monologues,  
comic song titles, parodies, skits, acts,  
introductions, dialogues, minstrel shows,  
squelchers, blackouts. Everything new,  
fresh, original, hilariously funny. Gen-  
erous sample assortment only \$5. Write  
now. Don Frankel, P. O. Box 983,  
Chicago 60690.

**THE LEISURES, TEENAGE ROCK N'**  
roll band and vocal group, available for  
recordings and weekend bookings in  
New York area and near-by States.  
Phone: Area Code (212) 347-2778, 9 to 5  
weekdays. de18

### HELP WANTED

**WANTED: CLASSICAL A&R MAN.**  
Must be thoroughly experienced in all  
phases of the record business. Should  
have wide knowledge of Baroque period  
of music. Excellent opportunity for the  
right man. Write: Box 224, Billboard,  
165 W. 46th St., New York, N. Y. 10036.

**NASHVILLE AGENT WANTED BY**  
veteran ex-ASCAP now BMI songwriter,  
with a George Kirby record release.  
Buddy Valentine, 2341 N. 44th St., Mil-  
waukee, Wis. de25

**MODERN FOLK TRIO NEEDS AGENT**  
to handle bookings for weekend jobs.  
For info write: Mike Yaneska, 1623 N.  
Gerrard, Indianapolis, Ind. de18

**ROCK N' ROLL GROUPS AND SINGLE**  
artists wanted for recording contracts  
and personal management. Urgent we  
get two rock n' roll groups for teaming  
up with duo of extremely talented young  
girl singers. Full facilities and best  
personal attention guaranteed to all  
artists. Contact: Carl C. Schmidt, Room  
220, 129 West 48th St., N.Y.C. Phone:  
CI 7-3600. ch-jal

**RECORD BUYER (CLASSICAL-POPUL-**  
lar), Merchandiser, Manager, Retail,  
with many talents, displays, advertising,  
etc., and with a lot of drive. Also ex-  
perienced clerks. Compensation commensurate  
with ability and only top  
men wanted. Robert E. Lee, HI F1 &  
Records, 2533 Telegraph, Berkeley, Calif.  
jal

**WANTED: VOCAL GROUP, FOUR SEAS-**  
ons style. For completed master track  
call: June Senz, HU 7-6645 or HU 2-8456,  
6-8 p.m. de18

**WANTED: A&R MAN TO HANDLE**  
Spanish record line. Must be Spanish  
speaking and have wide knowledge of  
Puerto Rican and Cuban music. Good  
opportunity for the right person. Write:  
Box 223, Billboard, 165 W. 46th St.,  
New York, N. Y. 10036.

## DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

**RECORD RIOT—45'S**  
BRAND NEW, SOME LATE HITS!  
**\$6.80 PER HUNDRED**  
**\$65 PER THOUSAND**

Send check with order for prepaid  
postage. No overseas orders.

#### RELIABLE RECORD CO.

Box 136, Glen Oaks Post Office,  
Glen Oaks, New York  
Phone: Area Code 212—343-5881

### DEALERS . . . ONE-STOPS . . . RACK JOBBERS

Order Your Supply of  
the Christmas Gift  
Issue of

## Record Preview

BILLBOARD'S GREAT FULL COLOR  
CONSUMER LP MAGAZINE  
CATALOG DIRECT FROM:

**BILLBOARD**  
165 W. 46th St.  
NEW YORK, N. Y. 10036  
PHONE: AREA CODE 212; PL 7-2800

## RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

### PRESSING, PLATING

#### PRESSING

No job too small  
**CONSULTATION**  
All questions answered about Re-  
cording, Distribution, Printing, Ship-  
ping, Music Publishing, etc.

**NATIONAL RECORD  
PROMOTION & PUBLICITY**  
National disc jockey coverage . . .  
Trade paper publicity . . . etc.  
**DISTRIBUTION ARRANGED**

**MORTY WAX  
PROMOTIONS**  
1650 Broadway  
N. Y., N. Y. 10019  
CI 7-2159

**RECORD PRESSING MADE FROM**  
your tape or disc. Send one dollar for  
sample record, plus free information.  
B-Atlas Records, 2226 McDonald Ave.,  
Brooklyn, N. Y. 11223. ch

when answering ads . . .

**Say You Saw It  
in Billboard**

## RECORD PROMOTION & PUBLICITY

### National Record Promotion

You Record It—We'll Plug It

Music Makers Promotion Network  
New York City  
20 Years' Dependable Service  
Brite Star, Cleveland, Ohio  
Covering All Major Cities, Nashville,  
Chicago, Hollywood, Etc.

- DISTRIBUTION ARRANGED
- MAJOR RECORD LABEL CONTACTS
- NATIONAL RADIO & T.V. COVERAGE
- BOOKING AGENT CONTACTS
- NASHVILLE NEWSPAPER PUBLICITY

Call Collect: CLEVELAND 261-JO 4-2211  
DIST. OFFICE

★ ★ ★ BRITE STAR ★ ★ ★  
14881 Overlook Drive Newbury, Ohio

## MISCELLANEOUS

**FOR SALE: LARGE RACK JOBBER IN**  
East with several hundred accounts  
wishes to sell and retire. Write: Box 225,  
Billboard, 165 W. 46th St., New York,  
N. Y. 10036.

**ATTENTION: RECORD OUTLETS. WE**  
have the largest selection of 45 r.p.m.  
oldies and goodies at 25¢ each, also  
major label LP listings at promotional  
prices. Send for free listings. All orders  
welcome. Apex-Rendezvous, Inc., 4007  
9th Ave., Brooklyn, N. Y. 633-9400.  
de-10-66

**PINKY PINKSTON, C&W ROYCE RE-**  
cording artist, needs booking agent,  
Mason or Odd Fellow, 2531 N. Burling  
St., Chicago, Ill. 60614. Phone: 327-1754.

## WANTED NATIONWIDE INFO.

1. Rate and response data of all  
U. S. and foreign regularly skedded  
established Dixieland radio (and  
TV) shows, AM and FM.
2. **PROVEN** mailing lists of Dixie-  
land record and book buyers.
3. Names and addresses of Dixie-  
land jazz clubs, organizations,  
publications, etc.

Contact: **MR. ARMSTRONG**  
1813 S. Manchester  
Anaheim, Calif. 92802

**500 NAME AND ADDRESS LABELS IN**  
handy pad form with name and address  
printed, \$1. A hit record, "Cha-Cha,"  
by the Nat Story Organ Trio, \$1. Story  
Records, 631 Judson St., Evansville, Ind.  
47713. jal

**30,000 PROFESSIONAL COMEDY LINES!**  
Worthily topical gag service too! Free  
catalog. Robert Orben, 3536 Daniel  
Crescent, Baldwin Harbor, N. Y.  
ch-my7-66

## INTERNATIONAL EXCHANGE

### ENGLAND

**ALL ENGLISH RECORDS RUSHED BY**  
airmail. Beatles' new album "Rubber  
Soul." All new, "Help," "Beatles for  
Sale." U.K. albums all \$6.15 inc. airmail.  
Mono or stereo. Complete pop  
catalogue \$1. John Lever, Gold St.,  
Northampton, England. jal5-66

**BEATLES NEW ENGLISH ALBUM**  
"Rubber Soul" rushed to your home by  
airmail from stock! \$6 mono or stereo.  
Also "Help," Searchers, Ivy League, all  
English groups and any other English  
albums. Record Centre Ltd., Nuneaton,  
England. de-24-66

**BRAND NEW BEATLES ALBUM "RUB-**  
ber Soul." Any record album of your  
choice six dollars inc. airmail. Cash  
with order. Berkeley Records, 6 Lans-  
downe Row, Berkeley St., London W.1,  
England. jal8

### FRANCE

**RECORD COMPANIES—PUBLISHERS—**  
Distributors: You can find a world hit  
in our new French songs and original  
music by pop artists. 3 HIFI records  
sent postpaid for \$2. Order with check to:  
R. O. G. Records, 7 Rue St. Lazare,  
Paris 9, France.

### UNITED STATES

## MAGNETIC TAPE IS BIG BUSINESS

P. V. C. & Tensitized Polyester  
magnetic recording tape. All  
sizes available. High quality,  
very competitive prices. Direct  
from U. S. manufacturer with  
nationwide distribution.

**EXCLUSIVE DISTRIBUTORSHIPS  
AVAILABLE IN MANY COUNTRIES**  
Write to: **EXPORT DEPT.**  
**AUDIO MAGNETICS CORP.**  
9348 Santa Monica Blvd.  
Beverly Hills, Calif.

**Say You Saw It in  
Billboard**

### CLASSIFIED RATES

Manufacturer Advertisers	Per Insertion			
	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, allow 10 words for number and address. Box number service charge is 50¢ per insertion.

#### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Size: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

**FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVER-**  
TISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

**ADVERTISING RATES INTERNATIONAL EXCHANGE**  
Classified: Per line \$1. Minimum 4 lines per insertion.  
DISPLAY: Per inch \$14. Minimum 1 inch.

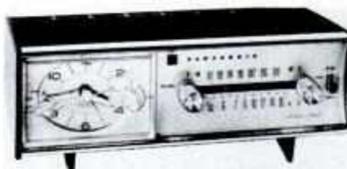
Above prices are for one insertion in one issue. Cash or check with order.  
Lower rates for 12, 26, 52 insertions in a one-year period.

**FOR FURTHER INFORMATION CONTACT:** Denis Hyland, 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 53

## Panasonic Christmas Line



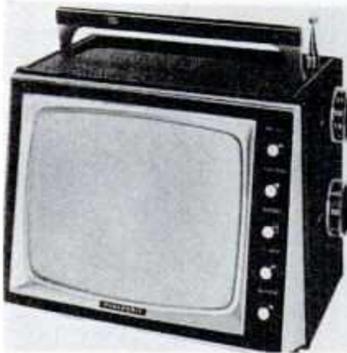
**SOLID STATE AM/FM clock**  
radio. Telechron clock, eight  
transistors, slide-rule tuning dial,  
luminous-tipped hands. Fre-  
quency range: FM 87-108 MC,  
AM 525-1605 KC, line cord FM  
antenna. Price \$59.95.



**COMBINATION solid state**  
phonograph AM/FM radio. Ce-  
ramic cartridge, dual flip over  
sapphire stylus, three speeds,  
nine transistors. Front mounted  
controls, operates on 6D bat-  
teries. Price \$69.95.



**MINIATURE TABLE radio.**  
Push-pull controls, slide-rule  
dial, two-inch speaker. Powered  
by 3AA batteries, storage com-  
partment beneath hinged lid,  
earphones. Choice of six colors.  
Price \$15.95.



**PORTABLE ALL CHANNEL,**  
nine-inch television. VHF pop-  
up monopole antenna, UHF  
loop antenna. Earphone jack  
for private listening, four-inch  
oval speaker. Operates on AC  
current, accessory battery pack  
or 12-volt boat or automobile  
battery. Price \$139.95.



**CAMERA STYLED AM radio.**  
Eight transistors, full range, two-  
inch speaker, slide rule dial. Op-  
erates on one 9V battery, built-  
in rod antenna. Leather hand  
strap, earphone and battery in-  
cluded at \$19.95.

# BULK VENDING news

## 'Boy'-'Girl' Merchandising



SEX SEGREGATION on a display card has prodded sales of rings to new high for Seattle vendor John McDaniels. Here you see one of his stands, with girl and boy merchandise clearly branded. "I've seen kids apply body English in an attempt to ensure that they receive a ring of the correct gender," McDaniels reports.

## NEW PRODUCTS

This form is designed for the convenience of bulk operators

### MACMAN ENTERPRISES

MR. MAGOO. Licensed for vending by U.P.A. Pictures, Inc. For dime vending, comes packed 250 pieces per bag with display, in flexible plastic figure form that can be used as an eraser. Charlie and Waldo figures also.

For nickel vending, the near-sighted character comes with plastic rings, also with Charlie and Waldo, two-piece snap-on rings in capsules, 250 pieces to the bag with display. For penny vending, Mr. Magoo comes in miniature head form (also with Charlie and Waldo), packed 1M to the bag with 10 displays.

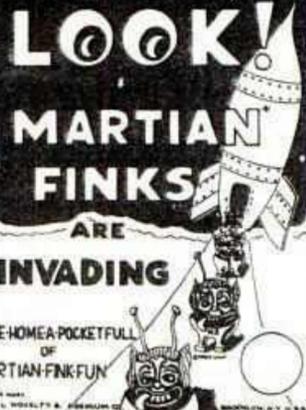
### HENAL NOVELTIES

OFFICIAL GUN AND HUNTING RING. For dime capsule vending. Gun actually shoots. Has three bullets. Six fink targets provided with each ring. Harmless.

### PENNY KING

DISCOTHEQUE DANCER RINGS. Flicker rings showing teens dancing the frug, swim, Freddie, jerk, monkey and twist. Bags of 500 with free display front; bag of 250 in capsules with display front; extra display cards available in glowing color.

## THE MARTIAN FINKS



price in capsule: \$32/M . . . painted  
price in bulk: \$27/M . . . painted

### HENAL NOVELTIES & PREMIUMS

97 North 10th St.  
Brooklyn 11, N. Y.

## 'Bama Vendors Get Tax Break

By RAY BRACK

MONTGOMERY, Ala.—Add Alabama to the list of States in which bulk vendors have worked successfully in 1965 to lighten their licensing and tax burdens.

And in Alabama, as in New York, Missouri and hopefully Massachusetts, the ingredients of an effective effort have been operator persistence coupled with the "small businessman, small machine" appeal.

As the Alabama Legislature neared the end of its latest session, it moved favorably on a licensing adjustment bill introduced through the efforts of operator Oscar Hogan of Mobile. The measure was backed by the State operating community, including Alabama's major distributing firm, Birmingham Vending. (Owned by Max and Harry Hurvich, the firm will celebrate 35 years in business in April, 1966.)

### Change

Two changes resulted from the new bill:

1. On penny machines, the maximum license fee for an operator is now \$375 annually. This amount includes a \$25 issuance fee. The levy is divided between State and county under a provision which permits the county to collect 50 per cent over and above the amount collected by the State.

