

Billboard

The International Music-Record Newsweekly

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

Dual Distribution Act Is Introduced by Roosevelt

By MILDRED HALL

WASHINGTON—Rep. James Roosevelt, chairman of the House Subcommittee on Distribution, has introduced a bill that would require annual reporting of separate functional data for record companies, or any companies that ultimately compete with independent customers at any level of operation.

This would mean that anyone in the record industry operating on several levels—manufacturer, racker, one-stop, distributor-retailer, et al.—would have to file annual reports on each separate operation in which it competes with an independent buyer of records. Corporations could put the information in annual stockholder reports—all others would have to file with the Federal Trade Commission. Information would be available to interested parties.

The proposed law is the outcome of lengthy hearings by the Roosevelt Subcommittee on dual distribution. During the hearings, record retailers and distributors

brought charges of unfair practices against large firms that competed with them as customers.

In a recent report, the Roosevelt Subcommittee and its parent Small Business Committee said the complex problems of dual distribution (where the supplier competes with his own customers) need more data. The information is needed to determine whether the antitrust laws sufficiently safeguard fair dealing to independents who do business with dual distributors.

The report did not blame dual distribution itself (it can help sales spread by manufacturers and distributors), but said the harm was done by unfair practices to undersell independents. The report suggested that the FTC and Justice Department keep closer watch on dual distribution.

The Roosevelt Dual Distribution Disclosure Act would apply only to firms doing a business of \$5 million a year, and would not cover those netting less than \$2 million, whether or not the

company engages in multi-functions.

Information required would include: Gross dollar sales of the product sold during the year to all independent establishments; value of sales or transfer of the product from the manufacturer to his own related establishments. The breakout would be required only on lines of product sold in dual distribution.

Separate Statement

A separate operating statement would be required for every subsidiary functional branch of the company that receives products and then competes with independents who are customers of the original manufacturer or distributor.

Each subsidiary would reveal total annual net sales, plus any sales to related subsidiary, and sales to independents, each itemized in separate totals. Any subsidiary branch costs absorbed by the parent company, or put on the books of another branch, would have to be shown on the report.

This would provide a double check on cost-base claims made by some larger firms in underselling independents who are their customers.

The Roosevelt bill, H.R. 1578, would provide fines up to \$50,000 for non-reporting or for falsifying information required.

UA to Wax 'Ex-Lover'

NEW YORK—United Artists Records is moving into the original Broadway cast album field this season with the Frank Loesser-Sam Spewak musical comedy tentatively titled "Ex-Lover."

UA has been out of the Broadway cast picture since the ill-fated "A Family Affair," the Shelley Berman starrer of several years ago. The company is now planning to step up its activity in the Broadway area.

The show, with music and lyrics by Loesser, and book by Spewak and Loesser, under the sponsorship of Allen B. Whitehead in association with Frank Productions, is scheduled to open in New York in mid-April.



TRINI LOPEZ: With three albums in the Top 100, Reprise Records artist Trini Lopez has made the most spectacular rise to the top of the singles and LP charts of any artist this past year. "The Folk Album" and Trini's "Lemon Tree" single are his latest. (Advertisement)

RCA Overseas Sales Up 100% in 4 Years

By PAUL ACKERMAN

NEW YORK—RCA Victor has doubled its record sales in overseas markets during the past four years, according to Dario Soria, vice-president of the label's international division. Soria foresees an even greater mushrooming of the world market, with the record industry ultimately tapping additional vast populations. These new markets, Soria prognosticates, will include countries behind the Iron Curtain, China, India, and—when it becomes more stabilized—Africa.

Soria noted that his estimate of a 100 per cent increase in overseas sales was predicated upon retail business only; that the figure would be greater if all sales were included.

The increase, Soria pointed out, was achieved despite the fact that the American artist faces a stiffer competitive battle in foreign countries.

The rise in the standard of living abroad has gone hand in hand with the creation of a new type of record buyer—one who is less sophisticated than the traditional overseas record buyer. This (Continued on page 8)

Stokowski Disk to Spearhead Phase 4

NEW YORK — London Records is expanding its Phase 4 stereo recording program this week with Leopold Stokowski conducting the London Symphony Orchestra on "Scheherazade." According to Marty Wargo, London's director of marketing, the label recently signed Stokowski for a series of "sound spectacular" releases in Phase 4 stereo.

Wargo, who also produced the "Scheherazade" disk, said, "The enthusiasm in the making of the disk by Stokowski, who has been a pioneer in sound recording over 50 years, is a tribute to the advanced technology of Phase 4. This record-

ing will spearhead our drive to utilize the service of outstanding musical artists to increase the scope of the Phase 4 line." Projects in progress are still being kept under wraps.

Wargo, along with Tony D'Amato, artist and repertoire chief for Phase 4, have been instrumental in its creation and development since its initial 12-record release in 1961. This first release and the subsequent 20 LP's released through 1963 consisted strictly of "pop" music. With the accelerating sales of this "pop" repertoire, it was London's idea to expand the repertoire to more serious mat-

(Continued on page 8)

(Advertisement)

THE WURLITZER 2900, the firm's newest model, is admired by Leslie Gore, Mercury Records' popular singing star, whose current single, "Look of Love," is climbing the Hot 100. For the full Wurlitzer story, see the colorful eight-page insert on page 59 in Coin Machine Section. (Advertisement)



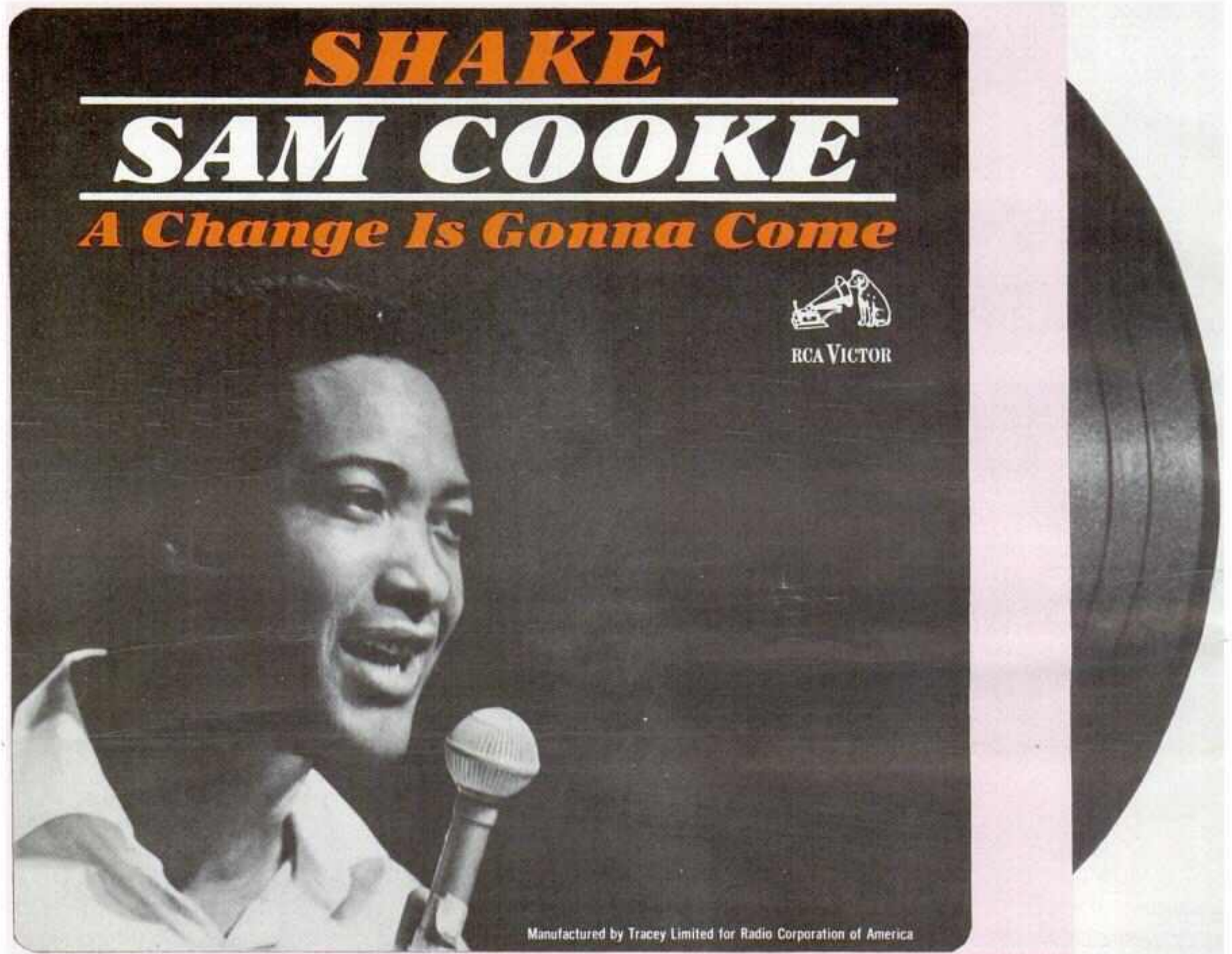
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THESE ARE NOT JUST INITIALS... SPELLED OUT THEY MEAN DOLLARS. (SEE PAGE 37)

A Hit Single—Now a Great New Album

“SHAKE”



LPM / LSP-3367

STOCK UP NOW ON ALL THESE OTHER BEST-SELLING ALBUMS BY SAM COOKE: *Ain't That Good News* (LPM / LSP-2899); *The Best of Sam Cooke* (LPM / LSP-2625); *Hits of the '50s* (LPM / LSP-2236); *Mr. Soul* (LPM / LSP-2673); *Night Beat* (LPM / LSP-2709); *Sam Cooke at the Copa* (LPM / LSP-2970); *3 Great Guys* (LPM / LSP-2720); *Twistin' the Night Away* (LPM / LSP-2555).

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Aids Supply Spark in Cast Sales

NEW YORK—Dealers today are well armed with sales aids, unique devices, and original merchandising ideas aimed at boosting Broadway show album sales, a Billboard spot survey revealed last week. (See special section devoted to Broadway shows, starting page 24.)

A portion of this sales arsenal is provided by the various labels who seek to buttress their heavy investments in Broadway show disk rights. Many significant sales concepts used by retailers are of their own creation, spurred by keen competition within their own market areas.

New York remains the strongest market for Broadway disk product aside from the weight of its size because its populace is the first to become ignited by the excitement of a new hit show.

Dealers in other areas, insulated from this excitement, lean on sales aids to an even greater degree, and, therefore, help stimulate a market enthusiasm before the full impact of a new show hits their town.

Some devices used are quite elaborate. Others are simple, and while they may not be as spectacular, seem to pay off handsomely. A favorite among numerous dealers is the "reserved notice." A retailer will throw in a browser card among his Original Cast LP's announcing "Reserved for _____ (name of upcoming show)." This, it was reported, works in spurring advance orders. Other dealers have been able to harvest impressive advance sales on forthcoming show releases via gift certificates which are redeemed once the new show album hits the market.

A noteworthy example of this were the sales reaped by Music City in Los Angeles on both "Flower Drum Song" and "Sound of Music." According to Music City's Ethan Caston, "Sound of Music" was the "seventh best-selling LP in our store as a result of the advance sale even before the album was delivered."

Music City's Ethan Caston cited mobile displays as the most beneficial sales aids. The chain's Hollywood store is the only one with large windows, hence manufacturers shoot for that valuable space. Caston felt Columbia's "My Fair Lady" (soundtrack) display was eye-catching, and paid off in increased sales.

In the Los Angeles area, dealers report enthusiasm for window display material and mobile cutouts. "The manufacturers do a good job with Broadway cast album window displays," said Al Sparding of Inglewood Music. "They help draw attention to our store, and move a considerable volume of show product. Milt Harris of Phil Harris in Hollywood, called window displays valuable aids. "Show albums are very popular here," he noted, "thanks to the material placed at our disposal."

A survey of the four main types of record retailers in Chicago revealed several approaches

to the utilization of, and results from, the use of show LP merchandising aids supplied by record companies. Most dealers in Chicago receive a great number of lesser aids: animated window displays, elegant immobile window displays, huge blow-ups of album covers, and cast photographs for window and in-store posters.

The big downtown department stores such as Goldblatts, Wieboldts, Marshall Field and Carson Pierie Scott, rarely use the cast album window display or any other window display for that matter. The window-shopper showcases are for the most part reserved for high ticket items. The big stores do use some of the point-of-sale and area-of-sales aids supplied by the labels through their distributors.

The independent dealers in the downtown area, Rose, and Discount Records, for example, find that the most effective original cast merchandising gimmick supplied by record companies are the window displays and they use them to good advantage.

"A good window creates a lot of traffic," said Dave Shahin of Discount. He has used the animated and stationary window set-ups supplied by Capitol for "Golden Boy" and "Funny Girl." "The large photographs frequently used with these set-ups are particularly effective," said Chahin.

The other common sales aids provided by the distributors are used with less enthusiasm by Rose and Discount.

The experience with window display is quite different at the more "provincial" neighborhood outlets. Deluxe, for example, on the northwest side of town, has found that displays of the type praised by Chahin are effective only if the Broadway show has been made into a movie which has played neighborhood theaters. "We've been decreasing our use of the manufacturer's material," said the store's Robert Meyer. "In the case of show albums, we offer store window display material until that much later date when the film versions hit our neighborhood."

It should be noted that the window display and various other merchandising matters ground out by the record companies' merchandising department experts are installed, often free of charge, by local distributors using independent display firms.

The fourth breed of outlets, suburban, has a better, more sophisticated type record buyer than that found in the neighborhood.

At Jack Schaps Randhurst Music Center in the northern suburbs, the Broadway Caster Display Windows have proved effective, with other material having some lesser degree of usability.

"The animated window displays are exceptionally effective, particularly when they are not working properly," declared a Schaps employee. And he insisted that he was serious.

EDITORIAL

Copyright's the Thing

The scramble for song catalogs and the interest in the publishing business becomes hotter each week. In this week's issue of Billboard, for instance, readers will note RCA Victor's explorations into the area of copyright ownership and ABC-Paramount's purchase of the M. M. Cole catalog. In recent weeks we have noted the activity centering around negotiations for the Lois catalog and other properties.

It all points up an era of heightened interest in publishing. This is a healthy development, because in the last analysis it focuses proper attention on the importance of the basic material—the copyright.

The bedrock of the business is the song, the copyright. It is gratifying to see this concept once again come alive—after a long period during which it was stated that publishers had had it, and had lost control.

Good publishers, good writers, will always be pillars of the music business, and their lustre will not be dimmed by the entry of the giant user into the business. In fact, the entry of the large user seems to highlight the importance of, and the need for, the good music man.

At the same time, may we point out that the entry of the giant user has not seemingly impaired the capacity of the livelier indie publishers—the George Pincuses, Al Gallicoes, Howard Richmonds and many, many others.

Delta Sets Parley; A First in Industry

NEW ORLEANS — Delta Record Distributing Company, Inc., indie distributor, will hold a dealers convention here on Feb. 6 and 7. A first in the industry, the convention is expected to be an annual affair, with new product presentations made by manufacturer representatives of the lines carried by Delta. The convention, announced by Edward H. Walker, Delta manager, is scheduled to start Saturday evening, Feb. 6, with a cocktail party. It will wind up Sunday with a dinner-show. Location will be the Hilton Inn, where Delta will provide room accommodations for its out-of-town dealers.

Among manufacturer representatives scheduled to be present are Bob Kornheiser and Lenny Sachs of Atlantic-Atco; Ken Revercomb and Rick Frio of Imperial; Max Cooperstein of Chess-Checker-Argo; Bill Siegal

and Mack Davis of Vee Jay; Dee Kilpatrick of Philips; Bud Katzel and Ron Roessler of Roulette; Jerry and Steve Blaine of Jubilee; Lenny Lewis of 20th Fox Records; Sid Love of DGG; Sandy Beach of Disneyland and Ed Barsky of Young People's Records.

Walker stated the manufacturers' presentations will include slides, films and other material, to be used in presentations of LP product to dealers, rack jobbers and one-stops from Louisiana, Mississippi and the Gulf Coast of Alabama and Florida. Guest artists will participate.

Walker feels that through such a convention dealers will gain a closer insight into the vast planning behind the manufacture and marketing of product, and will build stronger liaison between dealer, manufacturer and distributor.

Cole to Expand As Publisher Of Music Books

CHICAGO — M. M. Cole Publishing Company, old-line music publishing firm with some 2,000 copyrights and considerable material in the country field, is planning a major expansion in the music book publishing field following the sale of a portion of its significant copyrights to ABC-Paramount last week.

Shepard Stern, head of the Chicago-based firm, said that the firm is "continuing its well-known operations in the music publishing field in which it has been engaged since its organization 40 years ago."

Stern noted that the company would continue to specialize in the publication of sheet music, folios and educational materials.

Commenting on Cole's expansion in the music book publishing field, Stern noted that the firm already possessed such well-known properties as the Haskell Harr drum book series

NARM WILL HEAR BLEYER

SAN FRANCISCO — Archie Bleyer, veteran record industry executive, will be keynote speaker at the annual convention of the National Association of Record Merchandisers at the Fairmont Hotel Feb. 28-March 4. Bleyer was head of Cadence Records for many years until the label's demise last year. NARM convention theme this year is "Appraisal and Assessment—What Is Our Worth?"

and the Isaac String Class Methods.

He said Cole is adding more authors and publications to its already sizable stable. Another Cole move would be the licensing of material abroad for publication in Cole's book catalog.

Cole is particularly interested in including more pop songs in its books, Stern said. The firm plans to add salesmen on the West Coast and will shortly do the same around the country.

Cole is also negotiating for new and expanded headquarters in Chicago, Stern said. He noted that the publishing company's outlook was definitely bullish and that the firm last year ran up its biggest sales figure since Stern joined the

Handleman Bullish on '65; Cites Rise in Phono Sales

By H. F. REVES

DETROIT—A strongly optimistic outlook for 1965 business runs across all segments of the record industry in this territory, a survey of leading and representative industry people indicates.

"We think the record industry has a bright future and is going ahead. We are bullish about it," said David Handleman of Handleman Company, major rack jobbers who have expanded into a significant number of other areas to become a national factor.

"There has been a national rise in phonograph sales during the past six months," Handleman said, in giving the basis for his optimism. "Consumers have been making substantial purchases of phonograph records, and the Handleman Company has been participating in this.

"We feel that this trend will continue." He drew conclusions based on U. S. Government statistics: "In 1965 some 40 per cent of the population will be

20 years of age or younger. In 1964, teen-agers spent about \$11 billion. By 1970 they are expected to spend \$21 billion.

"Phonograph records play an important part in the average teen-ager's life. Their habits of buying records continually is well established, and we expect it to continue."

Plans for expansion of the business are in the making, Handleman said, but did not disclose areas of projected territorial expansion. The type of business operation now established will be essentially followed in growth plans, it was indicated, rather than further expansion into new fields.

The mood at the recording company level was set by one of the area's most important independents, Motown Record Corporation. Executive vice-president Barney Ales said, "I hope it (1965) will be as good a year as 1964. We expect it to be the biggest year ever for the record business. December was the biggest year ever for the record business. And December was the biggest month

we ever had—and we expect that to continue. Motown plans to put out more albums—backed by intelligent promotion.

United Sound Systems, one of the leading midwestern service recording studios, is making a heavy investment in new equipment, chiefly for stereo and multi-channel recording facilities—indication of the belief of the owners, the father and son team of James and Joseph Siracuse, in the prospects, particularly for the independent label field.

"Prospects look very good for 1965. Our volume has gone up constantly, and we look for an even better year," said John Kaplan, manager of the Jay Kay Distributing Company. This firm, now a division of Handleman, has enjoyed a big growth through servicing the several Handleman branches with most of the lines that Jay Kay distributes.

"We will be thankful if 1965 is half as good as the past year," Frank Alluvot Jr., who

(Continued on page 8)

Kunsmann Heads Dept. Of RCA Record Club

NEW YORK — Donald H. Kunsmann has been appointed division vice-president of the RCA Victor Record Club.

The new record club department, headed by Kunsmann who returns to RCA after a three-year absence, was formed to assume full responsibility for the RCA Victor Record Club. Until recently, Reader's Digest Music was RCA's agent for the club.

Noting that the club is expected to make a "substantial contribution" to the RCA Victor Record Division's operations, Norman Racusin, division vice-president and operations manager, said, "Mr. Kunsmann is an executive with broad operating and management experience and we believe he will contribute considerably to the success of our record club operation."

Prior to rejoining RCA, Kunsmann was vice-president of Subscription Television. He first joined RCA in 1949 after 16 years with Montgomery Ward. From 1949 through 1961, he held a number of important



DONALD H. KUNSMANN

management positions with RCA including: president, RCA Service Company, and vice-president and general manager, RCA Electronic Data Processing.

During his tenure with the RCA Service Company, Kunsmann participated in decisions involving global operations of that division, including Missile Test Projects at Cape Kennedy, Fla.

A-B Makes Change in Staff

NEW YORK—In a reshuffling of the April-Blackwood music firms last week, David Kapralik resigned as general manager and his post was taken over by Gerald Teifer.

Kapralik plans to concentrate on his personal business enterprises which include a newly opened supper club, the Loft, in the Virgin Islands. He also plans to continue his record career by developing a company to encompass future music publishing, personal management and record production activities.

Before becoming general manager of April-Blackwood, which is the music publishing wing of Columbia Records, he was director of both Columbia and Epic pop artists and repertoire in the East. He switched to the publishing arm of Columbia in January 1964.

Teifer, who had been professional manager of April-Black-

wood, will now be responsible to Walter Dean, vice-president of business affairs at Columbia Records, and will direct all the activities of the publishing companies, including the creation and acquisition of material.

On Jan. 20, Goddard Lieberman, president of Columbia Records, will act as host for the Columbia organization at a lunch in honor of Kapralik at 21 Restaurant.

Buck Owens For Europe

NEW YORK — Buck Owens and His Buckaroos will leave April 8 on a 31-day European tour. His manager, Jack McFadden, said negotiations are under way for a similar tour of Australia and Japan. The Buck Owens Show will appear in Paris, Frankfurt, Hamburg, West Berlin, Naples, Munich, Guttenberg, four cities in Denmark, including Copenhagen, London, Manchester, Liverpool, three cities in Spain, and Turkey.

The Buckaroos include Don Rich, Doyle Holly, Willie Cantu and Tom Brumley. Owens was voted the No. 1 Favorite Male Country Artist in Billboard's 17th Annual Disk Jockey Poll. He had the No. 1 Country Single (Capitol's "Love's Gonna Live Here") as well as the No. 1 Country Album (Capitol's "On the Bandstand") in the same poll (see Billboard's World of Country Music issue, Nov. 14).

Brothers 4 to Perform at Ball

WASHINGTON—The Brothers Four will perform at the Inaugural Ball Jan. 20. No other vocal group will appear at the event.

Following their Inaugural Ball appearance, the group resumes its college tour, playing dates in California, then goes East for Canadian and Atlantic seaboard dates.

CMA BOARD ENDS TALKS

NEW YORK — The Country Music Association board, which just completed its quarterly meeting here, has formulated plans for its presentation of Chicago sales executives June 7. Station programmers using country and western music and ad agency people will be invited to attend.

The presentation will be patterned after similar CMA sessions in key cities and will again stress country music's impact.

The presentation will be prepared by Jack Stapp, Nashville broadcaster and publisher; Dick Schofield, of KFOX, Long Beach, Calif.; George A. Crump, president and general manager of WCMS and WCMS-FM, Norfolk, and Bill Williams, WSM, Nashville. All are CMA board members.

Klusmeyer to Mercury Dept.

CHICAGO — Bob Klusmeyer, formerly assistant controller with Columbia's Bridgeport (Conn.) distributorship for two and one-half years, has been named director of Mercury Record Corporation's royalty administration department.

Irwin Steinberg, Mercury's executive vice-president, said that Klusmeyer would head a

Lennon, McCartney Win BMI Citations

NEW YORK—John Lennon and Paul McCartney, two of the Beatles, were the top writer winners of the BMI Citations of Achievement in the field of pop music for 1964.

In all, 124 writers and 69 publishers of 100 songs licensed by Broadcast Music Inc. received the annual citations. The BMI awards are presented annually, and are based on trade paper polls of national popularity and public acceptance, reflecting record and sheet music sales, radio and television performances, coin machine plays and other factors measured in those polls.

The op publisher-award winners are Jobete Music, Screen Gems-Columbia Music and Trio Music, with seven awards each.

Lennon and McCartney paced the writer category with 10 awards each. Other multiple writer-award winners include Jeff Barry, Ellie Greenwich and

department of 10 and would be responsible for forwarding payment to artists and publishers connected with all of the corporation's labels.

Klusmeyer will also work with Eddie Mascari, general manager of the firm's publishing division and director of licensing at Mercury.

Columbia Sales Adds 5 New Masterwork Models

NEW YORK—Columbia Records Sales Corporation has added five new Masterwork models, including one portable phonograph, two packaged audio component systems and two radio phonograph consoles.

The key model, according to J. J. Harris, general manager of Masterwork Audio Products, is the de luxe solid state 30-watt, hand-wired portable phonograph (M-1916), which is featured among the drop in models. It weighs only 27 pounds and is equipped with a Garrard M-50 changer, has a Pickering magnetic cartridge and

Ike Klayman Dies at 53

CINCINNATI—Isadore (Ike) Klayman, 53, president of A.&I. Record Distributing Company here and a long-time member of ARMADA, died Tuesday (12) at Jewish Hospital here following an operation for a perforated ulcer. Although he had been ailing for some time, he was active in his business through Monday (11), and his passing came unexpectedly. The deceased was well known in the music and record business from coast to coast.

Surviving are his widow, Thelma; a stepson, Jack Richardson; three brothers, Samuel, president of Supreme Distributing Company here; Albert, of the A.&I. firm, and Louis, of New York, and a sister, Mrs. Fanny Cohen, Chicago.

Services were at the Weil Funeral Home here Wednesday (13).

Brian Wilson, six; Brian Holland, Eddie Holland and Lamont Dozier, four, and Roger Christian, Curtis Mayfield and George Morton, three each. Multiple publisher-award winners include Maclen Music, Sea of Tunes Publishing and Hill & Range Songs, five each; Beechwood Music, four, and Acuff-Rose Publications, Duchess Music, Metric Music and Unart Music, all with three awards.

The awards will be presented at special ceremonies at New York's Town Hall on Jan. 19.

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HOLLYWOOD
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RECORDS**



KOL 6300/KOS 2700*



KOL 5620/KOS 2031*/OQ 344†

Rodgers
and
Hammerstein's
"CINDERELLA"
February 22nd
CBS
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Special



OL 5090/OS 2015*/OQ 345†



OL 4062/OS 2080*



OL 6320/OS 2720*



OL 4140/OS 2300*

"LUV"
Starring Alan Arkin,
Anne Jackson,
Eli Wallach.
To be
released
in February



OL 5420/OS 2017*/OQ 434†



OL 5560/OS 2029*/OQ 353†



KOL 6040/KOS 2440*/OQ 618†



OL 5350/OS 2009*/OQ 433†

Robert Lowell's
"BENITO
CERENO"
To be
released
in February



OL 4850/OS 2060*



OL 5118/OS 2330*

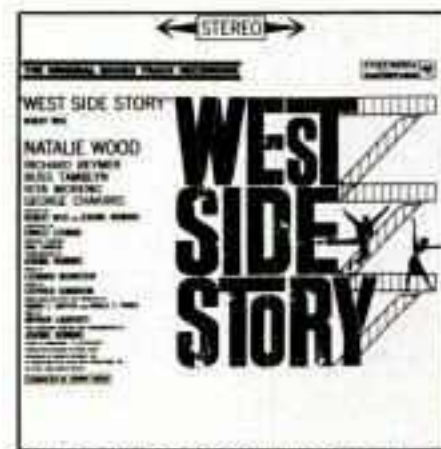


KOL 8000/KOS 2600*/OQ 664†



DOL 302/DOS 702*
(A 4-Record Set)

Eugene O'Neill's
"HUGHIE"
Starring
Jason Robards.
To be released
in February



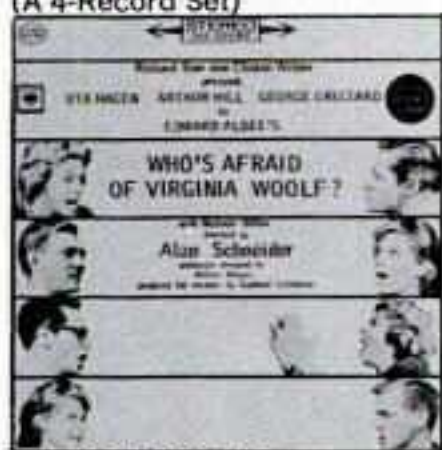
OL 5670/OS 2070*/OQ 417†



OL 5170/OS 2006*



KOL 5450/KOS 2020*/OQ 311†



DOL 287/DOS 687*
(A 4-Record Set)

"KELLY"
Music by
Moose Charlap;
Lyrics by
Eddie Lawrence.
New York Opening
February 16



OL 5510/OS 2025*/OQ 320†



OL 5820/OS 2220*/OQ 487†



OL 4180/OS 2040*



OL 5230/OS 2001*/OQ 345†

"DO I HEAR
A WALTZ"
By Richard Rodgers
and
Stephen Sondheim.
New York
Opening
March 18



OL 5410/OS 2016*/OQ 330†



DOL 301/DOS 701*
(A 3-Record Set)

*Stereo †Tape

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MAC Begins Membership Drive

CHICAGO—The newly organized Music Association of Chicago (MAC) has launched a membership drive "to embrace all segments of the recording industry in Chicago and its environs."

"To aim for 5,000 members isn't out of question," declared MAC President A. B. Clapper, of Universal Recording Corporation, at the group's first general membership meeting.

Thirty record men present at the meeting also discussed an

all-out publicity program for Chicago recording activity and the possibility of sponsoring workshops to develop writers, arrangers and artists for an expanding Chicago industry.

Said arranger John Pate, a member of the MAC board of directors: "MAC exists to make the world aware of what we're doing here in the recording field and what opportunities are here for young and developing talent."

Interest in the young organi-

zation is growing rapidly, according to Paul Wyatt, Columbia Records, MAC's vice-president in charge of publicity.

"I've even received inquiries from 10 people in Nashville who'd like to join," Wyatt said.

MAC, known as the Midwestern Music Men's Association during its organizational stage, is open to songwriters, composers, arrangers, a&r men, producers, instrumentalists and musicians, recording artists, studio engineers, publishers and manufacturers.

The association will adopt a slogan at its next meeting, Feb. 11 for use on all members' letterheads, record jackets, etc.

Memphis Business Up; See Better Yr. Ahead

By ELTON WHISENHUNT
MEMPHIS—Music industry leaders reported 1964 one of their best years in history, with increased business ranging from 10 to 40 per cent, and generally predicted "an excellent year in 1965."

The glowing reports came from juke box operators, coin machine distributors, record pressing plant owner and record company president.

Joe Cuoghi, president of Hi Recording Corporation, leading record company in this area which was formed in 1957, said his company's increased revenue in 1964 was 30 to 40 per cent—the largest since the company's founding.

"We expect as much or more of an increase in 1965," said Cuoghi. "We're hoping it will be doubled."

Frank Berretta, manager of the city's only one-stop and one of the largest record stores in the South, said "all indications are 1965 will be a bigger year than 1964."

The store had a 15 per cent increase in business in 1964 over 1963. The company, formed in 1946, has been growing steadily every year, he said.

"We should have at least a 15 per cent increase in 1965 over 1964 and probably more," he said.

R. E. Williams, owner of Plastic Products Company, a record pressing plant, reported a 10 per cent dollar increase in 1964 over 1963 and predicted 1965 should be up 10 per cent over 1964.

The plant presses for ABC,

Chess, Atlantic, Command and various smaller independents, including Sun Records Company and Phillips International of Memphis.

Sammons' Great Year

George Sammons, president of Sammons-Pennington Company, Seeburg distributor, reported 1964 "a tremendous year" and said 1965 "will be as good or better."

Sammons, whose sales have been enjoying remarkable increases in recent years, reported a 35 per cent increase with "an excellent chance of having that much of an increase in 1965 over 1964."

Charles V. McDowell, vice-president and general manager of Southern Amusement Company, distributor and operator, said the outlook for 1965 "is very good."

"We had an increase in our sales in 1964 of 35 to 40 per cent. Next year it will probably level off to about 30 per cent."

In its coin machine operation, McDowell reported its increase in 1964 was 10-15 per cent and "We expect to do better in 1965."

Alan Dixon, general manager of S & M Sales Company, distributor and operator, also predicted 1965 "will be a very good year." He said sales increased 25 per cent in 1964 over 1963 and 1965 "might well go over that increase."

"Rock-Ola has a lot of new equipment, a new cigaret machine, excellent phonograph models, and 1965 should be a very good year for us."

24 LP's Bowed At UA Parleys

MIAMI BEACH — United Artists Records held its annual winter distributor meetings at the Eden Roc Hotel here last week to unveil 24 new packages. Peg of the meeting was "The Greatest Story Ever Told," in which the UA executives told their story and, at the same time, got in a plug for the upcoming soundtrack from the George Stevens film.

The highlight of the plan was the introduction of four new soundtrack albums—"The Greatest Story Ever Told," "How to Murder Your Wife," "Ferry Across the Mersey" and "The Wonderful World of Motion Pictures—New Themes and Original Soundtracks," a successor to the label's long series of best-selling film music compendiums.

In attendance at the meeting were distributors covering the entire continental U. S., Canada, Puerto Rico, and Hawaii, and distributors from United Artists subsidiaries covering the same territories.

Featured in the 10 albums in UA's pop release are Ferrante and Teicher, Al Caiola, Perez Prado, Mike Clifford, and Leroy Holmes Children Chorus. Other packages feature Tito Rodriguez and the La Playa Orchestra, Jan Peerce, Sir Julian, George Jones, and an all-star album featuring Jones, Gene Thomas, Rink Hardin, Melba Montgomery and Judy Lynn.

The label's kiddie line, Tale Spinners for Children, was augmented by four new packages.

Atlantic on Master Spree

NEW YORK—Atlantic Records went shopping for masters last week. Ahmet Ertegun, president of the company, picked up a fast-selling record in New Orleans, "Teasin' You," by Willie Tee. The single sold 8,000 copies last week in that city where it originally appeared on the Nola label. The record has been transferred to the Atlantic label and is now available nationally.

Another record, "Do the Philly," by the Music City All-Stars, was acquired for national distribution. The disk, which remains on the Music City label, was released in California by Ray Dobard, owner of Music City. Jerry Wexler, executive vice-president of Atlantic Records worked out arrangements with Ray Dobard to handle national distribution of the single.

Ember Adds EMI As a Distributor

NEW YORK — Electric and Musical Industries (EMI) will become a nonexclusive distributor of Ember Records, effective Feb. 1. The deal was revealed here last week by Jeff Kruger, Ember president, who'll be in the U. S. until Jan. 26.

Ember, one of the leading independent record companies in England, is now distributed by Decca's distribution arm Selecta and by a group of 10 independents, which includes Keith-Prowse retail chain. The addition of EMI's five distribution depots to Selecta's four depots and the 10 independents, now gives Ember's product coverage on a par with major companies in England.

Outside of England, Ember has developed strength due to its distribution tie with the International Commercial Division of EMI. Ember Records bears the EMI logo in Sweden, Denmark, Greece, Turkey, India, South America, France, Italy, Germany and Spain. Ember has its own label on all its releases in Belgium, Holland, Finland, Norway, Austria, Israel, Africa, Cyprus, Aden, Malta, Gibraltar and Singapore.

Krueger also has concluded distribution deals in Japan, the Philippine Islands and Hong Kong with Cosdel, in Australia with Festival and in New Zealand with Peak.

Come Alive in 1965 Is The Philly Resolution

By MAURY ORODENKER

PHILADELPHIA — In face of all the wailing and weeping that permeated the record industry here earlier in 1964, it is a complete turn-about face to note the optimism that fairly shouts out when surveying the outlook for 1965. No doubts about 1965 being a great year and no maybe. Armed with cash register receipts that saw the Christmas buying season one of the best ever, everybody down the line from record manufacturer to the retailer and music machine operator, is firmly convinced that the record industry will boom in 1965.

"The future holds more demand for recordings," according to Harold B. Lipsius, president of Jamie Records Company, one of the more important independent labels here.

Lipsius also viewed the record industry from the distributor's vantage point since he also heads Universal Record Distributing Company, local distributor for Dot and other independent labels.

He felt the distributor will play a more important part next year in helping the industry attain new sales highs.

"Record manufacturers," he said, "just can't afford to set up their own distributorships and do the kind of job the independent distributor is doing. And that job is necessary if record sales are to continue to build in 1965."

Rosen Optimistic

The same kind of optimism is voiced by Harry Rosen, who heads department for David Rosen, Inc., pioneer independent record distributor here and one of the largest in the country with such labels as ABC-Paramount, Kapp, Reprise, Warner Bros., Chess, Monument, Westminster, Command, Sure, among others.

"Never before," said Rosen, "have we had so many best selling artists on our label roster. And most heartening is the fact that these artists cover every type of music from rhythm and blues to the classics. Moreover, retailers are no longer typed. One store that may do a big business in rhythm and blues is also ordering original cast show albums and a variety of classics—and selling them too. And with the favored artists keeping their repertoires alive in the months ahead, it can only mean cashing in on a greater demand."

Rosen also pointed to the

promotional help coming from better radio programming—particularly FM stations in building programs around record albums. And with the continued growth of the FM listening audience in this area where there are now over a dozen FM stations, the air boost for albums is healthy, Rosen added.

Al Franklin Says

A happy note is also sounded by record dealers such as Al Franklin, manager of the Sam Goody Store, the largest retail outlet in the area. He feels certain that the great impetus given to record sales during the banner Christmas season will spill over with sales strength into 1965.

Leon Dobkin, manager of the record department at the Bamberger Store at Cherry Hill on the Jersey suburban side of the city, also sees great encouragement from the Christmas sales spurt experienced last month. Most encouraging for the new year, said Dobkin, is the market created by the addition of a classical section to the store's record department.

Golden World to Have New Plant

DETROIT — Golden World Records expects to have its new recording facilities and offices here ready for operation by April 1. The studios will be used for all Golden World sessions and will also be rented to other companies in the Detroit area. Bob d'Orleans, formerly with Mirror Sound in New York, has been named engineer.

DUAL PAYMENT OUT IN BELGIUM

BRUSSELS—A recent agreement between SABEM and SOGEDI, the two Belgian authors' societies, has put an end to the double collection of mechanical royalties which had been prevalent in the country.

Under terms of the agreement, each society still has the right to license its own repertoire, with a joint commission studying all problems pertaining to mechanical rights.

The agreement confines itself to collection and distribution of mechanical payments.

Prestige Offers Special Bonus Sets for Jazz Fans

BERGENFIELD, N. J. — Jazz collectors are in for a bonus treat from Prestige Records, which introduced its newly developed Bonus Pack series last week.

The specially priced two-album sets, conceived by the label's president, Bob Weinstock, will retail at \$4.98 mono and stereo. Each double jacket package is in four colors and contains detailed liner notes and photographs on the performances and artists.

The five current Bonus Pack jazz releases have been culled primarily from previously released Prestige albums. However, each also contains new material. John Coltrane, Kenny Burrell, Mal Waldron, Jackie McLean, Donald Byrd, Wardell Grey, Art Farmer, Gillo Mahones, Ray Bryant, Charlie Rouse, Frank Foster and Arthur Taylor are the artists fea-

ured in various combinations on the five albums.

Prestige has received such favorable reaction to the project that it is now planning to expand the idea into the folk and blues fields. "My Life in the Blues," with Lightnin' Hopkins, produced by Sam Charters, the label's a&r director of folk, will present Hopkins' reminiscences about his life and career in blues. The package, set for release in February, will also contain five previously unreleased tracks from a recent live performance by Hopkins.

The Seeger family, Pete, Peggy, Barbara, Penny and Mike, will be featured on the folk Bonus pack to be entitled "Folk Songs With the Seegers." The release spotlights previously issued tracks by the family in the Prestige-International and Folklore series.