2. On nickel and dime machines, the license fee is now \$5.25 per machine per year. Of this, the State collects \$3, the county \$1.50, and there is a \$.75 issuance fee.

These changes become meaningful, of course, when compared to previous license fees. On penny machines the license

### Little Somethin' To Remember Me

LOS ANGELES — Willard Munn, bulk operator here, has developed a system which guarantees that his location owners won't forget him.

Munn slips a photograph of himself in the back of the globe, with his name and address, plus telephone number.

Location owners, who must continuously clean around the machine, are reminded of whom they are doing business with by the sight of Munn's smiling visage. They can be depended upon to recognize him immediately when he calls. "This builds goodwill and has helped me land many new locations," he said.

was \$1.50 per machine (\$1 to the State; \$.50 to the county) plus a \$.50 issuance fee—regardless of the number of machines. Nickel and dime machines were licensed at the rate of \$12 annually (\$8 State; \$4 county) plus a \$.50 issuance fee.

### Victories

Under the new law, issuance fees have been raised from 50 cents to 75 cents on all machines.

Upon passage the measure was signed without hesitation by Gov. George Wallace.

The Alabama break came on the heels of bulk vending licensing and taxation victories in New York State and St. Louis, and was lauded by National Vendors Association counsel Donald Mitchell at the association's recent board of directors meeting in Miami.

### Grass Roots

"This is what NVA has long been stressing: local effort and organization are important in dealing with local problems. We of the national office can help with counsel, but the strength must be at the grass roots."

In New York State the trade received a dime-and-under exemption from the new sales tax. In St. Louis the common council wiped out a \$5 across-the-board license fee and established a schedule beginning at 50 cents annually for penny machines.

In both instances, local vending businessmen and associations

were active in dealing with legislators.

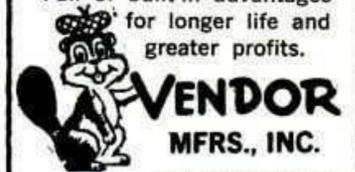
Currently in Massachusetts, where the State's first sales tax article is nearing passage, prominent vending executives Harold and Roger Folz are leading the trade effort to obtain a dime-and-under exemption. Reports indicate that the bulk vending industry has bi-partisan understanding and the tax bill in final form will incorporate the needed exemption clause.

### BUILT FOR BUSINESS!

#### MARK-BEAVER

#### Bulk Vending Machines

Full of built-in advantages for longer life and greater profits.



C. V. (Red) Hitchcock,  
President

1319 LEWIS STREET  
NASHVILLE, TENNESSEE  
PHONE: 615 256-4148  
(Distributor areas available throughout the world)

### SCHOENBACH CO.

Manufacturers Representative  
Acorn-Amco Distributor

#### MACHINES

#### GREAT MONEY MAKER

#### ACME ELECTRIC MACHINE

Sample ... \$28.50  
4 and up ... 23.50  
Batteries \$1.00  
addl. per mach.



#### HOT 10c VEND ITEMS

(all 250 per bag)  
Birthstone Rings ... \$9.50  
Combat (WW II Insignia) ... 9.50  
Addams Family ... 8.75  
Gumby ... 9.50  
World of Games ... 9.50  
Shoe Store ... 9.50  
Secret Rings ... 8.00  
All Key Chain Assmt. ... 9.00  
Necklaces, Brooches, Bracelets ... 8.00

#### 5c VEND ITEMS

(From \$4 to \$5 per bag)

#### 1c VEND ITEMS

(all price per M)  
Mini-Books, 1M-10M. Per M. \$11.00  
11M and up. Per M. ... 10.00  
Soupy Sales & U.N.C.L.E.  
Flicker Rings ... 13.00  
Addams Family Buttons ... 10.50  
Pop-It Rings ... 12.00

Parts, Supplies, Stands & Globes.  
Everything for the operator.  
1/3 Dep. with Order, Bal. C.O.D.

#### SCHOENBACH CO.

715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900

## Bulk Banter

### LOS ANGELES

A number of leaders in the bulk vending field were in Los Angeles for the funeral of Sid Bloom, a principal in Oak Manufacturing Co. and Operators Vending Machine Supply Co. Among them were Rolfe Lobell and Jane Mason, Leaf Gum; Tom King, King & Co.; Jason Koritz, St. Louis; Dave Mark, New Jersey; Irwin Nabel, New York; Glenn Stevens and Nick Nontt, Fler Gum; Lee Smith and Jack Thompson, Charlotte, N. C.; Buddy Schiro, New Orleans; George Eppy; Bert and Vivian Fraga, Oakland; Dave Bradford and Joe Schneider, Oakland; Vernon Jackson, Grand Prairie, Tex., and Calvin Fradkin, Baltimore. . . . Joe Arguelles, of Joe's Vending Service, Seal Beach, Calif., has added a new van to his opera-

(Continued on page 56)

## NORTHWESTERN

### Model 60 Bulk-Pak



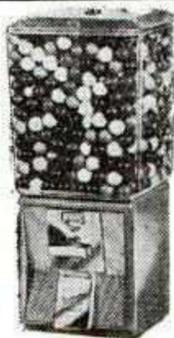
Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

### BIRMINGHAM VENDING COMPANY

520 Second Ave., North  
Birmingham, Alabama  
Phone: FAirfax 4-7526

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



NAME.....  
COMPANY.....  
ADDRESS.....  
CITY.....

Fill in coupon, clip and mail to:

### H. B. Hutchinson, Jr.

1784 N. Decatur Rd., N.E.  
Atlanta 7, Ga.  
DR 7-4300

## YOU COUNT MORE WITH OAK

### OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheel-mounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is 19 1/2 lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.



**oak MANUFACTURING CO., INC.**  
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

# Bulk Vending on the Border



RAPIDLY GROWING Tijuana (now 250,000 population) is served with bulk-vended merchandise by Tomas Garcia (right), seen here with helper Antonio Guerreo on Los Angeles buying trip. Garcia's location are scattered in the Tijuana and Baja California, Mexico, region. The 300-mile trek to L.A. for supplies has become routine for Garcia.



TRIP TO LOS ANGELES for bulk vending supplies is a family affair for the Ignacio Borquezes. Borquez operates in the Mexicali, Baja California, Mexico, region. He is pictured here at Operators Vending Machine Supply Co. with his wife, Concepcion; daughter, Ana Leticia, and son, Ignacio Jr.

## Bulk Banter

Continued from page 55

tion. . . Murray Carr had another truck-break but the burglars were unable to get any money. . . Mel Dexheimer, of Las Vegas, was in town for supplies at Acme Vending.

The many friends of Anita Rufus, secretary at Oak and Operators Vending Supply, are extending best wishes on her coming marriage New Year's Eve to Bob Alberti, assistant musical director for "Hollywood Palace," the popular ABC-TV feature. . . Marty Reade, design engineer at Oak Manufacturing Co., has returned to Los Angeles from an extended trip to Mexico. . . Oscar Johnson, of Operators Vending Machine Supply Co., is also back from a jaunt to Mexico. . . Clarence and Bernice Kettles of Port Huemene, Calif., were recent Acme buyers. . . John Clem was in town from Vista, where he now makes his home. . . Ed Gardner, West Los Angeles operator, has announced the coming marriage of his daughter.

SAM ABBOTT



Direct Low Factory Prices  
F.O.B. Factory 150 lb. lots

Bubble Ball Gum, 140, 170 & 210 Ct. & Giant Size . . . 30 1/2 lb.  
Chicle Ball Gum, 130 Ct. . . 38 1/2 lb.  
Clor-o-Vend Ball Gum . . . 43 1/2 lb.  
Clor-o-Vend Chicks, 320 Ct. . . 43 1/2 lb.  
Chicle Chicks, 320 & 520 Ct. . . 39 lb.  
Bubble Chicks, 320 & 520 Ct. . . 31 1/2 lb.  
5-stick Gum, 100 packs . . . \$2.25

AMERICAN CHEWING PRODUCTS

40 years of manufacturing experience  
4th & Mt. Pleasant  
Newark, N. J. 07104

Announcing  
the first and newest  
**NORTHWESTERN**



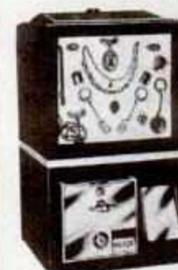
Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

Other products soon available.

PARKWAY MACHINE CORP.

715 Ensor St. Baltimore 2, Md.

NEW VICTOR 77  
GUM & CAPSULE  
VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION. Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE

BITTERMAN & SON

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## Sweets and Dental Health

BETHESDA, Md. — Studies conducted on hamsters here by the Institute of Dental Research indicate that dental decay may well be the result of specific bacteria. One possible conclusion from the study is that tooth decay is an infectious disease like other virus and bacterial diseases.

Earlier studies, such as one conducted at Pennsylvania State College, pointed away from sweets as a cause of dental problems. Penn State studied three groups of children, one group receiving 214 per cent, the rec-

ommended sugar intake for a moderate-cost diet; a second group receiving 153 per cent, and a third group 60 per cent, the recommended amount.

Surprise! Dental condition after the experiment was best in the 214 per cent group; poorest in the 60 per cent class.

## Back From Mexico



OSCAR JOHNSON (left), who just returned from a trip to Mexico, is welcomed back behind the counter at Operators Vending Machine Supply Co. in Los Angeles by company manager, Eddie Rosen. Both have been with the company a number of years.

## Vending News Digest

Vending Profits  
Drop to 3.21%

CHICAGO—Net profits before taxes for the average vending firm in 1964 dropped to 3.21 per cent of sales. Net the previous year was 4.17 per cent, according to a survey for the National Automatic Merchandising Association by Price Waterhouse & Co.

The survey garnered data from 113 vending firms with sales totaling \$744,465,459, or about 20 per cent of the industry's \$3.5 billion volume in 1964.

The sag was attributed to an increase of 1.5 per cent in the cost of vended products and higher labor costs.

Cigarettes accounted for 24.82 per cent of total sales by the average firm in 1964; hot cup beverages 17.67 per cent; nickel-and-up candy and confections 10.92 per cent; sandwiches, salads and pastry, 6.95 per cent; milk 2.73 per cent; ice cream 2.10 per cent, and hot food .74

per cent. Sales through outlets other than vending machines  
(Continued on page 68)

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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N.W. Model #33, 1c Porc. Converter for 100 ct. B.G. . . 6.50  
Atlas 1c & 5c 100 Ct. Ball Gum . . . 12.00  
Mills 1c Tab Gum . . . 12.00  
Acorn 8 lb. Globe . . . 10.50

## MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red . . . \$ .89  
Pistachio Nuts, Jumbo Queen, White . . . .82  
Indian Nuts, 5 lb. bag, per lb. . . 1.00  
Cashew, Whole . . . .80  
Cashew, Butts . . . .76  
Peanuts, Jumbo . . . .45  
Spanish . . . .32  
Mixed Nuts . . . .32  
Baby Chicks . . . .35  
Rainbow Peanuts . . . .32  
Bridg Mix . . . .32  
Boston Baked Beans . . . .32  
Jelly Beans . . . .32  
Licorice Gems . . . .32  
M & M, 500 ct. . . .48  
Hershey-ets . . . .47

Rain-Bio Gum, 72 ct. . . . \$ .32  
Mall-ette, 100 ct., per 100 . . . .35  
Rain-Bio Ball Gum, 140 ct., 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  
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## Little LP Sales Tempo Is Picking Up

### Capitol Release Is Set for Mid-January

• *Continued from page 6*

Records president Fred Foster, "because we are finding that the market has definitely perked up." He cited the influence of the new industry attitude of co-

### Seeburg Class In Santurce

**SANTURCE, Puerto Rico**—A vending equipment field refresher course and training school was held here under the auspices of the Seeburg Corp. and London Distributing Co. Nov. 14-20.

The school, held at London's offices here, was conducted by Fred Gaetto. The entire course, covering the operation and service of cold drink and coffee venders, was conducted in Spanish.

The curriculum called for two days of theoretical and functional familiarization with the cold drink line. The third day covered refrigeration, trouble shooting, and practical application. Fifth day: coffee vender familiarization. And sixth day: disassembly and assembly of components.

### Rosen Has Films

**PHILADELPHIA** — David Rosen recently announced that the local C.R. Club will be used as a studio setting for video-juke box film production.

Rosen, who distributes the Filmothèque-Discothèque machine, is not involved in film production himself, but says he has more than 650 color musical films in his catalog which he will sell or rent to all operators of coin-operated audio visual equipment of any type.

operation and communication which had its germination at the recent MOA show and resulted in the formation of a standing MOA Committee for Record Company Communication and Programming under association treasurer William Cannon.

Monument will also release another Little LP package in January.

A spokesman for a major Chicago one-stop reported that there is, indeed, more life in the Little LP catalog. This reported as well by one-stoppers in Minneapolis, St. Louis and Detroit.

#### Promotion

RCA Victor, a pioneer in the Little LP field, did not report increased movement but Ray Clark, manager of product planning, acknowledged that RCA has not released any Little LP's in the past three months. Clark explained that the continuing RCA policy is to service the industry with Little LP's chiefly for their promotional value for the regular album catalog.

"Having the album covers displayed on juke boxes around the country is bound to stimulate album sales," he said, "but we have never been able to gauge just how much. It's a plus."

Also last week Capitol Records Distributing Corp. president Stanley M. Gortikov set "mid-January" as the time for release of the label's first direct Little LP selection to distributors.

Gortikov said the release would comprise "key artist catalog product."

#### Consensus

It was Gortikov who electrified the recent MOA convention with the announcement during the business meeting described by Hoffman—that Capitol would begin preparing its first release of Little LP's.

"We made the decision during the show," he said, "after discovering a consensus that there has been an inconsistency of



CAPITOL'S STAN GORTIKOV: A Chicago Consensus.

product as compared to the number of LP juke boxes on location in the U.S."

The emergence of Capitol's own juke box LP's will supplant

issuance by the label of such product through the custom programs of Seeburg and other juke box manufacturers, Gortikov said.

## Record Executives See Merit in MOA Royalty

• *Continued from page 3*

supporter of the MOA, I am pleased to see this."

Capitol Records' legal counsel Robert Carp said the offer was "interesting," and that he would be studying it carefully prior to releasing official comment.

Speaking off the record in lieu of full examination of the MOA offer by the legal staff, another key West Coast executive declared: "This MOA plan is a departure, really, from the concept of a fee for the privilege of performing copyrighted music. Or so I judge from what I read in your magazine. However, this is not to say that the offer is

good or bad. Maybe it is the only kind of concept that will work. If what your magazine says is true, the plan will not mean more paperwork for the record companies, and this is good."

#### Time Limit

He added: "The MOA offer is strikingly similar to the recent Minnesota Mining & Manufacturing deal with the publishers, with one difference. The 3M contracts have a three-year time limit."

A spokesman for a major New York-based label, speaking unofficially pending full study of the MOA proposal, said:

### N. J. COUNCIL ENDORSES THE NEW MOA OFFER

**NEW BRUNSWICK, N. J.**—The New Jersey Council of Coin Machine Operators has unanimously endorsed the Music Operators of America offer of a statutory royalty payment of 2 cents per side on records acquired for juke box programming. The NJC passed on the matter in session here Dec. 11. The council issued the statement: "MOA initiative in proposing legislation that is practical and fair could eliminate our defensive position, due to the performance fee collection agencies and their annual legislative efforts." The council is circulating copies of a summary of the MOA proposal to all members, with the suggestion that they "... study the summary ... and give the proposal active support, because it is an alternative that the operator can live with."

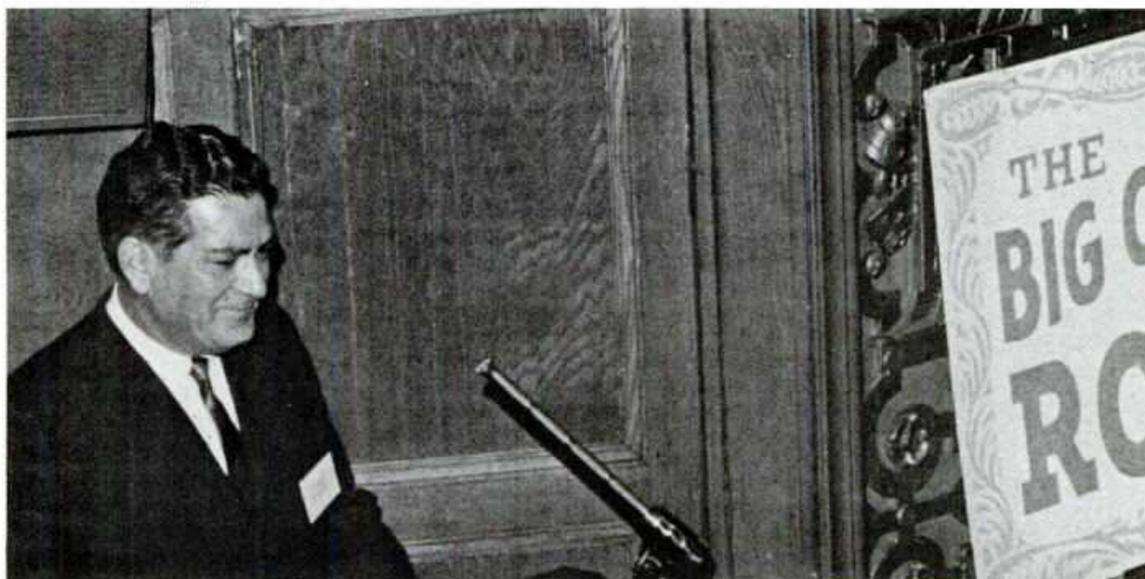
## Rowe Unwraps a New Juke Box

### Stereo Wall Box as Well

**WHIPPANY, N. J.**—Rowe Manufacturing Co.'s Christmas gifts to the coin machine industry were unwrapped last week: A sleek new juke box called Bandstand, and a long-awaited remote control unit in stereo called Wall-Ette.

Rowe domestic and international jobbers plan festive showings of the new products during coming days, with parties keyed to the holiday spirit. Joining the Rowe distributor family with the debut of the new equipment is a new firm, Circle International, founded in Los Angeles by Dean McMurdie (see story page 59).

Distributors initially viewed  
*(Continued on page 73)*



ROWE MANUFACTURING PRESIDENT JACK HARPER: Startling and profitable developments.

"Whether the MOA concept is accepted or not, it is an interesting, encouraging step in the right direction."

Key points of the MOA proposal, which responds to traditional demands by performance fee collection agencies that the long-time juke box performance fee exemption be removed, stipulated:

1. There would be a statutory royalty of 2 cents per recorded copyright song which would be paid by the operators of automatic phonographs on all records they acquire for use on such machines.

2. No other royalty would be imposed upon the operators under the exclusive public performance right granted the owners of musical copyright.

3. Registration by copyright owners and automatic phonograph operators with the copyright office would be required for entitlement to royalties and to the right to perform copyrighted recorded music on automatic phonographs. Certificates identifying operators so registered and their machines would be issued by the Copyright Office.

4. Quarterly payments, accompanied by statements of account, would be submitted by every operator or his agent to copyright owners or their agents.

The brief proposal, to be expanded prior to the resumption of hearings in Congress on the Bills for General Revision of the Copyright Law — probably in February 1966—was offered by the MOA as a substitute for language in the bill as now drawn which would strike the juke box industry's 56-year-old exemption from performance fee payment.

## Wurlitzer Continues Service Schools

NORTH TONAWANDA, N. Y.—Wurlitzer service representative, Hank Peteet, recently held one-day service seminars in Detroit, Saginaw, and Grand

Rapids, Mich. From there Peteet left for Baltimore, where he held classes at State Sales & Service. Attending the Baltimore school were servicemen from Maryland, Virginia and Washington.

## TECHNOLOGY—PART I

# Zapp! Wham! Flipper Is Born

By PAUL ZAKARAS

**Editor's note: Numerous technological innovations have changed the face of the coin machine industry. This week's review of pin game advances is the first of a three-part series. Next week watch for part II: "Slug Rejectors Solve a Problem."**

CHICAGO—In 1947, a technician named Harry Mabs, while trying to build an automatic kicker device, accidentally touched two wires on his pinball machine, and WHAM, the flipper was born.

The pinball machine, born in 1930 as a tilted wooden box in which a ball rolled downward through a maze of pins and then dropped into one of several numbered slots, has greatly benefited by a series of technological innovations, the most famous of which is the flipper.

It was all so simple back in the bleak, old days of the depression when the newly invented 10-balls-for-a-penny pin-game was one of the few forms of amusement that the public could afford. Put a penny in the chute, shoot a ball, and watch it hit a few metal pins before dropping in one of the slots. The most complex part was keeping track of the score. But it was a game and it cost only a penny and it couldn't help becoming popular. Thousands of machines were sold in 1930 and the most American of all industries was born.

### Experiments

Like any other new industry, the pinball business of the early 1930's took many experimental directions. Some manufacturers tried seven or eight balls for a penny. Some sold machines to be put on counters, while others tried adding legs for the games to stand on. A few even equipped the games with balls of various colors and informed players that rolling a certain ball in a certain slot would double the value of the score.

One of the first technological innovations, necessary for any competitive game (this was one of man's rare opportunities to combat a machine under a fixed set of rules), was a built-in referee, known as the "tilt." Initially this was merely a little ball placed in a slot on the side of the machine. If the machine were moved or tilted to one side in order to get the game ball into a better position, the tilt ball would roll out of its slot and void the game. (You could cheat of course, and keep playing, but the psychological effect of tilting took an edge off the game.) Players matched their skills and luck on the machine against the skills and luck of others.

### Complexities

Machines became bigger, more expensive, and more complex. Holes were added in the center of the playing field, and scoring traps, ball lifts, and taut rebound springs gave the game more action and more identity. It was fast becoming a formidable competitor for any man.

The first electrical innovations came almost simultaneously in 1935. Colored lights were added, making the machine as attractive as an arcade. Lighted backboards, an integral part of the game from the moment they were invented, were attached to the original box. On one of these new machines the player was directed to put out a "fire" on a ship painted on the backboard glass. Dropping the ball through the correct holes would

put out certain portions of the fire by shutting off several lights behind the ship. Electrical backboards became popular from the first, and in 1936 manufacturers were advertising bigger, more complex and in all ways better "giant" backboards.

### Bumpers

One of the most useful additions to the backboard was an automatic scoring system. Each time a ball hit a bumper (another new device) or dropped through a hole or chute, a different number would light up on the backboard. The system had a built-in disadvantage because only a limited number of digits could be painted on the backboard, and many small hits could not be added to the total score. Farsighted engineers immediately began experiments which would lead to the eventual solution of the problem.

In the late 1930's pinball players were rewarded by another development called the "free play." A player who reached a certain score would cause the coin chute to trip a new game without the addition of a new penny. This development coincided with a standard-

ization of play by most models at five balls for a penny. The number of balls still remains unchanged today, but the price did

(Continued on page 71)



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# New McMurdie Firm to Handle Rowe in L. A., Honolulu, Far East

LOS ANGELES — Former Rowe Manufacturing Co. executive vice-president—more recently general sales manager for the R. F. Jones Co.—has formed a new distribution organization and will handle Rowe products here, in Hawaii and throughout the Far East.

The firm is Circle International, with headquarters in newly constructed facilities at 2401 South Hill Street.

The Jones company, which previously handled the Rowe line here, in Hawaii and in the Far East—retains its outlets in San Francisco, Denver, Salt Lake City and Seattle. The

McMURDIE McMurdie move coincided with the introduction of the new Rowe-AMI phonograph and stereo wallbox.

The Circle International Hawaii branch, located at 849 Halekauwila in Honolulu, will be under the management of John Detweiler.

Far East operations, under the direction of Y. Nakanishi, are headquartered in Tokyo.

McMurdie, who made one of his frequent trips to the Far East in August, returned to report to Billboard correspondent Godfrey Lehman that Japanese acceptance of U. S. juke box models was on the definite in-



DETWEILER and sen into

crease with less demand in the Hong Kong and Philippine markets.

**Open House**  
"The Japanese public is pouring yen and sen into American juke

## Holiday Rentals Off Past Years

DENVER—The Christmas season profit picture has changed here so far as juke box rentals are concerned, a survey of the Denver area indicates. Over the past five years, few operators have made much of an attempt to rent phonographs for Christmas and New Year's Eve parties. Only two operators intend to make any effort at all in this direction during the 1965 yule season.

The primary reason for apathy on the Christmas rental subject is simply low profit in comparison with high expense and labor, according to Mike Savio of Draco Sales Company. "Clubs,

societies, churches, etc., think nothing of spending \$50 to \$75 for even the smallest combo to put on such entertainment," he said, "but when it comes to spending \$25 for a phonograph, they balk. Actually, if rental customers would let us program the phonograph with records already available, there might be some worthwhile returns. Invariably, however, the customer has a lot of special requests in mind for the party, dance, etc., and coming up with these records does away with the profit potential."

Most operators queried point out that the cost of testing a phonograph, programming it, delivering it to the location, and picking it up again goes much beyond the \$25, which is the maximum the market will pay.

## Idaho Pinballs Decreed Legal

BOISE, Idaho — The Idaho State Supreme Court recently decreed that an "add-a-ball" pinball machine is not a gambling device.

In a unanimous decision written by Justice C. J. Taylor, the high court reversed a District Court ruling that such a machine seized in Nez Perce County should be destroyed as a gambling device.

Justice Taylor's opinion said that since a person playing this machine could not win money, checks, credit or other representatives of value outlined in the State's gambling statute, the machine did not violate the law.

## Cigaret Sales Dip; Taxes Up

RICHMOND, Va.—The Tobacco Tax Council recently released figures indicating that tax-paid cigaret sales in the nation were down 1.6 per cent for September 1965 as compared with September 1964.

Cigaret tax increases enacted earlier in the year have had adverse effect on sales. In New York State, for example, sales of cigarets dipped heavily again. For the first six months under the new rate of 10 cents per pack, sales were down 13.2 per cent when compared with sales for the same period of 1964.

This past September taxes in 48 States and the District of Columbia were imposed on nearly two billion packages of cigarets. The volume of packages taxed in the same month of last year was slightly over two billion.

The total of cigaret taxes for this past September in the 49 jurisdictions was over 136 million dollars.



## Coming Soon:

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

Jan. 29-30—Illinois Coin Machine Operators Association quarterly meeting; Springfield, Ill.

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'Specialized' Routemen

# Blum Applies New Business Techniques

By BEVERLY BAUMER

WICHITA, Kan. — United Distributors attributes its success to progressive business techniques such as an incentives system, employment of a full-time public relations man, and the availability of a specialized routeman—phonograph, game or cigaret for each location.

Mark Blum, founder of the \$420,000 per year business, told Billboard that he knows of "no other company that has a routeman-collector who specializes in a particular field. Our music routemen check and service only juke boxes, our cigaret men service only cigaret machines, and our game men deal only with amusement devices.

"It may seem," said Mark, "that this added route service would raise operating costs too much, but over the past 20 years we've found that the end justifies the means. We have more money for the company and we make more money for the location.

"First of all," said Blum, "no one can compete with our service and we do not lose any customers. Second, we always have

someone from the company visiting the locations and keeping an eye on the customer's various needs, such as change shortages."

### Typical Day

A typical day for one of United's routemen begins by reporting to the office and then starting on a selected number of locations, where he collects the money and cleans the machines. He has a fixed number of locations to check daily. In order to reduce driving time, these locations are in specified sections of the city. So well-timed are his stops that Blum can usually count on reaching a routeman any time of day with just a single phone call.

Blum said his routemen are "on a schedule so that locations can expect them within 15-20 minutes of a set time on a given day."

All routemen and employees at United work on an incentives plan. Routemen are paid base salaries and receive commissions for all money exceeding a certain figure.

"In this way the routeman is like a partner," Blum said.

"The routeman is interested in seeing that a location gets the best service, the latest equipment and the most out of the machinery since it means money to him, the routeman.

### Incentives

"We've found that where routemen are paid salaries only, if you give them new locations to check, you're doing nothing but giving them more work for the same amount of money," said Blum. "By giving routemen commissions and letting them know that it means money to them, they're not only glad to get new locations, but actually look for new business in their spare time."