Names make news & album sales

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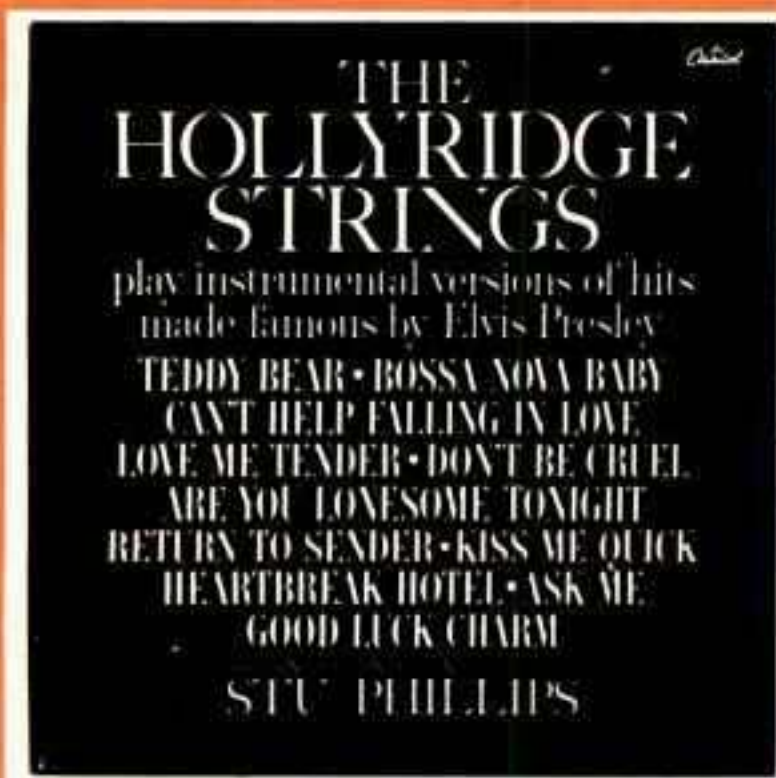
Warm, swinging tributes to the 4-letter word that makes the world (and Nat's great albums) go 'round. Title song plus "Girl From Ipanema," "Your Love," etc.

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(S)T-2200



Hits made famous by Elvis Presley in films, on records, now heard in lush instrumentals by the group who did hit melodic dedications to The Beatles, The Beach Boys, The Four Seasons.

(S)T-2221



Newest hit of the Grand Ol' Opry favorite, "Less and Less," is co-featured with his first smash success, plus 10 other C&W standouts.

(S)T-2208



A chart-item single, "World" is joined here with 3 other recent James hits and other favorites of Sonny and his world of fans.

(S)T-2209

RCA Overseas Sales Doubled

• Continued from page 1

expanded market has been paying more attention to local—or native—artists. Thus, to properly exploit American artists overseas requires certain techniques and tactics, Soria pointed out. He stated, "We have encouraged our artists to make foreign tours, and to record in the language of the country they happen to be in." Through these and similar activities we became less parochial and more truly a leading factor in the total world of music," Soria continued.

Last year RCA Victor assisted many of its artists in arranging foreign tours. A notable one was the European trek taken by the Nashville group, including Chet Atkins, the late Jim Reeves, Bobby Baer, Anita Kerr. In the fall of 1965, a similar group will tour Japan. This type of "cross-pollination" is being done with the talent of many nations. In 1964, for instance, RCA Victor organized a Japanese tour for a group of about 10 RCA Italian artists.

Elvis Presley, Soria notes, is unique—he continues to be the outstanding world artist over an extended period. But other Vic-

tor artists such as Neil Sedaka, Paul Anka, Reeves, Peggy March, etc., have already experienced big successes in the world market.

The problems entailed in "cross pollination" are interesting Soria revealed, for instance, that the pronunciation of vowels, which is important musically, is similar in both Italian and Japanese. Therefore, he had Peggy March, who is of Italian heritage, record in Japanese. Singer is on the Japanese best seller charts. She has recorded, thus far, in five languages.

A flock of other Victor artists are tilling the foreign scene increasingly—including Harry Belafonte, Rita Pavone and Sylvia Vartan. John Gary, recently back from Australia, is set for an African trip. Coincident with this activity, Victor is stepping up the recording of foreign artists in English.

Analyzing the world scene, Soria stated that in 1964, for the first time Continental Europe constituted the largest record market with the English-speaking countries in second place. Heretofore the situation has existed in reverse. Japan is the third largest; Latin America the fourth.

"This placement with Europe as the top market, proves our efforts are being repaid," Soria stated. He added that in the last five years the record business overseas has grown at a faster pace than in the United States. Time was when the U. S. and Canada accounted for 50 per cent of the world business. This is no longer true.

During 1965, Soria will give increased emphasis to South America. He feels the time is ripe to seek additional exposure for these artists in Europe, the U. S. and the Far East. South America is coming up with some very promising new artists who can do well in the world market, Soria feels.

32 Licensees

In addition to its wholly owned subsidiaries, RCA has 32 licensees throughout the world. All the subsidiaries are, or are in the process of getting into the publishing business, Soria stated. "To wax a record," he explained, "is just the beginning. One must promote, and you need the extra margin which comes from publishing in order to put over a hit." He added that improvements in communications—telephone and otherwise—had made it possible to establish a closer rapport with markets all over the world.

Together with the strengthening of the RCA Victor image in the world market during the

last four years, Soria also noted that Victrola, an old Victor trademark, had now been established on a universal level. The key artists on Red Seal, of course, operate on a world level with regard to both personal appearances and record sales—such as Rubinstein, Leontyne Price, Marian Anderson, Anna Moffo, Van Cliburn, etc. "We have this legacy and the responsibility that comes with it," Doria stated.

Dot's Bailey To Begin Trek

HOLLYWOOD—Jim Bailey, Dot Records' international director, leaves Thursday (21) on his first world-wide junket of the new year to check the label's network of independent licensees.

Bailey will be gone about two months. Dot's new licensees have been handling the line six months and Bailey plans a first-hand look-see on how the affiliations are working.

The Hamilton low-priced line will be integrated with foreign budget labels such as Mode in Germany and France.

Bailey's itinerary encompasses Britain, Holland, Belgium, France, Germany, Italy, Sweden, Denmark, Spain, South Africa, Greece, Japan, Hong Kong, Singapore, Philippines, Australia and New Zealand.

Jack Fine Is Named by WA

PITTSBURGH—Jack Fine, veteran record promotion executive, has been named national promotion director for World Artists and American Arts Records, according to Lou Guarino, World Artists president.

Stan Edise, former WA promotion chief, has been elevated to national sales director and co-ordinator of talent activities for the label.

Also World Artists Records has signed a three-year deal with the Trans World Record Company, Inc. of Canada for the release of all World Artists and American Arts products in Canada. The first release under this new contract will be "Whenever a Teen-Ager Cries," by Reparta and the Delrons, now riding high.

Booker-Doud Sues Bleyer and Williams

NEW YORK—The Booker-Doud Organization filed suit in Supreme Court here last week against Archie Bleyer and Andy Williams to recover profits on "The First Family," the LP in which Vaughn Meader impersonated the voice of the late President Kennedy and which reportedly sold over four million copies. Payment on the follow-up "The First Family, Volume II," sales of which came to an abrupt end upon the date of the President's assassination, are also sought.

The claim is made against Williams (and Columbia Records for which Williams records) on the ground that in the liquidation of Cadence Records, Bleyer, who owned Cadence, sold "the entire master recording catalog" of Cadence in bulk to

Williams without compliance with the Uniform Commercial Code, rendering the sale "fraudulent, null and void as against plaintiff and other creditors" of Bleyer and Cadence and that the ground that in the liquidation of part of the catalog by Williams to Columbia was similarly tainted.

The main charge against Bleyer and Cadence is that they "have failed to account and pay for upwards of 568,000 albums allegedly given away by said defendants without charge," and that if in fact the giveaway was that large it was for purposes other than "promotion or advertising purposes" of the album. "Other respects in which said account were and are false, fraudulent and inaccurate" are charged, but no specifics are mentioned.

Handleman Bullish on '65; Cites Rise in Phono Sales

• Continued from page 3

heads one of the largest juke box operations with his father, operating as Frank's Music, reports. Plans for growth are suggested by his comment that "We are working toward making it even better," indicating confidence despite a rather paradoxical juke box situation here.

Salasin Optimistic

Lou Salasin, owner of the Mumford Record Shop and one of the most knowledgeable men in record retailing, confirmed the widespread optimism with analysis of the prospects at the

point of sale—"Barring accident, 1965 will be as good as this year—and 1964 has been good. There will probably be no earth-shaking things like the Beatles last February—that will perhaps cut down a little.

"I look for the classical record business, in particular, to be better. The discount houses are mostly concentrating on the middle ground of popular music. They are not covering the specialty items too well (like folk, country and classical) and this may be where we can expect the biggest opportunity for increased business."

New Sales Policies of Colpix Held 'Very Good'

HOLLYWOOD—Reaction to Colpix's new sales policies has been "very good," based on letters and phone calls received by the label's general sales manager, Ben Hurwitz.

The tone of the mail received "gives us a strong vote of confidence," Hurwitz said. The new policy incorporates reduced distributor prices, increased return privileges and the elimination of allocations, guaranteed sales and free-goods bonuses.

"We came to the conclusion after many meetings," Hurwitz explained, "that this new formula is most applicable to most parts of the country. You can't

be everything to everybody."

The company's new executive team is also elated over two new products by two newcomers, the "John Davidson" LP and the single, "A Little Bit Later On Down the Line," by Carl Dobkins Jr. The latter performer is currently on a 10-city tour of the Southwest.

Colpix backs this up with a new Paul Peterson single this week, "Little Dreamer," tying in with his appearance on ABC-TV's "Shindig." The label's East Coast a&r director, Jack Lewis, is cutting four sides by Little Eva for release on Dimension, the r&b line.

DEAN SHOW GOES 'FULL'

NEW YORK—A recent 30-city Nielsen has given such a healthy share of audience to the "Jimmy Dean Show" that the ABC-TV network has signed the show for the full season.

Due to plate room gremlins, the recent Decca Records advertisement, featuring Bert Kaempfer's "Red Roses for a Blue Lady," neglected to state that the LP is available in both mono and stereo . . . DL 4569 (M); DL 7-4569 (S).

Stokowski Disk Sparks Phase 4

• Continued from page 1

ter. The first releases in the Phase 4 "concert series," in January 1964, included Tchaikovsky's "1812 Overture" and Ferde Grofe's "Grand Canyon Suite," under the direction of conductors from the available Phase 4 stable of artists. With the outstanding success of this "serious repertoire, the next step was to engage the services of an internationally famous conductor; namely, Leopold Stokowski.

The complete Phase 4 catalog, now totaling 53 LP's, pop and concert, has sold over two million LP's in the U. S. in its brief existence as a premium priced (suggested list is \$5.98) sound series catalog. The best seller to date is Ronnie Aldrich's "Melody and Percussion for Two Pianos," which passed the 150,000 mark. "Pass in Review," directed by Robert Sharples, is a close second, with seven other in the 100,000-sales vicinity.

"However," Wargo states, "this is only the beginning for Phase 4 in an era of stereo. Our intention is to be very selective in our releases . . . to release only what we consider to be the very best in stereo technology."



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SG-Col. Music's Creative Group Places Songs With Top Artists

HOLLYWOOD — Screen Gems-Columbia Music's Creative Music Group is away and winging. The West Coast-based operation under the aegis of director Lester Sill has placed repertoire with Nancy Wilson, "Love Has Many Faces"; Bobby Rydell, "Stranger in This World"; Four Preps, "Everlasting"; Ray Peterson, "I Pretend"; the Ikettes, "Peaches and Cream"; the Drifters, "Down at the Club," and April Stevens-Nino Tempo, "This Night of the Year."

Working with the company's Hollywood office are writers Tommy Boyce and Steve Venet (both moved here from New York), Don Altfeld, Gil Gibson and Richard Podler. These scribes had impressive chart records before joining SG, Sill points out. With the exception of Altfeld and Gibson, who work closely with Jan and Dean, the other writers are available as independent producers to tackle

assignments. This is a special feature of the Creative Group. **One Vital Area**

One vital area involving the Group is directing its writers into TV and motion pictures. The concept is to get music written which may be applicable for commercial recordings. In the past film music had barely been usable in the disk medium.

This cognizance for music strong enough to make a dent in the singles field is interpreted as having themes written with contemporary thoughts and sounds. "There are very few TV themes that have made it as hit records," Sill said. Yet the themes from "The Addams Family," a TV property, is beginning to make it and big-screen themes such as "Wives and Lovers" and "Who Shot Liberty Valance" were hit records, he notes.

The specialty branch of the publishing wing has begun mapping plans for exploitation of the film "Lord Jim," with Col-

pix releasing the soundtrack LP and the single "Color of Love" with special lyrics composed by Bob Russell for the record.

The Creative Group will have 10 tunes available for pitching to a&r men shortly, Sill revealed. Producers are constantly being checked as to when their artists are recording, with the Group assigning writers to prepare material expressly for the artist. Sill feels this gives SG a custom-tailored piece of material to offer a performer.

In streamlining its operation, SG has preened its writer roster. Such executives as Marvin Cane, Charlie Koppelman and Charlie Rubin also exited the company, being replaced by Emil LaViola, Wally Schuster and Herb Moelis in recent months.

Crewe Signs Russ Miller

NEW YORK — Russ Miller, former manager of Bourne-Rank Music, has been signed by Bob Crewe Productions/Genius, Inc., as professional manager of the firm's two publishing houses, Starday Music and Tomorrow's Tunes.

PEOPLE AND PLACES

By MIKE GROSS

Mary Wells, 20th Century-Fox recording artist, is set for a date at the Apollo Theater in Harlem beginning Jan. 29. She's also booked for a string of college one-nighters in the East. . . . Regina Records artist Frances Faye goes into Miami's Doral Hotel Feb. 2 for an engagement that will run through Feb. 14. . . . The Serendipity Singers have been booked for a two-week engagement at Mister Kelly's in Chicago beginning April 15. . . . Folk singer Mike Settle, who is a Creek Indian, has been approached to do a Southwestern tour which will include many of the last remaining Indian reservations. . . . Juanita Waller, Billboard staffer, will give a recital of operatic excerpts at Hunter Playhouse this week. She's doing "Madama Butterfly" on Wednesday (20) and "La Forza Del Destino" the following evening.

Sam Hamilton is now in his 15th year as accompanist for Mabel Mercer, now in her third year at the Downstairs at the Upstairs. . . . Woody Allen, Colpix artist, signed for Basin Street East April 19 for two weeks. . . . Eddie Hazell, Columbia Records singer-guitarist, doing "On-Broadway Tonight" Jan. 22 over CBS-TV. On Jan. 25, Hazel goes into the Sniffen Court Inn. . . . Teen-age singer Maria La Donna, the Gateway Records artist, guests on Clay Cole's WPIX-TV show Jan. 23. . . . Singer Bernadette Castro recorded her current Colpix disk, "A Girl in Love Forgives," in four different languages for foreign sales. . . . Vaughn Meader does a two-week stint at The Loft, St. Thomas, Virgin Islands, starting Feb. 4. . . . The Mills Brothers guest on Jimmy Dean's ABC-TV show Jan. 21. . . . Vaughn Monroe into Holiday House, Pittsburgh, Jan. 24-Feb. 1. . . . The Animals, British group on the MGM label, back in the States this week and set for a shot on Ed Sullivan's CBS-TV show Jan. 24.

The New York Saxophone Quartet, 20th Century-Fox recording group, made its first public appearance at Town Hall last Sunday (17). The group consists of studio saxmen Danny Bank, Ray Beckenstein, Eddie Cain and Al Epstein. . . . Jackie Byard's Trio is at the Five Spot Cafe for an unlimited engagement. . . . Andy and the Bey Sisters, Prestige Records artists, are currently at Pittsburgh's Hurricane Club. . . . Peter Nero this month will record his 11th album for RCA Victor.

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BACKED BY COLUMBIA DRIVE

Rankin Drives on U. S.

NEW YORK—After having made an important score overseas in the past year, Kenny Rankin, young singer-songwriter, is now out to gain a foothold on his home grounds in the U. S. This week, Columbia Records has launched a major campaign on Rankin's new single, "There'll Be No Other Love for Me," and initial reports indicate that he's about to duplicate his foreign success here.

McPeake Family To Tour the U. S.

NEW YORK—The McPeake Family, traditional folk singers from Belfast, Ireland, have been set for their first U. S. tour. They arrive here Feb. 15 and begin their personal appearance schedule at Carnegie Hall on Feb. 19. The tour also includes stops in Boston, Philadelphia and Washington.

The group has been largely responsible for the resurgence and interest in Irish folk music now taking place in Ireland. Their tour of the U. S. was arranged through the efforts of Pete Seeger, who met the group during his visit to England and Ireland during his world tour last year, and Seeger will be acting as host to the McPeake Family during their stay here. Their tour is being co-sponsored by Seeger and Harold Leventhal.

The group consists of six members of the McPeake Family, led by 80-year-old Francis McPeake, who is acknowledged as one of the finest players of the uilleann bagpipes. He is joined by his sons, Francis and James, and his grandchildren, Francis and Kathleen McPeake and Tommy McCrudden.

Rankin's foreign success has been made in such countries as Germany, France, Italy and England. Primary factor in his overseas acceptance was his debut at last summer's CBS Records meeting in Spain. Entertaining at that time for Columbia Records' European affiliates and representatives, Rankin scored a major triumph which led the way for a series of local personal appearances and radio-TV performances in the leading European markets. Rankin's impact led to a second European tour. He recently returned to New York for preparation of his current release.

An interesting sidebar is that it was Dion Di Muci, Columbia's reigning overseas young teen-age idol, who brought Rankin to the attention of Bob Mersey, pop artists & repertoire chief for Columbia Rec-

ords. Mersey signed Rankin to the label about the same time that Dion's own personal manager, Sal Bonafede, took over the guidance of Rankin's career.

Dion, who wrote the flip side of Rankin's new single, has himself a new single click, "Unloved, Unwanted Me."

Signings

Jonah Jones has joined the Decca label. His first session under his new Decca affiliation is being planned for a quick release. For the past several years, Jones has been recording for Capitol Records and his disks have had good representation on the best-selling charts. . . . Johnny Cymbal and Mamie Lee have been signed to Don Costa's DCP Records. Cymbal had an international hit last year with his recording of "Mr. Bass Man." Miss Lee, who has not recorded before, is a TV and night club performer in the New England area. Both artists are due for conferences with Costa to select material for their first DCP releases, which have been scheduled for the near future.

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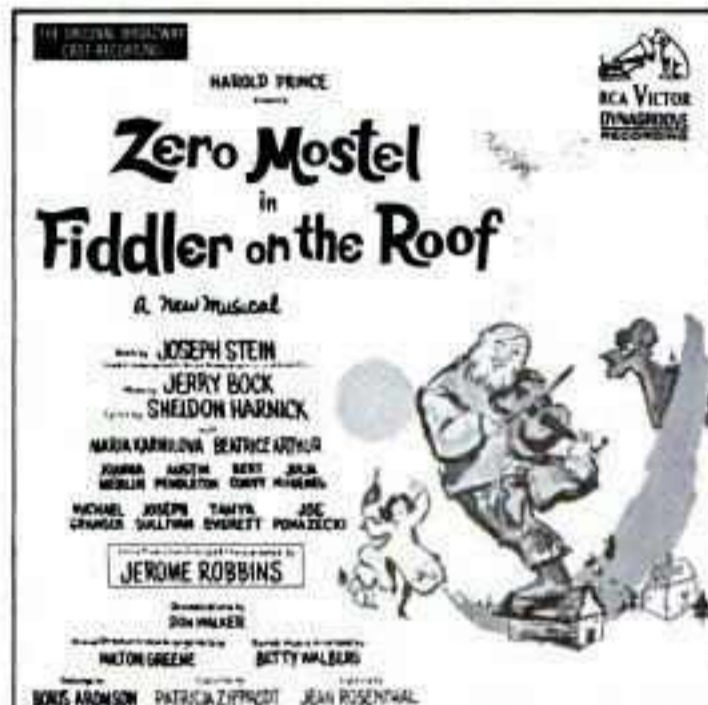
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**BROADWAY'S
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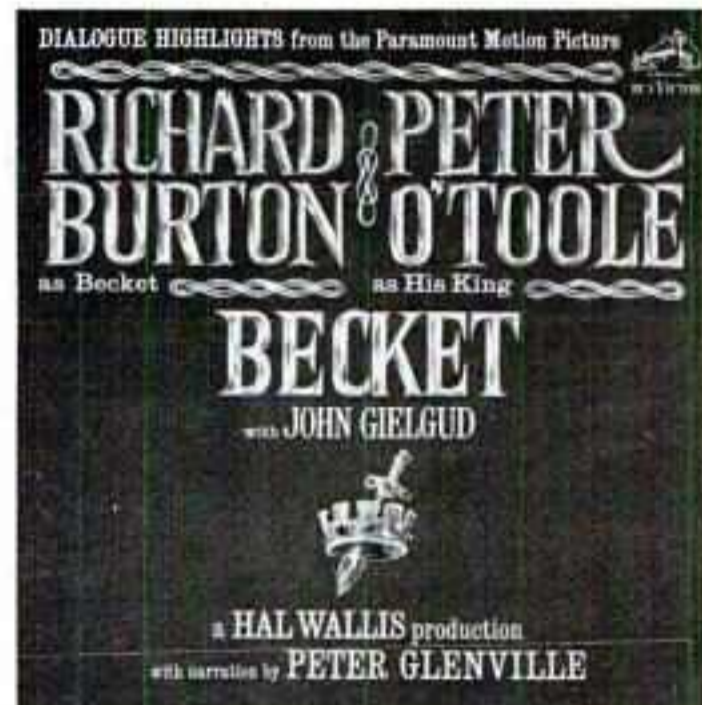
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LOC/LSO—1091



LOC/LSO—1094



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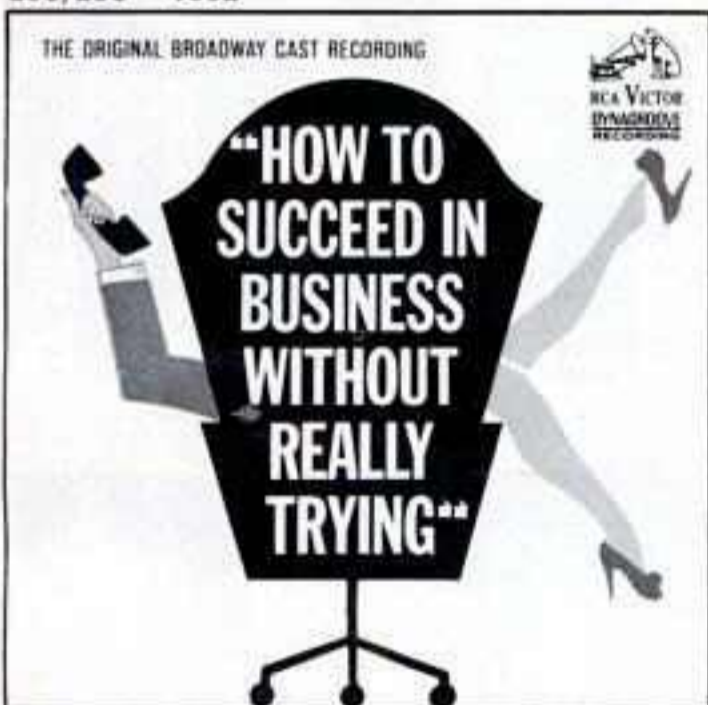
LOC/LSO—1086



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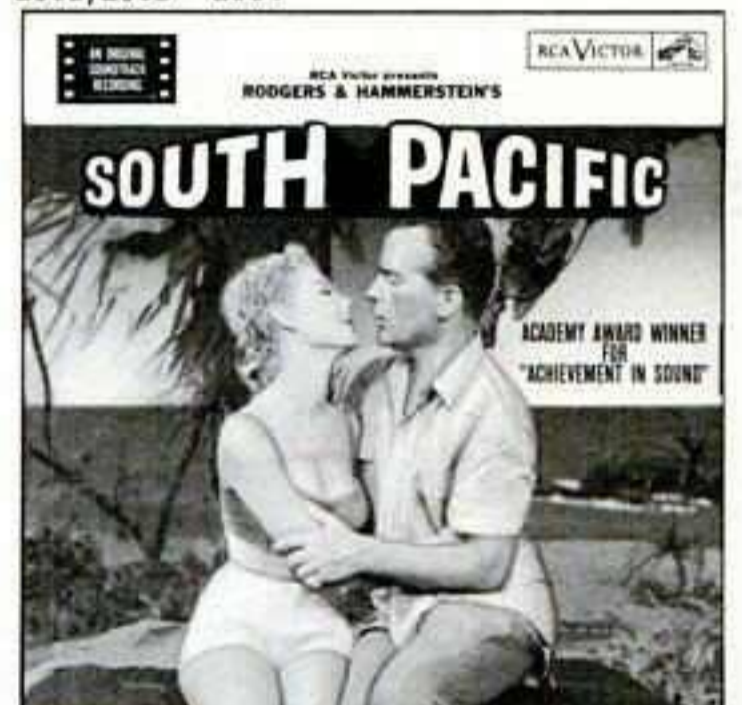
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LOC/LSO—1057



LOC/LSO—1032



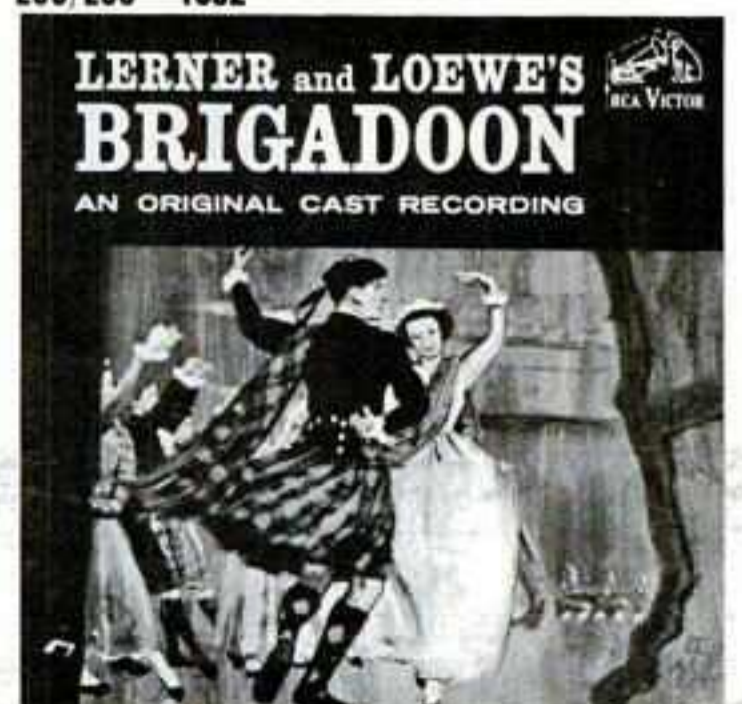
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LOC—1018



LOC—1015



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HOT POP

SPOTLIGHTS

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

THE SEARCHERS—WHAT HAVE THEY DONE TO THE RAIN (Schroder, ASCAP)—Hot follow-up to their current "Love Potion Number Nine." Effective folk-flavored ballad. Flip: "This Feeling Inside" (Toby). **Kapp 644**

ROGER MILLER—KING OF THE ROAD (Tree, BMI)—Original material and a change of pace from past hits. Easy beat, good lyric. Flip: "Atta Boy Girl" (Tree, BMI). **Smash 1965**

RIGHTeous BROTHERS—BRING YOUR LOVE TO ME (Maxwell, BMI)—Currently hot on the Philles label, boys give their wailing all on rouser with production backing. Flip: "Fannie Mae" (Olivia-Fast, BMI). **Moonglow 238**

BILLY J. KRAMER—IT'S GOTTA LAST FOREVER (Lynch-Bigtop, BMI)—Smoothy ballad in expected Kramer style. Flip: "They Remind Me of You" (Jaep, BMI). **Imperial 66085**

THE DRIFTERS—AT THE CLUB (Screen Gems-Columbia, BMI) — Same groove as recent hits. Good dance beat. Flip: "Answer the Phone" (Cotillion, BMI). **Atlantic 2268**

JULIE ROGERS—LIKE A CHILD (Ponderose, BMI)—Strong follow-up to "Wedding." Dramatic performance backed by dramatic instrumental arrangement in similar vein as current hit. Flip: "The Love of a Boy" (U. S. Songs, ASCAP). **Mercury 72380**

HERMAN'S HERMITS—CAN'T YOU HEAR MY HEARTBEAT (Southern, ASCAP)—Melodic medium tempo rocker. Strong successor to recent hit. Flip: "I Know Why" (Hermusic, PRS). **MGM 13310**

RAY STEVENS—THE ROCKIN' TEENAGE MUMMIES (Lowery, BMI) — Ray (Ahab the Arab) Stevens is back with his musical antics. Wacky bit is matched with catchy beat on original piece of material. Flip: "It Only Hurts When I Laugh" (Lowery, BMI). **Mercury 72382**

BOBBY RYDELL—DIANA (Spanka, BMI)—Intriguing new approach to the Paul Anka hit. Good new sound for Rydell. Flip: "Stranger in the World" (Screen Gems-Columbia, BMI). **Capitol 5352**

ANITA BRYANT—TELL ME (Gil, BMI) (1:45)—Anita's most commercial entry. Teen-grooved rocker sung in multi-voiced to accompaniment of great dance beat and yeah, yeah chorus. Flip: "I Don't Understand" (Leeds, ASCAP). **Columbia 43205**

VIC DANA—RED ROSES FOR A BLUE LADY (Mills, ASCAP)—Good vocal version of current hit revival by Kaempfert. For all programming in vein of "Everybody Loves Somebody." Flip: "Blue Ribbons (For Her Curls)" (Metric, BMI). **Dolton 304**

REVIEWED THIS WEEK, 112—LAST WEEK, 84

GUEST PANELIST OF THE WEEK

DICK STARR

Program Director, DJ

Noon-3 p.m., M.-Sat.

WFUN

Roussville in Miami



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

THE MOODY BLUES—GO NOW! (Trio, BMI)—British hit import. Rare beat, interesting gospel-like piano support. Flip: "It's Easy Child" (Pandora, BMI). **London 9726**

THE TRADE WINDS—NEW YORK'S A LONELY TOWN (Big Top, BMI) — Monkey-surfin' Beach Boys sound. Good material, good performance. Flip: "Club Seventeen" (Big Top, BMI). **Red Bird 10-020**

NANCY SINATRA — TRUE LOVE (Buxton Hill, ASCAP)—Fresh, pop revival of the Cole Porter tune. Nancy delivers a sensitive, plaintive vocal, pitted against the strong drum, string, chorus production backing of Ernie Freeman. Flip: "The Answer to Everything" (Dolfi-Balmac, ASCAP). **Reprise 0335**

JODY MILLER—NEVER LET HIM GO (Dragonwyck, BMI)—Class vocal performance on a well-written and produced ballad. Fits all types of programming. Flip: "Be My Man" (Mirich, ASCAP). **Capitol 5353**

RAY GRIFF — THAT WEEPIN' WILLOW TREE (Backwoods, BMI)—Tremendous beat going on behind an Orbison-Presley vocal sound. Well done with plenty of excitement. One to watch. Flip: "Don't Lead Me On" (Backwoods, BMI) (2:40). **Groove 0054**

TOMMY BRUCE — OVER SUZANNE (Apollo, ASCAP)—New British import. A weird, unusual, but strong vocal is pitted against a slow, driving beat. Listen carefully to this one! Flip: "It's Driving Me Wild" (Mellin, BMI). **Capitol 5354**



PROGRAMMING

SPOTLIGHTS

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



MIDDLE ROAD SPOTLIGHTS

JOE HARNELL — WHEN SUNNY GETS BLUE (Marvin Music)—In the same fine style of his "Fly Me to the Moon" hit. First-rate piano work and bossa nova-flavored arrangement of the standard. Flip: "Theme From Black Orpheus." **Kapp Winner's Circle 45**

JULIE LONDON—YOU'RE FREE TO GO (Ross-Jungnickel, ASCAP)—Tender vocal treatment of Don Robertson's fine standard. Effective country piano and strings back her up. Flip: "We Proved Them Wrong" (Screen Gems-Columbia, BMI). **Liberty 55759**

MARTY ALLEN & STEVE ROSSI—MARTY THE SPY (Asquith-Emarcy, ASCAP) (2:15)—A good change of pace for programming. Their hilarious take-off on James Bond, commercials and what have you. Flip: "The Boy Scout" (Asquith-Emarcy, ASCAP). **Mercury 72378**

Album Reviews on Page 76



COUNTRY & WESTERN SPOTLIGHTS

JOHNNY CASH — ORANGE BLOSSOM SPECIAL (Leeds, ASCAP) — Fine Cash treatment of the rhythm favorite. Great combination of the Cash voice, harmonica, bass, sax and drum. Flip: "All of God's Children Ain't Free" (Cash, BMI). **Columbia 43206**

LESTER FLATT & EARL SCRUGGS—I STILL MISS SOMEONE (Cash, BMI)—Strong Johnny Cash ballad given a sad, lonely and first-rate performance. Flip: "Father's Table Grace" (Flatt & Scruggs, BMI). **Columbia 43204**

FERLIN HUSKY — LOVE BUILT THE HOUSE (Marpal, BMI)—A happy spiritual-flavored beat with good lyric by Martha Carson. Ferlin is in top form. Flip: "True True Lovin'" (Coach & Four, BMI). **Capitol 5355**

STONEWALL JACKSON—I WASHED MY HANDS IN MUDDY WATER (Maricana, BMI) (2:42)—Sad tale of a do-badder trying to do good. Fine reading by Stonewall. Flip: "I've Got to Change" (Cedarwood, BMI) (2:07). **Columbia 43197**

CHUCK HOWARD — AFTER MY LAUGHTER CAME TEARS (Shapiro-Bernstein, ASCAP) (2:25)—Plaintive ballad with a sensitive rendition by Howard and chorus. Has definite appeal for the pop charts as well. Flip: "I Hope You Hear Sad Songs" (Pamper, BMI) (2:44). **Columbia 43194**



RHYTHM & BLUES SPOTLIGHTS

OTIS REDDING — THAT'S HOW STRONG MY LOVE IS (Rise, BMI)—An effective blues weeper soulfully rendered by Otis. Flip: "Mr. Pitigul" (East-Time, BMI). **Volt 124**

CLARENCE ASHE & HARTSY MAYE—IN THE MIDDLE OF THE NIGHT (Zell, Bon Bon & Can, BMI)—Starts slow with a gospel chant and then lets loose with a rockin' beat with an exciting vocal. Flip: "Row Row Row Your Love" (Zells, BMI). **J & S 1472**

GEORGE GREEN—DO ANYTHING YOU WANNA (Waygate, ASCAP)—Spirited blues rocker sung with feeling. Strong backing from the Harold Betters trombone and get up and go beat. Flip: "All Alone" (Berlin, ASCAP). **Gateway 751**

FONTELLA BASS AND BOBBY McCLURE—DONT MESS UP A GOOD THING (Arc-Saico, BMI) (2:50) — Driving blues beat, good material and strong performances with pop appeal obvious. Flip: "Baby What You Want Me to Do" (Conrad, BMI) (2:57). **Checker 1097**

BABY WASHINGTON—RUN MY HEART (Picture-tone, BMI) (2:00)—Baby's wailin' is supported by a big instrumental sound and chorus. Medium tempo offering is strong r&b and pop chart material. Flip: "Your Fool" (Saturn, BMI) (2:04). **Sue 119**

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

- NINA SIMONE—I Am Blessed** (Benjamin, BMI) (Hal Mooney) PHILIPS 40254
- TRACEY DEY—Blue Turns to Grey** (Immediate, BMI) AMY 917
- GINNY ARNELL—Just Like a Boy** (Blackwood, BMI) MGM 13309
- DION DI MUCI—Unloved, Unwanted Me** (Marimba-Markel, ASCAP). COLUMBIA 43213
- THE ORLONS—Come on Down Baby Baby** (Picturetone, BMI). CAMEO 352
- FRANK IFIELD—Don't Make Me Laugh** (Don't Make Me Cry) (Hill & Range, BMI) CAPITOL 5349
- JACK NITZSCHE—Night Walker** (May-Dec, BMI) REPRIS 0337
- YVONNE CARROLL—A Little Bit of Soap** (Mellin, BMI). CHALLENGE 59275
- THE STANDELLS—The Boy Next Door** (Five-West, BMI)—B. J. Quetzal (Five-West, BMI). VEE JAY 643
- THE SHERRY SISTERS—Sailor Boy** (T. M., BMI) (2:35)—He's Just Another Guy (Blackwood, BMI) (2:50). EPIC 9693 (Re-release)
- THE JILLETES—Can't Play a Playgirl** (Tip-Toe & Robin Hook, BMI). PHILIPS 40140
- THE CUPCAKES—Pied Piper** (Picturetone, BMI). DIAMOND 177
- KENNY SHANE—Earth Shakin' Baby** (Light Switch, BMI) (2:16). TOWER 111

MIDDLE ROAD

- THE BROWNS—No Sad Songs for Me** (Chappell, ASCAP). RCA VICTOR 8495
- BROTHERS FOUR—Turn Around** (Clara, ASCAP). COLUMBIA 43211
- THE FOUR PREPS—Everlasting** (Screen Gems-Columbia, BMI) CAPITOL 5351

COUNTRY & WESTERN

- CHARLIE WALKER—Pick Me Up on Your Way Down** (Pamper, BMI) (2:02). EPIC 9759
- JIMMY WALKER—Obediah** (Canyon, ASCAP). TOPIC 8005
- ROY ACUFF—All the World Is Lonely Now** (Acuff-Rose, BMI). HICKORY 1291
- JOHNNY BOND—Let It Be Me** (Starday, BMI). STARDAY 704
- TONY DOUGLAS—I'm Happy** (English-Marrett, BMI). SIMS 221

RHYTHM & BLUES

- B. B. KING—Stop Leading Me On** (Sangelo, BMI) (2:22). ABC-PARAMOUNT 10815
- DORIS TROY—Hurry** (Premier, BMI) (2:29). ATLANTIC 2269
- JIMMY SOUL—My Little Room** (Rockmasters, BMI). S.P.Q.R. 3321
- THE DELICATES—I Want to Get Married** (4-Star Sales, BMI). CHALLENGE 59267
- WALTER JACKSON—Suddenly I'm All Alone** (Blackwood, BMI) OKEH 7215
- JEFF DALE—Don't Forget About Me Baby** (Cotillion-Smashville, BMI). ATCO 6332.

SPIRITUAL

- "BIG" PAUL FOSTER'S LOS ANGELES GOLDEN CROWNS—A Closer Walk** (Lil Etta, BMI). PROVERB 1014



SPOTLIGHT WINNERS OF THE WEEK

SINGLES REVIEW POLICY

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

*we
really
don't
have a
priority* **on
hits**

*it just happens that way!
like this:*

voice your choice
the radiants
chess 1904

i'm over you
jan bradley
chess 1919

no faith, no love
mitty collier
chess 1918

jerk and twine
jackie ross
chess 1920

you messed up a good thing
fontella bass and bobby mcclure
checker 1097

CHESS

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Italian TV Pop Contest Results

By PIETRO A. MALASPINA

MILAN—The contest, "Naples Against Everybody," launched by the Italian TV network, came to an end (6) when an international jury of 50 European girls was called to confirm or modify the Italian public's judgment during the previous weeks.

The combined vote gave the following results: The classic Neapolitan song, "O Sole Mio," came in first, winning by a landslide. It received over 700,000 votes from a total of 1.6 million and also received over one third of the international jury's votes. Second place was taken by the song winner of the 1964 San Remo Festival, "Non Ho L'Eta" (I Am Not Old Enough); third place went to a Russian song, already very popular in the Western world, "Midnight in Moscow."

The winning song owes much of its success to the exceptional rendition given to it in the previous evenings by Mario Del Monaco; for the final evening Claudio Villa substituted for Del Monaco, who was ill. He also had a very appreciable interpretation of the old-time favorite. Young Gigliola Cinquetti, last year's discovery at San Remo, brought her song into a well-deserved

second place; also Soviet baritone Anatoli Solvianenko gave a good rendition to the Russian song. This is probably the first Soviet song to enter a Western contest. Songs which came in on fourth, fifth and sixth place, respectfully, were "Anema E Core," sung also by Miss Cinquetti; "Torna a Surriento," sung by Claudio Villa and the Spanish song "La Violetera," sung by Encarnita Polo.

Results of the contest proved that a vast majority of the listeners of Italian TV still prefer the traditional melodic song, with sometimes an interest for modern melodic music, such as "Non Ho L'Eta."

The absence of modern rhythm from the chosen songs confirms a trend in taste which became apparent last year when the Beatles and other similar groups failed to receive importance here.

It is widely felt among critics and experts that Italian songs may go back to their original melodic line, with the teen-ager market taken over by a new crop of singers who are quite similar to French "chansonniers." The latter have very little in common with the former teenage idols.



VIC LEWIS, left, and Don Black, chiefs of the Vic Lewis Organization, have signed a contract with CBS Records to act as composers and independent producers. In the center is Morris Levy, managing director of Oriole Records, London. Lewis and Black handle Matt Munro and represent General Artists Corporation. Black wrote the lyrics for Munro's latest hits, "Walk Away" and "For Mama."