Blum said his office keeps a report of the take on each machine. "Sure, it costs more money to break down the data," he said, "but it pays off. When we find an amusement machine falling off, we take it out. If it's a juke box, we change the programming."

Blum said his music routemen meet at least three times a week to discuss which records are doing the best (and worst) on their routes, and to talk shop in general.

Records are taken out according to counts on the play meter of each phonograph. About 8 to 10 records are changed every week. The lowest playing records are removed, except in the case of a new release that hasn't yet had time to become popular.

United operates about 200 music machines, about 80 pool tables, approximately 75 pinball tables and 75-80 bowlers. A subsidiary, King Vending Co., operates 125 cigaret machines.

Blum's public relations man, Delbert Selby, is an innovation in the coin machine business. Each day Selby pays calls on the firm's locations, ironing out any problems and soliciting new accounts.

"I guess it is a new thing for the industry to have a public relations man," said Blum, "but it's working out real fine for us."

Blum, who established the Wichita firm in 1940, had been in the coin machine business for many years before moving to Kansas. "I've been in the industry through depression and boom periods and have found that it survives and grows in both good times and bad. I've dabbled in real estate, oil and finance, and I can honestly say that the return on capital investment in coin machines is as good as in any other business."



MARK BLUM, owner of highly successful Wichita, Kan., operating firm, conducts much business by telephone.



UNITED DISTRIBUTORS service crew poses in front of amusement machines that make up large part of Wichita firm's route.

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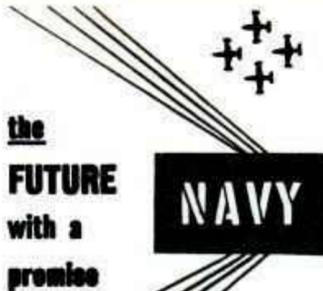
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# Gordon's Play-Price Hike Plea Pleases German Ops

By OMER ANDERSON

COLOGNE — German operators are giving unqualified endorsement to the call by Seeburg President J. Cameron Gordon for higher phonograph play prices.

In the opinion of Germany's operator association, the Central Organization of Coin Machine Operators (ZOA), price hikes are long overdue in this country and cannot be longer delayed.

Manufacturers are prodding the operators. Gerhard W. Schulze, spokesman for the manufacturers, says the public interest would be served by boosting play return to realistic levels enabling operators to upgrade equipment.

Addressing an 11-nation meeting of Seeburg dealers in Zurich, Gordon said music is now too cheap in the light of the rising cost of living everywhere.

"Now, with more magic in all that coin-operated music has to offer—stereo, discotheque, little LP's," Gordon said. "Now is the time for operators to get a larger cash return."

Gordon singled out the Germans for special admonition. "In Germany," he said, "operators must start to change their thinking or they will be in serious trouble, as costs are going sky high."

Gordon's words had a prophetic ring. A few days later, German labor unions announced they would make new wage hike demands based on the rising cost of living. The Bonn government, in response to fear of inflation, announced plans to suspend customs tariffs on certain foods and organize large-scale imports to drive down domestic prices.

**Hercules?**

German distributors are united as to the urgency of increasing

play prices, but divided as to whether they are the effective instrumentality to this end that Gordon believes them to be. At Zurich, Gordon exhorted distributors to prod operators on price hikes.

One distributor chided, "Gordon tends to think the distributor is Hercules. The tendency on the part of both manufacturers and operators is to dump their problems on the distributor. In the case of Germany, it just won't work."

This distributor referred to the difficult pricing situation in this country, spawned partly by geography and partly by equipment. In some areas, traditions of frugality and hostility to juke boxes have influenced operators to keep prices as low as 10 pfennigs (2½ cents).

At the outset, the low price was instituted to popularize phonograph play. Later, operators became captives of their own price-cutting.

**Royalties Rise**

Competition between U. S. and European equipment has influenced the German price structure. Three types of locations have emerged: with new U. S. equipment; with new European "compact" machines; and reconditioned U. S. equipment.

Locations with less expensive machines have kept prices down for competitive reasons.

Whatever the reasons, German operators are now agreed on the urgency of price increases. Trade studies show that juke box play, on a relative basis, is the most "under-priced" entertainment field.

The result has long been apparent. Equipment sales have stagnated as operators have had to defer purchases of new equipment. Meantime, music royalties and local license fees and taxes have risen in step with inflation.

Stagnation is now settling over the phonograph trade generally. Phonograph production is lagging; locations are diminishing instead of increasing; and collections are down.

Trade experts agree that this vicious circle can be broken only by boosting prices and improving equipment.

## NEWS BRIEFS

### New Phono Console

BAD HOMBURG—A new phonograph console, the Jupimatic, is being introduced on the European market by Jupimatic Musikgesellschaft mbH of Bad Homburg.

The Jupimatic is a compact console designed "to bring elegance and luxury of sound to the smallest location." It has a discotheque format and comes in stereo with a selection of 120 records.

Jupimatic is promoting the new machine as "Europe's answer to the American discotheque—less expensive and more practical for smaller European locations. Why send a man to do a beautiful girl's job?" In keeping with this theme, Jupimatic calls its machine "the Queen of the Consoles."

# European Enthusiasm Over 'Atlantic Alliance' Grows

COLOGNE — West German coin machine operators are looking forward to taking up negotiations "soon" with the Music Operators of America (MOA) for the creation of an Atlantic alliance of operators.

Officials of the Central Organization of German Coin Machine Operators (ZOA) say they are "delighted" with assurances given by Fred M. Granger (Billboard, Dec. 4) that if and when European operators are accepted as MOA members, they will be "full-fledged members."

Europe's most ardent champion of an Atlantic alliance is Hasso Loeffler, chairman of ZOA and acknowledged as a senior statesman of the European trade.

"It is just as important for coin machine operators to unite," said Loeffler, "as it is for politicians and businessmen. We respect the MOA as a powerful and positive force for the advancement of coin machine operating everywhere. At the same

time, we feel that ZOA has made noteworthy contributions to operator progress."

ZOA officials said they were "gratified" that Granger clarified his proposal to take European operators into the ZOA. Some German trade leaders had the impression Granger contemplated an "associate" or "second class" status for the Europeans inside MOA.

**Imperative**

Belgian and Dutch operators are no less enthusiastic than the Germans about proposals for an Atlantic alliance of coinmen. The Belgians make the point that while tax matters are "the tie that binds," such an alliance is becoming imperative to help sort out problems created by the dominant position achieved by American equipment in the European market.

German operators would like to forge a solid front of German and U. S. operators to negotiate with the manufacturers, whose

*(Continued on page 62)*

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# DISCOTHEQUE RECORDS

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

## HOT 100

TITLE	TYPE OF DANCE	ARTIST	LABEL
GET OFF OF MY CLOUD A LOVER'S CONCERTO 1-2-3	Jerk Slop Mashed Potato	Rolling Stones Toys Len Barry	London 9792 DynoVoice 209 Decca 31827
YOU'RE THE ONE I HEAR A SYMPHONY LET'S HANG ON A TASTE OF HONEY	Jerk Jerk Jerk Shake	Vogues Supremes 4 Seasons Herb Alpert & Tijuana Brass	Co & Ce 229 Motown 1083 Philips 40317 A&M 775
AIN'T THAT PECULIAR TURN! TURN! TURN! I KNEW YOU WHEN MY BABY I FOUND A GIRL RING DANG DOO	Jerk-Monkey Frug Slow Dance Slop Monkey Jerk	Marvin Gaye Byrds Billy Joe Royal Temptations Jan & Dean Sam the Sham & the Pharaohs	Tamla 54122 Columbia 43424 Columbia 43390 Gordy 7047 Liberty 55833 MGM 13397
JUST A LITTLE BIT OVER AND OVER	Jerk Slop	Roy Head Dave Clark Five	Scepter 12116 Epic 9863
<b>SPOTLIGHTS</b>			
APPLE OF MY EYE HANG ON SLOOPY LITTLE BITTY CORRINE I GOT YOU (I Feel Good) PRINCESS IN RAGS	Jerk-Monkey Slop Jerk Slop Slop	Roy Head Ramsey Lewis Trio Freddy Cannon James Brown Gene Pitney	Back Beat 555 Cadet 5522 Warner Bros. 5673 King 6015 Musicor 1130

# Wurlitzer Seeking N.Y. Stock Exchange Listing

CHICAGO — Wurlitzer Co. shareholders will meet Jan. 5, 1966, to vote on a common

## Wurl. Names Sales Manager



MARSHALL A. AMES has been named Eastern regional sales manager for the Wurlitzer Co. He moves to the post from Southern California, where he was sales representative for the Wurlitzer Los Angeles branch. A 15-year coin machine industry veteran, Ames has been employed by such firms as the M. J. Stanley Co., Vendard Corp., Amco Music & Vending and Badger Sales Co. He was once a staff announcer with the ABC-TV network. He will relocate in New York City.

### Enthusiasm Grows

• Continued from page 61

alleged lack of co-operation with the operators is a frequent theme for discussion at German operator gatherings.

Finally, there is strong support for the Granger proposal among Swiss and French operators. As with the Germans, the Swiss and French point out that the peculiarly American character—or at least origin—of the coin trade makes an Atlantic partnership imperative.

On the other hand, there continues to be strong resistance to the organization of European operators under MOA's aegis. There is virtually unanimous opposition to accepting European operators into a merely expanded MOA.

Loeffler and other European officials feel that existing national organizations should remain unaltered to deal with domestic problems and represent their members at the domestic level.

Instead, the Atlantic alliance, it is felt, should be a confederation of the various national groups. Eventually, it is felt, this confederation might be transformed into an integrated organization.

A Belgian operator official said, "We're not military men, but it seems to us that NATO is not a bad example of what we have in mind. A strong international organization, but one which will not infringe on the responsibilities of national groups at the local level."

The Belgians argue, not without prejudice, that Brussels would be the proper site for headquarters of an operator Atlantic alliance. Most German operators believe the headquarters should be in the U. S., because, as one German trade official said, "that's the point to the whole organization—to have representation at the hub of the world coin machine industry."

stock increase from 1 million to 1,750,000 shares. The increase in capitalization, company President R. C. Roling announced, will enable Wurlitzer to apply for common stock listing on the New York Stock Exchange.

The proposed split, approved by directors meeting here Dec. 2, is to be accomplished by a stock dividend at the rate of one additional share for each three shares held as of Jan. 11, 1966. This would increase outstanding shares to about 1,300,000.

"The directors now feel the time has arrived to make the common stock of the world's largest producer of quality keyboard musical instruments available through the facilities of the nation's largest stock exchange," Roling said.

Wurlitzer reported net earnings of \$1,937,271 (\$2.14 per share) on net sales of \$44,154,835 during its most recent fiscal year. The current regular quarterly dividend is 25 cents per share—\$1 annually.

Following the split, the board anticipates establishment of the



R. C. ROLFING: "... the time has arrived."

regular quarterly dividend on the increased shares at 20 cents per share—equivalent to \$1.07 per share annually on the old shares.

Roling expressed confidence that the proposed split will meet with the approval of shareholders.

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# MOA Toting Brand-New Bag Full of Industry Services

CHICAGO—The question, typical of a dues-paying trade association member, came from an old-time Hoosier operator:

"Hey, Music Operators of America, outside of defending my juke box exemption from performance royalties, what have you done for me lately?"

The query never reached MOA officials, but they have long anticipated the challenge it poses. For to exist beyond resolution of the long-time juke box royalty problems, MOA board members and officers agree, the national coin machine operators association must be less the watchdog and more the cornucopia for its members.

This view was expressed by MOA president John Wallace in accepting the association presidency in September, and the doings by the MOA exclusive of copyright legislation (where the performance royalty exemption threat now resides) since the recent national convention have gone far toward implementing Wallace's aims.

Positive services introduced or proposed by the MOA since the national convention include:

**1. Committee for Record Company Communication and Programming.** Purpose: to open new and improved sources of records for juke box operators and expanded markets for record companies. MOA treasurer-elect William Cannon named chairman of the committee. Has been intensively contacting record company executives to discuss juke box record supply problems. Will soon announce full membership of standing committee. Over long term committee will survey industry's specific record needs and make marketing data available to record companies.

Indication of the new record company-operator spirit of co-operation exemplified by Cannon's committee came just last week in a letter from Epic Records director of sales, Mort Hoffman, to the officers and board of the MOA. Referring to the recent MOA national convention, Hoffman wrote: "As a

result of your suggestions, made at that meeting, we immediately initiated the largest single release of little LP's in our history. Your acceptance has been overwhelming . . . ."

**2. International Confederation of Coinmen.** Has been discussed by MOA executive committee without action yet. However, Billboard European correspondent Omer Anderson has polled key European trade association leaders in several countries (see story elsewhere this issue) and has found them eager to set up an international exchange of members and ideas with the American national trade association. ("I visualize a seminar at a future MOA national convention," declared MOA executive vice-president Fred Granger, "at which European operators would conduct discussions of international operating problems.") (See story elsewhere this issue.)

**3. Link-Letter Production.** To appear at first of year and every two months thereafter. Will shunt news and ideas from regional association through MOA offices to other regional associations. Supplements—does not replace—MOA's regular Newsletter.

**4. Organizational Aid.** Services of MOA executive vice-president Granger pledged to assist information or enlargement of trade association anywhere in country.

**5. Improved Insurance Coverage.** MOA Group Life Insurance trustees met just last week with insurance company officials to discuss making plan more attractive to all employees of member firms. (Granger, Lou Casola, Clinton Pierce, Les Montooth are trustees.)

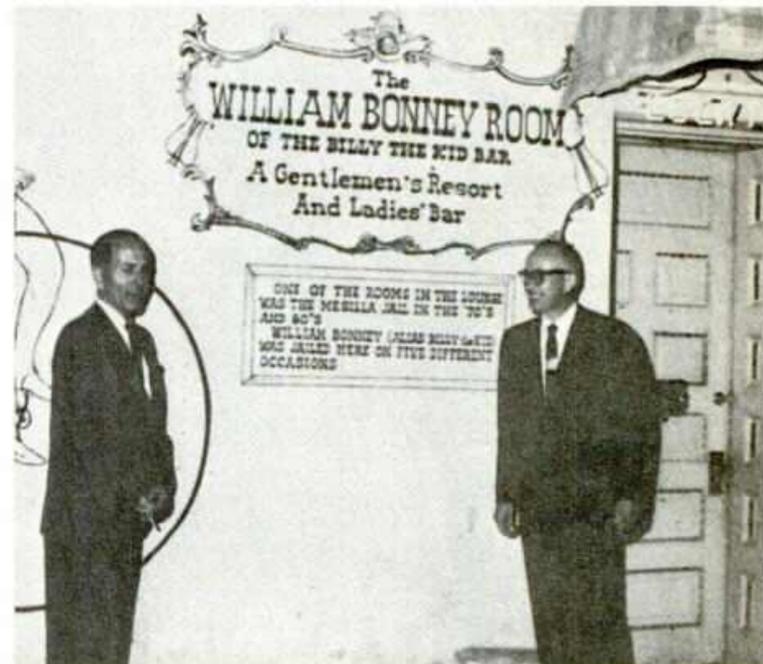
**6. Group Pension Plan.** Now in the works. MOA will soon survey members to see if enough interest to add this service. (Small businessmen frequently lack the pension coverage that employees of large companies obtain via company benefits.)

**7. Specialized Technical Training Program.** MOA involvement in serviceman training began with statement of industry need provided to Denver school administrator Jack Moran following recent convention. (Moran subsequently was granted Federal support for his school in Denver.)

Last week MOA officials met with officials of the Manpower Training Section of the Illinois Department of Labor in Chicago to discuss the establishment of a regional school for the training of coin machine servicemen. The department is partial to the MOA's plan, it is reported, and tentative opening date for classes is Feb. 1. Some 30 students would be enrolled, drawn from the ranks of member operating firms.

The school will be "specialized" in the sense that training will zero in on the very machines now on the nation's routes. Such to-the-point instruction is frequently lacking in training programs incorporated in the curricula of existing technical trade schools.

# Billy the Kid's Jail Now a Juke Box Stop



WILLIAM BONNEY, alias Billy the Kid, was locked up here five times. Subsequently converted to a courthouse, the same building was the scene of Billy's hanging sentence. Today the Mesilla, N. M., landmark is a restaurant and a juke box location serviced by Alfred D. Harper, Consolidated Music Co., Inc., Las Cruces, N. M. Harper is pictured at the left about to enter the Billy the Kid Bar to buy a drink for Wurlitzer sales manager, Bob Bear.

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# Vending News Digest

• Continued from page 56

made up 26.18 per cent of total sales during the year.

## New Quarters Are Minor Nuisance

SAN FRANCISCO—The new nickel-clad quarters flooding the country aren't going down too smoothly in local vending machines. But the coin's burred edge—not its mineral composition—is being blamed for some excessive rejection by venders, juke boxes and games.

"Any new coin has a ragged edge," explained John Dickson, general manager of Automat Vending Service, Oakland, "and this causes trouble until the edge is worn down."

Leslie McCleary, owner of S. F. Operators Service, has run tests on the new coins. "Using 12 representative coin chutes,

we found a rejection rate of about 20 per cent," he said.

## Canteen Picks 2 Executives



CONINX ROGERS

CHICAGO—Automatic Canteen Co. of America last week elected Frank L. Coninx vice-president in charge of all food operations and James O. Rogers vice-president over the restaurant management division.

## American Lands Base, VA Hospital

COLUMBUS, Ohio—American Automatic Vending Corp. has been awarded vending contracts (all services) by nearby Lockbourne Air Force Base and the U. S. Veterans Administration Hospital at Chillicothe.

# EUROPEAN NEWS BRIEFS

## Training Program

ROTTERDAM—The Dutch coin machine trade has instituted a large coin machine technician training program.

The program has been organized on a continuing basis with the aim of eliminating permanently the chronic shortage of technicians which has hobbled the Dutch trade.

Liaison has been established between the trade and Dutch schools. Promising youths are offered training as technicians, the training being conducted in cooperation with Dutch technical institutes.

At the same time, the Dutch trade has upgraded the image of the coin machine technician through increased pay and fringe benefits and the title of "technical engineer." Many youths with no inclination to repair juke boxes jump at the chance to "engage in the profession of technical engineer."

## Dutch Training

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# Manufacturers Pulling Together on Pin Laws

CHICAGO — D. Gottlieb & Co. and Williams Electronics Corp. are working hand-in-hand in the legal interests of amusement-type pin games, Billboard learned last week.

Since September of this year, Washington, D. C., attorney Rufus King, who has been a long-time legal representative and troubleshooter for Gottlieb, has been also retained by Williams.

Lilian Kubicek, counsel for Seeburg Corp., of which Williams is a subsidiary, told Billboard that the two companies are pooling their resources because both have identical interests in many areas.

## Accent Positive

Reached in Washington, King said he is representing the two companies in situations where legal problems arise affecting the machines of both concerns. "Right now I'm busy putting out little brush fires and trying to explain the difference between gambling and amusement machines to various local officials. Soon I hope to accent the positive, and try to explain our point of view before any trouble arises."

One of King's current projects is to represent interests of the two companies in Kentucky, where amusement machines have been recently seized along with bingo games.

King is working with a Louisville attorney hired by Gottlieb, Williams, a Kentucky distributing firm and a Kentucky operator.

Late in 1964 Billboard polled executives of the five major game manufacturing firms and found all eager to initiate some type of concerted effort toward clearing up much of the gross confusion over pinball legality about the country.



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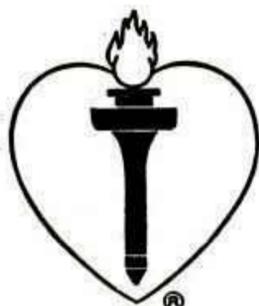
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# Operator Poll Turns Up Distinct Personnel Needs

By EARL PAIGE

CHICAGO—While operators from widely separated sections of the country often spoke out on a variety of problems related to their respective regions, one problem is openly recognized as being universal throughout the entire coin-machine industry: the problem of route mechanics.

The subject was one of several dominating a special series of round-table discussions during the "Carnival of Ideas" pro-

gram at the recent Music Operators of America convention.

Many operators, such as John Deoudes and John Cokinos of D. C. Vending Co., Washington, D. C., have inaugurated route-mechanic training programs of their own but still endorse a program of national scope hopefully subsidized by federal support.

### No Lost Effort

"We're fortunate enough to have an excellent service manager," John Cokinos related,

"and we're paying him extra to hold schools right in our own shop three days a week. We use equipment that's already in the shop for repair so there's no lost effort in our operation and," Cokinos went on, "it's worked out for us."

But if route-mechanics are in short supply so are service managers capable of training them and D. C. Vending's John Deoudes qualified their success when he noted, "We're real lucky to have a man like Stan Miles who can train our men."

Thomas Baker and Kenneth Flynn from Flynn Bros. Amusement, Havre, Mont., take a slightly different approach with a promising service manager employed on their route. "We sent our man, Ned Mariani, in to the Seeburg school here in Chicago," Baker related, "and it worked out very well."

### Regional Approach

Another person aware of the need to have regional schools is Jack Moran whose school in Denver has been turning out some trained service personnel. "We'll probably need four schools," Moran said, "one here in the West, another one in Chicago, one in Philly or New York and probably one in the South—maybe Atlanta," he suggested.

MOA nominating committee chairman Harry Snodgrass, who recently hired a Moran graduate for his own operation in Albuquerque, N. M., was equally enthusiastic about an over-all comprehensive approach. "This man has worked out fine," Snodgrass related, "but this is just the beginning. We have to have a comprehensive program," he said.

### Loss

Several operators, such as John Masters of Missouri Valley Amusement in Lee's Summit,

Mo., expressed the need to keep trained mechanics in the coin industry. "Here around Kansas City," Masters remarked, "the airlines have found that our mechanics make good service people for them. Here's something we have to watch if we start training men—we don't want them drifting off into other fields."

Hymie Zorinsky of H. Z.

Vending Sales in Omaha, Neb., also aware that route-mechanics drift off into other industries, typified the over-all concern for some kind of service personnel training program when, like many operators, he said, "There's no question that we have to have some kind of program. I don't know how it will work out. But we have to try it," he said.



"A JUKE BOX THAT MAKES MONEY," declares Rowe Manufacturing vice-president/marketing, Fred Pollak, to distributors at the unveiling of the new Rowe-AMI juke box and Wall-Ette wallbox, "is what the operators has wanted and needed. . . . We have been instrumental in finally stabilizing this industry as a juke box industry."

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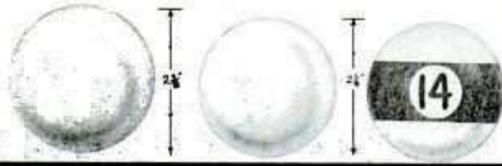
## Two-Way Radio Solves Sticky Service Problems

DENVER—Probably no juke box operator in the nation has better control over collectors and mechanics (and at lower cost) than Apollo Stereo here.

Since consolidating the old Stereo Music Systems and Apollo Music Co., and moving to a new location in the mid-town Denver industrial district,

Apollo Stereo has installed two-way radio communication in 10 route service vehicles. The radio communications were built by veteran head mechanic Jack Hackett, an expert with all phases of electronics.

The main control station, instead of operating from a separate room such as is usually the case with major-scale juke box operations, is mounted directly on the service bench at Apollo Stereo so that veteran mechanics, already at work on phonographs, vending machines and complete music systems, can contact any routemen without difficulty. Where a serviceman runs into a baffling problem on location, it is a simple matter for the radio system to connect him immediately with the man who has had the most experience in this field.



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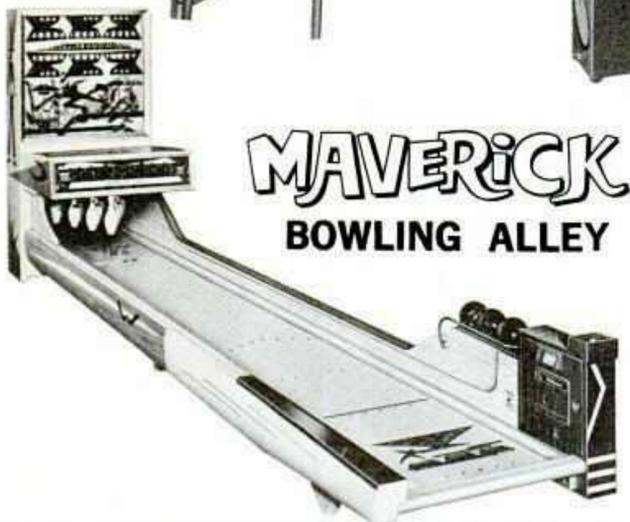


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## NEW EQUIPMENT



**BANDSTAND.** New stereo juke box built by Rowe Manufacturing, Whippany, N. J. Features the Rowe Stereo Round sound system; offers up to 200-disk capacity. System described as "stepped up" over that of company's latest model, the Diplomat. Side panels of vinyl steel, performed in side speaker area, eliminating speaker grills. Color trim on top, center and lower extrusions, with new animation area and identification area for operator's name plate. Also introduced new Wall-Ette stereo wall box (not pictured). Has unique phasing techniques and angled speaker placement in compact configuration. Push buttons control volume. Twelve display panels for miniature album covers. Has plug-in relays, accumulator credit unit, dual pricing switches; is heat-proof, break-proof; has Lexan Pages and knob. Unitized selector and speaker assembly may be removed and replaced in 60 seconds with two screws and two plug connections.

## Phoenix Firm Rents Phonos

PHOENIX, Ariz. — Rentals are the answer to many of the profit problems in operating a widely scattered route, according to Bill Bryant, of Valiant Amusement Company, here.

During the past three years, Bryant has turned to rentals with outstanding success, primarily because of what he refers to as "a wicked situation" in bar turnover. Phoenix, like many other cities blossoming out in the Southwest, is over-saturated with bars and cocktail lounges, which would change hands unexpectedly, often several times in a single season, and always with dire results for the juke-box operator concerned. Loss of profit, bookkeeping problems, and other considerations were making bar turnover a real headache.

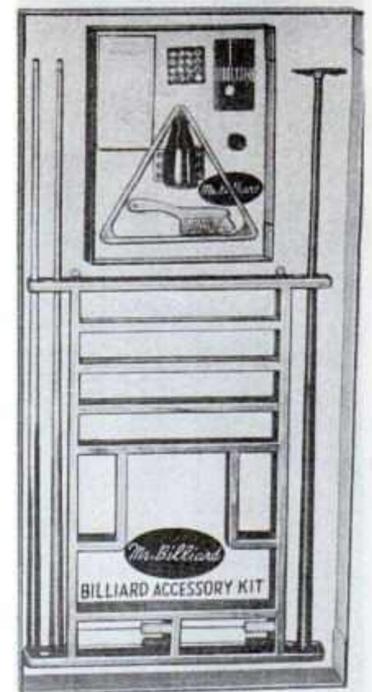
Also, of course, there was the matter of marginal locations which showed such little returns that the only way that they could be profitably serviced would be with older machines. Bryant knew that in most cases, installation of a new machine, with 200 selections, and plenty of stereo appeal, would solve this problem. Therefore, where small neighborhood bars would show only a \$5 to \$7 return per week, with an old machine, Bryant began encouraging location owners to rent a new machine instead and put out more merchandising effort.

### Price Boost

MUNICH—West German operators have opened a drive to boost the juke box per-play price to 25 pfennigs (6½ cents).

In some parts of Germany play is still pegged at the post-war price of 10 pfennigs and over Germany generally 20 pfennigs is the maximum.

Operators contend that juke box play is virtually the only price to remain constant in Ger-



**BILLIARD ACCESSORY KIT.** Available from the Dynaball Co. Skokie, Ill. Three kits offered ranging in price from \$32.35 to \$43.35. Shown is kit 2454E consisting of hardwood cue-and-ball rack with four scoring racks; two 52-inch cues; aluminum bridge-head and stick; wood triangle for 2 1/4-inch balls; shake bottle and set of 16 tally balls; complete cue repair kit; instructions; Billiard ABC Book; table brush; six pieces of chalk; chalk holder. The less expensive racks are of hardwood and plywood.

many in the last decade. The cost of living index, meantime, has soared by 33 per cent.