Col. of Canada 'Lady' Wins Popai Award

TORONTO—The promotional display materials created by Columbia Records of Columbia for the "My Fair Lady" movie soundtrack album have won a Popai award from the fifth annual international merchandising awards contest sponsored by the Point of Purchase Advertising Institute in New York. The merchandising package of 12 different pieces was entered in the contest by Somerville Industries, Ltd., who produced it for the record company.

National advertising and sales promotion manager Bob Martin reports that the promotional materials also led to excellent sales during Christmas. Popularity of the film, doing tremendous business in seven major cities in Canada, has also sparked a pick-up in sales of the original Broadway cast album, Martin says.

Brit. Decca Drives on Anka Disk

LONDON—Paul Anka's first-ever British-made single is being released in a blaze of glory by Dutch Decca. The single is the first the company has ever put out in a four-color picture sleeve. Anka arrived last week for an intensive campaign.

Both sides of the Anka single are being given equal exploitation. One features the song "To Wait for Love" written for Anka by Burt Bacharach and Hal David when the singer and the composers were in London just before Christmas. Coupled with it is "Behind My Smile," by Don Black, who wrote Matt Monro's trans-Atlantic hit, "Walk-Away." TV-ers arranged for Anka include ABC's "Eamonn Andrews Show" and "Thank Your Lucky Stars" and BBC-2's "Beat Room." The singer is expected to appear in Joseph Levine's new picture, "The Idol," next month.

Chess Changing Distrib Setup

CHICAGO — Chess Records is in the process of revamping its overseas pattern of distribution and will soon introduce its own Chess label to the Continent.

Up to now, Chess merchandise has been released and distributed by Pye. The English firm will continue to distribute Chess merchandise, but the control will now rest with the U.S. diskery.

Marshall Chess is in charge of the overseas operation. Marshall, together with Phil Chess, co-head of the U. S. diskery with his brother Leonard, is slated to go to London in February to kick off the Chess label's entry into Europe.

Full details of the move were not available at press time, but a spokesman for Chess said the firm would greatly step up its overseas activities.

'MINSTRELS' IN AMSTERDAM

SCHIPHOL, Holland — The New Christy Minstrels arrived in Amsterdam Jan. 14 for a two-day CBS-sponsored visit, during which they made a 30-minute telerecording for VARA-TV. They also made an appearance in a TV "Live" show, with Belgian star Adamo, at the Amsterdam Congress Hall. Coinciding with this stay CBS released their album, "Ramblin'."



THE NEW CHRISTY MINSTRELS at the American Embassy in London, at a welcoming party prior to their "Sunday Night at the London Palladium" debut. With them Brian Epstein, left, who presented them in the U.K.; Geo Greff-Sydgarris, personal manager to the group, and Morris Levy, far right, managing director of Oriole Records, the CBS outlet in the U. K.

News From the MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Walter and Connie, popular British TV duo visited Holland and made their very first song recordings in Bovema's studio. They're titled "What Is This" and "In the Park." Shortly before they made a guest appearance in the Rudi Carrell TV show... Dutch star-comedian Toon Hermans was recently honored with his umpteenth award, this time as "Most Beloved Humorist" of a Flemish Belgian TV poll... Jos Brink, well-known Dutch teen-age deejay, recorded his first single on the Imperial label, "When I See Your Portrait," flipside "Rustling Rain"... Phonogram reports the release in Holland of Benjamin Britten's comical opera, "Albert Herring," with Peter Pears in the title role... Famous pianist Rudolf Serkin is scheduled for recitals in Amsterdam and Rotterdam... Early 1965 CBS single releases include one of c&w star, Johnny Cash, singing "It Ain't Me Babe," b-w "Time and Time Again" and a new single by Italian Bobby Solo, "Christina" b-w "Ora Che Sei Gia Una Donna"... Barclay-Holland reports very good sales of Charles Aznavour's "Que C'est Triste Venise" and Jaques Brel's "Amsterdam"... By Phonogram, on the Decca label, are a limited edition of "Winston Churchill's Memories and Speeches 1918-1945," consisting of a set of 12 LP's... General label manager of Phonogram, Leo Boude-wijns asked special attention for a new Philips production, in which Witold Rowicki conducts orchestral and vocal works by contemporary Polish composers, under which the "Threnody for the Victims of Hiroshima" by Penderecki... A new Capitol EP will soon be released by Bovema, entitled "The Kingston Trio Sings Rod McKuen."

... A new Philips EP contains the combined efforts of the Dutch Swing College and the National Dutch Police Force Band.

RAYMOND DOBBE

BELGIUM

Jean Kluger reports Brussels acquiring rights for "Que me reste-t-il?" (Monty), "Rosita" (Bob Benny), "Tea and Trumpets," "Wat Nu" and "Dire Drom" (The Twenties), "Conquerants De L'Ouest" (Les Missiles) and "Il Fera Bien Demain" (Danyel Gerard and Claude Ciari). Seven songs of the newest Robert Cogo LP and all the numbers of the newest Will Tura LP are also controlled by Kluger... A press cocktail party was held (7) by Philips in honor of Eddie Defacq and Cecily Forde. During this reception Defacq received the "Chouette" award. Both artists are in the "Chouette program" at the Ancienne Belgique, together with Tonia, Micky Day and the Cousins... Palette Records held a cocktail party honoring their top group, the Cousins. The four boys celebrate their fifth anniversary. They leave for Argentina early February.

The famous Song Festival of San Remo (Jan. 28, 29 and 30) will feature many Show Records artists. Italian artists whose records distribute in the Benelux countries are G. Colombo, Betty Curtis, John Foster, F. Ferretti, Bruno Lauzi, G. Mascolo, Gigliola Cinquetti, Don Miko, B. Inzaia, Iva Zanicchi... Cam Cole is a very popular leader of a very popular combo in this country. He recorded "Mademoiselle" and "Rosita"... Some days ago the well-known Carlo Caluwe recorded two songs for Show: "Zoals Voorheen" and "Oui,"

(Continued on page 18)

Cap. Makes Strong Bid in Italy

MILAN—Capitol Records is making a strong bid for the Italian market. Dick Rising, Capitol executive who attended an EMI party honoring Italian EMI's singer Jody Miller, said that the San Remo Music Festival offers great opportunities for such young artists as Miss Miller, and that Capitol intends to take advantage of such opportunities. Miss Miller has been invited as guest singer to the festival and will present two songs, one by EMI's Pino Donaggio and the other by Jaguar's Ricky Gianco.

Rising added that Capitol's chances here are bolstered with the recent appearance of the

Beach Boys on television and with the reception of Nat King Cole's Italian version of "Love."

Jody will leave here after recording both San Remo songs and two other selections for the flip sides. She has won praise here for her ability in mastering Italian, a language with is usually difficult for many foreign singers.

Jody will stay in Italy for a few days after the San Remo Festival (set for Jan. 28 to 31) and record eight more songs, either of Italian origin or American with Italian lyrics. Chances are that these eight songs and the four she has been recording will be released as an LP.



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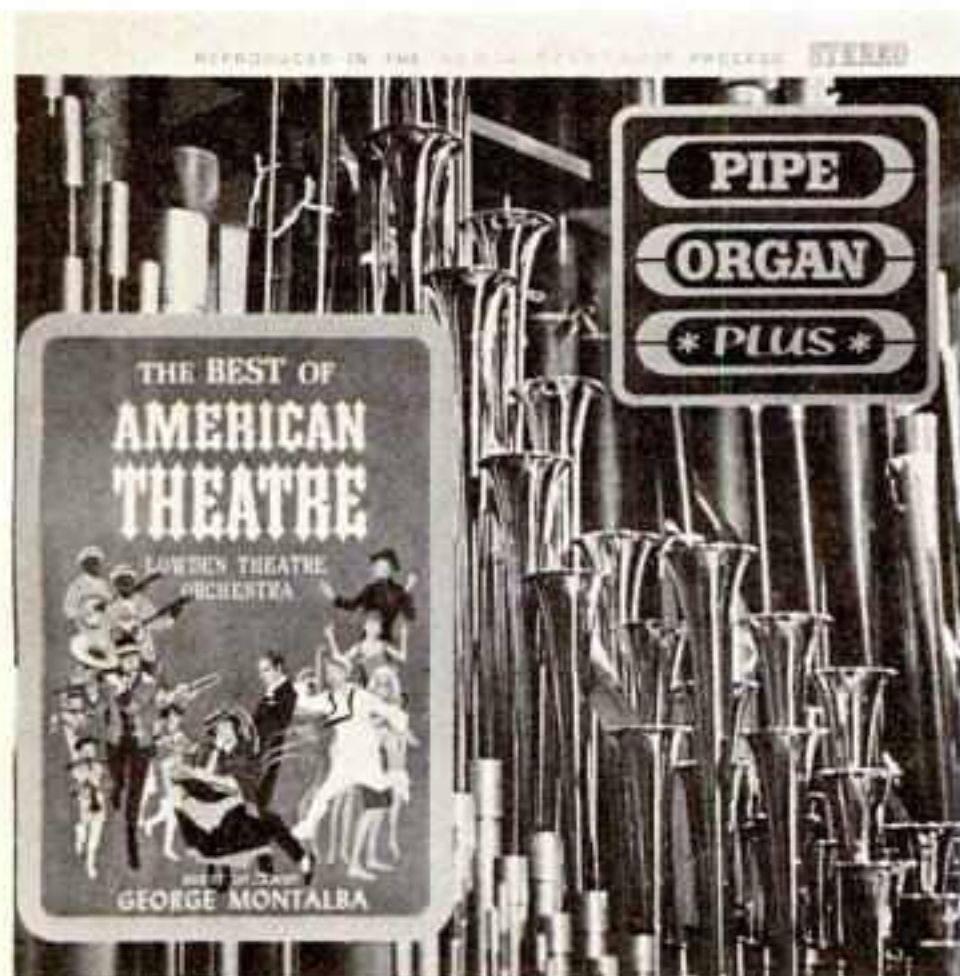
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SAS 601



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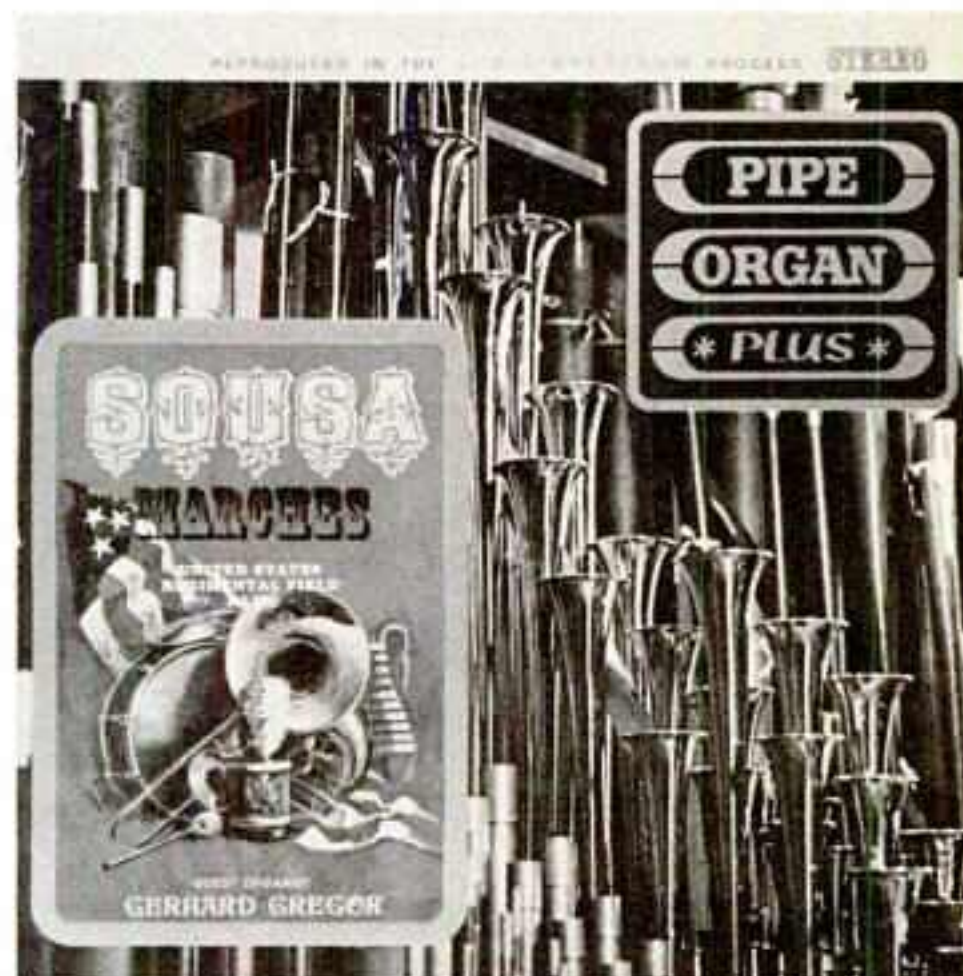
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SAS 602



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SOUSA MARCHES
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SOUND SERIES OF THE YEAR**



MANUFACTURED BY MILLER INTERNATIONAL CO., RUNNEMEDE, N. J.

British Mfrs.' Disk Sales Decline

LONDON — British manufacturers' record sales for October show a drop of one-fifth from the same month in 1963. It is the first drop since the 'super boom' period began, but the industry is not seriously disturbed since the 1963 figure was believed to be a freak high one.

Actual sales for last October were worth more than \$6,000,000. Although home

sales were down a quarter, the export market increased by 6 per cent. LP production increased by a fifth but singles sales were 8 per cent down.

Meanwhile, the box-office power of record stars continues to show a decline. Promoter George Cooper has revealed losses of \$60,000 on two Christmas shows featuring Millie, Lulu, Heinz, Marty Wilde and others. Both had to end a fort-

night before scheduled because of hopeless bookings.

Not even the Beatles have drawn capacity audiences to the 3,500-seater Odeon cinema in London, where they have been playing twice nightly in Brian Epstein's show.

The show, packed with other star names, is expected to gross \$250,000 in its three-and-a-half-week run—about \$25,000 less than capacity.

Chile Industry Suffers Loss in '64

By RICARDO GARCIA

SANTIAGO—1964 was a bad year for the record industry in Chile. Record prices were 100 per cent higher than last year, and the country's economic situation was another important factor.

In December, the principal labels (RCA, Oden, Goluboff and Philips), launched a great campaign to sell more records. They announced the "New Economical LP." These LP's are sold at 12 escudos. The normal price is 18 escudos. Christmas sales were good; now there are high hopes for 1965 sales.

These were the best sellers in LP's in 1964: "A Hard Day's Night," by the Beatles (Odeon); "Leo Dan" (CBS); (RCA); "Los

Cuatro Cuartos (Demon); "Romanticos De Cuba (Odeon); "Trini Lopez at PJ's (Reprise); "Bailando Hasta El Amanecer," by Sidney-Astor (CBS); "Show De Luis Simas (Philips); "Palmenia Pizarro (Philips).

The best sellers in singles were "Natalie" by Gilbert Beaud (Odeon); "Como Te Extraño Mi Amor" by Leo Dan (CBS); "Si Me Vuoi Lasciare" by Michele (RCA); "Que Bonita Va" by Los Cuatro Cuartos (Demon); "Leila" by Luis Dimas (Philips); "I Want to Hold Your Hand" by the Beatles (Odeon).

The favorite foreign artists in 1964 were the Beatles, Leo Dan, Trini Lopez, Elvis Presley, Rita Pavone, Michele and Brenda Lee.

TV in Chile is not commercial. The two channels are owned by the two principal universities, but since last year the two channels are presenting the most famous filmed series. "Route 66" and "Ben Casey" are the favorites, and George Maharis is now a new record idol.

Last year was a good year for European artists in Chile. Gilbert Beaud, Alain Barriere, Rita Pavone and Michele were best sellers, and they are new singing idols for the young set. "Natalie," the best seller in the singles market for Odeon, "Elle etait si jolie" and "Ma Vie," by Alain Barriere have created a great demand for European hits. RCA has published recently the first LP by Barriere.

Oriole Slates Promotion Drive for 1st U.S. Releases

LONDON—Oriole, the British company bought by CBS last fall, is set for a major promotion campaign for its first batch of American releases following the CBS outlet switch from Philips, effective March 1. The initial releases include four "My Fair Lady" albums, already available through Philips.

The sound track album of the Warner Bros. film is already selling well even though the picture has yet to reach Britain. Princess Alexandra, Jack L. Warner, Audrey Hepburn, Rex Harrison and Stanley Holloway will be among those attending the royal charity premiere in London Jan. 21. Two days earlier the film will have a trade showing, followed by a press reception at the Savoy Hotel.

The soundtrack album will figure prominently in the Oriole-CBS large-scale point-of-sale promotion and it will be displayed in a large number of fashion shops throughout the country during the film's run. It will also play an important part in a national competition being arranged by CBS.

Philips will not be able to sell any CBS product after Feb. 28. The other albums being pushed by CBS from the following day are "Andy Williams Sings Great Songs From 'My Fair Lady' and Other Broadway Musicals," "Andre Previn Plays 'My Fair Lady'" and "Percy Faith Plays 'My Fair Lady.'"

De Angelis Inks With ABC-Para

NEW YORK — Peter DeAngelis has signed as an independent producer with ABC-Paramount Records. He will work with Sid Feller, the label's a&r director.

DeAngelis was a founder of Chancellor Records, which had been distributed by ABC-Paramount.

News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 16

je T'aime Darling." . . . Maurice Dean recorded his first record: "Gracias" and "Mein Erster Tanz mit dir." Both are sung in German.

Productions for Anvers Radio's own label Arsa are now in the hands of Jean Darlier of Editions Brauer, who also told us that the French catalog, Continental, will now be handled by his company.

With a night concert at the famed Olympia Theater in Paris and an appearance in Brussels under the auspices of the Philharmonic Society, pianist and Philips artist Erroll Garner concluded his three-month tour of England and Continent. . . . Inspired by the success of "Amore Scusami," the big best seller of Italian-born singing reporter John Foster, Show Records decided to release an EP of this great artist. This EP contains, besides "Amore Scusami" and "Ju bi ju" John's latest single record entitled, "Dedicata a Paola" and "Relax," Paola being the name of Belgium's King Baudouin's sister-in-law. . . . Also on Show Records, Italian Eurovision-winner Gigliola Cinquetti had a good single entitled, "Anema e Core" and "Napoli Fortuna Mia." . . . A Danish group (Sir Henry and His Butlers) is constantly moving up. This week they had new single on Show Records, "Let's Go." It is bluesy thing with a hard-swinging beat that will excite teen-agers.

JAN TORFS

COPENHAGEN

Contract between all the Danish, Swedish and Finnish recording companies and NCB (The Scandinavian Copyright Society) ended Dec. 31, 1964—and has not been renewed. NCB demands 9 per cent of the recording industries income from public performance in radio, TV, etc., but the record companies declare that NCB has no legal or moral rights to such a license, because NCB is just authorized from publishers, authors, and composers to collect a license of all records sold in Scandinavia. NCB has therefore stopped all new recordings of songs controlled by NCB. It is believed this strike will go on for sometime. Therefore, several publishers have arranged for direct permission to the record companies regarding new recordings of new songs, not listed and controlled by NCB. . . . The British group, the Searchers, and Jamaican "Millie" recently gave a successful concert in Copenhagen and also appeared in Danish TV. Concerts were arranged by SBA (Scandinavian Booking Agency) the most progressive booking and concert organization during 1964.

The Honeycombs—also British—gave a concert in Tivoli's concert hall, but even if the Honeycombs are very popular in Denmark, it was not "a sellout" because a new TV Saturday night spectacular called Kig Ind had its premiere. This program will run for 18 Saturdays. It was a sensational come back for Volmer Sorensen, who is considered the most popular TV personality and producer in Scandinavia. . . . The new dance called Jenka is now catching on like wildfire here. This dance comes from Finland, where it started like winter, introduced by Jan Rohde. His recording of "Doing the Jenka" was the biggest hit in Finland last year. The Jenka was presented in Danish TV and a Jenka-dance-competition among twins will be held every Saturday night. This craze now spreading in many European countries, such as Holland, Belgium, France and Spain.

No. 2 for 10 weeks, the Danish group, Sir Henry and His Butlers with their recording of "Let's Go." Should by now be released in the U. S. by Decca. In Denmark, with a population of only 4,500,000

40,000 copies of "Let's Go" have already been sold and last week it placed No. 9 in the Swedish radio's teen-age juke-box jury, "Ten at the Top."

DUBLIN

Tempo Productions, Ltd., opened Sound City, a rhythm and blues club similar to Liverpool's Cavern, which spawned many British charters. . . . Club hopes to do the same for some of our groups, who are taking a back seat currently while the showband boom is on. . . . There are seven local artists in latest chart. . . . Tom Costello, Ltd., will present the Searchers at Dublin's National Stadium Jan. 30. . . . First edition of new Irish Television program, "Hollywood Palace," included segment featuring the Rolling Stones, who played to two packed houses at Dublin's Adelphi (8). . . . T. J. Byrne, manager of Waterford's Royal Showband, gave a cocktail party in their honor. . . . Efforts to create interest in Irish showband sound in Britain spearheaded by Miami's "Round and Around" (by English writer Lee Stirling, Dixie's revival of "Love's Made a Fool of You" and Royal's "Hucklebuck," previously released here by Chubby Checker. . . . Miami's Dickie Rock, who finished fifth in Irish Points Table for 1964, plugged "Round and Around" on British commercial TV's "Thank Your Lucky Stars." . . . "Pickin' the Pops," Ireland's leading exposure outlet for new disks, dropped guests artists, except as members of panel. . . . Previously, performers mimed to their records. . . . Following a long run of successful package shows, Adelphi Cinema will present Roy Orbison and company Feb. 18. . . . Dusty Springfield brings Irish tour Feb. 14. . . . Larry Cunningham, whose "Tribute to Jim Reeves" hit the chart six weeks after issue by Irish Record Factors, Ltd., on King may record an album in honor of the late singer. . . . His follow-up disk will feature a song by U. S. tunesmith Roy Baker, who penned Reeves' "There's a Heartache Following Me."

LONDON

Rediffusion TV will film a 45-minute spectacular with the Tamla-Motown package — featuring the Supremes, Martha and the Vandellas, the Miracles, Little Stevie Wonder and the Earl Van Dyke Six—when it arrives in March for a tour promoted by Arthur Howes and Harold Davison. Britain's newest and brightest star, Georgie Fame, has been added by Howes to the tour as guest star. . . . The Beatles will probably make another American tour next summer. Brian Epstein is currently discussing with GAC vice-president Norman Weiss the difficulties created by the American visa situation although it is not yet clear whether the ban on British groups touring will affect the Beatles. . . . Philips has appointed George Hannington as assistant sales manager and John Littlechild as import co-ordinator. . . . Barbara Hayes has quit her job as repertoire manager and press officer of Jeff Kruger's Ember Records. . . . Stateside has issued a new Supremes single, "Come See About Me"; on Fontana, Millie revives Billy Haley and the Comets' "See You Later Alligator." . . . Bob Crewe is due back here next month with his own arrangers to record Lionel Bart singing songs from his hit musicals for an LP which has not yet been placed but will probably go to Decca. . . . Ex-Searcher Tony Jackson has covered the Searchers' current American hit, "Love Potion No. 9," for his new Pye single. . . . EMI gave a reception for top Danish artist Gitte

(Continued on page 20)

RAI, AFI ARE VICTIMS OF HOAX

ROME — A practical joker had RAI, Italian TV, and AFI, Italian Phonograph Association, at each other's throats before they discovered that the telegram was a hoax. It was received allegedly by the former and signed by the latter, threatening action if a program featuring RCA artists who renounced the San Remo Festival were aired before Jan. 30.

When an RAI legal representative called upon AFI to explain the meaning of the wire, it was learned that it had come from an extraneous source. RAI taped two RCA sessions with Walter Chiari as emcee and Vittorio Gassman as special guest. At least one will be aired before San Remo and RCA disks, originally intended for San Remo, have already gone on sale.



BELGIAN STAR ADAMO receives a Gold Star award during the Muziek Parade Poll Concert at the City theater in Amsterdam, from William Duys, who earlier that night received a similar award for being proclaimed the No. 1 TV personality of 1964.

CHUBBY WAXES DISK WITH DUTCH COMBO

HAARLEM—The night before leaving Holland, after his two-week holiday in the low countries, Chubby Checker made an unusual recording at the Artone studios. Accompanied by the Dutch guitar-combo, ZZ and His Masks, he recorded one song in Dutch, his wife's native language. ZZ and His Masks and Chubby became friends during an earlier visit of Chubby in 1963, when they appeared in a show at Scheveningen, Holland.



VOTED TOP SPANISH FAVORITE in Discomania's 1964 poll is Gelu. She has been awarded a gold record in the international competition sponsored by the Spanish Radio Nacional.

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JANUARY / 1965

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1 2

 <p>POPULAR 3</p>	 <p>QUEEN & QUINCY</p> <p>SR60928 / MG20928</p>	 <p>The Sounds of the Weird-ohs</p> <p>SR60976 / MG20976</p>	 <p>SILLY SURFERS</p> <p>SR60977 / MG20977</p>	 <p>CLASSICAL 7</p>	 <p>STRAVINSKY SONG OF THE NIGHTINGALE FIREWORKS SCHERZO A LA RusSE FOUR ETUDES TANGO LONDON SYMPHONY ANTAL DORATI</p> <p>SR90387 / MG50387</p>	 <p>WALTZES BY TCHAIKOVSKY</p> <p>SR90395 / MG50395</p>
 <p>Julie Rogers The Wedding Like A Child and 18 other songs by Julie</p> <p>SR60981 / MG20981</p>	 <p>The Hondells</p> <p>SR60982 / MG20982</p>	 <p>THE NEW SOUL OF THE PLATTERS CAMPUS STYLE</p> <p>SR60983 / MG20983</p>	 <p>THE RED RYDERS LOOKIN' GOOD SOUNDIN' GOOD A NEW EXCITING INSTRUMENTAL GROUP MAKE THE ACTION SCENE</p> <p>SR60984 / MG20984</p>	 <p>CLASSICAL 14</p>	 <p>HAYDN</p> <p>SR90396 / MG50396</p>	 <p>THE MUSIC OF LEROY ANDERSON FREDERICK FENWELL CONDUCTING</p> <p>SR90400 / MG50400</p>
 <p>Whisky a Go Go PRESENTS BILLY LEE RILEY</p> <p>SR60985 / MG20985</p>	 <p>BITTER END SINGERS</p> <p>SR60986 / MG20986</p>	 <p>Bonnie Dobson The Love of Him</p> <p>SR60987 / MG20987</p>	 <p>GEORGE JONES Heartaches and Tears</p> <p>SR60990 / MG20990</p>	 <p>CLASSICAL 21</p>	 <p>Janos Starker CHAIKOVSKY Variation on a Russian Theme MUSKATAPPA Little Concerto in A Major LONDON SYMPHONY ANTAL DORATI</p> <p>SR90409 / MG50409</p>	 <p>RAFAEL PUYANA BAROQUE MASTERPIECES FOR THE HARPSICHORD</p> <p>SR90411 / MG50411</p>
 <p>JOHNNY MATHIS Love Is Everything</p> <p>SR60991 / MG20991</p>	 <p>THE MITCHELL TRIO</p> <p>SR60992 / MG20992</p>	 <p>Bravo Jankowski!</p> <p>SR60993 / MG20993</p>	 <p>THE SEARCHERS THE SEARCHERS MEET THE RATTLES THE RATTLES</p> <p>SR60994 / MG20994</p>	 <p>THEATER 28</p>	 <p>BUDDY HACKETT I had a ball RICHARD KILEY</p> <p>OCS6210 / OCM2210</p>	 <p>ARTHUR MILLER'S AFTER THE FALL THE REPUBLICAN THEATRE OF LINCOLN CENTER COMPANY</p> <p>OCS4-620 / OCM4-220</p>

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STARTING THIS MONTH



News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 18

in on a promotional visit; Steve Gottlieb, managing director of EMI's Danish company was in to co-ordinate Gitte's visit. Another arrival is Czechoslovakian singer Yvonna Prensilova. . . . Pye recording manager Tony Hatch is visiting New York and can be contacted at Irving Chezar's office. . . . Burt Bacharach returns here for four days beginning Jan. 27 to record an instrumental album at Pye. . . . In for talks at EMI head office are Michael Berson of Pathe Marconi and Andy Bailes, general manager of EMI's South African company.

CHRIS HUTCHINS

MILAN

Capitol's Beach Boys were on Italian TV Jan. 3. The Beach Boys presented five selections of their repertoire, and one, "Lonely Sea," is currently being requested by many Italian teen-agers. . . . Gianni La Commare, a promising young singer who was successful at his debut on the San Remo Festival of 1962, has signed a contract with the Vis-Radio label. . . . Cetra-Fonit has published three children long-play records in English, titled, "A Child's Garden of Verses" and "Mother Goose and other Nursery Rhymes"; these are the first English records for children ever published in Italy. . . . Miranda Martino, the popular Neapolitan singer who became an actress last year with the show, "The Triumphs," has scored very big in Milan with a two-month stay in the Nuovo Theater. After the closing of the show next week, Miranda will go back to singing for a while. . . . Rita Pavone gave a two-day performance in Milan, presenting her new repertoire, which includes "The Tomato Soup," the hit song from her TV musical, "Gianburasca." PIETRO MALASPINA

MUNICH

Peer has two hits in Germany now, the German versions of "Is It True" and "The Crying Game." The first is sung by Conny Froboess on Electrola, the second by Peter Beil on Philips. . . . The Electrola has a discovery for rec-

ord fans of the musical past. Those great performances are presented now on Electrola Breitklang. That means wide, panorama-like sound. These records should be played on stereo equipment only. The sound of traditional recordings is improved to a standard which matches stereo.

Ralph Maria Siegel wrote the German lyrics "Vergessen—Vergessen" for George Morton's "Remember." The Shangri Las original is on Deutsche Vogue, the German version by Shirley on Columbia. . . . England's hottest star, Screaming Lord Sutch, guest-starred in the Liverpool Hoop Club and in the New World Club in West Berlin, and in the Star Palace in Kiel, West Germany. Producer Paul Siegel has contracted him for German records. . . . Maurice Chevalier has been contracted by Munich magazine Madame to guest-star at the Madame Ball in Munich. Chevalier will get 16,000 marks (\$4,000) for a one-nighter. While in Munich, Chevalier will guest star in a TV spec produced by Gerhard Mendelson, featuring the Kessler Twins, Sacha Distel, Lil Babs, Peter Kraus, and the Max Greger band.

Roy Acuff and his "Grand Ole Opry" gang arrived from Nashville, for a tour of U. S. military bases in West Germany. Roy was accompanied by Jimmy Riddle, Gene Martin, Benny Martin, Jimmy Foy, "Shot" Jackson and singer June Stearns. . . . U. S. conductor Franz Allers arrived in Munich. In an interview with Stars and Stripes, Franz said, "I probably have played more American music than any other American conductor in My European programs. But there's a reluctance here to accept American music, not because it's American, but because it's new. Munich music publisher-producer Karl Heinz Busse started a new label, the Top Hit. There will be one EP a month featuring four of the top hits. The first EP offers "Wenn Du Mal Allein Bist," "Keep Smiling," "Hallo Boy," and "Memphis Tennessee." The label is in the low price category. . . . With 419 singles, the German CBS label topped all German labels in 1964. The next are Teldec (313), Deutsche Vogue (267), Polydor (245), Elec-

trola (226), Philips (211), Metro-nome (119). Of all 2,131 single records, 1,176 were of German origin, 955 from abroad. But out of the 1,913 LP albums, only 871 were German, while 1,042 came from abroad.

There are two more EP's on the German market to cover the "My Fair Lady" demand, "The Picos" on CBS, Ernst Jaeger and his band on the Munich Tempo label. . . . The music publishing firm Edition Metronom in Berlin will publish German hits only.

JIMMY JUNGERMANN

OSLO

Iversen and Frogg, EMI representatives in Norway, are extremely satisfied with the 1964 sales, says a&r man Rolf Syversen. Every month of 1964 showed better sales than the same month of 1963, and December was 50 per cent more. The diskery has signed a new songstress, Barbel Gjeitvik, previously with Siemens Norges A-S (now A-S Nor-Disc). . . . The musicians' strike in Norway has been extended. From Feb. 29, 1964, the musicians struck record companies but now musicians that had played restaurants are on strike, too. Next may be Norway's government-run radio corporation, NRK. . . . Nor-Disc has lost Reprise representation because Warner Bros. representatives here have taken over. A-S Arne Beniksen is the Warner Bros man in Norway. . . . As of Jan. 1, Egil Mon Iversen A-S has officially changed its name into A-S Arne Beniksen (Bendiksen bought the shares from Iversen in February 1964). . . . Reprise has been a pleasure to represent here, director Totto Johannesen of Nor-Disc told Billboard.

Wenche Myhre has put out a new record on the Triola label, "Jeg Marsjerer Ved Din Side," a local rendition of "Royal Telephone." . . . The Key Brothers have moved from Beniksen to Norway's youngest diskery, Jorg-Fr. Ellertsen A-S. . . . Metronome Records in Denmark is doing well with a record from the World War II presenting speeches by Hitler, Stalin, Churchill, Roosevelt, and others, and now Totto Johannesen is preparing a Norwegian LP version. . . . Carl Frederik Prytz will do the narration in Norwegian, and King Haakon's speeches will be included in the Norwegian version. . . . In Denmark the LP sold several thousand. . . . Norwegian singing artists who have issued LP records lately include Per Asplin (Triola), Grynet Molvig (RCA Victor) and Grethe Nilsen (Columbia). It is not often that an artist issues a whole LP here. . . . The Hammondorgan player of the Lunick Group, Per



VEE-JAY RECORDS ARTIST BETTY EVERETT was hosted in London by Philips on her visit to promote "Getting Mighty Crowded" out on Fontana in U. K. Left to right: Paddy Fleming, Philips exploitation manager; Derek Chinnery, producer; Betty; Jack Baverstock, Fontana a&r manager; All Bennett, Betty's manager, and Ron Kass, Vee-Jay European representative.

Arne Johansen, 18, died after a car crash last week. . . . The Lunick Group and Bente Lind will have their record, "Goodbye Jimmy Goodbye," issued by DeVile in the U. S., and a tour is planned

ESPEN ERICKSEN

RIO DE JANEIRO

Great loss to Brazilian record industry was the death of Alberto Byington Jr., founder of Discos Continental. . . . Maestro Radames Gnattali is recording his new composition, "Concerto Carioca." Piece is dedicated to Rio's fourth centenary. . . . Norman Granz was one of the 1,000 patrons at the show, "Ponte Aerea da Bossa Nova" (Bossa-Nova Air Lift) which took place at Teatro Copacabana. At the end of the performance—in which singers Ellis Regina and Leny Andrade, bassman Luis Chaves and pianist Luis Carlos Vinhas were the best—Granz invited Chaves to play for Ella Fitzgerald when the First Lady of Jazz visits Rio next spring.

. . . Ernani Filho and his show, "Eu Sou o Samba" (I Am the Samba) are the new attraction at the Top Club. . . . Popular music expert Ary Vasconcelos started working on the third volume of his "Panorama da Musica Popular Brasileira." Book will cover the Modern Era (1946-1959) and the Bossa Nova Era (1959- . . . Poet and lyricist Vinicius de Moraes and singer and composer

Dorival Caymmi are being seen together for the first time in the new show of Zum Zum Club. The revue was produced by Aloysio de Oliveira.

General co-ordinator Alain Troussart fired head manager Alberto Mambrini. . . . Dalmo Santos is the new sales manager at Discos Continental. . . . Pianist Sergio Mendes and His Trio, guitarist Rosinha de Valenca and singers Jorge Ben and Wanda returned from an eight-week tour across the U. S. . . . Well-known TV producer Carlos Imperial was signed by Philips as assistant of international repertoire. . . . RCA signed organist and pianist Ze' Maria and Philips signed singer Dalva de Andrade. . . . Promotion men Umberto and Mauricio Marconi are sending samples of new Brazilian hits to band leaders throughout the world. Tunes are being sent with sheet music reduced in photostat size. Process was patented by the Marconis. . . . Soundtrack of movie "Pink Panther," by Henry Mancini, was the best selling LP in Rio last week. . . . New Forma LP's are selling for 8,300 cruzeiros (mono) and 9,300 (stereo). Records the most expensive popular LP's made in Brazil.

Saxman Paul Winter and his sextet arrived at Wonder City for two weeks. The group will play TV and club dates. . . . Sergio Mendes Trio, singer Wanda and guitarist Rosinha de Valenca flew back to

(Continued on page 45)



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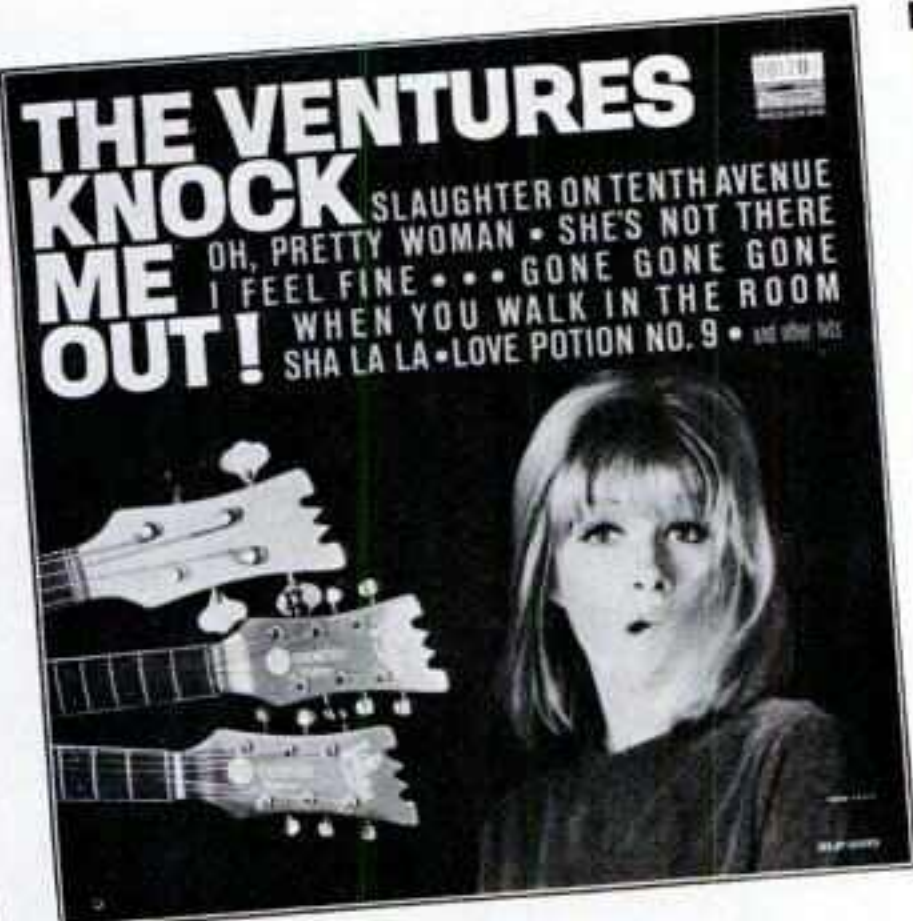
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ARGENTINA

Table listing chart positions for Argentina. Columns: This Week, Last Week. Songs include 'AMOR (L-O-V-E)', 'FLAUTA E' CANA', 'A HARD DAY'S NIGHT', etc.

Table listing chart positions for West Berlin. Columns: This Week, Last Week. Songs include 'I SHOULD HAVE KNOWN BETTER', 'TENNESSEE WALTZ', 'DER COLT STECKT IMMER IM PYJAMA', etc.

WEST BERLIN

Table listing chart positions for West Berlin (continued). Columns: This Week, Last Week. Songs include 'PRETTY WOMAN', 'MEMPHIS TENNESSEE', 'VERGANGEN, VERGESSEN, VORUEBER', etc.

BRITAIN

(Courtesy New Musical Express, London)

Table listing chart positions for Britain. Columns: This Week, Last Week. Songs include 'I FEEL FINE', 'YEH, YEH', 'DOWNTOWN', 'GIRL DON'T COME', etc.

AUSTRALIA

*Denotes local origin

Table listing chart positions for Australia. Columns: This Week, Last Week. Songs include 'I FEEL FINE', 'THE WEDDING', 'OVER THE RAINBOW', etc.

BAVARIA

Table listing chart positions for Bavaria. Columns: This Week, Last Week. Songs include 'DAS IST DIE FRAGE ALLER FRAGEN', 'PRETTY WOMAN', 'VERGANGEN, VERGESSEN, VORUEBER', etc.

Table listing chart positions for Copenhagen. Columns: This Week, Last Week. Songs include 'BLUE CHRISTMAS', 'LIKE A CHILD', 'ALL DAY AND ALL THE NIGHT', etc.