Operators are caught in a cost-price squeeze which is preventing them from replacing equipment and keeping music programming current with the latest top tune lists.

The trade is seeking to have the Bonn government mint a 25 pfennig coin, which would simplify a general advance in the juke box per-play price. At present coins are 5, 10 and 50 pfennigs and one Deutschmark.

December 18, 1965, **BILLBOARD**

# Pinball Game Technology

• Continued from page 58

not hold long. The country was climbing out of the depths of the depression, and the pinball-machine industry, to cover mounting costs and to take advantage of the rising wealth of the nation, raised the ante to five balls for 5 cents.

## Electronics

The war curtailed new developments, but in the late 1940's the innovations were fast and furious. The pop bumper and the kicker holes which hit the ball back onto the playing field with terrific speed by means of an electronic spring mechanism, added a great deal of spice to the game.

Reel-type scoring devices, similar to the mileage indicators of the automobile, made possible many variations in the amount of points a player might gain for hitting any particular bumper or hole of the machine. Single-point scoring made action more continuous, and the tension of winning (or losing) by a lone point was another boost to player interest.

The tilt mechanism had also become electronic and more decisive. Hit the machine too hard and Pffft!, the bells stop ringing and the lights go out. The man-handled machine wins by default.

However, too much was dependent on luck. The losing player could merely shrug his

shoulders and claim he had not really been beaten. But then, along came the man who rocked the industry, Chicago's Harry Mabs. After accidentally crossing the wires that caused an experimental lever to strike a ball, Harry knew he had something. Now the player would possess a real weapon to fight with.

## Flippers

The first machine with flippers, Gottlieb's Humpty-Dumpty, was the model-T of the pinball world. The public loved it, pingame proceeds increased with leaps and bounds, and flippers became a standard item. Machines built in the pre-flipper era had to be equipped with special flipper kits to prevent their overnight obsolescence.

The first flipper machine had six of them, arranged in three pairs in the playing surface of the machine. Since then, after many variations, the two-flipper machine seems to have become the most popular. Technological advances have greatly improved the flippers themselves. Once weak and slow, the new flippers introduced in the early 1950's responded to hair-trigger timing by quick-fingered players.

It was a game of skill now,

and a free-game recorder was essential to the machine. POW! Like a gunshot from the Wild West, the recorder scored man's KO over machine and posted the victory for all the world to see.

Two- and four-player machines, allowing for more direct competition; mechanical additions (such as Williams Electronics' horse and auto race tracks) to the backboard; hula dancers that "actually move" while you play the machine (don't let it distract you, son; keep your eye on the ball), and other improvements brought us to the modern era of tall, colorful, complex, efficient machines that give no quarter and ask none.

And the industry is still moving ahead. Tight-lipped designers bend over drawing boards to study blueprints as complex as those at Cape Kennedy. Industry spokesmen smile cordially but answer questions only with vague remarks about "trade secrets."

The pinball industry is now a big business which reaches to all corners of the earth. In an old German castle on the hills above the Rhine River, the proprietor treats visitors to a quick historical tour, a meal, souvenirs, and the chance to play a pinball machine. In one tiny Turkish

town, the only electrical equipment other than light bulbs are a pair of Chicago-built pin-games.

Newspapers sometimes call pinballs Grade B entertainment, but operators know that the best locations for these games are college campuses where students and professors relax together over a glass of beer and a pinball game.

This universal appeal of the pinball machine, a device that started out as a simple amusement game of the depression, has been facilitated by a series of progressive engineering innovations which have helped the machine keep pace with the changing technologically, oriented 20th century.

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Call our PARTS & SERVICE Dept.  
for all your Typer needs

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## Fischer's "New," Smaller, Precision Weight

Size OLD STYLE Cue Ball

NEW MODERN Cue Ball. Same Weight as Object Ball

**CUE BALL**  
FISCHER'S New Cue Ball Strikes Object Ball 31/1000 Above Center for Much Better Play and Skill.

Cue Ball Center  
Object Ball Center  
31/1000 difference

When You Think Billiards . . . Think FISCHER—That's Quality!  
**FISCHER MFG. CO., INC., TIPTON, MO.**

## GOTTLIEB'S 2 PLAYER

# Paradise



### First time in a 2 player game!

- EYE CATCHING ANIMATED HULA-DANCER IN LIGHT BOX!
- POPULAR "RELAY-ACTION" KICKOUT HOLES.
- ROTO-LIGHTS INDICATES VALUE OF RELAY HOLES
- 4 ROLLOVERS — 4 TARGETS INCREASES VALUE OF HOLES AND SPINS ROTO-LIGHTS
- 6 ROLLOVERS TURN POP-BUMPERS ON AND OFF FOR SUPER HIGH SCORE
- NEW! DIAGONAL ROLLOVERS GUIDE BALL DIRECTLY IN FRONT OF FLIPPERS.
- NEW! COLOR-DISC TARGETS.
- 3 or 5 BALL PLAY
- MATCH FEATURE

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3. There is less chance of damage.

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## Rents 100-Selection Unit for \$35

MINNEAPOLIS — Juke box renting to private parties for a single evening affair has become of some importance for Advance Music Co. here, which will place a 100-unit machine at a flat rate of \$35.

At the National Governor's Conference, held here, a downtown hotel ordered a machine for entertaining teen-age sons and daughters of the governors. On this occasion, Advance sent only a complimentary bill.

Another recent request was for a machine to be set up in the hospitality room maintained by the Minneapolis Aquatennial, during this summer's city festival.

But various groups who do pay for the privilege find a juke box an interesting adjunct for their party or event. The machine may operate on a free-play basis or require coins, as at a fund-raising event, with the renter keeping the receipts.

## Doctoring for Quarter Acceptance

By BRUCE WEBER

LOS ANGELES — Vending machines are accepting their new diet of low-silver quarters with a minimum of indigestion since vendors adjusted machines to take the new coins minted by the government to save silver.

It took some delicate doctoring of the vending machines, however, to solve the problem

of machines that were rejecting 20 per cent of the new coins. The new quarters weigh 97 grains, as compared with relatively new silver quarters, which weigh 102 grains.

As a result, a San Francisco vending machine company instructed its maintenance crews to adjust all its machines to swallow the new quarters.

Sam Martindale, of the Can-

teen Service Company of San Diego, the largest vending machine company in San Diego with more than 3,500 units, said all maintenance personnel with his company were instructed to adjust vending machines because of the high rate of coin rejects.

"If we hadn't adjusted our machines," Martindale said, "about 20 of every 100 new quarters would have been rejected."

### Kidney Bean

The anatomy of a vending machine, Martindale said, is rather complex. It has to be, or else it would dispense kidney bean salads for slugs, cocoa for 10 centavo pieces and sen sen for 10 yen pieces.

Any metal inserted into the machine's slot must pass several tests to keep from being regurgitated into the reject tray.

The first test is conducted by a cradle that weighs inserted coins. Too heavy or too light on the cradle's arm, and the coin is summarily dismissed into the coin return channel.

But the most rigorous test is conducted in a chute that carries coins past magnets, Martindale said. An unacceptable coin may be slowed down too much by its electric field and the magnets. Or it may not be slowed down enough. In either case, ping, a deflecting separator rejects it into the return chute.

The new quarters, being made out of two cents worth of copper and nickel, do not fit the old gourmet tastes of the vending robots.

But, like people, robots may be adjusted.

ALSO AVAILABLE IN *Add-A-Ball* MODEL

Get the new

Single  
PLAYER

Bally

TRIO

for sweetest cash-box music in years



**AUTOMATIC  
BALL-RETURN  
E-Z LATCH  
PLAYFIELD PANEL  
FRONT MOULDING  
BACKGLASS**

DOUBLE  
HOLD-OVERS

**1 to 10 Backglass Advance**  
Each ball through Free-Ball Gate advances Music Notes one step, Note 10 scores SPECIAL.

**10 TO 200 BUILD-UP BONUS**  
Hit Red, White or Blue Target when lit to advance BONUS 10 points. Shoot ball into Bonus-Hole to score indicated BONUS.

DOUBLE CHANCE

to light Red, White & Blue Targets insured by double trio of Button-Rollovers. Red, White & Blue Targets hit when lit advance Bonus. Bonus advance lights Yellow Target to score 50, lights Special Rollover, opens Free-Ball Gate, which is key to Backglass Advance. TRIO concentrates scoring strategy in a trio of "looks-easy" Targets which keeps players coming back. You'll yell, "Three cheers for the Red, White & Blue," when you count top TRIO collections week after week, month after month. Try TRIO today.

## Split Burglar Alarm Expense

MINNEAPOLIS—A rise in tavern burglaries involving rifling of cigarette machines has prompted Advance Music Co. here to split the cost with locations of installing burglar alarms.

Norman Pink, head of Advance, says, "We are concerned about these break-ins and at our good locations, we urge the owners to install burglar alarms, if they do not have them already."

"We even share the \$80 cost for installing such a system, because it's well worth it to us to have the place protected in this way. The cost of repairing damaged machines can be high."

Some bar owners, he said, have felt alarms weren't needed as long as they carried burglar insurance.

### Daylight Robberies

"But their insurance usually covers only their safe, inventory, and so forth. The vending machines are not covered. And, besides it isn't just a matter of insurance coverage. If a burglarly occurs, there is likely to be immediate need for replacing fixtures or other inconveniences, if not losses.

"As a result, we work closely with a local burglarly alarm firm and try to get alarms put in where we feel they are indicated."

Another break-in problem involves daylight robberies of machines, like cigarette venders, in some fairly busy locations.

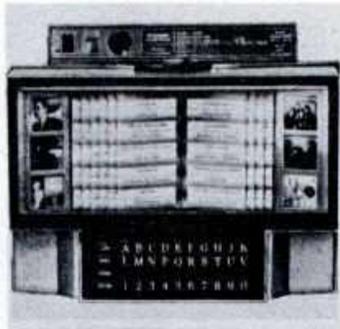
"A group will gather around the machine," Pink says, "and before you know it, they've pried it open and got some contents or money. There was such an incident recently at the Southdale Shopping Center, where we have a cigarette machine.

"We've responded by putting in battery-operated alarms in some machines.

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

# Rowe Unveils New Juke Box

• Continued from page 57



ROWE'S NEW Wall-Ette remote unit.

the new equipment in a New York sales meeting several weeks ago. At that time Rowe President Jack Harper declared: "Developments in our business have been both startling and profitable. We are riding the crest of unprecedented and overwhelming product acceptance."

To distributors, Rowe executives made much over the Wall-Ette. Said Sales Manager Joe Barton: "This new wallbox, promised at last January's meeting but kept under wraps until research and engineering skill could make it the trouble-proof, easily serviced box Rowe would be proud to endorse, is the first remote system to deliver rich, honest stereo sound." (See description of wall box and photo of new juke box in New Equipment section of this issue.)

### Take Five

"The speed of service is extraordinary," Barton said of the new wallbox. "Its design saves a minimum of five minutes a box in changing title slips and collecting money."

"Our new phonograph was designed to complement the new Wall-Ette to a tee," announced Marketing Vice-President Fred Pollak. "Through research and engineering skill, the stereo-round sound of the Diplomat has been stepped up to even greater fullness. The personal involvement with the music 'being there' is even more apparent with the Bandstand."

The Bandstand offers programming options up to 200 selections. The complete Wall-Ette package includes the Rowe-AMI Model HJG Remote Controlled Hide-Away Unit for installations not large enough for full-size phonographs, Model CGA Stepper and Power Unit, Model MAB Money-Meter, a plug-in unit that totals nickels, dimes, quarters and half dollars, and Model 201-12796 Counter Bracket.

### Si Zentner

In appearance, the Bandstand contrasts in distinctive ways with the Diplomat. New color has been used on top trim, center and lower extrusions. A new animation area has been added, plus an identification area for the operating firm. Side and lower front panels are of wood-grained, vinyl-clad steel. Speaker grills are eliminated through the use of side and lower panel perforations.

Rowe announced that to its stable of promotional properties it has added Si Zentner and NBC's "Hullabaloo" dancers. The acts will be used with Killer Joe Piro—previously signed to promote the Rowe Discotheque program—in promoting the new products.

# Winking Light Cigaret Machine Ruled a Gambling Device

PHILADELPHIA—A device featuring a circlet of winking lights attached to the top of a cigaret vending machine was ruled a gambling machine here by U. S. District Judge Alfred L. Luongo and declared illegal in the Eastern Pennsylvania jurisdiction of the court.

The lights are activated when

a purchaser places coins for a pack of cigarets in the vending apparatus. If the lights pinpoint a specific bonus position, he gets two packs for the price of one.

Several of the devices were hauled into court and stripped down for a demonstration by Bruce P. Fisher, a physicist from the FBI Laboratory in Wash-

ington. Fisher made his point with Judge Luongo despite claims of Harold B. Lipsius, counsel for owner of the bonus selector apparatus, that there was no element of chance in their operation.

Judge Luongo ordered the device can no longer be used legally, in private or in public.

U. S. Assistant Attorney Francis R. Crumlish and Department of Justice Attorney Philip Wilens declared that the machines are used throughout the country.

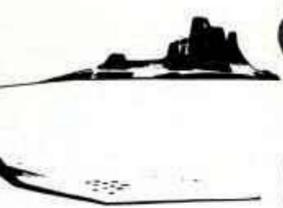


## CHICAGO COIN'S

# Texas Ranger

## Rapid Fire MACHINE GUN

**Not Just Another Gun — Looks Completely Different — Will Stand Out In Any Location**


Adjustable from 100 to 400 shots for 10¢

Average Game Time — 1 MIN.