COPENHAGEN

*Denotes local origin

Table listing chart positions for Copenhagen (continued). Columns: This Week, Last Week. Songs include 'I FEEL FINE', 'LET'S GO', 'I SHOULD HAVE KNOWN BETTER', etc.

FLEMISH BELGIUM

*Denotes local origin

Table listing chart positions for Flemish Belgium. Columns: This Week, Last Week. Songs include 'DOLCE PAOLA', 'OH PRETTY WOMAN', 'TELL ME', etc.

FRANCE

Table listing chart positions for France. Columns: This Week, Last Week. Songs include 'SACRE CHARLEMAGNE', 'ECOUTE CE DISQUE', 'DONNA DONNA', etc.

EAST GERMANY

Table listing chart positions for East Germany. Columns: This Week, Last Week. Song: 'WEISSE WOLKEN WANDERN'.

Table listing chart positions for West Germany. Columns: This Week, Last Week. Songs include 'OH SUSAN', 'JOLLY DOLLY DING', 'MACH MIT MIR 'NE FAHRT INS LAND DER LIEBE', etc.

WEST GERMANY

Table listing chart positions for West Germany (continued). Columns: This Week, Last Week. Songs include 'DAS IST DIE FRAGE ALLER FRAGEN', 'KENN EIN LAND', 'VERGANGEN, VERGESSEN, VORUEBER', etc.

HOLLAND

Table listing chart positions for Holland. Columns: This Week, Last Week. Songs include 'I FEEL FINE', 'THE FRENCH SONG', 'DOLCE PAOLA', etc.

HONG KONG

Table listing chart positions for Hong Kong. Columns: This Week, Last Week. Songs include 'I FEEL FINE', 'PLEASE LEAVE HER TO ME', 'SHA LA LA', etc.

Table listing chart positions for Mexico. Columns: This Week, Last Week. Songs include 'WONDERFUL WORLD', 'EVERYBODY KNOWS', 'THOSE FABULOUS ECHOES', etc.

MEXICO

*Denotes local origin

Table listing chart positions for Mexico (continued). Columns: This Week, Last Week. Songs include 'I LOVE HER', 'POLLERA COLORA', 'NAVIDAD NEGRA', etc.

NORWAY

*Denotes local origin

Table listing chart positions for Norway. Columns: This Week, Last Week. Songs include 'I FEEL FINE', 'IF I FELL', 'THERE'S A HEARTACHE FOLLOWING ME', etc.

RIO DE JANEIRO

Table listing chart positions for Rio de Janeiro. Columns: This Week, Last Week. Songs include 'MICHAEL', 'BIANCO NATALE', 'MY BOY LOLLIPOP', etc.

SOUTH AFRICA

Table listing chart positions for South Africa. Columns: This Week, Last Week. Songs include '(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME', 'I FEEL FINE', 'BABY LOVE', etc.

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A T. M. Music Production



Broadway Album Battle Rages As More Labels Join Fight

By MIKE GROSS

The Broadway musical theater is attracting wider record company attention than ever before. Although the gamble on a show being a hit today is great, the competition to get in on the original cast album scene has been on a steady rise so that a field which had been dominated for many years by Columbia Records, RCA Victor and Capitol now has drawn in as active participants ABC-Paramount, Mercury Records, MGM Records, London Records, Kapp Records, Warner Bros., and even an independent company like Audio Fidelity.

The list of record company participation in the Broadway field is expected to grow even longer this coming year. United Artists Records, for example, is mapping plans for a major drive into the original cast album sweepstakes, and Decca, which has been intermittently involved on Broadway in the past decade after a runaway start in the 1940's with "Oklahoma!," "The King and I" and "Guys and Dolls" is continually auditioning properties that have a Broadway potential.

Several Decca executives have admitted that the company will even go so far as to invest in the musical production if the property meets one basic requirement—"will it sell?"

Financing

The fact that a hit Broadway musical does sell original cast albums is what is drawing the companies to Shubert Alley with money to help finance the shows. The payoff can be of gigantic proportions such as with Columbia's original

cast album of "My Fair Lady," which has passed the five million sales mark and has been on the Billboard's best-selling LP chart over 428 weeks. Another Columbia original cast album, "Camelot," has sold over one million copies and has been on the chart for 203 weeks.

The profit picture on a hit album also works to the benefit of the show's producer. In a recent statement of the earnings of David Merrick's production of "Hello, Dolly!" it was noted that the show, which is still selling out at the St. James Theater, New York, already has earned a profit of about \$220,000 on its \$420,000 investment, of which \$53,000 came from royalties from the sales of the RCA Victor original cast album.

Victor pays 10 per cent of the listed retail sales price of the albums (\$4.95 for monaural and \$5.95 for stereo). Carol Channing, the star of the musical, gets 1 per cent and the remainder is split 60-40 between the authors (Michael Stewart, book, and Jerry Herman, score) and the production.

The "Hello, Dolly!" album, which was certified by the Record Industry Association of America, for having passed the \$1 million sales mark several months ago, is still riding high on the charts, so it's natural to assume that the production will be drawing royalty money for some time to come.

"Fair Lady"

Many record company executives agree that the success of "My Fair Lady" for Columbia is mainly responsible for

the greater attention producers are getting from the record companies. Companies like Columbia, ABC-Paramount and MGM acquire the original cast album rights through investments by their parent companies. Columbia through CBS, ABC-Paramount through American Broadcasting-Paramount Theaters and MGM through Metro-Goldwyn-Mayer, which for the coming season has capitalized the "Baker Street" musical. Others like Capitol and Mercury invest their own money. (It should be noted, though, that occasionally Columbia is on its own when it comes to angeling a production such as with the incoming "Kelly," in which it has \$50,000.)

The extent to which a record company can go into Broadway with a financial investment was spotlighted the first half of the 1964-1965 season by Capitol Records with more than a \$500,000 stake in two productions, "Golden Boy" and "Ben Franklin in Paris."

And last season, Capitol had a substantial part in the more than \$600,000 production cost of "Funny Girl." Mercury Records, a virtual newcomer to the Broadway scene, has \$150,000 in "I Had a Ball" and it's reported that the label's President Irving Green is looking for other properties in which to invest so that his company will have a firmer position in the original cast album sweepstakes.

There are other companies, too, that can lean on the largesse of its company affiliation for Broadway investment purposes. Victor has NBC. Warner Bros. Records has the WB picture company, and Decca its MCA-Universal Pictures tie.

Money Available

The money, therefore, is available and the Broadway producers are working in a bullish market. Even though the 1964-1965 season has just passed the halfway mark, deals already have been closed

for the 1965-1966 season. CBS is investing \$400,000 plus a 20 per cent overcall in "The Skin of Our Teeth," a musicalization of Thornton Wilder's play of the same title by Leonard Bernstein (music) and Betty Comden and Adolph Green (book and lyrics), and Columbia Records has the original cast album rights. And Capitol Records has tied up two Sammy Cahn-James van Heusen musicals, "Hobson's Choice" and "Skyscraper" with an investment of about \$400,000.

In addition to investing in a musical production or working out a deal with a producer whereby a hefty financial allotment will be made for advertising-publicity and promotion, the record companies have to face a big initial cost in the recording of the album. The cost now runs to about \$35,000, which still gives some companies pause for thought before undertaking an original cast album venture.

The risks are obviously high although the rewards can be considerable. Some tradesters estimate that two thirds of the musicals that come to Broadway turn out to be financial flops but optimism still reigns in the record industry and all hope to get lucky like Columbia with its vast catalog of gold record award winners, or like with such currently running Broadway entries as RCA Victor's "Hello, Dolly!" and "Fiddler on the Roof" and Capitol's "Funny Girl."

In describing the attraction of an original Broadway cast album to the consumer, a record company executive said, "It sells because it's the actual performance of the show—the one that captures the excitement. It brings back memories for those who have seen the show, and it lets others feel that they've seen the show, too."

And now that there is more record company activity in the original cast album field, the producer, the manufacturer and the consumer can only benefit.

Producers in Hot Race for Top Disk Names

Record artists are taking on a new importance for the Broadway musical theater. In the past, the disk performer had been looked upon by theater people as just a poor show business relation who could, at most, help in getting a show tune exposed—and very little more. Things have changed in the past couple of years, though, and Broadway producers have begun scouting the recording company rosters for singers to take over leading roles in their musicals.

The producers figure that the record stars come to the production with a built-in audience which has been won through disk hits, night club and television appearances. This audience following, they believe, is an important factor in building the box-office receipts and in selling blocks of theater party tickets.

It has worked for "What Makes Sammy Run" with Steve Lawrence, "Funny Girl" with Barbra Streisand, "Golden Boy" with Sammy Davis, and Richard Rodgers and Stephen Sondheim hope it will work for their upcoming musical "Do I Hear a Waltz" via the casting of RCA Victor artist Sergio Franchi in the lead role.

Although the musical will mark Franchi's Broadway debut, he's already become a well-known show-business personality through his hit records, important night-club engagements around the country and guest shots on network television shows.

Lawrence Example

The importance of getting a record name for a Broadway musical was estab-

lished last season by Steve Lawrence, who has been credited for keeping "What Makes Sammy Run" running and its box-office take high despite the show's lukewarm reception by some of the New York newspaper play critics.

An unusual aspect of the emergence of recording names as musical theater stars is that their recording companies, except for the instance of Lawrence, have not benefited by the original cast album properties.

Columbia Records, which has Lawrence under contract, also has the original cast album of "What Makes Sammy

Run," but Barbra Streisand, who is also a Columbia pactee, is on the Capitol label with the original cast set of "Funny Girl."

Capitol also has the original cast package of "Golden Boy" despite the fact that Sammy Davis is contracted to Reprise Records.

Label Switch

A similar label switch will take place when Columbia Records cuts the original cast album of "Do I Hear a Waltz." Franchi, an RCA Victor artist, has been released to Columbia for this assignment.

In view of this new interest in record-

ing names for Broadway musicals, more and more disk performers are asking their agencies and managers to set them up for summer stock tours in musicals. A host of disk names hit the straw-hat circuit last summer and many others are getting ready to follow a similar pattern this coming summer.

In summer stock productions, they hope to gain the stage experience not found in a recording studio or on a night-club floor and be ready to tackle Broadway when that call from the producer finally comes.

MUSICAL THEATER LOG (second half 1964-65 SEASON)

SHOW	CAST	PRODUCER	DIRECTOR	SCORE	PUBLISHER	ORIGINAL CAST ALBUM	BROADWAY OPENING
BAKER STREET	Fritz Weaver, Inga Swenson	Alex Cohen	Harold Prince	Marian Grudeff, Ray Jessel	E. B. Marks	MGM	Feb. 13 at Broadway
ROYAL FLUSH	Kaye Ballard	L. Slade Brown	Jack Cole	Jay Thompson	(Not Set)	(Not Set)	Feb. 15 (Not Set)
KELLY	Ella Logan, Don Francks	David Susskind, Daniel Melnick with Joe Levine	Herbert Ross	Moose Charlop, Eddie Lawrence	Chappell	Columbia	Feb. 16 at Broadhurst
DO I HEAR A WALTZ	Elizabeth Allen, Sergio Franchi	Richard Rodgers	John Dexter	Richard Rodgers, Stephen Sondheim	Williamson	Columbia	March 18 at 46th St.
YEARLING	(Not cast)	Lore Noto	Lloyd Richards	Michael Leonard, Herbert F. Martn	E. H. Morris	Mercury	April 3 at Sullivan Playhouse



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SAMMY DAVIS in GOLDEN BOY!

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as crisp as a left jab and
jolting as a right uppercut...”
(Taubman, N.Y. Times)



The original Broadway cast recording!





ASCAP and BMI Luring New Writers for Musicals

Of major concern to the American Society of Composers, Authors and Publishers and to Broadcast Music, Inc., is the development of new writers for the Broadway musical theater. For ASCAP it is a matter of replenishing a roster of veteran writers who have died or have become inactive, and for BMI it is part of a long-range program for participation in an area that has so long been dominated by ASCAP writers.

Both societies have designed programs in which young songwriters can get some instruction in the techniques of show writing. ASCAP has a seminar program in which veteran theater writers lecture to the neophytes, and BMI has a workshop program in which the novices receive practical application of musical theater craftsmanship through song-writing assignments.

BMI's Musical Theater Workshop is under the direction of musical conductor Lehman Engel, who works closely with BMI's vice-president in charge of writer relations Bob Sour, and Alan Becker of BMI's theater department.

Doors Open

Fortunately for ASCAP, BMI and the Broadway musical theater in general, producers have been opening their doors to new writers. This has been done mainly through the efforts of aggressive young publishers like Buddy Morris for ASCAP and Tommy Valando for BMI.

Valando is represented on Broadway this season with the hit "Fiddler on the Roof," written by the click team in his writing stable, Jerry Bock and Sheldon Harnick. In fact, Bock and Harnick are the key writers in BMI's drive into Broadway musicals, having won a Pulitzer Prize several seasons ago for "Fiorello."

Among the other writers Valando is developing for a Broadway bow are John Kander and Fred Ebb, who will be represented next season by "Flora, the Red Menace" to be produced by Harold S. Prince and George Abbott.

Buddy Morris has been especially instrumental this season in giving new writers their first Broadway try. He brought in Sidney Michaels and Mark Sandrich with "Ben Franklin in Paris"; Walter Marks with "Bajour," and Jack Lawrence and Stan Freeman with "I Had a Ball." Morris also is represented this season by "Golden Boy," composed by Charles Strouse and Lee Adams who, although still comparatively young writers, have had two previous Broadway productions, "Bye, Bye, Birdie" and "All-American."

BMI will get another crack at Broadway this February with "Baker Street," with a score by newcomers Marian Grudeff and Ray Jessel. The team has also written the score for "Barnum," which Alex Cohen has scheduled for production next season. Both scores will be published by E. B. Marks Music, a venerable BMI house.

Other young writers now represented on Broadway are Jerry Herman with "Hello, Dolly!," published by Morris, and Ervin Drake with "What Makes Sammy Run," published by Music Publishers Holding Corporation, the music publishing arm of Warner Bros. "Hello, Dolly!" is Herman's second Broadway effort, having bowed with "Milk and Honey" a few seasons ago. He's now working on a musicalization of "Auntie Mame." Drake, a graduate of the Brill Building, made his Broadway debut with "What Makes Sammy Run" and is currently mulling a new musical project.

Still other writers will make their first-time appearance on Broadway within the coming months. Among them are Eddie Lawrence, who has written "Kelly" in collaboration with "Moose" Charlop, a young writer who got his first crack at Broadway with Mary Martin's "Peter Pan," and Jay Thompson, who'll debut with "Royal Flush."

In all, it's apparent that through the efforts of ASCAP, BMI and their affiliated publishers, youth will be served on Broadway.

Off-B'way Albums Boost New Talent

The Sardi circuit, the so-called bellwether of theater activities, has taken on a pessimistic view of the future of off-Broadway. The boom is petering out, these pundits say. This outlook, however, is not shared by record companies who are going to some expense to come out with product of off-Broadway origination.

Although off-Broadway cast albums never achieve the sales status of a Broadway cast package, many record company executives feel it's a worthwhile endeavor in that it serves to introduce new talent, performing and writing, help solidify their positions with music publishers and serve to perpetuate a fresh form of the theater movement.

The record company involvement in off-Broadway productions is wide. In recent years off-Broadway productions have received representation on such a diversification of labels as Columbia, Epic, Capitol, MGM, ABC-Paramount, Mercury, Cadence, 20th Century-Fox, Kapp, London, and Strand. And to point up further record company involvement, late last season Columbia Records helped finance the production of "The Secret Life of Walter Mitty" to the tune of \$25,000.

The show is the launching point for the entry of April-Blackwood Music, Columbia Records music publishing subsidiary, into the show score field, and also showcases the first theater work of songwriters Leon Carr (music) and Earl Shuman (lyrics).

This showcasing aspect in original cast album recordings of off-Broadway productions is of importance to show business as a whole as well as to the record buyer interested in the theater and the people who contribute to it.

As examples: Kapp Records issued the cast album of "Parade," a musical revue composed by Jerry Herman, who went on to write "Milk and Honey" and "Hello, Dolly!"; Kapp Records put out the original cast album of "Once Upon a Mattress," which started Carol Burnett on her way and which later became a television special; Epic Records did "The Littlest Revue," which served as a showcase for Tammy Grimes, who later scored on Broadway with "The Unsinkable Molly Brown" and the current "High Spirits"; MGM put out "Fantasticks," which started off the writing team of Tom Jones and Harvey Schmidt, which later made its Broadway debut with "110 in the Shade" (their "Fan-



Richard Burton and Robert Goulet take time out for a gin session during the recording of "Camelot."



Carol Channing gives her performance of the title song of "Hello, Dolly!"



Composers Sheldon Harnick and Jerry Block go over the score of "Fiddler on the Roof" before the recording session.

tasticks," incidentally, also became a TV special); Columbia issued "Ernest in Love," by Anne Crosswell and Lee Pockriss, who came to Broadway soon after with the score for "Tovarich"; Cadence came out with "Best Foot Forward," which introduced Judy Garland's daughter Liza Minnelli, and MGM had "The Threepenny Opera," which probably was instrumental in starting the song "Mack the Knife" on its way to new popularity.

Initial Push

Other writers who have got an initial push through the off-Broadway-record company tie are Rick Besoyan

with "Little Mary Sunshine" on Capitol, Johnny Brandon with "Cindy" on ABC-Paramount, and John Jennings with "Riverwind" on London.

The musical theater's past has also come to life through record company treatments of off-Broadway revivals. Top examples here are Rodgers and Hart's "The Boys From Syracuse" on Capitol; Cole Porter's "Anything Goes" on Epic and Jerome Kern's "Leave It to Jane" on Strand.

There is still a lot to be heard from the off-Broadway theater and the record companies will continue to be instrumental in getting it heard.



Spoken Word Show Albums Pack Profit Punch

The Broadway theater's contribution to the record industry has extended beyond the musical form. A pattern has been taking shape over the past few seasons that is bringing Broadway drama, and even comedy, to the record consumer with unprecedented regularity.

Columbia Records has been the leader of the play pack but other companies have also been getting into the act and are looking for opportunities to get their share of the growing disk-drama market.

Under the guidance of Columbia President Goddard Lieberman, the company has stepped into the play arena with a program that covers a first Broadway production of a young American playwright, Murray Schisgal, and runs to getting the complete works of Eugene O'Neill into the grooves.

Columbia's O'Neill program is a long-range effort that began two seasons ago

with the recording of the Actors Studio Theater production of "Strange Interlude" and is being followed this season with a recording of O'Neill's "Hughie," starring Jason Robards Jr., which opened on Broadway in late December. The Schisgal representation is the current running hit comedy "Luv," which stars Eli Wallach, Anne Jackson and Alan Arkin.

Consumer acceptance of Columbia's disked-drama is evidenced by the strong sales being chalked up by "Hamlet," starring Richard Burton, which, incidentally, made the Billboard's best-selling LP's chart, and Edward Albee's drama "Who's Afraid of Virginia Woolf?" which has sold more than 25,000 copies.

The sales showing of "Hamlet" and "Who's Afraid of Virginia Woolf?" are all the more impressive in that they

are multi-disked packages that require an expenditure by the disk buyer of \$10 or more.

Also part of Columbia's new push into the drama field are Frank Gilroy's "The Subject Was Roses" and the off-Broadway production of "In White America."

Mercury Effort

Looking for its share of the drama market, Mercury Records recently tied in with the Repertory Theater of Lincoln Center to record some of its productions. Planned for this Mercury Records-Lincoln Center alliance are Arthur Miller's two plays, "After the Fall" and "Incident at Vichy."

RCA Victor, which has intermittently got into the Broadway drama field with such recordings as Archibald MacLeish's "J. B.," moved one step ahead

of Broadway last month with the release of the English production of Sir Laurence Olivier's "Othello." Plans are afoot to bring Olivier and his "Othello" to Broadway so Victor has a head start in this respect.

Command Records, a subsidiary of ABC-Paramount, also got into the Broadway drama picture several seasons ago with its original cast album of Sir John Gielgud's production of "The School for Scandal."

One of the prime reasons for record company interest in Broadway drama is the disk's longevity value. Decca's "Death of a Salesman," for example, recorded in the late 1940's, remains an important catalog item to the company.

In all, it now appears, that the disk industry has become aware that the straight play's the thing.

CURRENT BEST SELLING ORIGINAL CAST LP'S

1. FIDDLER ON THE ROOF, RCA Victor LOC 1093 (M); LSO 1093 (S)
2. HELLO, DOLLY! RCA Victor LOC 1087 (M); LSO 1087 (S)
3. FUNNY GIRL, Capitol VAS 2059 (M); SVAS 2059 (S)
4. GOLDEN BOY, Capitol VAS 2124 (M); SVAS 2124 (S)
5. MY FAIR LADY, Columbia OL 5090 (M); OS 2015 (S)
6. CAMELOT, Columbia KOL 5620 (M); KOS 2031 (S)
7. BEN FRANKLIN IN PARIS, Capitol VAS 2191 (M); SVAS 2191 (S)
8. THE SOUND OF MUSIC, Columbia KOL 5450 (M); KOS 2020 (S)
9. OLIVER, RCA Victor LOCD 2004 (M); LSOD 2004 (S)
10. WEST SIDE STORY, Columbia OL 5230 (M); OS 2001 (S)

Active Original Cast Albums

ABC-PARAMOUNT

CINDY, ABC-Paramount ABC-OC-2 (M); ABCS-OC-2 (S)
 FADE OUT, FADE IN, ABC-Paramount ABC-OC-3 (M); ABCS-OC-3 (S)
 HIGH SPIRITS, ABC-Paramount ABC-OC-1 (M); ABCS-OC-1 (S)

ANGEL

AT THE DROP OF A HAT, Angel 35797 (M); S 35797 (S)

UNDER MILK WOOD, Caedmon TC 2005 (M); (No Stereo)

CAPITOL

BEN FRANKLIN IN PARIS, Capitol VAS 2191 (M); SVAS 2191 (S)
 BEYOND THE FRINGE, Capitol W 1792 (M); SW 1792 (S)
 BOYS FROM SYRACUSE, THE, Capitol TAO 1933 (M); STAO 1933 (S)
 CABIN IN THE SKY, Capitol W 2073 (M); SW 2073 (S)
 CAN CAN, Capitol W 452 (M); (No Stereo)
 FIORELLO, Capitol WAO 1321 (M); SWAO 1321 (S)
 FUNNY GIRL, Capitol VAS 2059 (M); SVAS 2059 (S)
 FOLLY & HAPPENED ON THE WAY TO THE FORUM, A, Capitol WAO 1717 (M); SWAO 1717 (S)
 GOLDEN BOY, Capitol VAS 2124 (M); SVAS 2124 (S)
 LITTLE MARY SUNSHINE, Capitol WAO 1240 (M); SWAO 1240 (S)
 MUSIC MAN, Capitol W 990 (M); SW 990 (S)
 NO STRINGS, Capitol O 1695 (M); SO 1695 (S)
 PLAIN AND FANCY, Capitol W 603 (M); (No Stereo)
 TOVARICH, Capitol TAO 1940 (M); STAO 1940 (S)
 UNSINKABLE MOLLY BROWN, THE, Capitol WAO 1509 (M); SWAO 1509 (S)
 OLIVER, Capitol T 1784 (M); ST 1784 (S) (English cast)

COLUMBIA

ALL AMERICAN, Columbia KOL 5760 (M); KOS 2160 (S)
 ANYONE CAN WHISTLE, Columbia KOL 6080 (M); KOS 2480 (S)
 ARCHY & MEHITABEL, Columbia OL 4963 (M); (No Stereo)
 BAJOUR, Columbia KOL 6300 (M); KOS 2700 (S)
 BELLS ARE RINGING, Columbia OL 5170 (M); OS 2006 (S)
 BRAVO GIOVANNI, Columbia KOL 5800 (M); KOS 2200 (S)
 BRECHT ON BRECHT, Columbia OL 203 (M); OS 203 (S)

BYE BYE BIRDIE, Columbia KOL 5510 (M); KOS 2025 (S)
 CAMELOT, Columbia KOL 5620 (M); KOS 2031 (S)
 CANDIDE, Columbia OL 5180 (M); OS 2350 (S)
 CHRISTINE, Columbia OL 5520 (M); OS 2026 (S)
 DON JUAN IN HELL, Columbia OSL 166 (M); (No Stereo)
 DYLAN, Columbia DOL 301 (M); DOS 701 (S)
 ERNEST IN LOVE, Columbia OL 5530 (M); OS 2027 (S)
 FINIAN'S RAINBOW, Columbia OL 4062 (M); OS 2080 (S)
 FLOWER DRUM SONG, Columbia OL 5350 (M); OS 2009 (S)
 GENTLEMEN PREFER BLONDES, Columbia OL 4290 (M); OS 2310 (S)
 GIRL WHO CAME TO SUPPER, THE, Columbia KOL 6020 (M); KOS 2420 (S)
 GYPSY, Columbia OL 5420 (M); OS 2017 (S)
 HAMLET, Columbia DOL 302 (M); DOS 702 (S)
 HAPPIEST GIRL IN THE WORLD, THE, Columbia KOL 5650 (M); KOS 2050 (S)
 HERE'S LOVE, Columbia KOL 6000 (M); KOS 2400 (S)
 HOUSE OF FLOWERS, Columbia OL 4969 (M); OS 2320 (S)
 I CAN GET IT FOR YOU WHOLESALE, Columbia KOL 5780 (M); KOS 2180 (S)
 IN WHITE AMERICA, Columbia KOL 6030 (M); KOS 2430 (S)
 IRMA LA DOUCE, Columbia OL 5560 (M); OS 2029 (S)
 JOHN BROWN'S BODY, Columbia OSL 181 (M); (No Stereo)
 JUNO, Columbia OL 5380 (M); OS 2013 (S)
 KEAN, Columbia KOL 5720 (M); KOS 2120 (S)
 KISMET, Columbia OL 4850 (M); OS 2060 (S)
 KISS ME KATE, Columbia OL 4140 (M); OS 2300 (S)
 LI'L ABNER, Columbia OL 5150 (M); (No Stereo)
 MEDIUM, THE, Columbia OSL 154 (M); (No Stereo)
 MISS LIBERTY, Columbia OL 4220 (M); (No Stereo)
 MOST HAPPY FELLA, Columbia OSL 240 (M); (No Stereo); Abridged Version: OL 5118 (M); OS 2330 (S)
 MR. PRESIDENT, Columbia KOL 5870 (M); KOS 2270 (S)
 MY FAIR LADY, Columbia OL 5090 (M); OS 2015 (S)
 NERVOUS SET, THE, Columbia OL 5430 (M); OS 2018 (S)
 OH CAPTAIN, Columbia OL 5280 (M); (No Stereo)
 ON THE TOWN, Columbia OL 5540 (M); OS 2028 (S)
 ONE MAN IN HIS TIME, Columbia OL 5550 (M); (No Stereo)
 PAJAMA GAME, Columbia OL 4840 (M); (No Stereo)
 PAL JOEY, Columbia OL 4364 (M); (No Stereo)
 SECRET LIFE OF WALTER MITTY, THE, Columbia OL 6320 (M); OS 2720 (S)
 SHOW BOAT, Columbia OL 4058 (M); (No Stereo)

SOUND OF MUSIC, THE, Columbia KOL 5450 (M); KOS 2020 (S)
 SOUTH PACIFIC, Columbia OL 4180 (M); OS 2040 (S)
 SPOON RIVER ANTHOLOGY, Columbia OL 6010 (M); OS 2410 (S)
 STREET SCENE, Columbia OL 4139 (M); (No Stereo)
 SUBJECT WAS ROSES, THE, Columbia (3-12") DOL 308 (M); DOS 708 (S)
 SUBWAYS ARE FOR SLEEPING, Columbia KOL 5730 (M); KOS 2130 (S)
 THURBER CARNIVAL, Columbia KOL 5500 (M); KOS 2024 (S)
 TO BROADWAY WITH LOVE, Columbia OL 8030 (M); OS 2630 (S)
 TREE GROWS IN BROOKLYN, A, Columbia OL 4405 (M); (No Stereo)
 WEST SIDE STORY, Columbia OL 5230 (M); OS 2001 (S)
 WHAT MAKES SAMMY RUN, Columbia KOL 6040 (M); KOS 2440 (S)
 WHO'S AFRAID OF VIRGINIA WOOLF, Columbia DOL 287 (M); DOS 687 (S)

COMMAND

SCHOOL FOR SCANDAL, Command RS 13002 (M); RS 13002 SD (S)

DECCA

ANNIE GET YOUR GUN, Decca DL 9018 (M); DL 79018 (S)
 BILLY BARNES REVUE, Decca DL 9076 (M); DL 79076 (S)
 BLOOMER GIRL, Decca DL 8015 (M); (No Stereo)
 CALL ME MADAM, Decca DL 9022 (M); DL 79022 (S)
 CARMEN JONES, Decca DL 9021 (M); (No Stereo)
 CAROUSEL, Decca DL 9020 (M); DL 79020 (S)
 COCKTAIL PARTY, Decca DXA 100 (M); (No Stereo)
 CONSUL, THE, Decca DXA 101 (M); (No Stereo)
 DESTROY RIDES AGAIN, Decca DL 9075 (M); DL 79075 (S)
 GUYS AND DOLLS, Decca DL 9023 (M); DL 79023 (S)
 KING AND I, Decca DL 9008 (M); DL 79008 (S)
 LOST IN THE STARS, Decca DL 8028 (M); (No Stereo)
 LUTE SONG, Decca DL 8030 (S); (No Stereo)
 MR. WONDERFUL, Decca DL 9032 (M); (No Stereo)
 OKLAHOMA, Decca DL 9017 (M); DL 79017 (S)
 ON YOUR TOES, Decca DL 9015 (M); (No Stereo)
 PORGY AND BESS, Decca DL 9024 (M); DL 79024 (S)
 SING OUT SWEET LAND, Decca DL 4304 (M); DL 74304 (S)
 SONG OF NORWAY, Decca DL 9019 (M); DL 79019 (S)
 WONDERFUL TOWN, Decca DL 9010 (M); DL 79010 (S)

EPIC

ANYTHING GOES, Epic FLM 13100 (M); FLS 15100 (S)

ELEKTRA

GOLDEN APPLE, Elektra EKL 5000 (M); (No Stereo)

KAPP

DONNYBROOK, Kapp KDL 8500 (M); KDS 8500 (S)
 ONCE UPON A MATTRESS, Kapp KDL 7004 (M); KDS 7004 (S)

LONDON

BALLAD FOR BIMSHIRE, London AM 48002 (M); AMS 78002 (S)
 HOLLOW CROWN, London A 4253 (M); OSA 1253 (S)
 KING KONG, London 5762 (M); (No Stereo)
 LOCK UP YOUR DAUGHTERS, London 5766 (M); (No Stereo)
 OH WHAT A LOVELY WAR, London 5906 (M); OS 25906 (S)
 ON THE BRIGHTER SIDE, London 5767 (M); (No Stereo)
 ONE OVER EIGHT, London 5760 (M); (No Stereo)
 PIECES OF EIGHT, London 5761 (M); (No Stereo)
 PRINCE AND THE PAUPER, London AM 28001 (M); AMS 98001 (S)

RIVERWIND, London AM 48001 (M); AMS 78001 (S)
 SALAD DAYS, London 5765 (M); (No Stereo)
 STOP THE WORLD, I WANT TO GET OFF, London AM 58001 (M); AMS 88001 (S)
 STRICTLY T. T., London 5764 (M); (No Stereo)

M-G-M

CARNIVAL, M-G-M E 3946 OC (M); SE 3946 OC (S)
 FANTASTICKS, M-G-M E 3872 OC (M); SE 3872 OC (S)
 SHE LOVES ME, M-G-M E 4118 OC (M); SE 4118 OC (S)
 THREEPENNY OPERA, M-G-M E 3121 (M); (No Stereo)
 TROUBLE IN TAHITI, M-G-M E 3646 (M); (No Stereo)

MERCURY

ALL IN LOVE, Mercury OCM 2204 (M); OCS 6204 (S)
 I HAD A BALL, Mercury OCM 2210 (M); OCS 6210 (S)
 FROM THE SECOND CITY, Mercury OCM 2203 (M); OCS 6203 (S)

RCA VICTOR

BOY FRIEND, THE, RCA Victor LOC 1018 (M); (No Stereo)
 BRIGADOON, RCA Victor LOC 1001 (M); LSO 1001 (e) (S)
 DAMN YANKEES, RCA Victor LOC 1021 (M); (No Stereo)
 FANNY, RCA Victor LOC 1015 (M); (No Stereo)
 FIDDLER ON THE ROOF, RCA Victor LOC 1093 (M); LSO 1093 (S)
 FINIAN'S RAINBOW, RCA Victor LOC 1057 (M); LSO 1057 (S)
 HELLO, DOLLY! RCA Victor LOCD 1087 (M); LSOD 1087 (S)
 HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING, RCA Victor LOC 1066 (M); LSO 1066 (S)
 JENNY, RCA Victor LOC 1083 (M); LSO 1083 (S)
 LITTLE ME, RCA Victor LOC 1078 (M); LSO 1078 (S)
 MERRY WIDOW, THE, RCA Victor LOC 1094 (M); LSO 1094 (S)
 MILK AND HONEY, RCA Victor LOC 1065 (M); LSO 1065 (S)
 NEW FACES OF 1952, RCA Victor LOC 1008 (M); (No Stereo)
 OLIVER, RCA Victor LOCD 2004 (M); LSOD 2004 (S)
 110 IN THE SHADE, RCA Victor LOC 1085 (M); LSO 1085 (S)
 PAINT YOUR WAGON, RCA Victor LOC 1006 (M); (No Stereo)
 PETER PAN, RCA Victor LOC 1019 (M); LSO 1019 (e) (S)
 LES POUPEE DE PARIS, RCA Victor LOC 1090 (M); LSO 1090 (S)
 TAKE ME ALONG, RCA Victor LOC 1050 (M); LSO 1050 (S)
 WILDCAT, RCA Victor LOC 1060 (M); LSO 1060 (S)

REPRISE

COMMITTEE, THE, Reprise F 2023 (M); FS 2023 (S)

RIVERSIDE

ESTABLISHMENT, THE, Riverside RM 850 (M); (No Stereo)
 PICTURES IN THE HALLWAY, Riverside 7006-7 (M); (No Stereo)

ROULETTE

THIS WAS BURLESQUE, Roulette R 25185 (M); RS 25185 (S)

UNITED ARTISTS

FAMILY AFFAIR, United Artists UAL 4099 (M); UAS 5099 (S)

VEE JAY

BLACK NATIVITY, Vee Jay VJ 5022 (M); VJS 5022 (S)

WARNER BROS.

RUGANTINO, Warner Bros. H 1528 (M); HS 1528 (S)

ORIGINAL CAST BWAY SHOWS

on *LONDON*
RECORDS

Long run smash in England—
Hot New York box office...

Annual smash in New York City—
Currently on U.S.A. tour...



"Mad and wonderful... an
exciting adventure"
McClain—N. Y. Journal-American

Stereo OS 25906

Mono 5906



"As fine an example of children's
theater ever offered"
Cook—N. Y. Times

Stereo AMS 98001

Mono AM 28001

COMING SOON...

MUSIC ON CAMPUS

THE COLLEGE MARKET

FOR RECORDS AND TALENT

*Planned, Edited, Researched and Written
As Only Billboard Can Do It!*

Radio—Potent Force in Cast Sales

NEW YORK—Radio is still the major booster of original cast albums and the music from Broadway shows. There are hundreds of stations coast-to-coast which have entire program segments each day or once a week devoted to the music of the theater.

Many stations have a policy of featuring a different original cast album in its entirety every program. Several stations have open-end programs with no time limit so that an original cast album may get a complete airing.

The "middle-road" music formatted stations are the ones carrying the ball for the Broadway packages. However, a major contribution is being made by pop music stations through the spotlighting of singles featuring a tune from a Broadway show. The prime example of this is the phenomenal success enjoyed by Louis Armstrong's "Hello, Dolly!" through saturated pop station play. The results certainly have been felt at the box office. The success of such singles are also reflected in an increased demand for a show's original cast album.

Dealers throughout the nation, aware of this situation, have been harnessing the sales impact of stations in their own markets by buying time on the various "Broadway" programs to push the sale of original cast albums.

The "hot pop" music stations have played a vital part in the promulgation of the hit Broadway musical and its star, "Funny Girl" with Barbra Streisand. Concentrated exposure by key pop music stations made a hit out of Miss Streisand's single recording of "People." The original cast album is approaching its 40th week on Billboard's top LP's chart.

Lovers of show music have discovered and are flocking in droves to broadcasting's newest addition, FM. A rapidly growing medium, FM has proven to be a most important exposure vehicle for show music. Most FM operators boast listenership comprised of more sophisticated, better educated and affluent in the community, a greater majority of whom wish a rapport with the theater as an art form as well as an entertain-

ment medium. Naturally, original cast albums and music from the theater are now among FM's most requested programming commodities.

A case in point, and there are many similar such examples throughout the nation, is "Broadway Music Hall" a 90-minute weekly survey of New York's performing arts aired each Sunday on WNCN-FM.

Hosted by Phil Burrell, the program showcases music from original cast albums. Interview guests include celebrities from the theater. Musical comedy star Vivian Blaine, composer Jerry Herman ("Hello, Dolly!"), comedy-actor Alan Arkin and many others visit with Burrell regularly.

"BMH" was the first program in New York City to play the

entire original cast recording of "Hello, Dolly!" according to Burrell.

Record manufacturers encourage stations to devote more attention to current Broadway show albums by supplying broadcasters with various programming aids. A noteworthy case in point is the "special interview" LP prepared by RCA Victor on behalf of "Hello, Dolly!" The album, tagged "Hello, Carol!" is an open-end interview disk prepared for

jockeys, and comes complete with a script. It gives the local jockey a choice of six separate "interviews" with "Dolly's" Carol Channing, by voicing his portion of the script to Miss Channing's recorded replies.



...in
Broadway's
history book,
they'll have a
chapter...or two
...or three."

Five years ago, Jerry Bock and Sheldon Harnick illuminated the world of a little man in a big hat—and *Fiorello!* became a classic in the American Musical Theater. This year, Bock & Harnick have rekindled the world of a Yiddish writer from Kiev, and *Fiddler on the Roof* exploded into a magical hit. Brought together by a music publisher in 1957 ("and shoved toward a piano") Jerry and Sheldon quickly developed a rapport that brought them the Antoinette Perry Award, Drama Critics Circle Award and the Pulitzer Prize. BMI bows to Bock & Harnick and to the many other brilliant composers and lyricists whose music we license for performance.

ALL THE WORLDS OF MUSIC FOR ALL OF TODAY'S AUDIENCE

Among the memorable Bock & Harnick collaborations are the scores for:
Body Beautiful, Fiorello!, Tenderloin, She Loves Me, Fiddler on the Roof.

BMI
BROADCAST MUSIC, INC.

Vincent Youmans
Receives His Due

THROUGH THE YEARS
WITH VINCENT YOUMANS

An exciting 2-LP Album on the new EVER-GREEN label of 36 great show tunes by Vincent Youmans—10 recorded for the first time in full. You will hear songs from NO, NO NANETTE, HIT THE DECK, GREAT DAY, THROUGH THE YEARS, and FLYING DOWN TO RIO, plus 9 other show and film scores spanning his entire career from 1921 to 1933. Included is a Special Brochure with extensive program notes on each show and reproductions of original sheet music.

A Must for Show Tune Buffs!
Available at Record Stores — or by Mail

Monmouth Records, Inc., Box 1612, Briarcliff, N.Y. 11202

MONO \$7.98
STEREO \$8.98
(POSTAGE INCLUDED)

HOT 100

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 31 songs.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 32-90.

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

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 91-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with publisher and licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100.

THE ROLLING STONES

have another hit single...