**Compact Size Fits Everywhere!**  
Only 46" long — 20" wide

- ★ Exciting Animation . . . 3-Dimensional Indian and Outlaw Targets Move Continuously, Forward and Reverse Direction. A Challenge to Marksmanship!
- ★ Special Star Targets Score 10 Times Normal Value, When Lit
- ★ Adjustable for Regular or Extended Play . . . Extended Play on High Score and Number Match
- ★ Gun Swivels — Adjusting to Short or Tall Players
- ★ 10¢ and 3 for 25¢ Play

New, Large Double Capacity Cash Box

Beautifully Styled Cabinet — 3 color artwork on all 4 sides  
Simplest, Easiest Service Ever!  
Location Tested — Long-life, Trouble-Free Mechanism

Mrs.  
of  
PROVEN  
PROFIT MAKERS  
Since  
1931

YOUR DISTRIBUTOR IS NOW DELIVERING THESE PROVEN PROFIT MAKERS  
**PREVIEW BOWLER • GOLD STAR • PAR GOLF**

CHICAGO COIN MACHINE DIV.  
**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

## Pinball Promotion

COLOGNE — SEEVEND, the German sales organization of Seeburg, is giving the new Williams four-player pinball, Big Chief, all-stops-out promotion on the German market. Promotion is being linked to the current Western fad in this country, which has well-to-do Germans spending their weekends at ex-

clusive "Cowboy Klubs" playing cowboys and Indians. Some clubs have ordered a dozen Big Chiefs to fit their Wild West motif.

The Big Chief is also being sold for private game rooms of wealthy Germans who are Western fans. SEEVEND's promotion has been boosted by the showing of U. S. Western films on German television.

The  
**BIG CHANGE**  
is to  
Rowe

SEE AND HEAR THE NEW

Rowe AMI

**BAND  
STAND**

and new Rowe AMI

**Wall-Ette**

at

**TRIMOUNT  
AUTOMATIC SALES CO.**

Branch of Rowe AC Services  
Division of Automatic Canteen Co. of America  
40 Waltham St., Boston 18, Mass.

**Ad Deadline Moves Up  
1 Day  
For the January 1 issue**

Because of Christmas, the advertising deadline for the January 1 issue (distributed Monday, December 27) will be Tuesday, December 21, rather than Wednesday, December 22.

*Billboard wishes you and yours a  
most pleasant holiday.*

## COINMEN IN THE NEWS

### CHICAGO

Atlas Music Co.'s cigar-chomping parts department manager **Mort Jacobs** will have to hustle around and find a little more space in that 30-by-30-foot domain of his, now that inventory is coming in on the new Rowe-AMI Bandstand juke box, not to mention the new wallbox. At last count; Jacobs was riding herd on some 10,000 old parts. "I can supply everything from a half-cent machine screw to a \$100 coffee brewer assembly." **Stan Levin**, Atlas games division sales chief, swears Jacobs is the best parts manager in the world. Jacobs, who's been with Atlas President **Eddie Ginsburg** over 20 years, doesn't deny it. "Every customer is an individual. And we're interested in that individual making money. We're not in the business for one-shot sales. We back them up with service, and we bend over backward to provide it. If a customer needs a part I don't have in stock, I'll strip down a new machine to get it."

Jacobs has seen a lot of juke box models come and go, but his customers keep coming. "We have a lot of second-generation operators doing business with Atlas. They've been coming in for so many years we're just like a big family. I know the names of all their kids—even the names of their dogs."

On Dec. 1, **Bob Moulder** lectured at a service training session at World Wide Distributors. Bob is music field service engineering chief at the Seeburg plant. Some 45 operators were reported in attendance, focusing their attention on the new Electra phonograph. Hosting were **Nate Feinstein**, **Harold Schwartz**, **LeRoy Glaconda** and **Howie Freer**. Assisting Moulder in the instruction, which featured World Wide's unique troubleshooting training technique, were **Sam DePiero**, **Joe Mason** and **Larnell Green**. Among the operators on hand were **Wayne Hesch**, **Charles Bauer**, **Andy Mespo**, **Ray Hochtman**, **Chet Pippin** and **Harold Hogle**, A. & H. Entertainers, Inc., Arlington Heights, Ill.; **Ed Reinke** and **E. Lee**, Apex Music, Niles, Ill.; **Mitch and Dick Glenko**, Dial Music Co., Chicago; **James Fleming**, Height Music, Chicago; **Daniel Mercier**, **Earl Scovilo**, **Roman Chmielewski** and **Thurman Fletcher**, Clover Music Co., Chicago; **Samuel Mamer** and **Samuel Ward**, Blue Bird Co., Chicago; **Paul Folk**, Western Automatic Music, Chicago; **Richard Becket**, Oakdale Sales, Chicago; **Marco Grittam** and **Joe Mendino**, North Shore Music, Lake Forest, Ill.; **Sol Marrano**, **Dick Rusch**, **Sam Nuccio** and **Ray Breen**, A. A. Swingtime Music, Chicago; **John Denaro**, B. & B. Music, Chicago; **Troy Ray** and **John Prolak**, Lake County Music, North Chicago, Ill.; **John Jansen**, Avondale Music, Chicago; **Larry Murphy**, Crystal Music, Chicago; **Neal Rothner**, City Wide Amusement Co., Chicago; **A. Barnett** and **H. Crockett**, Safeway Music, Chicago; **Nathan Peak**, **Jack Holt**, **Morris Sullivan** and **Victor Nardi**, World Wide Music, Chicago; **Thomas Bennet**, **John Stan**, **Rene E. Pirard**, **L. B. Smith**, **Edward Wiegele**, Melody Music Corp., Chicago.

### PHILADELPHIA

**Carl Hobensack**, vending machine salesman for Silco Food and Vending Service, was recently robbed of \$900 in cash and pistol whipped as he was unloading the money from the car behind the Silco offices. . . . **Albert M. Rodstein**, as president of the Pennsylvania Chapter of the National Automatic Merchandising Association and also head of Macke Variety Vending Co. here, scored a publicity beat with the issue of the new minted coins by having photographs taken with **J. Harrison Jones**, president of the Continental Band & Trust Co., and showing the bank chief testing the new silverless coins in the bank's coin-operated vending machines. . . . **Pick a Pack Vending, Inc.**, with corporate offices in suburban Delaware County, was organized for the manufacture, distribution and operation of all coin-operated vending machines. Local attorney **George Philip Stahl Jr.** filed the corporate charter application for the new company.

**MAURIE H. ORODENKER**

when answering ads . . .

Say You Saw It in  
Billboard

World-Wide held another school session the following week on the Seeburg Hydro-Swirl, dry grounds coffee machine. **RAY BRACK**

### LOS ANGELES

**Gary Sinclair**, of Wurlitzer, leaves smog-filled Los Angeles for two weeks in sunny Hawaii—and business. . . . **Clayton Ballard**, manager of the Wurlitzer Los Angeles branch, back from a successful business trip to Ventura County. . . . **Charles Tucker** joins the shipping department at Simon Distributing. . . . **George Muraoka**, of Simon, hustling and working overtime to meet export deadlines (juke boxes) to the Far East and European markets. . . . Actress **Nannette Fabrae** and **James Darren** purchasing equipment at Coin Machine Service Company. . . . **Al Hellman**, vice-president at Coin Machine Service, reports to work after a honeymoon to Miami, New York and the Bahamas. . . . **George Heiberg** joined the mechanical section of Coin Machine Service.

**Ed Schneider**, managing director of the California Music Merchants Association, southern division, resigned his post. No replacement will be named until after Jan. 1. . . . **H. O. Chapman**, of Kings Distributing, excited over his "Rock-Ola Christmas Prize Blastoff" offer. For the purchase of five phonographs you receive an RCA console color television set. Purchase three units and receive an RCA stereo, two units and you receive a Sony portable television and one phonograph purchased earns the buyer an Admiral Playmate 13" portable television.

**Henry Tronick**, of C. A. Robinson Company, all smiles after his daughter, Nancy, was named the best looking gal in the fifth grade at Sherman Oaks school. Henry's son, **Steve**, a senior at UCLA majoring in microbiology, will march with the UCLA band (drums) during the Rose Bowl parade and play during halftime of the UCLA-Michigan State Rose Bowl game on Jan. 1. . . . Both **Al Bettelman** and **C. A. Robinson** continue to improve after operations. . . . **Jerry Kunreuther**, of Pioneer Amusement, visiting the William H. Leuenhagen Company.

One-stop action reports that **Barbra Streisand's** "Second Hand Rose" and **Buddy Greco's** "That Drat Cat" going hot. . . . **Jerry Kunreuther's** wife, **Betty**, will visit her parents in Australia for about three months. . . . **Leo Simone** back at Badger Sales and Vending after a business trip to Nevada. . . . **Ben Rasmussen** and **Joanne Parnes**, both of the Badger Company, battling the flu bug. . . . **Mike Navarro** of Mexico visiting Coin Row. . . . **JoAnne Griggs** (office staff) joins the Struve Distributing Company. . . . **Kent Larson** and **Mrs. Ferd Tuttle**, both of Struve in Salt Lake City, visiting the Los Angeles branch office. . . . **Jerry Graves**, an operator from El Monte, shopping at the Paul Laymon Company. . . . **Alice** and **Jim Palmieri** of San Bernardino visiting Struve.

**BRUCE WEBER**

## Programming by a Doll



**LYN DAHL**, juke box programming doll for Associated Amusement Co., Inc., Oakland, Calif., keeps an extensive record library and auditions all new releases on a small desk-side turntable. Company president **Henry Leyser** had a special room outfitted for his new programming system, which includes three juke box models (shown above), on which Lyn plays records provided by promotion men. The most significant change of Leyser's new record library is the construction of a small series of bins, one for each location served. **Lovely Lyn, 24**, uses these bins to help her make program changes two to five weeks in advance. She distributes the disks in the bins and routemen pick them up before servicing their locations. Perhaps the nation's largest operator, Leyser is continually attempting innovations to modernize his business.

December 18, 1965, BILLBOARD

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## Number Six of a Series



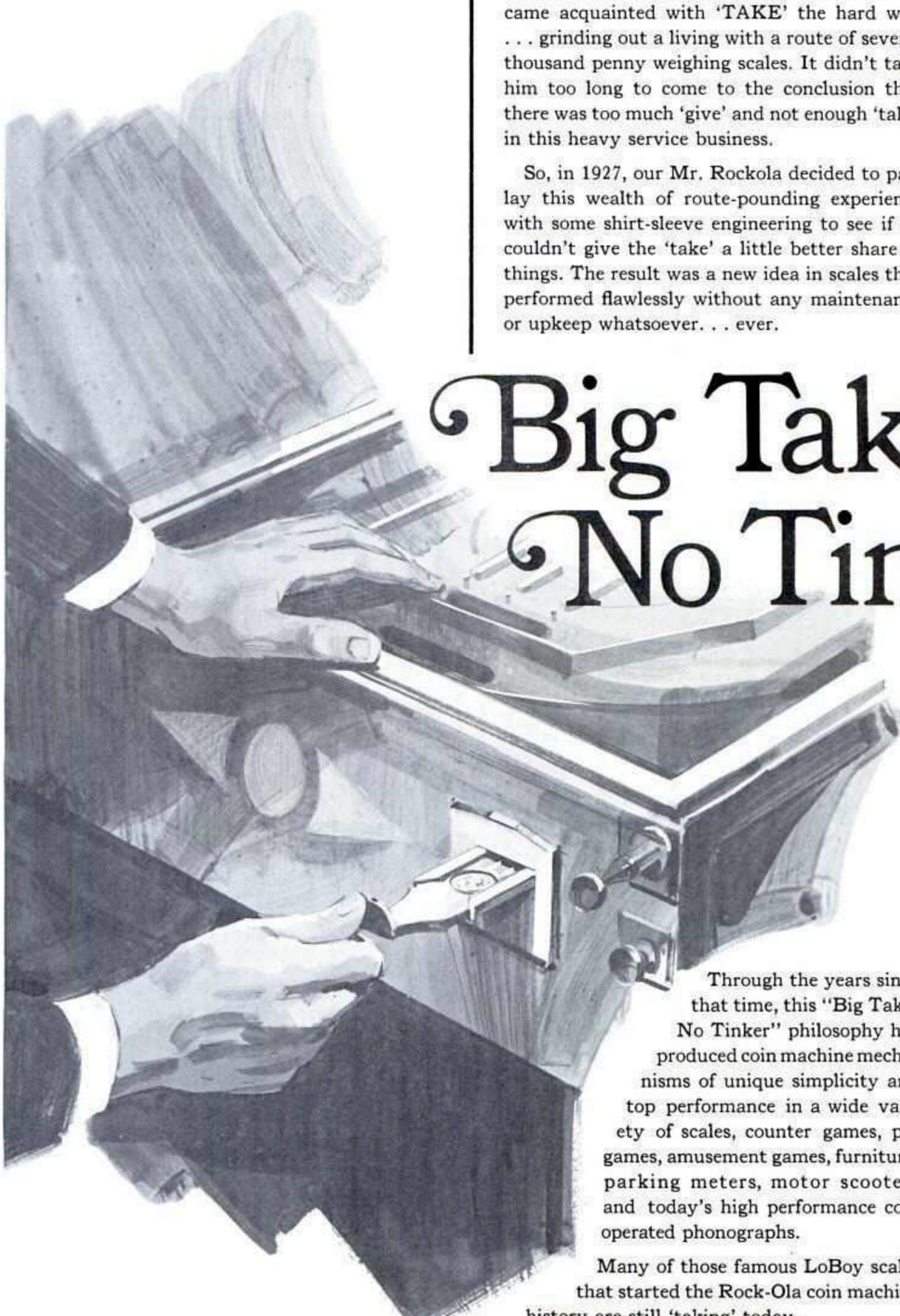
Noah Webster published his famous dictionary in 1828. It's the same one we use today. In it he listed 36 definitions of the word 'TAKE'.

Now, it's pretty obvious that Mr. Webster was not a coin operator . . . it's even more obvious that he never met David C. Rockola. Because Mr. Rockola was a coin operator, and if the two of them had ever exchanged views, there would now be 37 definitions for the word.

Back in the early 20's, David C. Rockola became acquainted with 'TAKE' the hard way . . . grinding out a living with a route of several thousand penny weighing scales. It didn't take him too long to come to the conclusion that there was too much 'give' and not enough 'take' in this heavy service business.