"HEART OF STONE"

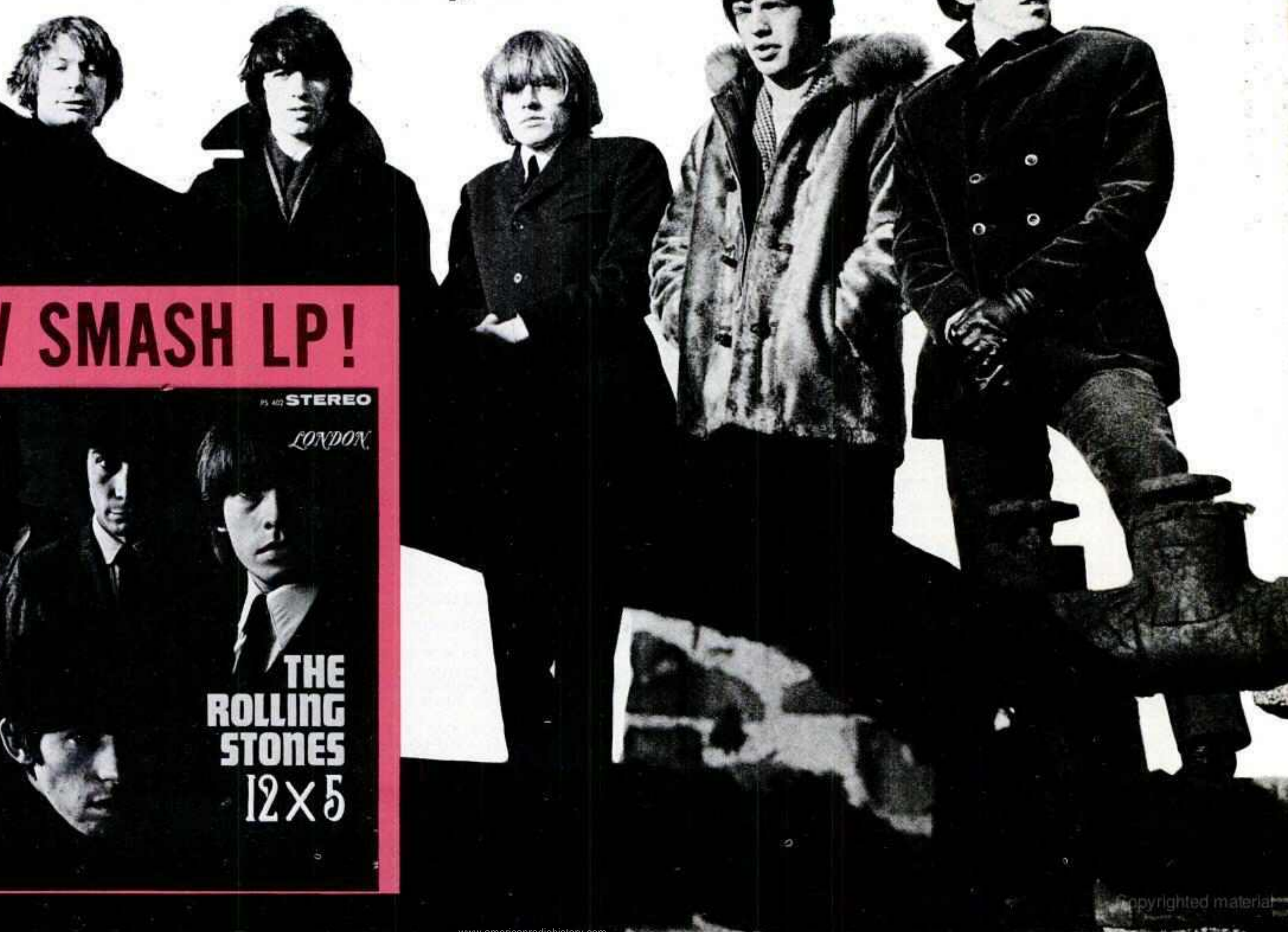
B/W **WHAT A SHAME** #9725

LONDON
RECORDS

produced by **ANDREW LOOG OLDHAM**
for **IMPACT SOUND**

Watch Them Perform This Hit On
"SHINDIG"

ABC-TV Network, Wednesday, Jan. 20



NEW SMASH LP!



TOP LP's

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

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

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains top 50 LPs including Beatles '65, Where Did Our Love Go, Mary Poppins, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains LPs 51-100 including Softly, As I Leave You, Kingsmen, Vol. 2, Who Can I Turn To, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains LPs 101-150 including Last Kiss, Bread and Butter, The Greatest Live Show on Earth, etc.

SHINDIG!

To All Concerned:

Selmur Productions is currently booking a tour based on the SHINDIG television program broadcast over the facilities of the ABC Television Network. This SHINDIG tour will be produced by Selmur Productions, the producers of the SHINDIG television programs, and will reflect the top production values and quality elements seen each week on the SHINDIG television shows. The SHINDIG tour show will be a fully rehearsed, costumed and routined stage presentation.

It has come to our attention that a number of unauthorized one-night stands, road shows and/or concerts utilizing the SHINDIG name and purporting to be authorized by the SHINDIG television program, Selmur Productions and/or the American Broadcasting Company, have played various dates or are currently attempting to obtain further bookings. Appropriate action will be taken with regard to these unauthorized uses and misappropriation of the SHINDIG name and property, and notice is hereby given to all who participate in such activities that they will be held fully accountable for the damages they cause.

Selmur Productions invites inquiries regarding the SHINDIG tour which is now being booked. Inquiries should be made to our authorized representative, Milton Deutsch, 280 South Beverly Drive, Beverly Hills, California; telephone (area code 213) 274-7321.

SELMUR PRODUCTIONS, INC.

**ABC-TV Center
Hollywood 27, California**

Penntowne
Comes
Alive
1965

THE
MODERN
RED CAPS

'NEVER
KISS A
GOOD
MAN
GOOD-BY'

c/w

'FREE'

PENNTOWNE
#101

FOURTEEN YEAR OLD

ROCKIE
BROWN
'WITHOUT
A
WARNING'

PENNTOWNE
#100

PENNTOWNE
RECORDS CO.
LENS-PROCTOR
PRODUCTIONS

42 S. 15th STREET
PHILADELPHIA, PA. 19102

ALBUM REVIEWS (continued)



POP SPOTLIGHT

THE QUEEN AND QUINCY

Dinah Washington/Quincy Jones. Mercury MG 20928 (M); SR 60928 (S)

The hard-to-beat successful combination of talent... the distinctive vocal style of the late Dinah and the creative arrangements of Quincy are offered here. No one ever grasped and sold a lyric and melody quite like Dinah, and Quincy provided her with the drive necessary, never intruding upon her vocal. Proof is here, which should prove a collector's item.



JAZZ SPOTLIGHT

SOUL GROOVE

Johnny Griffin & Matthew Gee. Atlantic 1431 (M)

Excellent jazz, well conceived and expertly performed by two outstanding artists. The many fans of Matt Gee will be delighted with the trombonist's four original compositions. In this album, Griffin and Gee also cover, via a big band coupled with a strong spiritual feel, such standards as "Sundown" and "Poor Butterfly." Griffin's famous tenor sax leads the way to interesting jazz.



RHYTHM & BLUES SPOTLIGHT

MERCY!

Don Covay & the Goodtimers. Atlantic 8104 (M)

Don is a first-rate r&b artist. His recent single hit, "Mercy!" became a powerful pop hit as well. Accompanied by the Goodtimers, Covay applies his great talent to the nine Covey-penned tunes, Curtis Mayfield's "Come See About Me" and others. Covay demonstrates his ability as a songwriter, as well as a singer in this package.

**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.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

YOU'VE LOST THAT LOVIN' FEELIN'

Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (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.

THE BEST OF AL HIRT

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

LESTER LANIN PLAYS FOR DANCING

Philips PHM 200-132 (M); PHS 600-132 (S)

THE BEST OF PETER NERO

RCA Victor LPM 2978 (M); LSP 2978 (S)

HEY, BROTHER, POUR THE WINE

Dean Martin, Capitol T 2212 (M); DT 2212 (S)

GET YOURSELF A COLLEGE GIRL

Soundtrack, MGM E 4273 (M); SE 4273 (S)

SPOTLIGHT ON RICK

Rick Nelson, Decca DL 4608 (M); DL 74608 (S)

THE ED AMES ALBUM

RCA Victor LPM 2944 (M); LSP 2944 (S)

HELLO BROADWAY

Marvin Kaye, Tamla 259 (M); (No Stereo)

SHE UNDERSTANDS ME

Johnny Tillotson, MGM E 4270 (M); SE 4270 (S)

MODERN COUNTRY

Kai Winding, Verve V 8602 (M); V6-8602 (S)



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

SOMEWHERE IN THE NIGHT

Sam (The Man) Taylor. Decca DL 4573 (M); DL 74573 (S)

The silky tenor sax of Taylor is backed with lush instrumentation as he goes through a host of all-time favorites. Selections include "Moonlight," "Jitterbug Waltz," "Somewhere in the Night," "Moonlight Becomes You" and "Night Train," to name a few. The Taylor moods range from the romantic to the wailin' swinger. Great listening and dancing fare.



LOW PRICE POP SPECIAL MERIT

HAWAIIAN PARADISE

Leo Addeo, His Ork & Chorus. RCA Camden CAL 853 (M); CAS 853 (S)

With the music of our 50th State getting a good commercial go-round, this pleasant package should find acceptance with many. The romantic, relaxing chorus and gentle instrumentation treatment of favorites like "Pearly Shells," "Love Letters in the Sand," "Sing Me a Song of the Islands" make for delightful listening.



CLASSICAL SECIAL MERIT

DEBUSSY: LA MER; PRELUDE A' L'APRESMIDI D'UN FAUNE; RAVEL: DAPHNIS ET CHLOE

Berliner Philharmoniker (Von Karajan). Deutsche Grammophon SLPM 138923 (S)

A popular program wonderfully performed that should capture the classical music enthusiast. Although all three works have been frequently recorded, the combination on one record is a good commercial move. Karajan, of course, is also a name much in demand by today's record-buying public.



CLASSICAL SPECIAL MERIT

MOZART: FANTASIA IN F MINOR, K 608; BRAHMS: 11 CHORAL PRELUDES, OP. 122; LISZT: PRELUDE AND FUGUE ON THE NAME OF B-A-C-H

Karl Richter. Deutsche Grammophon SLPM 138906 (S)

An excellent compilation of organ music of the classical and romantic periods. Richter masterfully represents Mozart, Brahms and Liszt and offers the listener interesting comparisons to study and enjoy. Aside from being a comprehensive program, the works have not been too frequently available on recordings.

SEE ALBUM REVIEWS
ON BACK COVER



BUDGET CLASSICAL SPECIAL MERIT

ALBUM OF BELOVED SONGS

The Deller Consort. Vanguard SRV 141 (M); SRV 141 SD (S)

The Deller Consort and Alfred Deller, countertenor, give effective performances of the Anglo-Scottish folk classics—"Loch Lomond," "Annie Laurie," "Drink to Me Only With Thine Eyes" and "Greensleeves." Desmond Dupre's accompaniment on lute and guitar sets the proper Elizabethan and Baroque tones.



BUDGET CLASSICAL SPECIAL MERIT

SCHUBERT: SONATAS FOR VIOLIN AND PIANO, OP. 137

Alexander Schneider, Violin/Peter Serkin, Piano. Vanguard VRS 1128 (M); VSD 71128 (S)

Alexander Schneider and Peter Serkin combine their considerable talents in three of Schubert's duo-sonatas. Serkin, son of Rudolf Serkin, demonstrates that he is a first-class artist in his own right.



FOLK SPECIAL MERIT

THE CLANCY BROTHERS AND TOMMY MAKEM RECORDED LIVE IN IRELAND

Columbia CL 2265 (M); CS 9065 (S)

This set puts these Irish-born folk singers on their home ground and gives them an exuberant audience for their exuberant style. It's a happy package, packed with lots of folk zing.



SACRED SPECIAL MERIT

THE BEST OF GEORGE BEVERLY SHEA

RCA Victor LPM 2932 (M); LSP 2932 (S)

One of the giants of the sacred music field, George Beverly Shea has been an excellent and most consistent seller in this area for many years. This album compilation of 12 favorites from his various albums will prove immensely popular with his followers and the lovers of sacred and inspiration music.



LOW PRICE SACRED SPECIAL MERIT

DO YOU THANK THE LORD EACH DAY?

Blackwood Brothers Quartet. RCA Camden CAL 854 (M); CAS 854(e) (S)

When it comes to that "ole-time religion" as transmitted in song, the Blackwood Brothers have few peers. The contents are also beyond reproach, representing the most popular war horses of the inspirational field. Included are "God Is Right," "Paradise Waits," "O Rock of Ages," plus reissues of frequently requested Blackwood Brothers favorites.



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

THAT NEW GANG OF MINE!
Jerry Murad's Harmonicats. Columbia DL 74425 (S)

SNUGGLED ON YOUR SHOULDER
Guy Lombardo & His Royal Canadians. Decca DL 4567 (M); DL 74567 (S)

THE VOCAL STYLE OF AL MORGAN
Carol CRL 57462 (M); CRL 757462 (S)

HOT CANARY
Florian Zabach. Decca DL 4425 (M); DL 74425 (S)

CLASSICAL

THE VIRTUOSO PIANO
Earl Wild. Vanguard VRS 1119 (M); VSD 71119 (S)

INTERNATIONAL

CARMELA REY-AGUSTIN LARA
RCA Victor MKL 1600 (M)

SACRED

SINGING FOR YOU
Steve Musto. Word W-3305-LP (M); WST-8305-LP (S)



THREE-STAR ALBUMS

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

POPULAR

VENTURA BLVD.
Buddy Worth. Web HFM 1001 (M)

CLASSICAL

HAYDN: SYMPHONY NO. 39 IN G MINOR/SYMPHONY NO. 73 IN D MAJOR "LA CHASSE"
The Esterhazy Orchestra (Blum). Vanguard VRS 1123 (M); VSD 71123 (S)
A BOUQUET OF BARTINI & NARDINI CONCERTI
Jan Tomasow. Vanguard SRV 154 (M); SRV 154 SD (S)



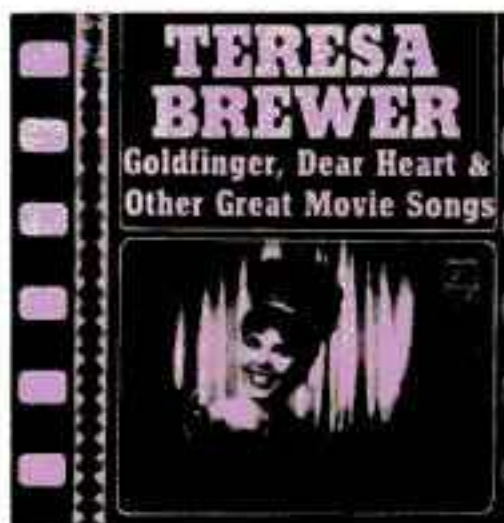
The fantastic SWINGLE SINGERS in a new and fabulous performance "ANYONE FOR MOZART?" PHM 200-149/PHS 600-149



France's famed premiere modern dancer, ZIZI JEANMAIRE, in the original cast recording of her successful Broadway entertainment "ZIZI" PHM 200-161/PHS 600-161

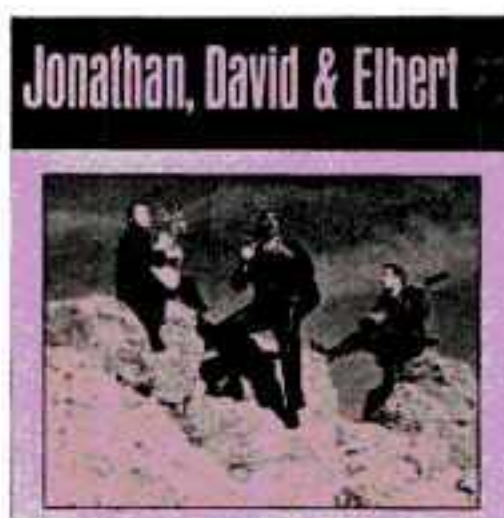


The Baroque composers get swung like never before in this GEORGE GRUNTZ performance for Jazz buffs "BACH HUMBUG" PHM 200-162/PHS 600-162



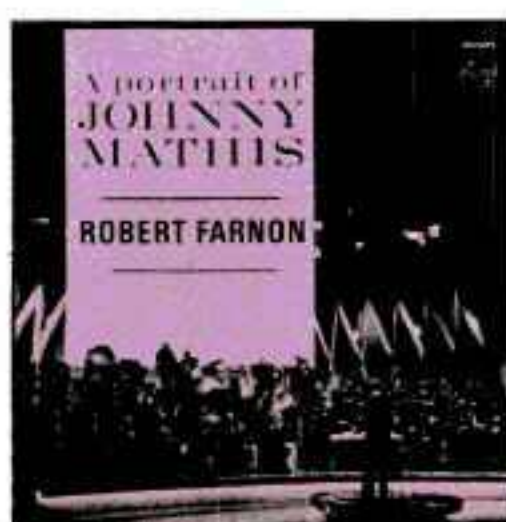
TERESA BREWER in the finest, swingiest vocalizing of her career "GOLDFINGER, DEAR HEART AND OTHER GREAT MOVIE SONGS" PHM 200-163/PHS 600-163

Society favorite LESTER LANIN provides his inimitable interpretations of the show music from Broadway's new musical box-office buster "I HAD A BALL" PHM 200-165/PHS 600-165



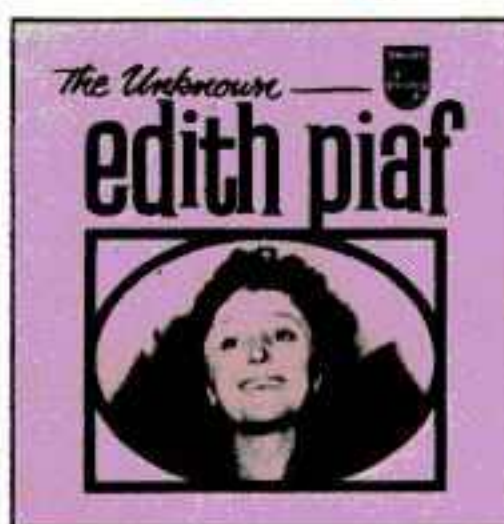
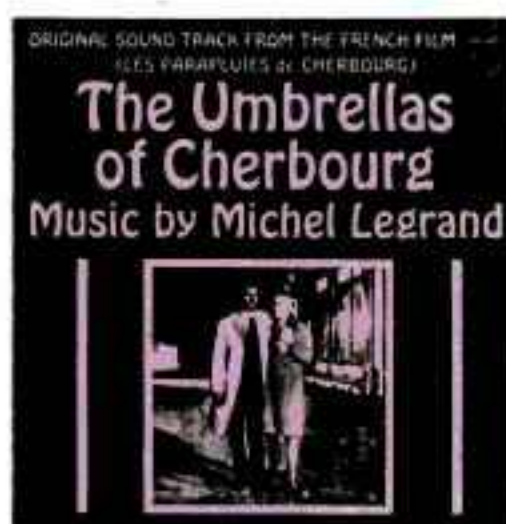
A new Folk-pop trio in their debut album prove that Philips continues to create great new record sellers—"JONATHAN, DAVID AND ELBERT" PHM 200-166/PHS 600-166

ROBERT FARNON and his orchestra play a rapturous set for dancing or listening that creates "A PORTRAIT OF JOHNNY MATHIS" PHM 200-167/PHS 600-167



To celebrate its 3rd Anniversary—Philips opens the new year with a

A Philips Connoisseur album; original sound-track recording of the movie getting rave reviews—played by the score's composer MICHEL LEGRAND and orchestra "THE UMBRELLAS OF CHERBOURG (Les Parapluies de Cherbourg)" PCC 216/PCC 616



Recently found, mid-forties' tapes of EDITH PIAF present the Little Sparrow in songs that showcase her voice at its best. A Connoisseur album: "THE UNKNOWN—EDITH PIAF" PCC 217/PCC 617

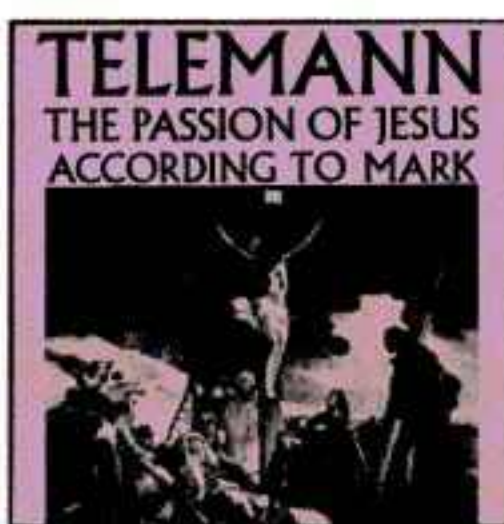
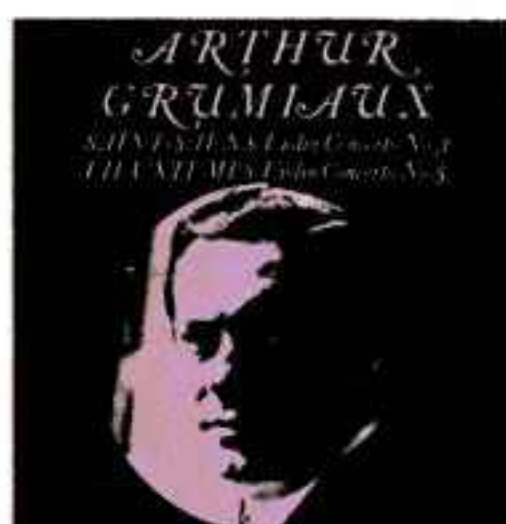
well-rounded release for big bang-up bright sales

RAVEL: BOLÉRO: MA MÈRE L'OYE: LA VALSE: (Complete Ballet) London Symphony Orchestra, Pierre Monteux, Conductor PHM 500-059/PHS 900-059



RICHARD STRAUSS: 17 songs; Gérard Souzay, Baritone—Dalton Baldwin, Pianist PHM 500-060/PHS 900-060

SAINT-SAËNS: Violin Concerto No. 3 in B Minor; VIEUXTEMPS: Violin Concerto No. 5 in A Minor; Lamoureux Orchestra, M. Rosenthal, Conductor. Arthur Grumiaux, Violinist. PHM 500-061/PHS 900-061



TELEMANN: (World Premiere Recording) Passion According to St. Mark; Soloist, Chorus & Orchestra—Pro Arte Orchestra of Munich, Kurt Redel, Conductor. PHM 2-530/PHS 2-930

Effective January 1 thru February 28, 10% discount on all Philips LP product. Extended Billing Available. See Your Philips Distributor Now! Order Today!

PHILIPS RECORDS

One world of music  on one great label

RADIO RESPONSE RATING

ST. LOUIS SECOND CYCLE

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	KXOK	60%
2.	WIL	40%
★ POP LP's		
1.	WEW	43%
2.	KWK	32%
3.	KSD	19%
4.	KMOX	6%
★ R&B		
1.	KATZ	60%
2.	KXLW	40%
★ C&W		
1.	KSTL	94%
2.	KXEN	6%
★ CONSERVATIVE		
1.	KCFM-FM	75%
2.	KSHE-FM	13%
Others (WEW, KMOX, KSD) 12%		
★ CLASSICAL		
1.	KFUO-FM	47%
2.	KCFM-FM	35%
3.	KSD-AM	16%
4.	KMOX-AM	2%

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.

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LP's of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LP's of a non-rock nature. "Pop-Standard"—Stations programming current and stock singles and LP's, excluding rock-n-roll and rhythm and blues. "Standard-Pop"—Same as "Pop-Standard" with stations emphasizing standards to current pop singles. "Standard"—Stations programming current or stock versions of the old standards culled primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrumental music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

STATIONS BY FORMAT

ST. LOUIS AREA: 10th largest radio market. 11 AM, 7 FM. 2 Contemporary, 3 Pop Standard, 1 Standard-Classical, 1 Country-Religious-Foreign Language, 3 Standard, 1 R&B-Gospel, 1 R&B-Religious-Jazz, 1 Conservative, 1 Country-Gospel.

KATZ: 5,000 watts. Independent. Music format: R&B-Religious-Jazz. Editorializes occasionally. Special programming includes: "Face to Face" featuring well known guests who answer questions by listeners on a beeper phone, 12-12:30 p.m., Sat. "Round Table" a timely topics discussion show 2-2:30 p.m., Sun. Doug Eason is director of 2 man news dept. News on the hr., headlines on the half hr. "News and News Behind the News" with newspaperman Buddy Lonesome 12-12:10 p.m., M-F. Gen. mgr., Martin Browne. Send 5 copies of 45's and 1 copy of LP's to prog. dir., Robert B. Q., Arcade Bldg., 812 Olive St. KCFM-FM: 100,000 ERP watts. Market I affiliate. Music format: Standard.

Special programming includes: "The Cadillac Sunday Spectrum" with John Daly and well-known guests 7-8 p.m., Sun. "TWA World of Adventure in Music" an in-depth discussion of classical music 9-10 p.m., Mon. & Wed. Gene Chase is in charge of 2 man news dept. Station supplies separate program of background music to hotels, restaurants and office buildings in the greater St. Louis area. Gen. mgr., Harry Eldelman. Send 2 copies of LP's to prog. dir., Sibbey Smith, 532 De Balzere.

KFUO-FM: Independent. Music format: Standard-Classical. Special programming includes: "Metropolitan Opera" live from New York 1-5 p.m., Sat, plus many shows featuring public service announcements, current events, art and religious discussion shows. Gen. mgr., Emerson Russell. Send 1 copy LP's to prog. dir., Brad Holiday, 801 DeMun Ave.

KMOX: 50,000 watts. CBS owned. Music format: Standard. Station pro-

WBBM Makes Format Switch

CHICAGO—WBBM, powerful 50,000-watt Columbia Broadcasting System outlet here, is giving up its daytime music fare in favor of a format appropriately dubbed "The Talk of Chicago."

The station will continue with music in the morning and evening, but from 11:30 to 8 p.m. the format will consist of what WBBM describes as "informative, educational and entertaining talk with listener participation by telephone."

Music will still be offered in the all-night slot and on week-ends.

Len Schlosser, WBBM program director, said the move was a culmination of experiments that have been under way for almost a year. He noted that this type of talk format was first started by CBS in St. Louis, where it was and still is very successful, and subsequent-

(Continued on page 40)

McDougall Tape Fractures Nurse

HOUSTON—Bill McDougall, deejay on KXYZ (Houston), caused quite a stir recently when he was hospitalized for surgery. McDougall taped his early morning show for the morning that he was to undergo surgery. He got up early, turned on his bedside radio at 5 a.m. to listen to the show and then left the radio going while he went down the hall to get a cup of coffee out of a vending machine. When the nurse entered the room, she saw the bed empty and heard McDougall's voice on the radio and immediately called KXYZ — at the moment McDougall entered the room.

grams primarily information and talk. Editorializes weekly. Special programming includes: Cardinal baseball, Cardinal professional and Univ. of Missouri football, Hawks professional and Univ. of St. Louis basketball in season. "Musical and Biggie Show" an interview show from a local restaurant with Gene Kelly and Bill Jenkins, 10:15-mid., M-F. "At Your Service" an audience phone-in show during 12 noon-7 p.m. segment, M-F. "Country Journal" with Ted Wagner, farm news, 5:30-6 a.m., M-Sat. Rex Davis dir. of 7 man news dept. 15-min. newscasts every hour. "Total Information" news, 6-9 a.m., M-Sat. VP-gen. mgr., Robert Hyland. Send one copy each of 45's and LP's to prog. dir., opns., Charles T. Jones, 1144 Hampton Ave.

KMOX-FM: is simulcast with KMOX.

KSD: 5,000 watts. Independent. NBC affiliate. Music format: Pop Standard. Special programming includes: Univ. of Missouri football, State High School basketball tournament, stock car racing and golf tournaments in season. "Play House Party" with Russ David, an audience participation show with discussion of topics sent in by listeners (on the air 13 years), 12:15-2 p.m., M-F. "Metronome" featuring interviews with well-known vocalists, band leaders, etc., by beeper phone, 9:05-9:30 p.m., M-F. Austin Bridgman dir. of 9 man news dept. 2 mobile units. NBC and local news on the hour, local news on the half hour. Intensified news coverage during drive-time. Gen. mgr., Harold Grams. Prog. dir., Sterling Harkins. Send 2 copies each of 45's and LP's to lib., John Pliskulic, 1111 Olive St.

MSHE-FM: Century Broadcasting. Music format: Standard. Editorializes twice a week. Special programming includes: "Portrait of a Patriot" vignettes of historical figures 8:15-8:20 a.m., M-Sat. "Calendar" public service show 9:45-9:50 a.m., M-Sat. "Today in History" recalling happenings in history over the past 150 years, 8:45-8:50 a.m. M-Sat. Bill Addison dir. of the 4-man news dept. "By-Line," in-depth reporting of news events 2:45-2:50 p.m., M-F. "Featurescope" pinpointing a colorful current event. News 20 times daily. Gen. mgr., Ed Ceres. Send 2 stereo copies each of 45's and LP's to Ed Ceres, 1635 Westglen Drive.

KSTL: 1,000 watts. Independent. Music format: Country-Religious-Foreign

Radio-TV PROGRAMMING

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

'Hullabaloo' Is a Vibrant Vehicle for Pop, Artists

NBC has come up with an excellent vehicle for pop music and pop recording artists with "Hullabaloo," which debuted Tuesday night on the TV network.

The first show was as lively and vibrant as the youth of today — the audience to whom show is directed. Guest stars for the premiere were the New Christy Minstrels, Gerry and the Pacemakers, the Zombies, Joey Heatherton, comedian Woody Allen and 13-year-old chanteuse Jocelyne.

Producer Gary Smith could not have made a wiser choice for the initial host than Jack Jones, popular with both the teen-ager and adult set. He guided the show with aplomb and appeared to enjoy all that was going on around him without being histrionic. The transition from act to act was interestingly accomplished, which did much to give the show a continuous flow.

The New Christy Minstrels kept all three of their songs up tempo and received a formidable

plug for their new Columbia album, "Cowboys and Indians" via a gigantic blowup of the cover which was used as a backdrop for one of their numbers.

Joey Heatherton, whose last single release was on Coral, has charms that cannot be captured on disk. The shapely actress did two zesty, contemporary dance sequences that were bound to be crowd pleasers.

A special highlight of the show every week is a five minute segment from London hosted by pop music impresario Brian Epstein who nervously introduced Gerry and the Pacemakers. The Britishers gave out with their current Laurie hit "I'll Be There" and "Gonna Be Alright."

More international flavoring was added by French teen-ager Jocelyne who belted out "Les Garçons."

Keeping the accent on youth, the 120-member Hanover Park Marching Band was presented. Jones tried his hand at being a big band singer only to have his efforts swamped amid the clang of symbols and the roar of drums. This added nothing to the show.

The 60-minute show is taped before teen-age audiences here and in England. The young people responded well to the comedy monolog of Woody Allen. However, the gals got out of hand when it was time to present the Zombies and filled the air with shrieks and screams — an occurrence that if not strictly controlled could drive viewers away in droves.

The breathers came in the form of two ballads, "I've Grown Accustomed to Her Face" and "Hello, Young Lovers," delivered by Jones.

"Hullabaloo," and its counterpart "Shindig" on ABC-TV should prove to be most powerful influence on popular record sales and the careers of established and new record talent.

The two shows offer an opportunity for the performers to display their wares within a compatible format which prevents many of the pop music acts from sticking out like sore thumbs as is the case so frequently when they are invited to do guest shots on other network TV programs.

GIL FAGGEN

artist's albums. Camine Anthony dir. of news. News every half hour during drive time, at other times news on the hour. Headlines on the half hr. Gen. mgr., Charles P. Stanley. Prog. dir., Lee Coffee. Send 2 copies of 45's to Lee Coffee and 2 copies of LP's to music dir., Jim Tazsarek, 2343 Hampton Ave.

WIL: 5,000 watts. A Balaban Station. Music format: Contemporary. Editorializes daily. Special programming includes: St. Louis Univ. Billkins basketball in season. St. Louis Cardinals football in season. "Cross Fire," human relations program with Nelson Kirkwood, 3-4 p.m., Sun. "Sound-Off," audience call-in show, midnight-3 a.m., M-F. "Charlie Johnson Sports" 8-8:15 a.m., M-F. Nelson Kirkwood directs 6-man news dept. 6 mobile units. 5-min. news at 15 and 45 past hour. Man. dir., John F. Box, Jr. Prog. dir., Bob Osborne. Send 10 copies of 45's and 3 copies of LP's to music dir., Ron Lundy, 3715 Lindell Blvd.

WIL-FM: Simulcast with WIL.

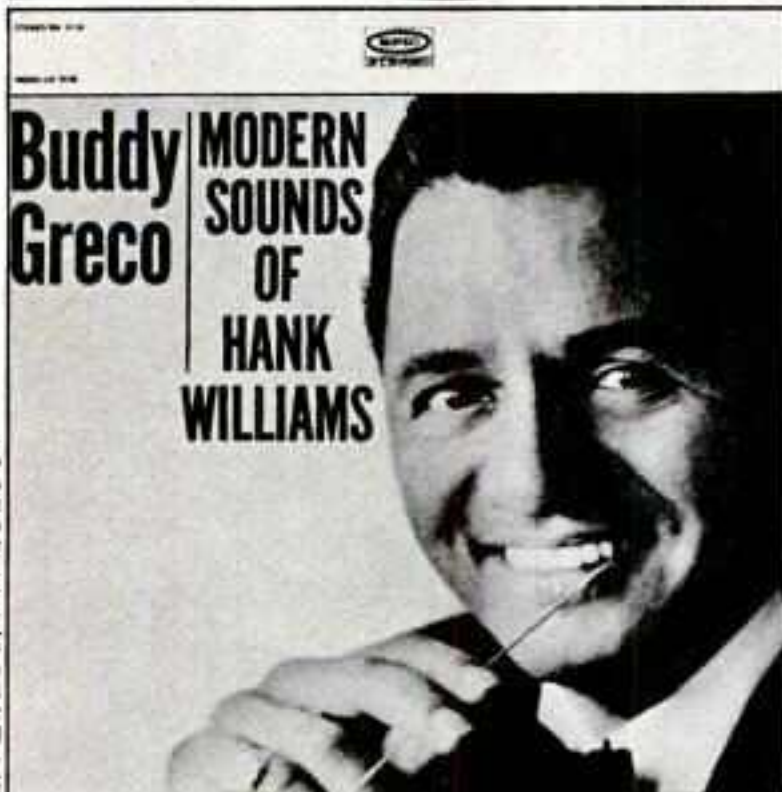
HOW TO SPELL PROFIT... THE  WAY!

DAMITA JO



LN 24131/BN 26131*

BUDDY GRECO



LN 24130/BN 26130*



LN 24129/BN 26129*

VILLAGE STOMPERS



*STEREO

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VOX JOX

By GIL FAGGEN



dic, remembered well in sports circles for his infamous brick-throwing contests around Gateway Center, came up with the exciting pastime following an incident involving a student who crashed his car through the barriers which guard the ramps, raced across the bridge, and plunged 100 feet to the floor below.

Rege, with the help of Old Frothingslosh, is asking drivers-listeners to compete for prizes in an initial contest by racing their cars across the splintered span and off the end in hope they can equal or better the distance obtained by the student. All we've got to say is look out below.

Jack LaForge, pianist, composer and president of Regina Records, will guest on "The Ruth Lyons Show," WLW-TV, Tuesday (19). Jack is visiting Cincinnati in connection with his current album, "Goldfinger and Other Great Movie Themes."

KATZ program director Robert BQ, with only six months to his credit at the S.t. Louis station, is fast earning a reputation of "star-maker." The latest disk BQ is ushering up the local charts is "Blind Man," by Little Milton. Earlier he persuaded Columbia Records to switch their promotion efforts to the "Running Out of Fools" side of the current Aretha Franklin record. In addition to his program director duties, Bob handles the 9:30-12:30 segment each day on KATZ.

WHAM's Johnny Canton recently appeared on the panel of judges in the New York State

The newly selected WAAF Miss Chicagoland 1965, 24-year-old Cecilia Vargas, enjoys the plaudits of more than 4,000 persons in addition to RCA Victor's hit-making trumpeter Al Hirt, left, and WAAF radio personality Marty Faye, who served as emcee for the annual beauty pageant, staged in conjunction with a concert by Hirt and his sextet. The event was sponsored by four WAAF advertisers.

Pittsburgh, the city that gave America both the pickle and the Pirates, has introduced an entirely new, thrill-packed sport—"The Automobile Leap from the Fort Duquesne Bridge." The unfinished bridge, incidentally, will probably wind up with the distinction of being the only span requiring four years to build and ending somewhere in midstream. To point up the bridge's shortcoming, KDKA's early morning tease, Rege Cor-

Jr. Miss Pageant in Rochester. The Chamber of Commerce hosted the 19 beauties who competed for a \$1,000 scholarship and a chance to compete in the national finals in Mobile, Ala.

Frank Clark, KNOK (Dallas) DJ, has been named sports director for the station. Clark also plays end on the Dallas Cowboys pro football team.

Gary Stevens, WKNR (Detroit) afternoon deejay, currently on tour of Europe and England with his wife Peggy. Tour includes visits to London, Paris, Amsterdam, Copenhagen and Stockholm as well as a visit with the Beatles. Stevens will also be shooting film for his daily WKBD-TV dance show.

WWDC (Washington) air personalities (l-r) Carroll James, Fred Fiske, Art Brown and Jack Rowzie celebrate Art's birthday at an open-to-the-public breakfast and birthday party that drew more than 3,000 well-wishers for the "Grand 'Ol Grouch" of the morning and helped WWDC collect over \$7,000 for the station's annual Christmas Party for the residents of the D. C. Home for the Aged and Infirm.

SEGUE

Lary White, WEHH (Horseheads, N. Y.), moves to WBBF (Rochester) as air personality.

Jim (Dandy) Everts, formerly with WOMP (Wheeling) and WTRX (Flint), to WPGC (Washington, D. C.) as program director-disk jockey.

Ron Beach, program director at WLAN (Lancaster), to WPGC for 2-6 p.m. show. . . . New WEBB (Baltimore) line-up includes Dave (Jo-Jo) Samuels, formerly of WRPL (Charlotte,

ARTISTS' BIOGRAPHIES

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



BILLY EDD WHEELER (Kapp)

Billy Edd Wheeler was born Dec. 9, 1932. He was graduated from Berea College in Kentucky in 1955, and also attended the Yale School of Drama where he studied playwriting. After a hitch in the Navy, he made the move to New York and a round of guest appearances. While recently starring in "Stars in My Crown," a Western Kentucky historical play, he began work on the first stages of his own musical production. He's presently learning how to play five-string banjo, and he may produce motion pictures and is still collecting royalties from the sale of "The Reverend Mr. Black," the Kingston Trio's big seller.

LATEST SINGLE: "Ode to the Little Brown Shack Out Back."

LATEST ALBUM: "Memories of America."

N. C.), Chuck Leonard, Wiley Daniels, and Rockin Robin. . . .

Jay Courtney, veteran air personality with WCFL (Chicago), joins KHOW (Denver) for 8 p.m.-2 a.m. show. . . . Jim Meeker to KISN (Portland) as music director and afternoon DJ. . . . Bob Brown hosting Dixieland music show as part of his all-night stanza on WRR (Dallas).

Spook Beckman, KTVN (Columbus) air personality, is new host of WLWC-TV "Coffee Club" show. . . . Dick Sephens, program director, WDEE (Hamden, Conn.), joins WPOP (Hartford) as DJ. . . . Tom Evans, WCOP (Boston) air personality, appointed account ex-

ecutive at station. . . . Billy Taylor, jazz pianist, record artist and formerly WENW (New York) (air personality, now heard on WLIB (New York), replacing Mercer Ellington, who has rejoined his father's band. . . . Charlie Johnson now with KPRC (Houston). . . . Wally Phillips moves from midday hours to 6-10 a.m. slot on WGN (Chicago), switching with Eddie Hubbard, who now does the 10-noon and the expanded Brickhouse-Hubbard show, 4-6 p.m. . . . Fred Bernard moves to new 3-6 p.m. time slot on WLW (Cincinnati). Bill Myers, WLW staffer, has been assigned the 6:30-9 a.m. shift.

ABC-PARAMOUNT

launches "The Big Drive in '65"

WITH A SMASH-HIT SINGLE BY

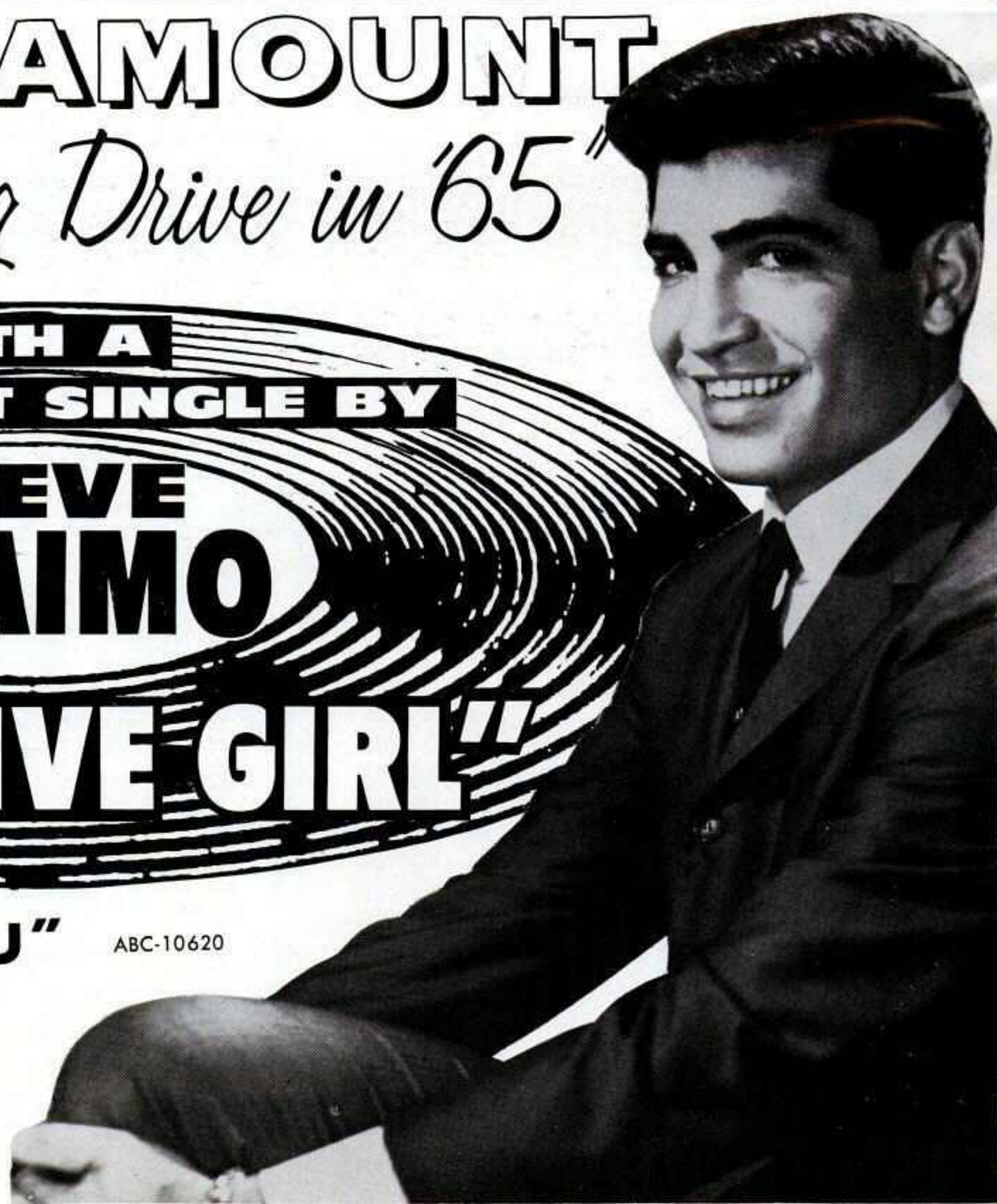
STEVE ALAIMO

"REAL-LIVE GIRL"

c/w "NEED YOU" ABC-10620

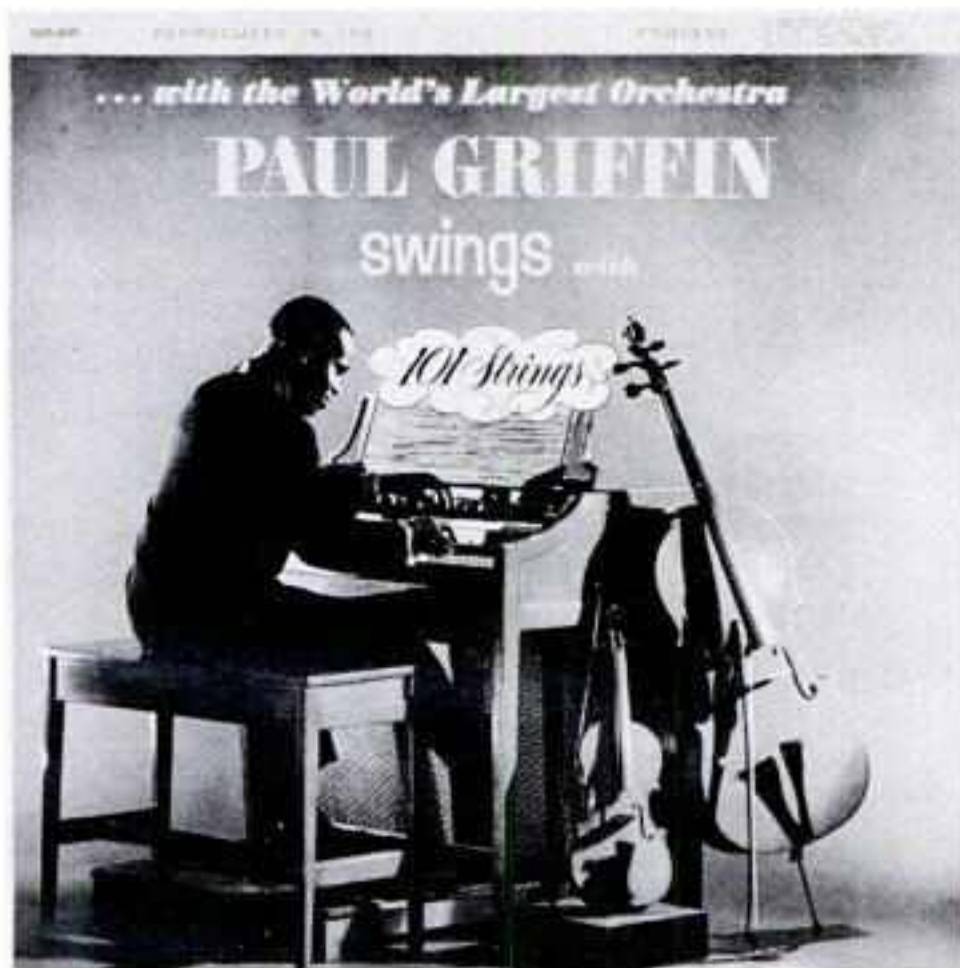


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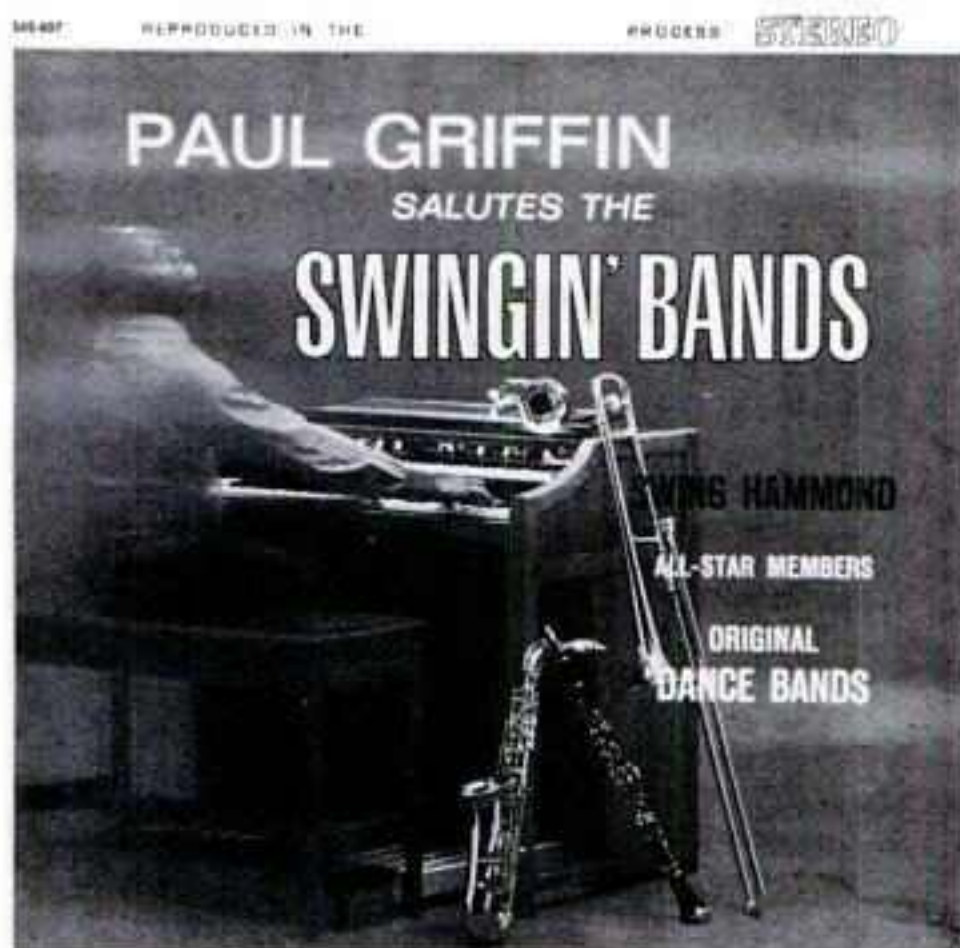
Four Albums—Four Singles
in his first release—and
we mean business
the swinginest Hammond on earth



PAUL GRIFFIN SWINGS WITH 101 STRINGS
SAS-605



PAUL GRIFFIN THE SWINGIN' SOUND OF SOUL
SAS-606



PAUL GRIFFIN SALUTES THE SWINGIN' BANDS
SAS-607



PAUL GRIFFIN SWINGS IN NASHVILLE
SAS-608

TENNESSEE BREAKOUT
(TENNESSEE WALTZ)
B/W
WILDWOOD SWIM
45-11

CLOSE YOUR EYES
B/W
PEBBLES IN THE SAND
45-14

DOWN AT CORINA'S
B/W
OLD TIME RELIGION
45-12

SAILS
B/W
YOUR CHEATIN' HEART
45-13

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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 of that time

POP SINGLES—5 Years Ago January 25, 1960

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

R&B SINGLES—5 Years Ago January 25, 1960

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

'Hullabaloo' Stars

NEW YORK—Dionne Warwick, Johnny Rivers, the Nashville Teens and English singer Marianne Faithful will be the guest stars when Paul Anka hosts NBC-TV's second "Hullabaloo" show Tuesday (19).

POP SINGLES—10 Years Ago January 22, 1955

1. Let Me Go, Lover, Joan Weber, Columbia
2. Mr. Sandman, Chordettes, Cadence
3. Naughty Lady of Shady Lane, Ames Brothers, RCA Victor
4. Hearts of Stone, Fontane Sisters, Dot
5. Teach Me Tonight, DeCastro Sisters, Abbott
6. Sincerely, McGuire Sisters, Coral
7. Melody of Love, Billy Vaughn, Dot
8. Make Yourself Comfortable, Sarah Vaughan, Mercury
9. Let Me Go, Lover, Teresa Brewer, Coral
10. That's All I Want From You, J. P. Morgan, RCA Victor

POP LP's—5 Years Ago January 25, 1960

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

Up WTAQ Power

BALTIMORE — WTAQ, 1,000-watt day-timer, marked its 15th year of broadcasting recently with the announcement that it has been granted a power increase by the FCC for 5,000 watts.

WBBM Makes Format Switch

• Continued from page 36

ly adopted by CBS stations around the country.

WBBM is just about the last CBS station to switch to talk but the first station in Chicago to do so, Schlosser said. He said he was convinced that the move would be good for the community and good for WBBM.

Among record people, the reaction was as expected, negative. While WBBM was never a factor in singles exposure, it was considered an important LP station and the trade now feels its effectiveness will be substantially curtailed.

Of the music that's left, Bud Kelly will handle the morning show from 5:30 to 9:45 and Dale McCarren, a recent import from Detroit's WJR, where he was the morning man, will handle the evening show from 7:50 to 10:30.

The all-night slot will continue to be held down by Jay Andres, whose "Music 'Till Dawn" show is now in its 12th year.

Removed for the first time in years from the music scene is Mal Bellairs, long one of the city's most popular LP deejays and formerly "Wagon Master" of WBBM's live "Music Wagon" show which was discontinued last year.

Although Bellairs will continue to spin disks on weekends, his weekday activities will consist of a 2-4 afternoon show called "Tieline," a talk show dealing with a wide range of problems and featuring interviews and listener participation.

MIDDLE-ROAD SINGLES

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

This Week	Two Weeks Ago	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	2	WILLOW WEEP FOR ME, Chad & Jeremy, World Artists 1034	1034	11
2	6	DEAR HEART, Andy Williams, Columbia 43180	43180	9
3	1	THE WEDDING, Julie Rogers, Mercury 72332	72332	10
4	10	YOU'RE NOBODY TILL SOMEBODY LOVES YOU, Dean Martin, Reprise 0333	0333	7
5	3	MY LOVE FORGIVE ME (Amore, Scusami), Robert Goulet, Columbia 43131	43131	14
6	7	DEAR HEART, Jack Jones, Kapp 635	635	9
7	5	WALK AWAY, Matt Monro, Liberty 55745	55745	9
8	9	HAWAII TATTOO, Waikiki, Kapp Winner's Circle 30	30	8
9	13	HAVE YOU LOOKED INTO YOUR HEART, Jerry Vale, Columbia 43181	43181	6
10	16	NO ARMS CAN EVER HOLD YOU, Bachelors, London 9724	9724	5
11	12	SOMEWHERE IN YOUR HEART, Frank Sinatra, Reprise 0332	0332	6
12	14	MAKIN' WHOOPEE, Ray Charles, ABC-Paramount 10609	10609	7
13	15	YOU'LL ALWAYS BE THE ONE I LOVE, Dean Martin, Reprise 0333	0333	5
14	—	LEMON TREE, Trini Lopez, Reprise 0336	0336	1
15	—	FOR LOVIN' ME, Peter, Paul & Mary, Warner Bros. 5496	5496	1
16	—	FANCY PANTS, Al Hirt, RCA Victor 8487	8487	2
17	17	DEAR HEART, Henry Mancini's Ork & Chorus, RCA Victor 8458	8458	7
18	—	MY HEART WOULD KNOW, Al Martino, Capitol 5341	5341	2
19	—	RED ROSES FOR A BLUE LADY, Bert Kaempfert & His Ork, Decca 31722	31722	1
20	—	TRY TO REMEMBER, Ed Ames, RCA Victor 8483	8483	1
21	—	WHOSE HEART ARE YOU BREAKING TONIGHT? Connie Francis, MGM 13303	13303	1
22	—	YOU'RE THE ONLY WORLD I KNOW, Sonny James, Capitol 5280	5280	6
23	—	GOLDFINGER, Billy Strange, Crescendo 334	334	1

ABC Expands 'Live' Format

NEW YORK — ABC's flagship TV station here is rapidly expanding its local live programming efforts. Several weeks ago WABC-TV launched "Go Go," a once a week variety show, starring WABC radio deejays Bruce Morrow and Scott Muni. The station will pre-empt more prime net time on Feb. 18, 10-11 p.m., to present a musical variety special starring Sammy Davis.

John O. Gilbert, WABC-TV vice-president and general manager, said the station will produce the special in association with ABC Films, which will

syndicate the program on a world-wide basis.

Rehearsals are scheduled to get under way during the week of Jan. 18.

BANDS HELP WOOD GALA

GRAND RAPIDS, Mich.—The Glenn Miller orchestra, The Dukes of Dixieland and Frankie Laine and the Teddy Phillips orchestra helped WOOD-Radio mark its 40th anniversary recently. The Time-Life station charged \$1 admission for each of the three concerts as a birthday gift to its listeners.

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Argo LP-LPS 4038

ARE GOOD FOR IS TO SELL OR PLAY...



ILLINOIS JACQUET STRINGS
Bosses of the Ballad
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DEPENDING ON WHAT BUSINESS YOU'RE IN!

There's a World of Excitement on ARGO Records

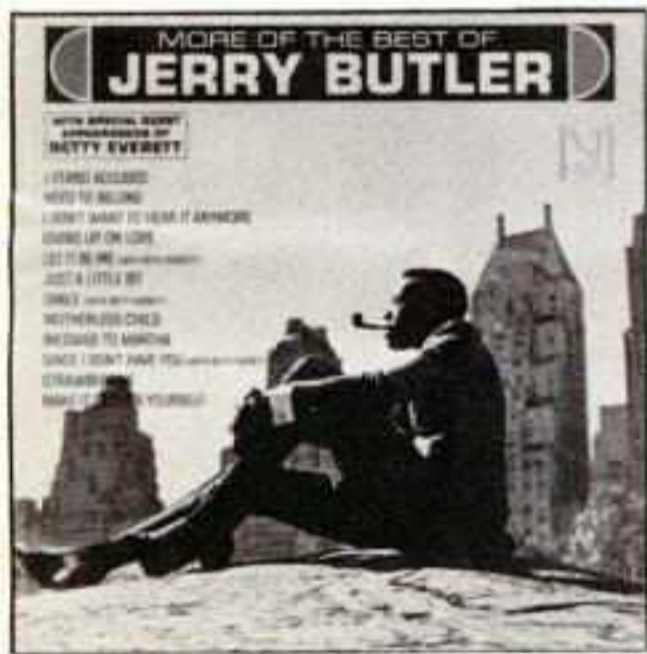
Chicago, Illinois 60616

Vee-Jay is only No. 7 in sales

...but we're doing O.K.



When you see these new albums
...you might even want to do this
to Big Mr. No. 1



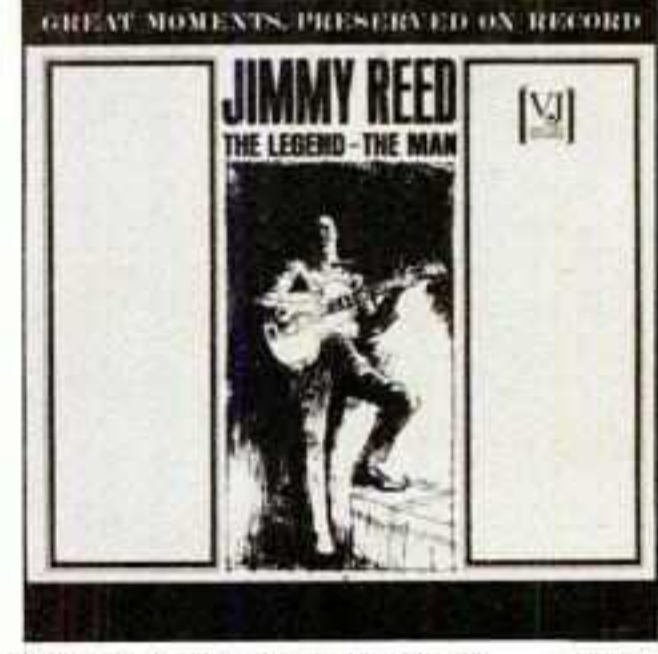
MORE OF THE BEST OF JERRY BUTLER 1119
S1119



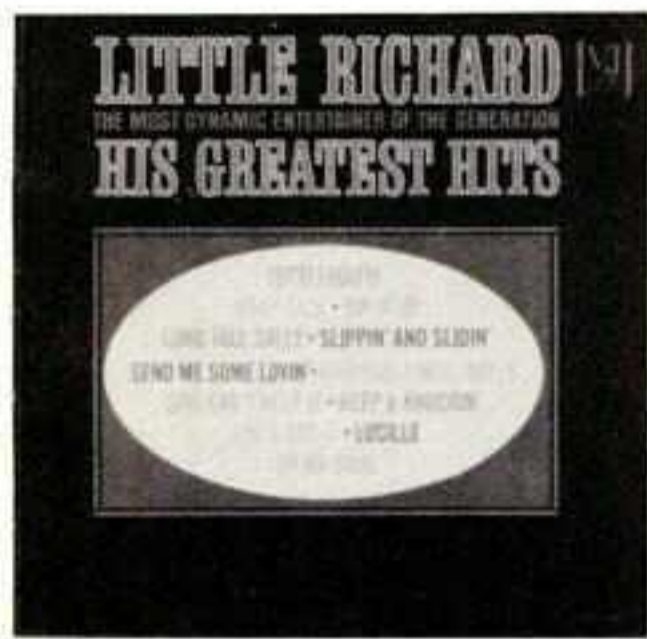
WE LOVE GIRLS The Four Seasons 1121
S1121



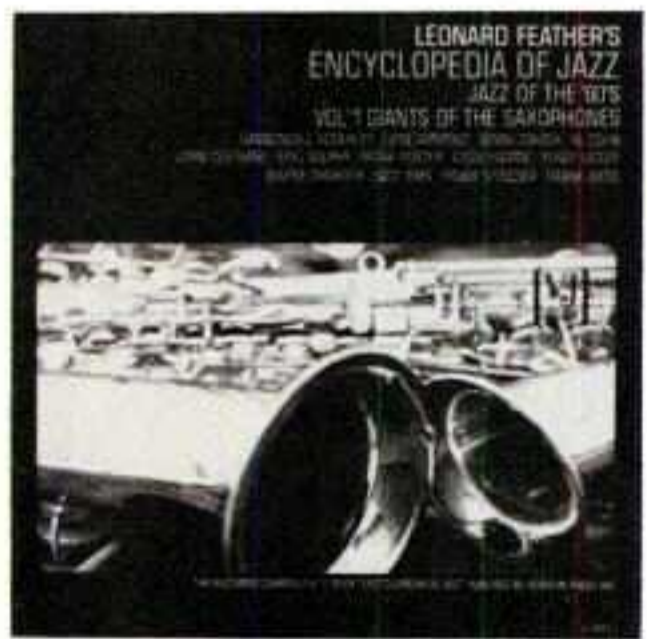
THE BEST OF BETTY EVERETT 1122
S1122



JIMMY REED - THE LEGEND / THE MAN 8501
S8501



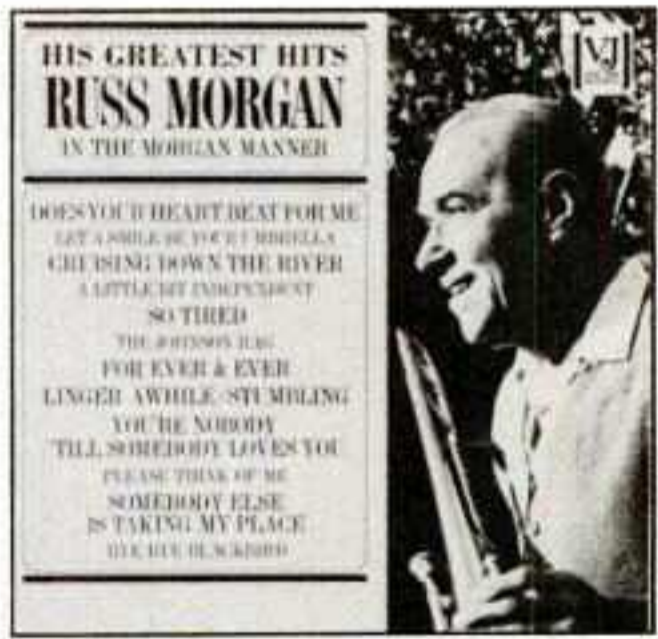
LITTLE RICHARD'S GREATEST HITS 1124
S1124



JAZZ OF THE SIXTIES 2501 S2501
Vol. 1 - Saxophones (Edited by Leonard Feather)

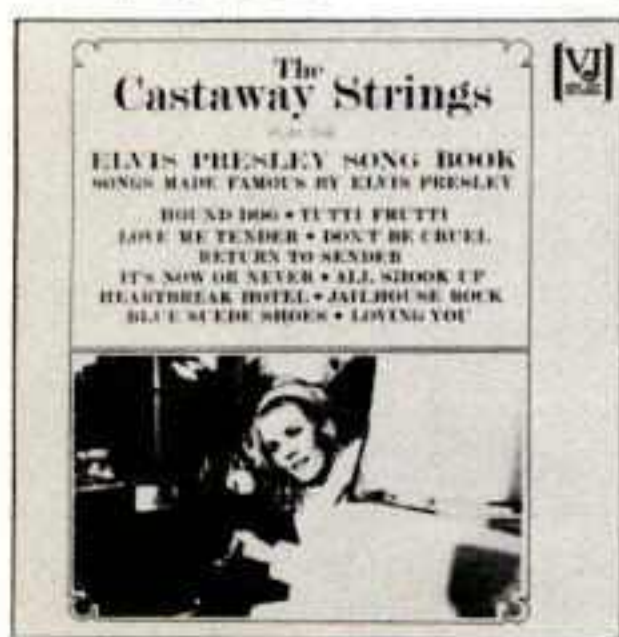


THE BEST OF HOYT AXTON 1118
S1118

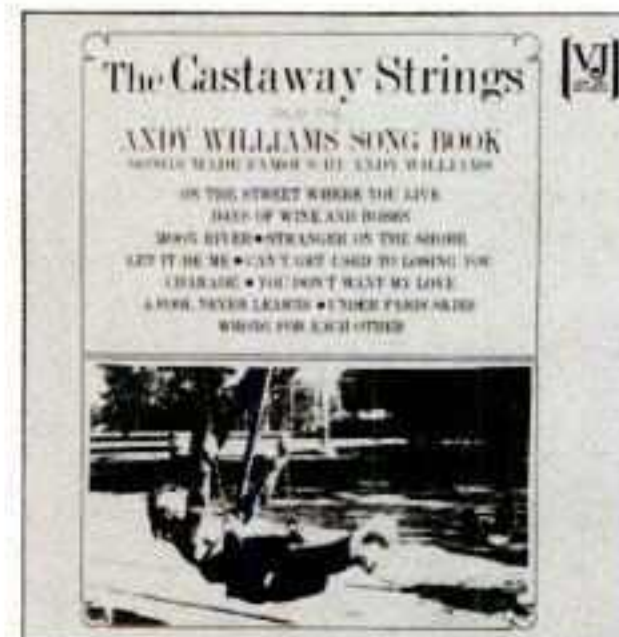


RUSS MORGAN'S GREATEST HITS 1125
S1125
Played in the Morgan Manner

AND THESE GREAT INSTRUMENTAL SONG BOOKS



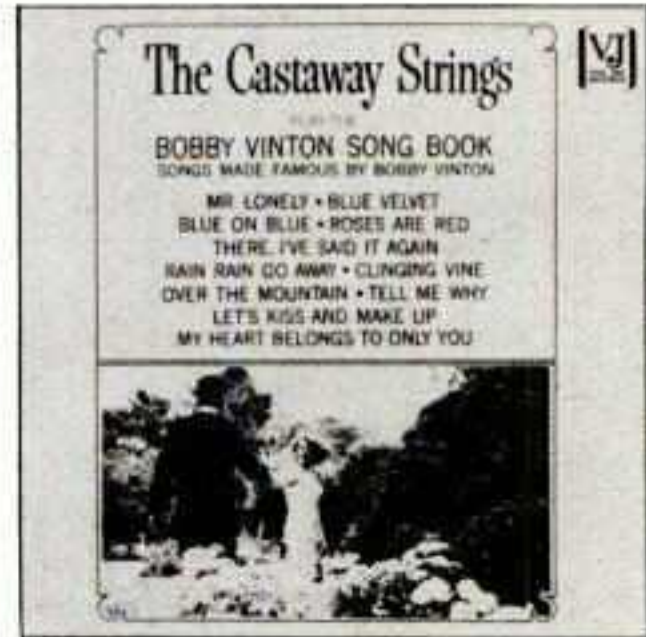
THE ELVIS PRESLEY SONG BOOK 1113
Songs made famous by Elvis Presley S1113



THE ANDY WILLIAMS SONG BOOK 1114
Songs made famous by Andy Williams S1114



THE PETER, PAUL AND MARY SONG BOOK 1115
Songs made famous by Peter, Paul and Mary S1115



THE BOBBY VINTON SONG BOOK 1116
Songs made famous by Bobby Vinton S1116

Angel Bows Catalog, LP Package

HOLLYWOOD—Angel Records has devised a merchandising package involving an editorial catalog called the "Angel World of Classical Music" and a 20-track sampler LP.

The catalog and album carry a \$1.98 suggested retail price. Dealers may purchase the catalog for 50 cents, the package for \$1.12. The LP will not be sold separately.

Designed by Jack Brandvein's merchandising department, the catalog has 217 pages, 8,000 separate listings of selections, 61 biographies of major artists and 175 photos of performers and LP covers. The editorial features cover educational, children's and opera records, procedures in manufacturing records and cover art. The catalog will be updated yearly.

The initial print order is for 50,000 copies. Consumer advertising begins in February in the Schwann catalog, High Fidelity, Hi Fi Stereo Review, Opera News and American Record Guide.

A consumer mailer campaign plus insert ads in Angel and Promenade releases in February-



LLOYD DUNN, vice-president and head of international division, displays the first comprehensive Angel music catalog which will go on sale to dealers and consumers this month.

March will also announce the book-disk offer.

This is the second instance in recent months where the company has created its own print media to merchandise product.

The initial endeavor was Capitol's Teen Set magazine, a slick fan publication centered around the Beach Boys and set to spotlight other pop artists per issue in the future.

'Carmen' Star Of Angel Issues In January

HOLLYWOOD — The much publicized three-LP, "Carmen," with Maria Callas, highlights Angel's eight - package January release. Two Promenade LP's featuring highlights from Verdi operas bolster the classical output.

The all-star "Carmen" cast also includes Nicolai Gedda, Andrea Guiot, Robert Massard, and Georges Pretre conducting the Paris Opera Orchestra. Other Angel LP's feature Yehudi Menuhin and the Bath Festival Orchestra, Paul Kletzki conducting the Philharmonia Orchestra, two packages by Arthur Schnabel culled from his complete Beethoven sonatas LP, Andre Cluytens conducting the Paris Conservatoire Orchestra, and flutist Jean-Pierre Rampal.

The two Promenade albums offer "Rigoletto" and "Il Trovatore," performed under the auspices of the Sadler's Wells Opera Company. Both LP's are in English and feature among others Charles Craig and Elizabeth Fretweel in "Il Trovatore" and John Chorley and Elizabeth Harwood, among others in "Rigoletto."

'Figaro' Bought By Electrola

COLOGNE — Electrola has just brought out the first production of the opera "Figaro" in German—and the first joint production with an East German organization.

Electrola has produced for the first time anywhere the entire Mozart opera "The Marriage of Figaro" with Hilde Gueden, Edith Mathis, Anneliese Rothenberger, Walter Berry and Hermann Prey.

Cincy Symphony Is Signed With Decca

CINCINNATI—The Cincinnati Symphony Orchestra, after an absence of several years from the recording field, has signed a long-term contract with Decca Records. First Decca release will feature violinist Ruggiero as soloist in Paganini's "Violin Concerto No. 2 in B Minor" and Saint-Saens' "Violin Concert No. 1 in A Major." The orchestra is under Max Rudolf's direction.

Most of the Decca-Cincinnati releases will be orchestral works, although outstanding soloists will be presented from time to time in concerto performances.

Recording sessions will be in the orchestra's home auditorium, with Decca providing the technical staff and equipment.

The 70-year-old orchestra has scheduled 190 concerts this season, an increase of 43 over last year.

Repertoire for future recordings is being set by maestro Rudolf and Israel Horowitz, Decca's classical a&r chief.

NMC AWARD TO ALESSANDRO

SAN ANTONIO — Victor Alessandro, music director of San Antonio Symphony Orchestra, has been awarded the annual certificate of merit of the National Music Council "for outstanding services to American music during the season 1963-1964."

The certificate was presented to Alessandro in San Antonio recently by Howard Hanson, president and chairman of the board of the National Music Council, who cited Alessandro's outstanding record in "encouraging American composers by performing their compositions, thus contributing greatly to the growth of music in the United States."



Brendel Gets Push by Vox

NEW YORK — Vox Productions, Inc., has launched a promotional campaign on behalf of pianist Alfred Brendel, currently on his third U. S. concert tour.

Brendel, who is appearing with the Philadelphia Orchestra under Eugene Ormandy, in Philadelphia, and in concerts in Baltimore, Washington and New York this month, has 28 records on Vox. The label is backing his tour with full-page trade ads and special point-of-sale promotional material.

Brendel, best known as an interpreter of Beethoven, will also be appearing with the Montreal Symphony and the Los Angeles Symphony Orchestra in performances of Haydn and Schoenberg works which he has recorded for Vox. The sixth

BEST SELLING CLASSICAL LP'S

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

This Week

- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonia Orch. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- THE AGE OF BEL CANTO**—Sutherland, Horne, Conrad, London Sym. Cho. & Orch., New Sym. Orch. of London (Bonyngel): London (2-12") OSA 1257 (S), A 4257 (M).
- MOZART**—Sinfonia Concertante in E Flat for Violin & Viola; Druian, Skernick, Cleveland Orch. (Szell): Columbia MS 6625 (S), ML 6025 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B Flat for Piano & Orch.; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
- BARBER**—Concerto for Piano and Orchestra, Op. 38; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).
- CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
- BRITTEN**—War Requiem; Vishneskaya, Pears, Fischer-Dieskau, London Sym. & Cho. (Britten): London (2-12") 1255 (S), 4255 (M).
- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym. Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-10 (M).
- THREE FAVORITE SONATAS BY BEETHOVEN**—Serkin: Columbia MS 6481 (S), ML 5881 (M).
- VERDI**—Aida; Price, Gorr, Vickers, Tozzi, Rome Op. (Solti): RCA Victor (3-12") LSC 6158 (S), LM 6158 (M).
- MOZART**—Requiem; Seefried, Tourel, Simoneau, Warfield, N. Y. Phil. (Walter): Columbia ML 5012 (M).
- TCHAIKOVSKY**—Nutcracker Suite; N. Y. Phil. (Bernstein): Columbia MS 6193 (S), ML 5593 (S).
- MOZART**—Symphonies Nos. 31 and 34; Phil. Orch. (Klemperer): Angel S 36216 (S), 36216 (M).
- HANDEL**—Messiah; Sutherland, Bumbry, McKellar, Ward, London Sym. (Boult): London (3-12") 1329 (S), 4357 (M).
- ROSSINI**—La Cenerentola; Simionato, Bruscantini, Benelli, Montarsolo, Maggio Musicale Fiorentino (De Fabritiis): London (3-12") 1376 (S), 4376 (M).
- ORFF**—Carmina Burana; Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (M).
- PUCCINI**—Madama Butterfly; Price, Tucker, RCA Ital. Op. Orch. & Cho. (Leinsdorf): RCA Victor (3-12") LSC 6160 (S), LM 6160 (M).
- BRAHMS**—Quintet in F; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- TCHAIKOVSKY**—1812 Overture; London Fest. Orch., Grenadier Guards Band (Sharples): London 21001 (S).
- FRANCK**—Le Chasseur Maudit, Les Eolides, Les Djinns, Redemption; Ciccolini, Orch. National De Belgique (Cluytens): Angel S 36151 (S), 36151 (M).

Classical Guitar Records Are the Rage in Australia

By GEORGE HILDER

SYDNEY—Australia shows a surprisingly solid market for classical guitar recording—particularly if locally produced. This is mainly due to the tremendous success achieved here by Spanish maestro Jose Luis Gonzales — a former pupil of Segovia and named by the old master as his star protegee.

Gonzales came to Australia in 1962 under contract to teach in Sydney and do a concert tour throughout Australia. He was approached by CBS in Sydney and signed an exclusive recording contract. To CBS it was a gamble that really paid off.

CBS a&r Manager Sven Libaek says that "Spainard" Gonzales was one of his most successful "local" artists during

volume of the pianist's Beethoven piano music will be released April 15, marking the first time that a pianist has recorded the complete Beethoven piano literature.

the year of 1963-1964. Two albums, "Classical Guitar" and "Two Worlds of Classical Guitar" were released and both became best sellers in a very short period.

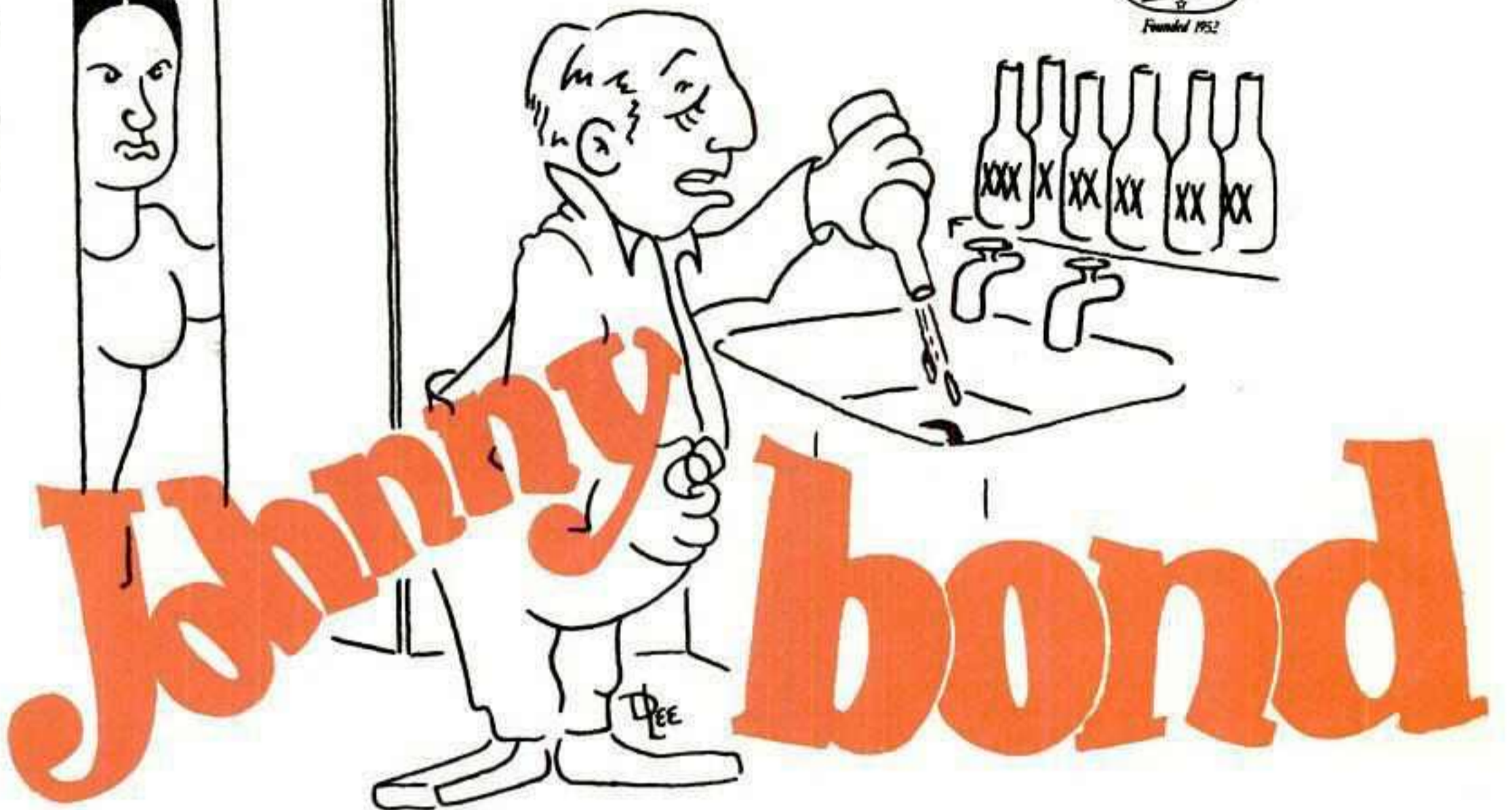
Classical guitar fans have sprung up all over Australia and sales of guitars and original guitar music has also boomed the last 12 months. This is very healthy for the industry because the classical market in Australia in general is very limited and product is released more for prestige than for business.

Because of the country's small population this is usually the case with all music appealing to select groups of the community. However, CBS' success with locally produced classical guitar records is an eye opener, which could well mean that other locally produced classical material could outsell overseas product and make it worthwhile to promote artists in this field. CBS certainly expects to look into this. It might well be that other companies will follow suit.

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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.

EVERYDAY . . .

Rogues, Columbia 43190 (Peer Intl., BMI) (Chicago)

JERK AND TWINE . . .

Jackie Ross, Chess 1920 (Chevis, BMI) (Detroit)

BABY DON'T GO . . .

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

FALL AWAY . . .

Eddie Albert, Hickory 1278 (Acuff-Rose, BMI) (Milwaukee)

A CHANGE IS GONNA COME . . .

Sam Cooke, RCA Victor 8486 (Kags, BMI) (Miami)

LITTLE LATIN LUPE LU . . .

Chancellors, Soma 1421 (Conrad, BMI) (Minneapolis-St. Paul)



ITALIAN STAR RITA PAVONE with Dario Soria, vice-president International Liaison Department, RCA Victor Records Division, and Elliot Horne, RCA public relations executive.

News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 20

the States for dates at El Matador, in San Francisco, Shelly Manne's Hole, in Hollywood and some Midwest universities. . . . Poet and producer Herminio Bello de Carvalho is preparing the first LP's of his new label, Discos Menestrel. . . . Another new label, Discos Prior, will press Crown Records in Brazil.