So, in 1927, our Mr. Rockola decided to parlay this wealth of route-pounding experience with some shirt-sleeve engineering to see if he couldn't give the 'take' a little better share of things. The result was a new idea in scales that performed flawlessly without any maintenance or upkeep whatsoever. . . ever.

# Big Take... No Tinker



Through the years since that time, this "Big Take-No Tinker" philosophy has produced coin machine mechanisms of unique simplicity and top performance in a wide variety of scales, counter games, pin games, amusement games, furniture, parking meters, motor scooters and today's high performance coin operated phonographs.

Many of those famous LoBoy scales that started the Rock-Ola coin machine history are still 'taking' today.

If ever there was a year of truth in the world of coin operated phonographs, it was 1939.

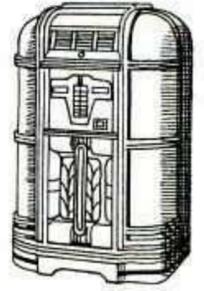
With the trying ordeal of World War II just around the corner, the units produced that year had a trial of performance ahead of them unequalled in previous engineering and design.

This was the year that Rock-Ola introduced the Standard and the DeLuxe models . . . and these models are still talked about among the parts-hungry operators of the war years.



With phonograph parts as scarce as Lucky Strike Green, Rock-Ola operators were making more points than black market nylons.

Through the war and well after V-J Day, the rugged Standard and DeLuxe models were perking along in trouble-free fashion like they were dedicated to the duration.



If Mr. Webster had been in the South Ballroom of the Stevens Hotel in Chicago on December 11, 1938, he might have revised his dictionary right on the spot. Here, Mr. Rockola unveiled his new 1939 models to a special preview audience for the first time . . . what greeted them was the most dazzling array of solid operator features ever seen in the industry.

Cabinet design was a masterpiece of accessibility with full front opening . . . top volume control . . . side cancellation button, and featuring new power in the famous Rock-Ola four tube amplifier. The time-proved mechanical changer mechanism combined with the lightweight crystal pick-up to give long service life.

True high fidelity was achieved through a distortion-free pick-up, special amplifier circuit and a new type speaker . . . all specially engineered to cabinet acoustics and fully baffled.

Following up the Standard and DeLuxe introduction, Rock-Ola opened up new doors of profit to operators with the introduction of the revolutionary Luxury

Lightup Counter model . . . enabling them to capture small locations that never before were receptive to jukeboxes.

Utilizing the same attractive design, fool-proof mechanism and sound system, the Counter model was a 12 selection masterpiece that measured less than 23" in height and was only 24" wide . . . it would literally fit anywhere.



Rock-Ola continued to produce scales, counter and amusement games and introduced a line of sleek motor scooters boasting 30 mile per hour speeds, six-miles-for-a-penny economy and a cruising range of 125 miles.

That's how it was at Rock-Ola in 1939.

A lot of things changed through the years that followed, but the dedication to a policy of engineered simplicity in coin operated phonographs has remained as the foundation policy of Rock-Ola . . . a policy that today has resulted in phonographs of outstanding excellence and trouble-free performance . . . Starlet, Princess Royal and Grand Prix II.

*Rock-Ola Manufacturing Corporation*  
800 N. Kedzie Avenue • Chicago, Illinois 60651



STARLET  
Model 429



GRAND PRIX II  
Model 426



PRINCESS  
ROYAL  
Model 424

ROCK-OLA



music products for profit for 30 years

# ALBUM REVIEWS



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.



## RUBBER SOUL

Beatles. Capitol T 2442 (M); ST 2442 (S)

Featuring all new material composed by Lennon, McCartney and Harrison, they've done it again with this No. 1 chart contender! By far one of their best programmed LP's, they run the gamut from swingers to folk-rock to the beautiful solo ballad performances of Paul on "Michele" and John on "Girl."



## POP SPOTLIGHT

### MY KIND OF BROADWAY

Frank Sinatra. Reprise F 1015 (M); FS 1015 (S)

What can be said for this exceptional package aimed right at the top of the LP chart! The man of this or any year and the music of the Broadway stage fit like hand and glove. The material and the performances are hard to top. Chalk up another LP winner.



## POP SPOTLIGHT

### ON STAGE WITH THE FOUR SEASONS

Vee Jay VJLP 1154 (M); VJS 1154 (S)

Basing the LP on their hot new single, "Little Boy (In Grown-Up Clothes)," the Four Seasons have created another best-selling package with their "live" performance backed by a 30-piece orchestra. Producer Bob Crewe and arranger-conductor Charles Calafello combine for another sales and programming winner.



## POP SPOTLIGHT

### THE FORTUNES

Press PR 73002 (M); PTS 83002 (S)

Featuring their two singles hit, "You've Got Your Troubles" and "Here It Comes Again," the hot British group make an impressive album debut. Perfectly timed with their forthcoming U. S. appearances they should have no trouble climbing the LP charts. Aside from the well-done rock numbers, the group displays a new side in the exceptional rendition of "Maria."



## POP SPOTLIGHT

### RUN, BABY RUN

Newbeats. Hickory LP 128 (M); LPS 128 (S)

With the spotlight upon their current hit single, "Run, Baby Run," the unique trio has a hit on its hands with this strong package. The material is basically recent hit numbers such as "Hang On Sloopy," "Help" and "Satisfaction." Their version of Roy Orbison's "Oh Pretty Woman" is a definite standout.

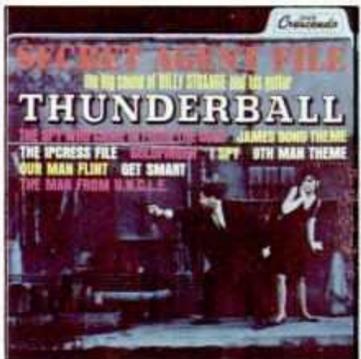


## POP SPOTLIGHT

### GO AWAY FROM MY WORLD

Marianne Faithfull. London LL 3452 (M); PS 452 (S)

Based upon her singles "Summer Nights" and "Go Away From My World," Miss Faithfull offers an artistic as well as commercial album with a wide appeal of material. Folk-oriented, she brilliantly performs a pretty ballad titled "Come My Way" and with tenderness and a hymn feeling she performs the Beatles' "Yesterday." She also excels with "North Country Maid."



## POP SPOTLIGHT

### THE SECRET AGENT FILE

Billy Strange. Crescendo GNP 2019 (M)

Clever idea of programming "Thunderball" along with all other similar "Secret Agent" type music pays off in this hot chart contender for guitarist Strange. His big band arrangements, fiery and dynamic, capture the excitement of the films and his guitar performance enhances each selection. A winning album loaded with discotheque appeal.

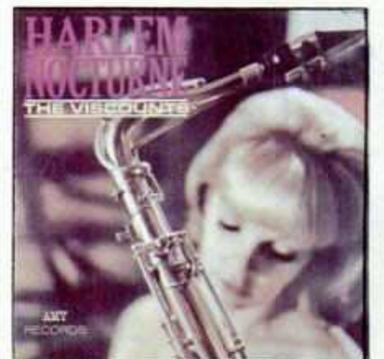


## POP SPOTLIGHT

### (All of a Sudden) MY HEART SINGS

Mel Carter. Imperial LP 9300 (M); LP 12300 (S)

Leading off with his current singles hit "All of a Sudden My Heart Sings," the dynamic stylist has a winner in this well-programmed package. Putting fresh pop arrangements to evergreens has proved successful for Carter and this one will continue that trend. Revivals of "Band of Gold" and "Hold My Hand" are singles possibilities.



## POP SPOTLIGHT

### HARLEM NOCTURNE

Viscounts. Amy 8008 (M)

With their single "Harlem Nocturne" climbing the Hot 100 chart and included here, the instrumental group has a swinging blues-rock album here aimed at a high spot on the charts. A wild interpretation of "Chug-A-Lug" and an exceptional version of the Tommy Dorsey classic "Opus #1" are exceptional.



## POP SPOTLIGHT

### CONCERT IN THE VIRGIN ISLANDS

Duke Ellington and his Orch. Reprise R 6185 (M); RS 6185 (S)

Duke Ellington and his marvelous musicians get in the Latin groove with a four-number "Virgin Island Suite," then swing into more familiar numbers such as "Things Ain't What They Used to Be" and "Chelsea Bridge." Johnny Hodges on alto sax is great, particularly on "Big Fat Alice Blues."



## POP SPOTLIGHT

### MORE THEMES FROM THE JAMES BOND THRILLERS

Roland Shaw Ork. London LL 3445 (M); PS 445 (S)

Roland Shaw's orchestra gets a lot of musical action in the themes from the James Bond movies. It's a follow-up to his "The James Bond Thrillers" LP and should be as successful especially because the hot "Thunderball" theme leads the way.

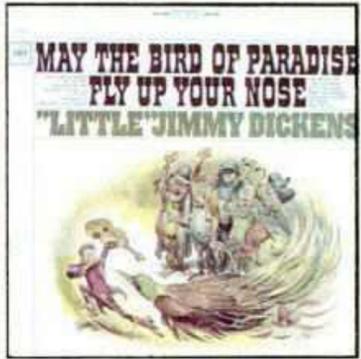


## COUNTRY SPOTLIGHT

### MAY THE BIRD OF PARADISE FLY UP YOUR NOSE

"Little" Jimmy Dickens. Columbia CL 2442 (M); CS 9242 (S)

Having captured both the pop and country markets with "May the Bird of Paradise Fly Up Your Nose," the versatile Dickens features some strong country material in this fine album. He enhances the tender mood of "I Can't Get Over Me." Rousing "Honky Tonk Troubles" and "He Knocked Me Right Out of the Box" have singles potential.

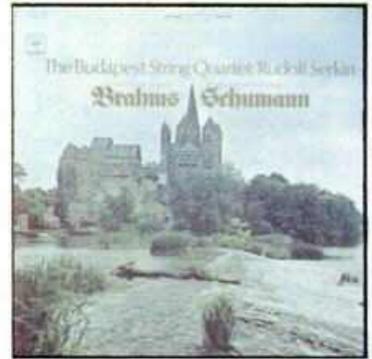


## CLASSICAL SPOTLIGHT

### BRAHMS: THE THREE STRING QUARTETS/SCHUMANN: PIANO QUINTET (2-12")

The Budapest String Quartet (Serkin). Columbia M2L 334 (M); M2S 734 (S)

One of the finest small groups and one of the top pianists blend together here in skillful performances. Simplicity of color, inobtrusive treatment and unity in rendition distinguish this two-record set as well.

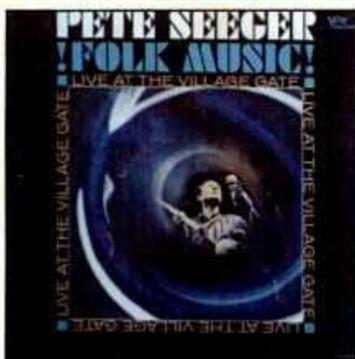


## CLASSICAL SPOTLIGHT

### BACH: THE WELL-TEMPERED CLAVIER, BOOK 1 (3-12")

Glenn Gould. Columbia D3L 333 (M); D38 733 (S)

The preludes and fugues that make up "The Well-Tempered Clavier" get exceptional treatment here. Glenn Gould's exciting recordings have been previously released on three separate LP's. They're boxed together in this illustrious package.



## FOLK SPOTLIGHT

### FOLK MUSIC!

Pete Seeger. Verve Folkways. FV 9013 (M); FVS 9013 (S)

Pete Seeger, working live at the Village Gate, imparts a great depth of feeling in his performance, singing "Putting on the Style" and "Roll On Columbia" and such folk standards as "Big Rock Candy Mountain" and "Shenandoah." Seeger remains an effective folk singer.



## FOLK SPOTLIGHT

### I LIKE IT THIS WAY!

Lisa Kindred. Vanguard VRS 9196 (M); VSD 79196 (S)

Lisa Kindred sings folk blues with the best. She injects a low-down sex-laden quality in her work—and this quality should appeal to a wide market. She's a combination of an old-time blues singer and one of the better coffeehouse folk stylists. Her "Candyman" is particularly effective. Guitar backing by Erik Darling, Bill Svanoe and Don McLean is excellent.

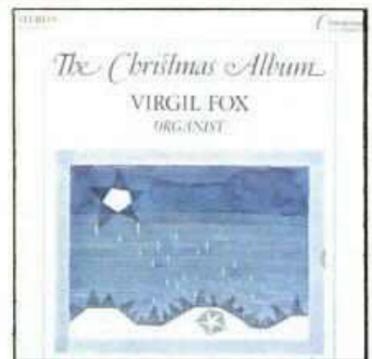


## CHRISTMAS SPOTLIGHT

### CHRISTMAS WITH PATTI PAGE

Columbia CL 2414 (M); CS 9214 (S)

Bringing freshness to standard holiday material, Miss Page is strongly supported by a glorious children's chorus and the end result is a superb programming and commercial package. "Happy Birthday Jesus" and "We Wish You a Merry Christmas" are among the standouts.

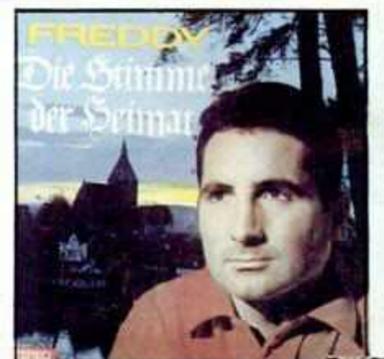


## CHRISTMAS SPOTLIGHT

### THE CHRISTMAS ALBUM

Virgil Fox. Command CC 11032 (M); CC 11032 SD (S)

The beauty of Christmas sacred music is richly enhanced by the brilliant performance of organist Virgil Fox. Recorded in the Church of Saint Paul the Apostle in New York, the sound, recording technique and performance set this apart from all other holiday-oriented albums. A must for buyers of recorded perfection.



## INTERNATIONAL SPOTLIGHT

### DIE STIMME DER HEIMAT

Freddy. Polydor 237 481 (M)

Germany's top star comes up with an artistic and winning commercial package. Based upon material of traditional German folklore, his rich voice enhances the familiar "Du du liegst mir in Herzen" among the standard performances. A well produced and arranged album.