The Latin album, by Trini Lopez, is the top seller in the LP field this week. . . . Connie Francis will open Feb. 3 at Teatro Republica. Also signed by impresario Abraham Medina were Billy Eckstine, Johnny Mathis and Dakota Staton. American artists belong in the 50-star group of foreign attrac-

tions that will play here during Rio's fourth centenary festivities. . . . Show, "Opiniao," which blends the artistry of young Nara Leao and veteran samba men Joao do Vale and Ze Keti, will be transferred to LP by Philips. . . . Producer Roberto Quartin will record composer and arranger Moacyr Santos and bossa nova composer Chico Feitosa in the next two LP's on his Forma label.

SYLVIO TULLIO CARDOSO

ROME

Fred Bongusto was feted by Fonit-Cetra at the Capriccio on occasion of his first LP for that label, after several years with

Ri-Fi. It looks as if Fonit-Cetra is in the process of picking up Sergio Endrigo, until now with RCA. Mina, who left Italdisc to join Ri-Fi, is now negotiating to start her own diskery. All in all, it looks as if 1965 will begin with nearly a dozen artists in new jackets. . . . Peppino di Capri in on a U. S. tour, along with his representative, Giovanni Febraro. Jan. 15-25 itinerary includes Boston, New York (Carnegie Hall), Toronto, New Haven, Philadelphia, New York, Chicago and Brooklyn (Academy of Music) on successive nights. Singer is accompanied by his quintet. Peppino, who has sold 8,000,000 disks in Italy, is shopping for a new American label. Garisch will issue his eighth LP in the spring. . . . Durium jumped the gun with first Carnival Disk, "Pretty Children," which will be the theme of 1965 Viareggio Carnival. Italian singers who originated various singing styles are being featured in a new TV series "The Founders." They are Alberto Rabbalati, Tony Dallari, Nilla Pizzi, Tonina Torrielli, Achille Togliani, Jula de Palma, Odardo Spadaro, Claudio Villa and Luciano Tajoli.

Latest American hits to be translated into Italian are "Oh,

Pretty Woman," which comes out "Sei Il Solo" (You Are the Only One) by Eugenia Foligatti for Ri-Fi, and "Don't Make Me Over," which Ornella Vanoni sings on Ricordi as "Non Dirmi Niente" (Don't Tell Me Anything). . . . Mina will appear on a series of 12 TV programs for renewal of "Studio One." . . . Fred Bongusto sings theme song of "Marriage Italian Style," which was distributed at benefit world premiere here. . . . Fonit-Cetra is now releasing Caedmon Children's records in English. . . . Film actress Gabriella Farinon, who became a radio announcer, is now readying her first disk. . . . Aurelio Fierro, who releases his King label via Phonogram, has embarked upon a series of Neapolitan songs of other years with two records in initial issue. . . . Cemed's releases in new year will be formidable with Domenico Modugno, Renato Rascel, Robertino and Michele Accidenti on Carosello and Annette on Disneyland labels. **SAM'L STEINMAN**

TOKYO

Jananese Grand Prix de Disque 1964 was awarded to Kazuko Awoyama (Columbia) for her "Gazing at Love and Death" at a ceremony held at Hibiya Public Hall. Eight more prizes were also awarded to runners-up. Then a concert was held by the prize winners. . . . In consideration of Gale Garnett's singles soaring in sales, Victor decided to release his first album Jan. 20. . . . Seven Seas Music, a subsidiary-publisher of King Records, acquired the right to "Napoli Fortuna Mia" from Russels Music in Italy. This canzone Italiano is gaining tremendous popularity here, and six diskeries are now competing in releasing the Japanese version. The original recording by Gigliola Cinquetti was released by King Jan. 15. Columbia has already issued its Japanese version by M. Hirota, while King is preparing its etching by

(Continued on page 49)

NASHVILLE SCENE

By DON LIGHT

NASHVILLE—Buddy Killen has just returned from New York where he recorded a new Joe Tex album for his Dial label. Joe's record of "Hold What You've Got" is currently in the charts. . . . Jack Eubanks, Monument artist and guitarist for Leroy Van Dyke the last two years, has joined Joe Wright's talent agency as a booker. . . . RCA Victor's "Man in Nashville," Chet Atkins, recorded singles on Bobby Bare last week. Bare recently married and moved to Music City.

Columbia artist Claude Gray was married in Dallas recently.

Norma Jean Joins 'Opry'

NASHVILLE — WSM's "Grand Ole Opry" has added another country music name to its growing cast, Norma Jean (Beasler), of Wellston, Okla., who in recent years has been a performer on the Porter Wagoner show.

Norma Jean began her career with her own radio show at the age of 13, graduated to personal appearances with a number of established stars, and then won a spot on "Ozark Jubilee" in 1958. In 1960, she moved to Nashville, made guest appearances on "Grand Ole Opry," and signed a recording contract with Columbia.

Changing over to the RCA Victor label in 1963, Norma Jean scored with her first Top 10 hit, "Let's Go All the Way," plus another big one, "Put Your Arms Around Her."

Chuck Chapman Dies in Crash

CLEVELAND—Chuck Chapman, 24, c&w singer, was killed instantly here Jan. 8 when his car went out of control on Cleveland's freeway. He was the city's first auto fatality of 1965.

Active for many years in radio and stage work in this area, Chapman had in recent years worked for Tex Clark Productions. He recently returned here from California, where he appeared in the Bakersfield area. He was married only four days before his death.

Gray and his bride will make their home in Nashville. . . . Dave Dudley was in town last week for Mercury sessions, both single and album, under the direction of Jerry Kennedy. Dudley and his band then left for a two-week tour of California and New Mexico.

Fred Foster, head of Monument Records, has just returned from New York where he recorded an album on label newcomer, Lloyd Price. . . . RCA Victor's Chet Atkins was busy last week supervising sessions for Eddy Arnold, Porter Wagoner, Norma Jean, the Anita Kerr Quartet, Willie Nelson and Carl Belew. . . . Roy Orbison recorded last week for Monument before departing for a world tour. Orbison's itinerary includes bookings in Australia, England, Europe and South Africa.

ABC Paramount's Felton Jarvis is back in town from New Orleans, where he recorded an album on Fats Domino. . . . Dave Dudley was in Music City last week, recording an album for Mercury; then headed out for two weeks in California and New Mexico. . . . Boots Randolph and his combo open this week at Al Hirt's Club in New Orleans to run through Jan. 24.

Jim Vieneau, MGM a&r man, was in town last week to record newly signed Norris Wilson and Hank Williams Jr. . . . Tommy Roe recorded an album last week for ABC's Felton Jarvis, before leaving for a tour of England. . . . Jerry Lee Lewis was in from Memphis to record for Smash under the direction of Jerry Kennedy.

Gene Pitney and George Jones recorded several duet singles for Musicor last week at Columbia studios. It was Pitney's first recording in Nashville. Musicor president, Art Talmadge, accompanied a&r man, Pappy Daily, to Music City for the sessions. . . .

Key Booking Bobby Bare

NASHVILLE—Jimmy Key, of Key Talent here, last week announced that his agency has reached an agreement with Charlie Williams, of Universal Talent, Hollywood, whereby the Key office will book country and pop singer Bobby Bare on personal appearances in conjunction with the Universal firm. Under the agreement, Williams continues as personal manager to Bare, with Key Talent serving as agent.

Bare, who is set through February on dates in Florida, Texas, New Mexico, Colorado, Idaho, Oregon and Washington, leaves March 12 for an extended tour overseas.



BILL DENNY, president of Cedarwood Publishing Company, accepts a new long-term writing contract from Wayne P. Walker (right), one of the industry's most successful songwriters. Walker has more than 400 songs recorded, and has been with Cedarwood since he moved to Nashville in 1956.

Dottie West, RCA Victor artist, and the Duke of Paducah are appearing at the Houston Boat show Jan. 15 through 19. . . . Frank Jones, Columbia a&r man, recorded sessions on Billy Walker and Kirk Hansard last week. . . . Minnie Pearl taped several Ten-

nessee Ernie Ford shows last week in San Francisco to be shown at later dates.

Carl Smith is currently appearing on a Hal Peebles tour through the West. . . . Bob Morgan, executive a&r director for Epic, accompanied Paul and Mimi Evans to

town for a session last week. Morgan was assisted in the session duties by the label's Nashville a&r man, Billy Sherrill. . . . Decca's Owen Bradley directed a duet session for a new Ernest Tubb and Loretta Lynn album last week.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/23/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	11	26	26	WHEN IT'S OVER Carl Smith, Columbia 43124	7
2	1	ONCE A DAY Connie Smith, RCA Victor 8416	18	27	23	MAD Dave Dudley, Mercury 72308	16
3	6	I WON'T FORGET YOU Jim Reeves, RCA Victor 8461	9	28	31	WHAT I NEED MOST Hugh X. Lewis, Kapp 622	5
4	3	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	11	29	46	DO WHAT YOU DO DO WELL Ned Miller, Fabor 137	2
5	5	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	16	30	25	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	23
6	7	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	12	31	30	LESS AND LESS Charlie Louvin, Capitol 5296	7
7	10	HAPPY BIRTHDAY Loretta Lynn, Decca 31707	8	32	34	CLOSE ALL THE HONKY TONKS Charlie Walker, Epic 9727	7
8	4	THE RACE IS ON George Jones, United Artists 751	18	33	—	THEN AND ONLY THEN Connie Smith, RCA Victor 8489	1
9	8	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	12	34	29	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	20
10	11	THREE A. M. Bill Anderson, Decca 31681	11	35	37	(My Friends Are Gonna Be) STRANGERS Merle Haggard, Tally 179	4
11	14	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	12	36	36	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	10
12	17	SITTIN' IN AN ALL NITE CAFE Warner Mack, Decca 31684	9	37	38	DON'T GIVE UP THE SHIP Johnny Wright, Decca 31679	4
13	16	ODE TO THE LITTLE BROWN SHACK OUT BACK Billy Edd Wheeler, Kapp 617	9	38	45	A THING CALLED SADNESS Ray Price, Columbia 43162	3
14	9	I DON'T CARE Buck Owens, Capitol 5240	22	39	44	(From Now On All My Friends Are Gonna Be) STRANGERS Roy Drusky, Mercury 72376	2
15	20	DO-WACKA-DO Roger Miller, Smash 1947	7	40	41	ANNE OF A THOUSAND DAYS Leroy Van Dyke, Mercury 72360	3
16	13	THE LUMBERJACK Hal Willis, Sims 207	13	41	42	PASS THE BOOZE Ernest Tubb, Decca 31706	5
17	12	ONE OF THESE DAYS Marty Robbins, Columbia 43134	13	42	39	BETTER TIMES A-COMING Jim & Jesse & the Virginia Boys, Epic 9729	6
18	15	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	16	43	28	LONELY GIRL Carl Smith, Columbia 43124	15
19	21	I'LL REPOSSESS MY HEART Kitty Wells, Decca 31705	5	44	48	WHAT MAKES A MAN WANDER Jan Howard, Decca 31701	2
20	19	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	11	45	—	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol 5336	1
21	24	TRUCK DRIVING MAN George Hamilton IV, RCA Victor 8462	8	46	47	ENDLESS SLEEP Hank Williams Jr., MGM 13278	5
22	22	RINGO Lorne Greene, RCA Victor 8444	8	47	49	A TEAR DROPPED BY Jean Shepard, Capitol 5304	3
23	33	CAUSE I BELIEVE IN YOU Don Gibson, RCA Victor 8456	9	48	43	ANOTHER WOMAN'S MAN—ANOTHER MAN'S WOMAN Mergie Singleton & Faron Young, Mercury 72312	8
24	18	GO CAT GO Norma Jean, RCA Victor 8433	16	49	—	I'LL WANDER BACK TO YOU Earl Scott, Decca 31693	1
25	27	MULTIPLY THE HEARTACHES George Jones & Melba Montgomery, United Artists 784	7	50	50	'GATOR HOLLOW Lefty Frizzell, Columbia 43169	2

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	9	10	10	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	21
2	3	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	25	11	12	I GET LONELY IN A HURRY George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	9
3	6	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	11	12	13	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	20
4	4	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	29	13	11	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	18
5	7	HAVE I TOLD YOU LATELY THAT I LOVE YOU Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	6	14	15	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	15
6	2	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	21	15	16	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	14
7	5	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	21	16	14	COUNTRY MUSIC TIME Kitty Wells, Decca DL 4554 (M); DL 74554 (S)	9
8	8	THE FABULOUS SOUND OF FLATT & SCRUGGS Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	4	17	17	THE PICK OF THE COUNTRY Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	3
9	9	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	17	18	19	THANK YOU FOR CALLING Billy Walker, Columbia CL 2206 (M); CS 9006 (S)	4
				19	18	FAITHFULLY YOURS Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	5
				20	—	TALK OF THE TOWN Dave Dudley, Mercury MG 20970 (M); SR 60970 (S)	1

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DAVID (DOC) HOLLIDAY (left), newly appointed assistant director of Key Talent, Nashville, joins his boss, Jimmy Key (right), in welcoming pop-country singer Bobby Bare to the Key office's talent fold. The Key firm is handling Bare's personals in association with Charlie Williams, of Universal Talent, Hollywood, who continues to serve as Bare's personal manager.

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Kyle Gay, who has just taken up the duties of publicity and music director at KPCN, Dallas, reports that station has a new staff member in **Russ Johnston**, long a favorite country jockey in the Dallas-Fort Worth sector. . . . **Jim Eanes**, formerly on Decca and Mercury and now heard exclusively on the Dominion label, has a new release in "Room Full of Blues," penned by **June Burd**, b.w. "Handsome Man," written by Jim himself. Deejays missed in the mailing may obtain a copy by writing on their station letterhead to **Margaret Patterson**, 1708 Wayne Avenue, N. E., Roanoke, Va., or Dominion Records, P. O. Box 414, Salem, Va.

Norm Cannon, new program director at WISZ Radio, Glen Burnie, Md., infos that the station recently switched format to country & western, and thus has a dire need of spinning material to build its library. The station's jockeys—**Woody Wooden**, assistant station manager; **Wally Horton**, from Alabama; **Butterball Paige**, the Old Tarheel; **Bob Murphy** and **Gene Bond**—will appreciate help from the artists, diskeries and distributors, says Cannon. **Charlie Doll** is WISZ station manager. . . . **Little Richie Johnson**, Box 3, Belen, N. M., says he's currently promoting new singles by **Margie Bowes**.

Johnny Russell Sure-Fire Mgr.

NASHVILLE—Sure-Fire Music Company, country publisher, has announced the appointment of **Johnny Russell** as general manager, filling a vacancy left by **Don Helms** some months ago. Russell has resided in California since leaving here here in 1961. He worked with his own band on club work in northern California.

In his new post, Russell will work in co-ordinating material for artists and a&r directors for all record labels.

Faron Young, **Claude King**, **Buzz Ray**, **Jan Howard**, **Neal Merritt** and others, and says he'd be happy to send out promotion copies to jockeys who'll write him.

Bill Schlotter, PD and c&w man at KEPS, Eagle Pass, Tex., type-writes: "I'm badly in need of country & western spinning material. We get very few late releases, and the ones I do get are mainly through my friendship with the artist or his manager. We don't get the new ones until they are really old, and sometimes not even then. Please print my plea, asking the artists and record companies to help out. The stations north of here, in San Antonio, for instance, get new releases, and then my listeners call, requesting them, and I don't have them. It is rather an embarrassing situation." Schlotter has been in the country music field for many years, mostly as a sideman with bands.

Ron Kitson has shifted from CFGM, Richmond Hill, Toronto, to the new Station WBLK, Buffalo, where he weaves the country melodies from 6-9 a.m., Monday through Saturday. Kitson is the writer of **Loretta Lynn's** "Happy Birthday," currently making its mark on the country charts. . . . "The **Johnny Daume** Country Show" was the first program heard on the brand-new WCVL in Crawfordsville, Ind., when it made its official bow recently. The station is currently operating 16 hours daily, with more to come later. In addition to his c&w show, Daume is doing a variety program for a total of six hours daily. "As with most new stations," writes Johnny, "we are starting with a small record library. Anyone wishing to get some juicy plugs should send albums and 45's to me at P. O. Box 452, Crawfordsville, Ind., 47933."

Smilin' Eddie Briggs is still spinning the country records at the red-hot c&w powerhouse, KSON, San Diego, Calif. Briggs returned to KSON last May after a brief stint at KOAD, Lemoore, Calif. Eddie's credits also include KEAP, Fresno, Calif., and KAYO, Seattle.

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 of that time.

COUNTRY SINGLES— 5 Years Ago January 25, 1960

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

COUNTRY SINGLES— 10 Years Ago January 22, 1955

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

BILLBOARD, January 23, 1965

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News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 45

Peggy Hayama, Gramophone by **A. Kobayashi**, Victor by **M. Tashiro**, and **Teichiku** by **R. Sawa**. All these disks are to be put out by the end of February, at the latest. Seven Seas is also negotiating the recordings in Japanese of "La Casa tiu Bella del Mondo" and "Per te non Riesco a Dornire" by **Petty Curtis** in Italy. **Yukari Ito**, King's charming thrush, is set to participate in San Remo Festival 1965. She will sing "Ho Catitio che ti Amo." . . . Columbia announced the release of the initial batch of two singles of **Vee Jay** label Jan. 20: "Let It Be Me"—"Loving You, Baby" by **Betty Everet** and **Jerry Butler** and "Happy Birthday, Baby"—"Apple of My Eye" by the **Four Seasons**. . . **Hisako Tsuji**, noted Japanese violinist, is leaving for Russia for the third time Feb. 7 to give concerts in Moscow, Leningrad, Odessa and Kiev. Then she will proceed to East Germany and Bulgaria, to give additional concerts. . . **Yomiuri Nippon Symphony Orchestra** signed **Andre Vandelnof** of Belgium to direct its two subscription concerts to be held Jan. 26 and Feb. 8. . . **Nippon Philharmonic Orchestra** also booked **Igor Markevitch** to conduct its six subscription concerts to be given from Feb. 12 to April 2.

J. FUKUNISHI

SYDNEY

Australian Record Company Ltd. added another strong release to its steadily mounting spoken word catalog this month with the issue of the Broadway cast recording of "Dylan," starring **Alec Guinness**. Early reports indicate that this one will be as successful for the company as its November release of "Hamlet." . . . Veteran entertainer **Gracie Fields** will make a tour of Australia for J. C. Williamson's theaters commencing Feb. 10. . . Sydney now seems certain to see the Australian premiere of the musical, "Hello, Dolly!" The show will open at Her Majesty's Theater March 27. American actress **Julie Wilson** will play the lead.

GEORGE HILDER

TORONTO

Apex Records here has the first North American release of **Brenda Lee** single that is chart-climbing in Germany, "Ich Will Immer Auf Dich Warten" and "Ohne Dich." Apex is pushing the upbeat "Ohne Dich," though it's the ballad side that's going strong in Europe.

While Beatlemania rages across Canada again with the release of the latest **Beatle LP**, a slightly less intense fever dubbed Sparrowmonium has struck in Toronto, which Capitol hopes will spread to a national epidemic. Cause is a single by **Jack London** and the **Sparrows** and the leader of the pack, a Liverpudlian turned Torontonian, has been nabbed by **Chic Brampton** for a Saturday afternoon radio show for teens. If the initial enthusiastic reaction holds, the show may be syndicated.

Much excitement over a new Canadian single released by Quality Records, which Ontario promotion manager **Ed Lawson** reports drew interest from MGM, Mercury, Red Bird, Dot, Amy-Mala and Cameo-Parkway before the U. S. rights went to Scepter, which was first to spot its chart-climbing potential. "Till We Kissed" was the first side to move here, but the flip, "Shakin' All Over," is the stronger side now. The artist is billed only as "Guess Who," a gimmick which has prompted several radio stations to run contests to identify him. Hint: he's had previous disks on the Quality label and his last-before-this saw some chart action here, but this is his first to attract interest in the U. S. . . The Laurie label in the U. S. has picked up the debut single by a current dis-

covery of Capitol of Canada's, **Jack London** and the **Sparrows**. Their "If You Don't Want My Love" and "It's Been One of Those Days" has been big across Canada, particularly in the group's home territory of Toronto and district, where they're in great demand for personal appearances at teen and school "hops." Capitol is now thinking of an LP. . . The Hawk's Nest, touted as Canada's first teenage night club, has opened in Toronto (8) above an adult night-spot, **Le Coq D'Or**, and with it opened another market for the growing crop of local young recording artists. The Nest is named for **Rompin' Ronnie Hawkins**, rock 'n' rolling U. S. expatriate who plays **Le Coq D'Or** frequently, has his own Hawk record label here, and is a partner in the enterprise. Opening attraction at the members-only weekend club was the **Silhouettes** with singers **Diane Brooks**, **Jack Hardin** and **Little Joanne**, plus guest appearances by **Hawkins** and **Robbie Lane** and the **Disciples**, whose "Ain't Love a Funny Thing" on the Hawk label, distributed by Capitol here, is making good across the country. . . Ratings should climb for the Montreal-based Tuesday edition of the Canadian Broadcasting Corporation's popular teen-oriented TV show, "Music Hop," with handsome young Apex recording artist **Pierre Lalonde** taking over as host of the show.

KIT MORGAN

CHICAGO

Liberty's new promotion man here is **Bill Gerber**, a former New Yorker. **Gerry Lacoursiere**, the label's Midwest promotion director, was busy introducing Bill to the trade last week. Bill replaces **Mike Allen**. Bill's wife **Linda** and daughter **Danielle** will join him here soon. . . RCA Victor is holding a cocktail bash Wednesday (20) to introduce "Singing and Swinging" **Frankie Randall** to the Windy City. . . **Bob Klusmeyer**, Mercury's new royalty department head, will bring his wife **Mary** and their two children, **Janet**, 13, and **Mike**, 9, to Chicago soon. They currently reside in Connecticut.

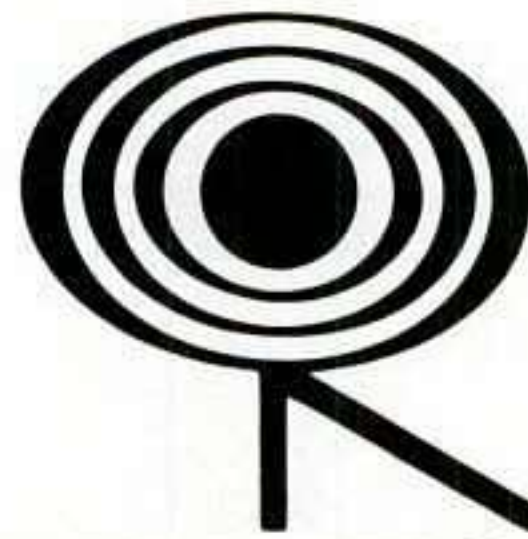
Jerry Mitchell has taken **Perry Marshall's** place on WIND's "Nightwatch." Perry left the station last week. . . **John T. Joyce**, an account exec with WCFL for five years, was named local sales manager last week. . . **LPI Wally** returns to the Windy City after a Miami Beach vacation. He's releasing "One Has My Heart, the Other My Name" Jan. 20. Wally is also busy lining up arrangements for the U.S.A. Polka Convention to be held here next June. Polka deejays from around the country will attend. Besides Wally, they'll have **Frank Yankovic**, **Frank Wjnarowski**, **Bell Hops** from Pittsburgh, the **Carousel Polka Band** and the **Chicago Polka Cousins**. The **Windy City Dancers** will also perform.

Gail Valenti and **Agnes Podolinski** are the two new publicity gals with Mercury. They report to the firm's new PR director, **John Sippel**. . . **Lou Green** had the local NARAS crew enthralled at last week's meeting with taped demos of records dating back to before the turn of the century. Lou was also elected secretary at the meeting. Other officers are **Bernie Clapper**, president; **Joe Wells**, vice-president; **Johnny Pate**, second vice-president, and **Delk Schory**, treasurer. **NICK BIRO**

MEMPHIS

Bill Black's Combo, Hi Record stars, begins a 36-day tour at Richmond, Va., April 16 and will criss-cross the country. . . Another Hi artist, singer **Gene Simmons**, turned down a tour with the **Dick Clark Caravan** to Japan, Australia and New Zealand. . . **Elvis Pres-**

(Continued on page 50)



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tion with active publisher.
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salesman. Personable, self-
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major or independent com-
panies. Capable of turning
a profit in virtually any
situation.
Successful accomplishments
in sales, sales-training,
planning, organization,
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problems, sales admin.,
product introduction, crea-
tive packaging, sales pro-
grams, advertising cam-
paigns, etc.
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RESUME AVAILABLE IMMEDIATELY
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centage basis for reliable publishers,
artist, recording companies. Will present
top potential. Square shooter. Depend-
able. Resident of Deep South 34 years.
Disc Jockey since age 15. Presently with
5,000-watt top station. Inquire to Moon-
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MECHANIC, 20 YEARS IN PHONO,
Games and Background Repair, Service
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Billboard

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dolph, Chicago, Ill. ch

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pressing business. We give unbelievable
quality at unbelievable prices. Small
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Make Record Departments MORE
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Sample issue, \$2.50. Show-Biz Comedy
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30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
catalog. Robert Orben, 3536 Daniel
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500 NAME AND ADDRESS LABELS, in
handy pad form, \$1. Free record with
each order: A rhythm and blues tune,
Cha-Cha. A solid smash by the Nat Story
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100% HUMAN HAIR WIGLETS, \$20:
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All styles and shades. These are factory
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Money back guarantee. ja30

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Expert musical service to artists, com-
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including airmail. Singles, 98 cents.
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when answering ads . . .

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Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
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Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50c per insertion.

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NEWS OF THE WORLD

Continued from page 49

ley celebrated his 30th birthday (8) quietly at his Graceland mansion with relatives and a few friends before he left for Hollywood and another movie.

Bill Justis, former Memphian now a successful composer, arranger, producer in Nashville, is in London on record business. One tape he took along to sell was "The Bonnie, Bonnie Flag of the Queen," composed and sung by Nell Aspero II, 18, college freshman in Memphis, well-known folk singer in this area.

ELTON WHISENHUNT

NEW YORK

Friedrich Gulda, Austrian pianist, was guest of honor at a cocktail party last week (13) hosted by the director of the Austrian Institute. . . . Sidney Ascher, local public relations man, is set to produce a kiddie album for Power Tree Records featuring Jerry Jordan. . . . Zelda Sands, personal manager of Imperial Records artist Mel Carter, has set the vocalist with the Associated Booking office. . . . Jimmy Durante will serve as chairman of a "Once In a Lifetime Tribute to the Negro Performer" during 1965. Ceremonies will be held in New York, Washington, and other key cities. Proceeds of the tribute will be employed by the Negro Actors Guild to aid the sick, needy and indigent of the theatrical profession. . . . Artcraft Records, a new label headed by William Woods, has opened offices in Schenectady. First release is due in February.

HOLLYWOOD

KRLA figures prominently in two live talent productions. First, the station presented its annual March of Dimes hootenanny Friday (15) and then went to work preparing a 90-minute DJ special for KCOP-TV to be aired Jan. 28. The hoot featured Joe and Eddie, Hoyt Axton, Womenfolk, Dillards, Mason Williams and the Young Folk. The TV special will feature Henry Mancini as host, with live appearances by Jan and Dean, Duane Eddy, Freddie Cannon, Dick Clark, and filmed shots by the Beatles, Bobby Darin, the late Sam Cooke, Della Reese, Platters, Chubby Checker, Connie Francis, Ray Peterson and the Four Preps. Show relates the history of pop music since 1950. Seven of the station's deejays will also appear.

Marty Flesler, recently promoted assistant to the president of RKO General Broadcasting from v.p. and g.m. of the chain's KHJ outlet, out of Cedars after serious throat surgery. He and wife Arlene vacation in Hawaii before returning to New York in March. . . . Howie Peck, Yonkers, N. Y., drummer, has joined the Cliff Duphiney organ duo in the Thunderbird Lounge, Las Vegas. Duphiney and Peck open the T-Bird's afternoon entertainment slate. Young drummer shows great potential.

John Hammond, Columbia's vet producer, spent four hours listening with Count Basie in the new Music Center to the Los Angeles Neophonic ork rehearse. Hammond left amazed at the sound quality but perplexed because he couldn't find the house's loud speakers. . . . Bud Dain given his v.-p. stripes by boss Gene Norman at Crescendo Records. Dain handles national promotion. Norman boasts of the power of Lloyd Thaxton's syndicated TV dance show after the single "Watusi '64" was aired by Thaxton after hearing it at the Whiskey A Go Go club.

Larry Freeman's Stellar Attractions promoting folk gigs at Santa Monica Auditorium. Line - up through May features Brothers Four, Stan Getz, Mitchell Trio, Miriam Makeba and Clancy Brothers and Tommy Makem. . . . Liberty's Vikki Carr makes her debut at the Flamingo, Las Vegas, Jan. 21. . . . New publishing firms are Crater Music to handle r&r material and Music American Publishing headed by Johnny Mathis. ELIOT TIEGEL

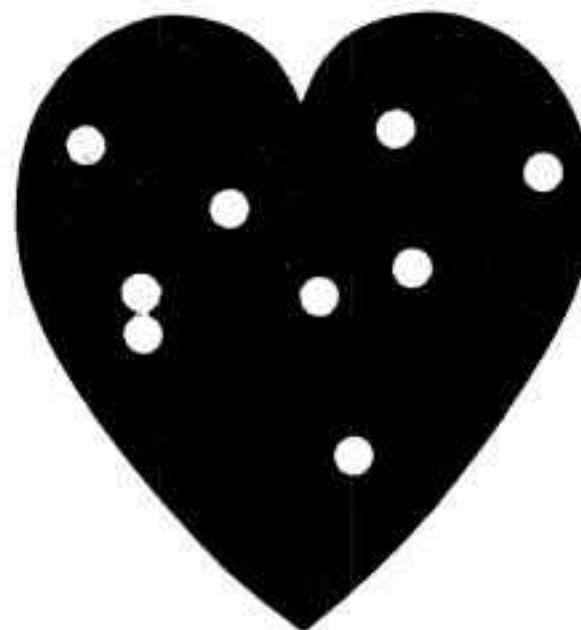
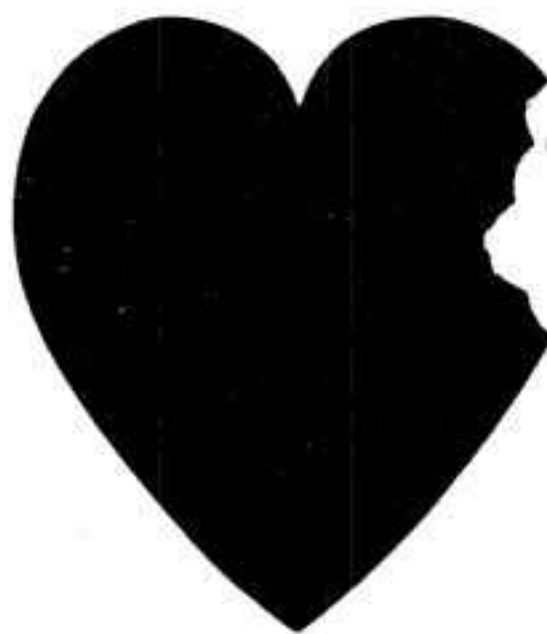
"For Lovin' Me"

5496

We had to wait a long time to find the right song for a new single but it was worth it.

Thank you for the enthusiastic response.

Peter Paul and Mary



TRADE PUBLICATIONS
CASH BOX Pick "Sure Shot"
Breaks Into Charts
At 81 With Bullet
BILLBOARD Pick Breaks
Into Charts At 81
With Star
MUSIC BUSINESS "Pick"
RECORD WORLD "Pick"
VARIETY "Pick"

TRADE SHEETS
TEMPO "Hot Box Pick"
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SURVEY Picked in "Best
Of New" Category
TED RANDAL "Special
Entry" Category
MIKE TURNTABLE
"Triumphant Trio, Plays
and Sales"
NATIONAL MUSIC
SURVEY "Pick"
BILL GAVIN "FOR LOVIN'
ME is reported as
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from teens as well as
from adults"
FENWAY REPORTER
DISC 'N DATA reporting
"Action"

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WDRG Hartford
KILT Houston
WOKY Milwaukee
WINS New York
WCAO Baltimore
KYA San Francisco
KEWB San Francisco
KXOK St. Louis
WWDC Washington, D.C.
WPLO Atlanta
WFOM Marietta
WIND Chicago
WMAQ Chicago
WMEX Boston
WBZ Boston
WFEA Manchester
WKBR Manchester
WIBC Indianapolis
WQUA Moline
KAKC Tulsa
KIMN Denver
WXYZ Detroit
CKLW Detroit
WTAC Flint
KNUZ Houston
KTSA San Antonio
KONO San Antonio
WRIT Milwaukee
WFUN Miami
WARM Scranton
WSBA York
WRAW Reading
WAEB Allentown
KDKA Pittsburgh
KQV Pittsburgh
WITH Baltimore
KXOA Sacramento
KJOY Stockton
WPGC Washington, D.C.
WEAM Washington, D.C.
KRUX Phoenix
KRIZ Phoenix
KCBQ San Diego
KDEO San Diego
KAFY Bakersfield
KFXM San Bernadino
KMEN San Bernadino

*action as reported at press time



Warner Bros. Records

Musical Director Milton Okun

Albert B. Grossman Mgmt. Inc.

BULK VENDING news

Folz Sees Record Sales Year, But Cites N. Y. Sales Tax Threat

OCEANSIDE, N. Y. — Folz Vending, one of the nation's largest bulk vending operations, expects sales during 1965 to top the previous records, but is not quite so optimistic about profits.

According to Harold Folz, who with his brother Roger runs the firm, sales since the first of the year are running substantially ahead of 1964, and with unemployment decreasing in the metropolitan area, prospects for the balance of the year are bright.

Biggest cloud on the horizon is the threat of a New York State sales tax—possibly as high as 5 per cent. New York City does have a 4 per cent sales tax, but few if any other municipalities in the State use this method of raising revenue.

Disastrous Tax

According to Folz, a State sales tax would be disastrous to the bulk vending industry. There is no way the operator can pass on the tax at time of purchase,



HAROLD FOLZ

Items vend either for 1 cent, 5 cents, 10 cents or 25 cents. Mechanically it's not feasible to pass on the tax at times of purchase, and even if it were, the public would rebel at paying sales taxes on low-cost items.

While the quality of charms on the market today—particularly the Rat Fink and TV Horror Face—has been high, Folz feels that manufacturers are spending too much time on sales and production and not enough on research and development.

The average manufacturer, Folz feels, is a good businessman who knows his customers and who knows how to operate a plant efficiently. But, Folz argues, he is generally not a creator.

Folz cites toy manufacturers

who usually have creative men on their staffs—men whose duties are solely to come up with new ideas.

He added that American operators often buy charms from exporters because a vacuum exists in the domestic field. He feels this vacuum could be filled if U.S. charm manufacturers expended a greater portion of their efforts toward research and development.

Folz gives U. S. manufacturers credit for producing quality products and good mixes, but he decries their tendency to copy one another.

Bulk Banter

DETROIT

William B. Bezenar, who operated a bulk candy route as Candivend Company, has given up the business to go into the carpenter field. . . . Thomas W. Cole, head of his own bulk vending business in Redford Township, is diversifying into candy and cigaret machines. He's continuing with his tab and ball gum machines in gas stations.

Walter Chlastawa, veteran bulk peanut vending operator, is now the owner of the Cozy Cove Bar on the West Side. . . . George E. Clark, who used to operate a route of nut machines with headquarters in Royal Oak, has moved to Lincoln Park. . . . Thomas F. Atkinson, head of Caro Vending Company, has joined the Detroit Board of Education as Central District Attendance Officer. . . . Joseph and Robert Cipriano have gone out of the bulk business here. They used to operate Candy Caters Vending Company.

HAL REVES

NVA Alerts Trade To Shady Promo



DON MITCHELL: An Alabama Alert

CHICAGO — An alert bulk vending businessman in the Birmingham, Ala., area has uncovered a promotional operation smacking of true "blue sky," according to the national association's legal counsel, Don Mitchell.

Particulars of the operation have been supplied to the area Better Business Bureau and NVA members.

Names of the principals in the operation were not disclosed by NVA. Mitchell informed Billboard, however, that the operation was discovered by a legiti-

mate bulk vendor who answered a route-available ad in a small town newspaper.

The promoter offered the experienced vendor equipment that normally sells for \$6 at a price of \$60. The veteran operator wisely asked about license requirements on the proffered route and was told there were none. The legitimate businessman investigated and learned that \$2 fees for 1-cent and \$12 fees for 5-cent venders were levied in that locale.

A warning about this type of promotion was issued in November of last year by the National Better Business Bureau, the NVA and the National Automatic Merchandising Association.

Issued in the form of a bulletin, the caution explained that unscrupulous promoters prey on the uninformed public by means of classified newspaper ads.

Several years ago the NBBB recommended to news media standards for accepting vending machine advertising. Many experienced vending businessmen throughout the country are consulted from the standing NVA papers and radio stations about potential advertisers.

The Alabama complaint resulted from the standing NVA request that members report all questionable promotions.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	4.50
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 5 lb. Globe	18.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.73
Pistachio Nuts, Jumbo Queen, White	.66
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shell, Red	.63
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	.32
Mall-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct.	.32
170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY VICTOR'S NEW TOPPER "66"

Now Vends Capsules LOW, LOW PRICE

\$15.50 ea.

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate a new, attractive styrofoam display panel.

NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W 36th St., New York 18, N Y
LONgacre 4-6467

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2154 Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

FOLZ BROS. HEAD SOUTH

OCEANSIDE, N. Y. — The Folz brothers, Harold and Roger, left town this week. Roger has the best deal. He's vacationing with his wife in Nassau. Harold is headed south, too, only it's to New Orleans, Tampa and Miami on business. Both brothers expect to be home in a couple of weeks.

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. EA 7-1021

YOU COUNT MORE WITH OAK



VISTA MODEL 300

This machine will hold 160 small capsules or 8 lbs. of 210 count gum and charms. It features a rotatable plastic, wide top globe with no rods to obstruct the view. It stands 13" high, is 7" wide and 7" deep. Shipped two to a carton, shipping weight is 14 lbs.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

BABY ROCKET BALL-GUM VENDOR

WANT TO INCREASE LOCATIONS AND DOUBLE BALL-GUM SALES?

Try a new Baby Rocket by Northwestern and see for yourself. Only \$39.95, F. O. B. Factory. All orders shipped immediately.

NEED SOME NEW AND DIFFERENT CAPSULE MIXES? Write or call for a free sample display board of our exciting new items.

REGIONAL AUTHORIZED DISTRIBUTORS FOR ALL LEAF BRAND BALL-GUM AND VENDING CANDIES.

UP-GRADE YOUR PRESENT ROUTE—BUY A NEW NORTHWESTERN MODEL 60 BALL-GUM VENDER FOR ONLY \$15.95 F.O.B. FACTORY.

LYNN'S VENDING SUPPLY COMPANY
90 West 2265 South Area Code 801-484-8801
SALT LAKE CITY, UTAH 84115
Member: NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

Mfrs. Gird for New Products

By NICK BIRO

CHICAGO—An exciting array of new products and new machines will be introduced by manufacturers this year to help operators cash in on the biggest period of prosperity the bulk vending industry has ever enjoyed.

That's the opinion of Jane Mason, Leaf Brands executive, and a veteran of some dozen years in the industry. Mrs. Mason sums up her prediction

for 1965 very simply: "Best ever." She bases this, however, on more than whimsey.

"For one thing, there are such general factors as the national economy being on the upswing and the population expanding," Mrs. Mason says.

Boom Within Industry

"An even more important factor, however, is the boom that is taking place within the industry. Bulk vending is being accepted as never before," she points out.

"There are more products and more new locations," Mrs. Mason says.

The Leaf Brands executive also feels that manufacturers are putting more money and time into research than ever before. Her own firm, as an example, is in the process of expanding its penny candy activities. Jane feels this is a product that is getting increased emphasis in the industry.

New Penny Line

Leaf has traditionally produced such items as Maltettes, Leaflets and Munchies and has recently added Cherry Tarts and Big Apples. In the next several months, the firm plans to introduce a host of new items providing it with a complete line of penny candy.

Jane feels that penny candy has come into a new era. In the past, most items used to be

sold in bulk. The trend in penny candy, however, is toward single or century-count items. That is the customer gets a single piece of candy instead of a bulk handful of smaller items.

Jane feels the bulk candy items will continue to sell but the century-count candies will provide operators with an even greater degree of diversification. Jane feels that the more items the operator offers in one location, the more sales the operator will have with all his machines.

Fewer Counter Sales

She feels a big reason for the penny candy boom is that such merchandise is no longer available over the counter. Store owners no longer feel it worth their time to carry penny candy. Operators, however, can handle these items to advantage.

Other products which Jane feels have boosted sales are the "printed" candies and gums. These are essentially the same pieces of merchandise, but with new faces, she notes.

New packaged gum and square-packed gum items have also helped operators, she feels.

Favorable Image

Jane feels strongly that the bulk industry has created a favorable image in the minds of both the location owners and customers.

"Service is a big factor," she



JANE MASON
"... A new era."

says. "The new multiple vending installation is a miniature store in itself. Ten years ago, operators were lucky if they could offer two or three items. Today, an operator can put up an installation with several dozen different kinds of merchandise."

Better promotion, improved merchandising, classier machines with their large globe, a virtually limitless variety of charm items, and the development of such things as sponsorship programs, have all helped the industry grow, Mrs. Mason feels.

J. SCHOENBACH
Distributor for
Oak Manufacturing Co., Inc.
715 LINCOLN PLACE
BROOKLYN 16, N. Y.
PResident 2-2900
PHONE or WRITE FOR PRICES

BIG SAVINGS on BALL AND VENDING GUMS
SAME FINE FLAVORS CENTERS AND COATING
Direct Low Factory Prices
Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.
Chicle Ball Gum, 130 ct... 38 1/2 lb.
Chlor-Vend Ball Gum... 43 1/2 lb.
Chlor-Vend Chicks, 320 ct... 43 1/2 lb.
Chicle Chicks, 320 & 520 ct... 39 lb.
Bubble Chicks, 320 & 520 ct... 31 1/2 lb.
Tab (short stick), 100 ct... 40c box
5-stick Gum, 100 packs... \$2.00
F.O.B. Factory 150 lb. lots
AMERICAN CHEWING PRODUCTS
40 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

VICTOR'S NEW TOPPER "66"
Now Vends Capsules
\$15.50 ea.
The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate new, attractive styrofoam display panel.
NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.
NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.
"V" Capsules... \$4.50 per M (5M Lots)
"V-1" Capsules... \$ 8.00 per M (5M Lots)
"V-2" Capsules... \$13.50 per M (2M Lots)
Styrofoam Display Front (without merchandise) for new Victor Topper "66," Ea.10
LOGAN DISTRIBUTING, INC.
1850 W. Division St., Chicago, Ill. 60622
Phone: (312) HU 6-4870

BUSINESS PROFILE

Smith-Regal: Sum of the Parts

By RAY BRACK

CHARLOTTE, N. C. —The bulk vending business and sponsorship exploits of Lee Smith and Jack Thompson, partners in Smith-Regal of Carolina, have been extensively enough reported in both trade and consumer press to warrant only minimal review.

Yet the remarkable welding and co-ordination of improbably diverse enterprises that has built this 17-year-old partnership into one of the most successful bulk vending operations in the country has not yet properly been told.

In describing his complex creation, Smith spreads the fingers of each hand, clasps them together and says, "It all fits together, just like this."

A Close Look

On the surface, Smith-Regal is a 15,000-machine route in the Carolinas and Tennessee. But at closer look it is also an airport, a flying school, a flying service, an auto repair shop, a vintage auto collection, a bulk vending distributorship, a double wedding, and a bountiful source of funds for State and national retarded children programs.

And the aims of all these diverse elements are refracted to the advancement of the basic bulk vending business.

Basic to the firm is 360-acre Carpenter Airport, near Charlotte, acquired by Smith and Thompson in 1957. On the



LEE SMITH:
"... it all fits together"

airport property are located all the partners' fixed assets in both the flying and vending businesses. A large frame house on the property serves as the vending and distributorship offices. Across the road from the airport are located the modern homes of the partners.

Connections Obvious

"Some of the connections between the flying and bulk vending businesses are obvious," Smith says. "Others are not."

"We do service our route by air under emergency conditions—flying parts or merchandise to remote areas at the call of a routeman. But there are other advantages.

Smith then explains how the aircraft mechanics double as expert automobile mechanics. Enter the auto phase.

Auto Problem

The rugged character of the Carolina terrain and the great distances covered by the firm's routes take a great toll of vehicles. Smith-Regal has solved this overhead problem by purchasing quite low-cost used automobiles—always heavy makes such as Chryslers and

Buicks—and completely overhauling them. These become amazingly economical route cars for long, over-the-road hauls.

Towed behind the route cars are lightweight panel trucks filled with product for use in location-to-location, stop-and-go servicing where the big cars would prove costly.

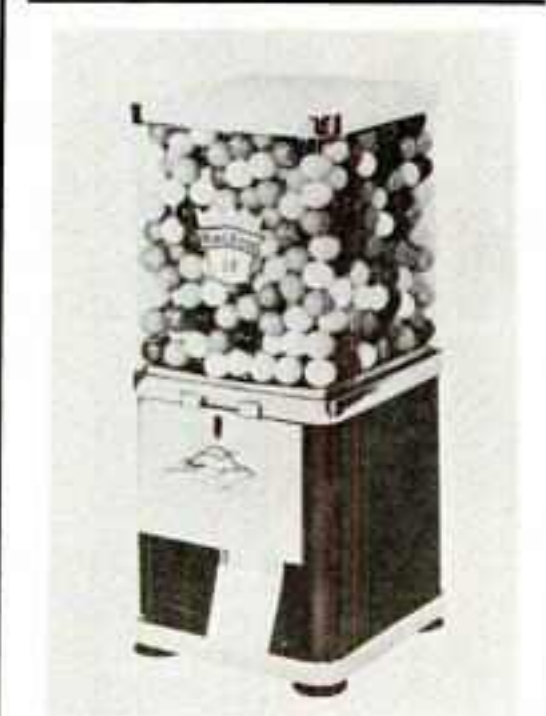
This fleet is kept up, of course, by the aircraft mechanics.

Vintage Cars

In building this auto fleet, Smith has acquired a well pre-

(Continued on page 72)

BULK VENDOR



Komet is Standard Model. Galaxy Model also available—has Chrome Cap-Hopper and Base. Mechanisms available: 1c, 5c, 10c and 25c, including coins size of U. S. half dollar. Capacity: Choice of three globes, 6, 12 or 18 pounds. Dispensing Wheels: 210 Gum, 210 and Charm, Century, Rocket, Standard Capsule. 25c Capsule Wheel will vend VI Capsules.

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Whatever your bulk vending requirements might be, we can serve you.
Always a complete stock of outstanding Northwestern machines, parts and supplies.
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COIN MACHINE news

Bow New Rowe Diplomat With Discotheque Theme 'Rowe to Be First' Says Canteen Head

By NICK BIRO

HOLLYWOOD - BY THE SEA, Fla.—Rowe AC Manufacturing unveiled a new 200-selection Diplomat phonograph at a record gathering of its U. S. and South American distributors here last week.

The firm also climbed on the mushrooming discotheque band wagon with the introduction of a pair of large console-size speakers which are to be produced by Rowe's Grand Rapids factory.

Fred Pollack, Rowe AC vice-president in charge of marketing, said that the firm would very shortly have a wallbox which he predicted could increase sales by as much as 40-50 per cent.

Several Hundred Attend

Several hundred distributors with their key executives, guests and wives attended the two-day Rowe-AMI sales convention which actually extended through the weekend.

Rowe even added a United Nations flavor to the gathering by providing simultaneous translation of the proceedings into Spanish for the benefit of the firm's representatives from the Latin-American countries.

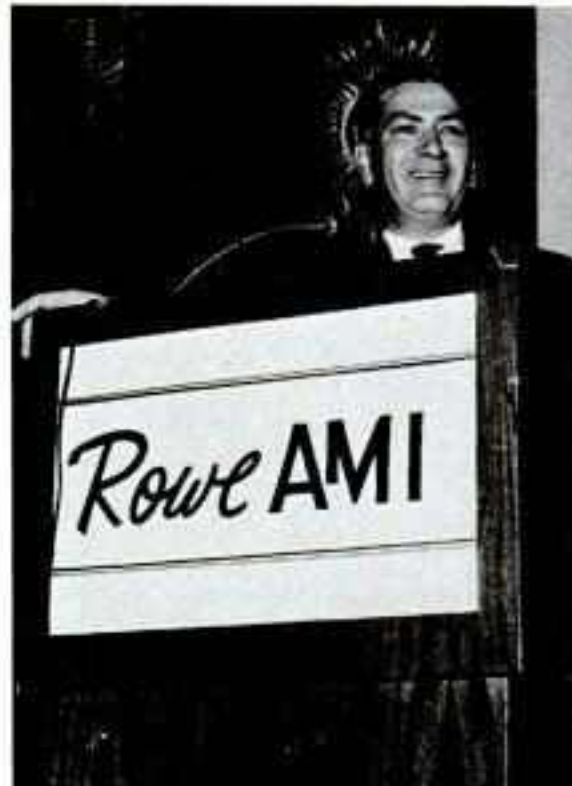
Rowe used the theatrical production technique which has become so popular with manufacturing firms presenting new products. A cast of four Jam Handy Organization Players alternated with Rowe executives in getting across the firm's sales message.

Predicts Expansion

Jack Harper, Rowe AC president, said that all the resources of Automatic Canteen Company of America, Rowe's parent firm, would be available for what he termed "a course of action leading to expansion."

He noted that Rowe was also kicking off a new training program—both for distributors and operators—and a new finance program which would help distributors compete in today's market.

Along the discotheque theme, Pollack said that Rowe would provide banners and signs, in addition to the large console



JACK HARPER
"... committed to expansion"



FRED POLLACK
"... discotheque is here."

speakers, to help operators convert taverns and lounges into discotheque clubs.

Rowe, however, indicated it had no intention of going into the record business and would not provide disk material for its machines.

"Knowing the nature of the record business, you (distributors and operators) will have the disks—the companies are not asleep," Pollack said.

"You must, however, be aware that discotheque is here,"

Pollack assured his distributors.

The new Diplomat phonograph, which appropriately was unveiled in the plush Diplomat Hotel, has a number of innovations. Included are service control center, new swing-out slug rejector, compression spring which holds the top in any position while servicing, easier selection and switch control for LP programming, credit unit with clear cover making it easier to read, upgraded snap-in title

(Continued on page 70)

HOLLYWOOD - BY - THE - SEA, Fla.—Automatic Canteen Company of America President Patrick O'Malley predicted that his firm's Rowe AC Manufacturing division would shortly be first in equipment sales just as Canteen is already the nation's "leader in vending and operating."

O'Malley also squashed rumors that Canteen's Rowe AC Manufacturing division was for sale. "I get calls at all hours of the day and night," O'Malley said. "I can only tell you the facilities are not for sale, we do not anticipate their sale, and there is nothing in the foreseeable future that would lead us to sell," O'Malley said.

The Canteen executive spoke before several hundred Rowe distributors during the firm's annual sales meeting at the Diplomat Hotel here last week. The occasion was the introduction of the new Rowe-AMI phonograph, appropriately called the Diplomat.

In a dynamic and forceful address that was a keynote for the international gathering, O'Malley predicted a bullish future for the coin machine business in general and Rowe distributors and operators in particular.



PATRICK O'MALLEY
"... not for sale."

The Canteen president confirmed a previous announcement by Fred Pollack, Rowe-AC Manufacturing vice-president, that the company would produce a phonograph wallbox "before the next calendar year."

O'Malley said the Canteen finance committee had given its approval to the move and that the wallbox would be of the "style you (distributors) want."

Record Earnings

O'Malley said that 1964 produced the largest dollar earnings in Canteen history and that the firm expected to surpass last year's figures in 1965. Canteen will have over \$300,000,000 in sales this year, O'Malley predicted, surpassing last year's figure of \$279,000,000.

Commenting on the subject of diversification, O'Malley said that operators were expanding into virtually every type of coin-operated equipment. "The problem of today is that nobody can stand still—you either go ahead or fall behind," O'Malley said.

The O'Malley reference was to the increased tie-in between all segments of the coin machine business—music, games and vending—in general but it was also an obvious pep-talk to Rowe distributors to take advantage of this trend.

"The challenge of growth is unlimited and the pressure will never let up," O'Malley said. "If a businessman stops growing, he's dead."

MOA & Juke Mfrs. to Meet

CHICAGO — Music Operators of America will meet with representatives of the four juke box manufacturers Tuesday (26) to review plans for the association's fall convention in the Pick Congress Hotel.

Fred Granger, MOA managing director, said the meeting would give the manufacturers an opportunity to look over the exhibit area which will be used.

Granger said that MOA would meet with game manufacturer representatives at a later date.

Other Subjects

The meeting next week is also expected to cover such subjects as the current coin shortage and



FRED GRANGER

a need for an industry-wide public relations program.

MOA has also invited a representative of the vending industry's National Automatic Merchandising Association to sit in on that portion of the meeting which deals with the coin shortage.

David C. Rockola, founder and president of the Rock-Ola Manufacturing Corporation, will represent his firm. Attending for Wurlitzer will be Morris C. Bristol, vice-president and counsel, and A. D. Palmer, advertising and sales promotion manager from the Wurlitzer plant in North Tonawanda, N. Y. Seeburg and Rowe AC have not yet announced the names of their representatives.

Wurlitzer Unveils New Phono & Wallbox

NORTH TONAWANDA, N. Y. — Wurlitzer distributors around the country and in Canada are holding open houses this week to show the firm's new "2900" phonograph and what is the coin machine industry's first wallbox combining remote speakers and 50-cent play.

The phonograph is available with 100-selection and 200-selection play mechanisms and in blond and dark color styles. The styling is that of a "modified console," which according to A. D. Palmer, advertising and promotion manager, provides the flat title-strip programming panel in a phonograph that is not as wide as competitive console models.



WURLITZER 2900

The wallbox comes in two different models—one each for the 100-selection and 200-selection models. The half-dollar (or two quarters) will play either the 10 top tunes or little LPs from the first four (A-B-C-D) banks.

Solid-State Amp

The phonograph has a solid-state amplifier, a new single-key locking feature that enables the operator to lock the machine without the key, a single "Golden Bar" play stimulator, an optional set of display panels and a host of other new developments.

The cabinet finishes are dark Kashmir grained walnut and a very blond walnut — both in

close grained patterns. According to Palmer, the Golden Bar play stimulator is the most important of the phonograph's features.

The unit permits operators to offer a pre-selected program of music—such as 10 Top Tunes or discotheque—for two quarters or a half-dollar. The customer merely inserts his coin and presses a single Golden Bar.

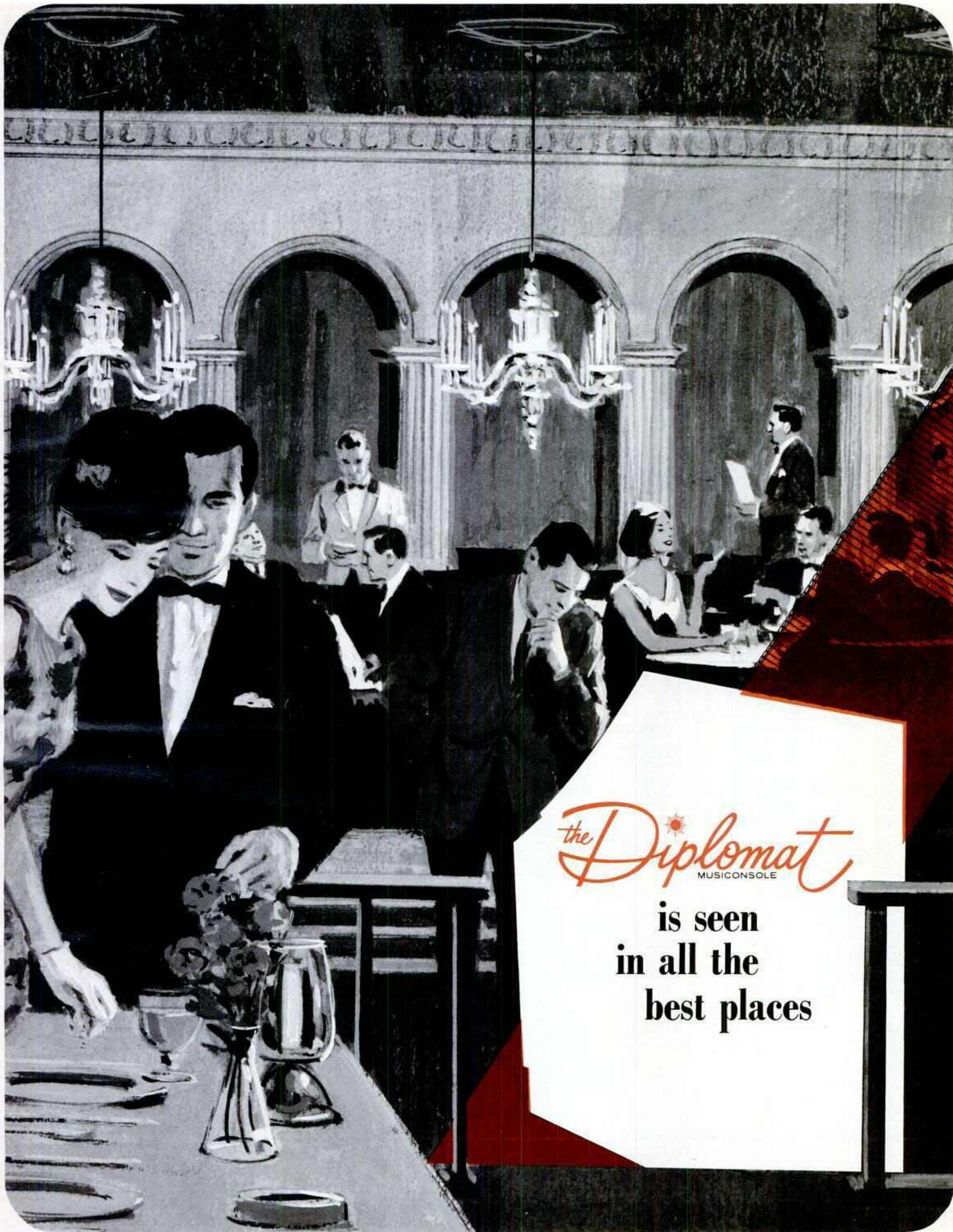
Playrak Feature

The new phonograph is equipped to play little LP records at 25-cents per side or 50-cents for the entire album. The Playrak selection control makes it possible for the phonograph to accept all denominations of

(Continued on page 74)



WURLITZER WALLBOX



the Diplomat
MUSICONSOLE

is seen
in all the
best places

Rowe[®]

AC

MANUFACTURING

Whippany, New Jersey Troy Hills Road

Joseph Panarinfo*, the originator
of Discothèque, says:

« *La tactique Discothèque*

The Seeburg approach

le programme

the most authentic

le plus passionnant

programming

**THE
AUTOMATED
PACKAGED**

Discothèque



* Monsieur Joseph Panarinfo, the originator of Discothèque, is in the U.S.A. as an exclusive consultant to Seeburg. His services are available to every operator in the U.S.

de Seeburg constitue

to Discothèque is

danse le plus authentique...

most exciting dance

jamais enregistré.

ever recorded.

SEEBURG

DISCOTHÈQUE

Now, for the first time ever, you can offer your locations this complete Discothèque package from Seeburg:

1. New REC-O-DANCE albums!

The most danceable tunes ever—specially recorded for Discothèque dancing by Seeburg under direction of David Carroll, in multi-channel stereo, to give the illusion of a live name band playing on the Discothèque dance floor.

2. New BIG SOUND stereo!

*Magnificent Rhythm Twins—floor-level remote speakers with sectorial horns and 15-inch woofers—combine with LP Console/480 to deliver the new Beat needed for Discothèque dancing. A Seeburg exclusive, the *only* combination specifically *designed* for Discothèque use.*

3. New “INSTANT NIGHT CLUB” package!

Decorations—wall panels—napkins, coasters—even a modular dance floor! Everything needed to transform a location into a Discothèque, plus a complete promotional package for location use.

Call your SEEBURG distributor for complete information... N-O-W!

Seeburg Shows to St. Louis Ops

ST. LOUIS — George Glass Distributing Corp. here was host to area operators, their wives and location owners at a gala open house introducing Seeburg's new Discotheque Feature the evening of Dec. 29.

Here from the Seeburg factory for the event were Stanley Jarocki, assistant sales manager; Robert Dunlop, regional vice-

president, and Joseph Panarinfo, Seeburg Discotheque consultant from Cannes, France.

The affair, held at Bud Elliot's Playgirl Club, had St. Louis' famous Davey (Nose) Bold as emcee. Entertainment included the songs of Jo Ann Cameron. But as George Glass put it, "Discotheque stole the show." And this was echoed by the others

from the local branch, Frank Schroeder, Dick Glass, Pete Entringer, Art Buris, and Pat Blunds, who heads up the branch's one-stop department.

Operators from Illinois included Jack Diccico, Alton; Mike Sasyk, Madison; Hershel and Bud Taylor, Belleville; Harold Mozier, Jerseyville; Eugene Cotter, West Frankfort; Maurie

Zimring, Granite City; Wilmer Enge, Belleville, and Victor Renner of Collinsville.

Several out-State Missouri ops came in, including Leo Leiweke, Washington; William Meese, Festus; George Close, St. Charles, and Clarence Kynian from Kirkwood.

Quite a few ops, particularly those in the city, brought their location owners in for a first-hand look at Discotheque—Abe Farber, Ed James, Orville Carter, Mrs. Helen Weaver, Jerry Alvin and Marvin Nissenbaum, Harry and Herb Raiffie, Sydney and Walter Morris, George Schoen, Dave Johnson, Al and Bill Turnbough, Jack Joseph, Pete Roffie, Larry Brandon and many others.

COME IN TO SEE AND HEAR
THE GREATEST OF ALL AUTOMATIC ENTERTAINERS

NEW
**WURLITZER
2900**



LEW JONES DISTRIBUTING COMPANY
1311 North Capitol Avenue Indianapolis, Indiana
Phone: MEIrose 5-1593

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624 New Street
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**PEACH STATE
DISTRIBUTING CO.**
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622-4401

**PEACH STATE
TRADING CO.**
729 Lady Street
Columbia, South Carolina
AL 4-6928

INVITES YOU

TO COME IN AND SEE THE

NEW WURLITZER 2900

**Greatest
OF ALL
Automatic
Entertainers**



Initiate Talks On New York License Act

TUPPER LAKE, N. Y.—The first in a series of regional meetings to educate Northern New York State operators about local and State-wide legislative problems was held here last Tuesday (12).

Spearheaded by Jack LaHarte, Saranac Lake, and Duke Huntington, Lake Placid, the discussion attracted operators from such towns as Froman, Malone, Messing, Lake Placid, Ogdensburg, Saranac Lake, Whitehall, and Glens Falls.

The group laid plans for securing the re-introduction and
(Continued on page 70)

Frank Doyle, Rock-Ola Vend Official, Dies

CHICAGO—Frank C. Doyle, vice-president in charge of vending operations for the Rock-Ola Manufacturing Corporation, died early last Friday (15) in an Elgin, Ill., hospital.

Cause of death was not immediately determined. He had been in the hospital a week.

A veteran in the vending equipment business, Doyle joined Rock-Ola four years ago with the firm's acquisition of the Fred Hebel Company.

Doyle lived in West Dundee, Ill., a Chicago suburb. He is survived by his widow, Eileen, and a daughter.

Funeral services were to be held Monday, Jan. 18, at the Sharp Funeral Home, 120 S. Third Street, West Dundee.

St. Paul Trade Sees Diplomat

ST. PAUL—The new Rowe-AMI Diplomat phonograph will be unveiled to operators in this Twin Cities market by K-C Sales here Sunday (31). Hosting the event will be Joel Kleiman, K-C president, and Ken Glenn, manager of the distributorship. Several hundred operators and guests are expected to attend the unveiling in the K-C showrooms. Kleiman said that a host of surprises await operators who attend. Refreshments will be served.

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Seeburg Names Struve in L. A.



PRESTON STRUVE

CHICAGO—Struve Distributing Company, Seeburg distributor in Denver and Salt Lake City, is setting up offices in Los Angeles to distribute Seeburg equipment in Southern California and Arizona.

Preston (Pres) Struve, head of the firm bearing his name, said he would hold an open house in his Los Angeles showrooms Jan. 24 from noon to 7 p.m.

Stanley L. Larson, secretary-treasurer of the Struve organization, will be general manager of the Los Angeles outlet. Sherry Arps is parts manager, Cliff Beenings will be in charge of service.

Leo Simone will handle sales,

Jack Devlin credit, and Dorothy Leonard will be office manager. Both she and Larson are from Denver.

Struve has also announced the appointment of Sal DeBruno to head a branch office in Phoenix. Other organization changes include Al Morrison, manager, and Frank Negri, assistant manager, in Denver; Gaylord Merrill, manager, in Salt Lake City.

Pioneer Shows Diplomat for Milwaukee Ops

MILWAUKEE — Pioneer Sales and Service, headed by Joel Kleiman here, will unveil the new Rowe-AMI Diplomat phonograph at an open house to be held in its showrooms

Sunday (24) and Monday (25). Hosting the event with Kleiman will be Sam Cooper and entire Pioneer Sales staff. An added attraction will be the appearance of Art Frigo of Gotham Educational Equipment Corporation to demonstrate the firm's recently introduced Elliptipool.

Kleiman said that refreshments will be served and that a "few surprises" are in store for Pioneer's guests. Several hundred operators and guests from the Milwaukee area are expected to be in attendance.

Jones Music Head Weds

HOLLY SPRINGS, Miss. — Mrs. Mahon Jones, owner of Jones Music Company, was married recently to William Richardson, chiropractor here.

Mrs. Jones' first husband, Mahon Jones Sr., died in June, 1963. Mrs. Jones, 40, has one son, Mahon Jones Jr., 15. She has continued to operate the route with employees since her husband's death.

Mississippi Op Loses Machine

OXFORD, Miss. — Ted Combs, Taco Amusement Company here, recently had a Seeburg AY-100 phonograph stolen from a location.

It was Combs' first burglary in some 16 years in the business and he said he had recently let his insurance lapse. The machine was valued at \$700 by Combs. Thieves also stole a cash register from the location.



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BALLY HOOTENANNY	245
BALLY STAR JET (2 PL.)	295
BALLY MAD WORLD (2 PL.)	345
GOTTLIEB PICNIC (2 PL.)	95
GOTTLIEB MADEMOISELLE (2 PL.)	145
GOTTLIEB PREVIEW (2 PL.)	245
GOTTLIEB SUNSET (2 PL.)	295
GOTTLIEB SWING ALONG (2 PL.)	295
GOTTLIEB FLYING CHARIOT (2 PL.)	295
GOTTLIEB GAUCHO (4 PL.)	295

ARCADE & BOWLERS

MIDWAY TARGET GALLERY	\$145
MIDWAY TARGET GALLERY (2 PL.)	195
BALLY BIG INNING (BASEBALL)	145
BALLY BOWLER (16 FT.)	345
UNITED DE LUXE BASEBALL	145
UNITED BONUS BASEBALL	245
UNITED SKY RAIDER GUN	125
UNITED BIG BONUS SHUFFLE (8 1/2 FT.)	195
UNITED SUNNY SHUFFLE (8 1/2 FT.)	195
UNITED LINE-UP SHUFFLE (8 1/2 FT.)	195
CHICAGO COIN 6 GAME BOWLER (8 FT.)	195
AMERICAN SHUFFLEBOARD (22 FT. AS IS FROM LOCATION)	295

MUSIC

WURLITZER 1650 AF	\$ 65
WURLITZER 1700 F	95
WURLITZER 2100	145
WURLITZER 2200	295
AMI D 80	65
AMI E 120	85
AMI F 120	125
ROCK-OLA 1478	345

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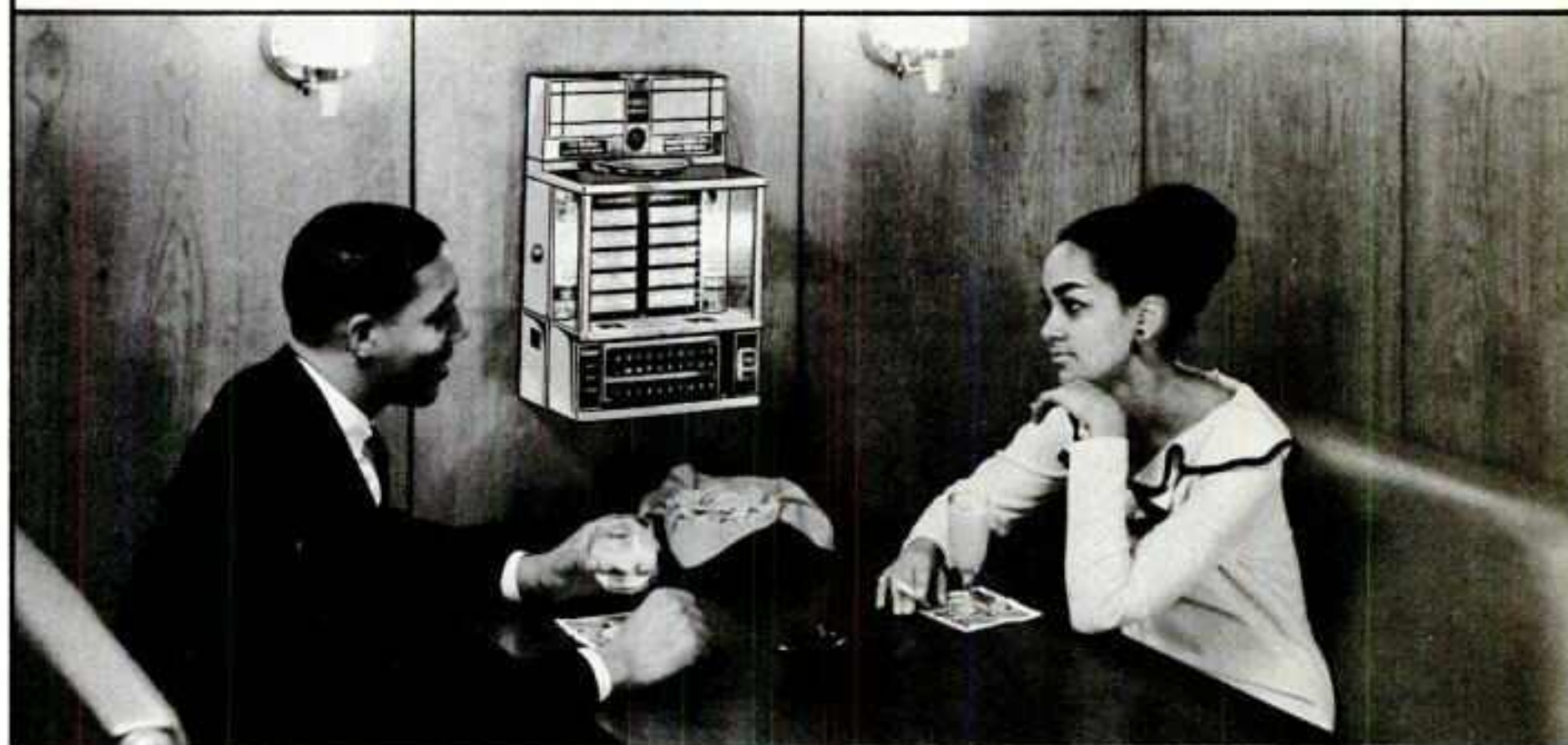
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ROWE DISTRIBS IN FLORIDA...



AUTOMATIC CANTEEN COMPANY of America President Pat O'Malley enjoys a laugh with Harold Dash, of Jam Handy Productions; Paul Hunger, head of Canteen's overseas sales, and Jack Harper, Rowe AC Manufacturing president.



AN IMPROMPTU PANEL discusses the juke box business today: Louis Jamail, San Antonio Sales (Jamail and his wife won a free trip to Puerto Rico for exceeding quota); Johnny Rowell, Sparks Specialty; Ed Claffey and Fred Pollak, Rowe executives; Johnny Cooper, Sheldon Sales, and Ed Ginsburg, Atlas.



THE ENTIRE TWO-DAY program was translated simultaneously into Spanish to accommodate Rowe's South American distributors. Jorge Morfin handles the mike.



ROWE AC DISTRIBUTORS watch the unveiling of the new Diplomat phonograph. Note the Chicago contingent in the second row: Sam Gersh and Mr. and Mrs. Eddie Ginsburg of Atlas, and Paul Huebsch, Rowe regional man.



EDDIE GINSBURG, of Chicago's Atlas Music, "... the man who sold more Rowe AMI phonographs last year than any other distributor," stands with his pretty wife and Mrs. Charles McDowell, Southern Amusement Company, Memphis.



TALKING SHOP: Emil Rollnick, Hubshmann; and Jay Lynch, Ed Holyfield, and Mrs. Lynch, all of Lynch Distributing Company, New Orleans.



PAT O'MALLEY gives Mr. and Mrs. Bob Edinger, Houston, their tickets to Puerto Rico. Edinger, a Rowe regional man, won the firm's prize for exceeding sales quotas.



JACK HARPER, center seated, flanked by Fred Pollak, Rowe vice-president and Pat O'Malley, Canteen president, pose with representatives of the firm's international distributor contingent.



KENNETH GLENN, ST. PAUL (left) introduces Billboard's Nick Biro, Chicago, to Mr. and Mrs. Leon Nick of Bush International, San Juan, Puerto Rico.



SURPRISE OF THE EVENING. Carmel Quinn, a guest of the convention, comes to the stage to entertain at the Thursday evening banquet. She's introduced by Jack Harper.



LISTENING ATTENTIVELY to a seminar on financing are (l. to r.): Claud Conners and Wolf Lebovitz, Southern Amusement Company, Birmingham and Memphis respectively. Behind Lebovitz is Jack Dunwoody, Rowe. The charming lady on the right is Flora Kennerley, Sparks Specialty, Atlanta.



HENRY HUBSHMANN, Hubshmann Finance, Canteen subsidiary, goes over the finance business with Jack Harper, Rowe AC president, and Pat O'Malley, Automatic Canteen Company of America president.

JERRY MARCUS, Rowe executive, conducts one of three financing seminars for Rowe distributors. Others on the panel: George Contarsy, Commercial Discount; Emil Rollnick, Hubshmann Finance; and Bill Tupka, Chemical Bank.



DICK MUELLER, John Moyer and Harold Brogdon of Rowe conduct a technical seminar on the new Diplomat phonograph. Three such sessions were held to accommodate all distributors.

Southern Calif. Trade To Talk Legislation



GEORGE MILLER:
Active Legislator

By RAY BRACK

LOS ANGELES — Prospective 1965 legislation at State and local levels bearing on the coin machine business will be the major topic of discussion at a meeting of the Southern California chapter of the California Music Merchants' Association here Thursday (21).

Uppermost in the minds of many of the businessmen attending the meeting at California Music Company, 2933 West Pico Boulevard, will be the 5-cent cigarette tax increase proposed by some State legislators.

"We expect a lot of legislative action on both the State and local levels this year," declared George Miller, president and managing director of the 33-year-old State association and long-time leader in the Music Operators of America before his retirement last year.

CMMA, headquartered in Oakland, has chapter offices in Stockton, Sacramento, North Hollywood and Bakersfield.

Beside Miller, other officers are C. G. Silla, first vice-president, Oakland; Bud Patton, vice-president, Modesta; Walter Hemple, vice-president, San Fernando, and Ben Murillo, secretary-treasurer, Oakland.

The association's board of directors includes Marvin Jones, North Hollywood; Gabe Orland, Los Angeles; Fritz Althaus, Oakland; Clyde Love, Visalia; Ben Stetson, Oakland; Henry Leyser, Oakland; Frank Morgan, Oakland; William Black, Bakersfield; Dave Wichman, Sacramento; Sam Tessler, Oakland.

Push Discotheque in South

MEMPHIS — The employees at Sammons-Pennington Co., Seeburg distributor, are talking



about nothing but "Discotheque" these days and the man doing the most talking is president George Sammons.

"We're going to blanket the area with Discotheque," said Sammons. "We're going to bring France to the South."

In case you hadn't heard, Discotheque is the new dance craze sweeping the country.

Seeburg is pushing the devel-

opment in its 1965 sales program and Sammons, one of the best salesmen in the South, is enthusiastic about it. He has the equipment and is hard at work. The first Discotheque club in Memphis is expected to open shortly.

Pinball Thief

MANCHESTER, N. H. — Charged with stealing \$90 from three pinball machines at Homer's Taxi on West Central Street here, Lionel E. Belanger, 29, was indicted by a Hillsborough County grand jury. The machines were the property of John Lazar, Lazar Music Company.

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DS160H	\$845.00	2310	\$325.00
AY160H	750.00	2250	245.00
AQ160H	645.00		
222SH	425.00		
201	295.00	1458	\$295.00
L-100	295.00	1454	195.00

Wall Boxes	
Seeburg 3W1 (100 Sel.)	\$19.50
Seeburg D3WA (200 Sel.)	39.50
AMI W-200	39.50
Wurlitzer 5250 (50c)	\$39.50
Wurlitzer 5200 (200 Sel.)	29.50
Wurlitzer 5210 (100 Sel.)	24.50

Vending Machines	
CANDY	
National 10 Col.	\$249.50
Rowe 11 Col.	169.50
MISC.	
MarVend Chip Vender	\$249.50
Superior Gum Vender	24.50
BOWLERS	
United 16 Ft. Cameo	\$495.00
United 16 Ft. Frolics	495.00
United 16 Ft. Futura	795.00
United 16 Ft. Capri	750.00
United 16 Ft. Tip Top	425.00

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SAVOY . . . 340	ROWE 77 CANDY . . . 195
TIP-TOP . . . 390	ROWE 20-700 CIG. . . 225
CLASSIC . . . 425	ROWE 86 CIG., 14 Col. 145
BOWLERAMA . . . 695	ROWE 145 SANDWICH . 150
	SEEBURG E-2 CIG. . . 190
	CORSAIR 30 CIG. . . 165
	CONTINENTAL 30 CIG. 225
	DuGRENIER 12 . . . 95
	AVENCO COFFEE—
	Powder w/Choc. . . 225
	VENDO Pre-Select MILK 325
	ABT DOLLAR BILL
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Debut New Rowe Diplomat

• Continued from page 58

rack, and optional money meter. Rowe has also instituted a new quality control system for all its subassembly parts which it says will virtually eliminate production failures.

The phonograph has been redesigned along the console theme and is available with a variety of optional fronts, making it suitable for locations with different decors.

The unit has a Shure Dynetic cartridge with diamond stylus. Power output is 25 watts per channel.

The Rowe-AMI "Stereo-Round" speaker system has been retained with a number of refinements. The unit has a treble range control and a bass boost control with automatic volume control and automatic record quality control circuitry included.

N. Y. License Act

• Continued from page 58

passage of the proposed licensing bill in this session of the State Legislature.

Mrs. Millie McCarthy, New York State Operators Guild, was invited to address the meeting and provided background information on the proposed licensing legislation, its advantages and means by which operators can work to assure its passage.

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Seeburg Ends Year With a 27% Hike

CHICAGO — The Seeburg Corporation chalked up a 27 per cent gain in sales last year, pushing the company's total volume from \$59,945,510 to a record \$76,426,762.

Delbert Coleman, chairman, said the increase in volume was largely attributable to gains in the sale of vending equipment, although other company operations also showed improvement.

Coleman noted that foreign sales had risen substantially and that the company's expanded research and development program had led to the introduction during the year of such products as the firm's income totalizer, three new lines of venders, a full line of electric organs and the company's packaged discotheque program.

Predicts Continued Growth
Coleman predicted continued growth in 1965 based on the growing demand for vended

goods coupled with the benefits Seeburg anticipates for the increased production capacity of its new Chicago plant, scheduled for operation by April.

This is the fourth consecutive year in which Seeburg has increased both its volume and profits. Going along with the 27 per cent increase in sales is an even more spectacular 38 per cent increase in profits, raising the company's earnings from \$2,763,313 in 1963 to \$3,819,045 in 1964.

On a per-share basis, the earnings are equal to \$1.70 on 2,244,155 shares, compared to 1963 figures of \$1.33 on 2,080,230 shares outstanding. (All 1963 figures have been restated to include Williams Electronics Manufacturing Corporation on a pooling-of-interest basis, and shares issued in final payment for the 1961 acquisition of Qualitone.)

Recent

STEREO RELEASES for Music Operators

SEEBURG LITTLE LP'S

Pop Vocal

Gene Simmons—"Jumpin' Gene Simmons" **Hi**
Haunted House . . . Bony Moronie . . . Rock Around the Clock
. . . Slippin' and Sliddin' . . . Just a Little Bit . . . No Help Wanted

Pop Instrumental

Bob Leaper—"Big Band, Beatle Songs" **London**
It Won't Be Long . . . She Loves You . . . Love Me Do . . . A
Hard Day's Night . . . There's a Place . . . Do You Want To
Know a Secret

C&W

Patsy Cline—"Today, Tomorrow & Forever" **Hilltop**
Walkin' After Midnight . . . Love Me, Love Me, Honey Do . . .
Yes, I Understand . . . Just Out of Reach . . . Don't Ever Leave
Me Again . . . I'm Blue Again

Johnny Norton—"The Voice of Johnny Horton" **Hilltop**

It's a Long Rocky Road . . . Shadows of the Bayou . . . Old
Gobbler . . . Words . . . My Home in Shelby County . . .
Banks of the Nile

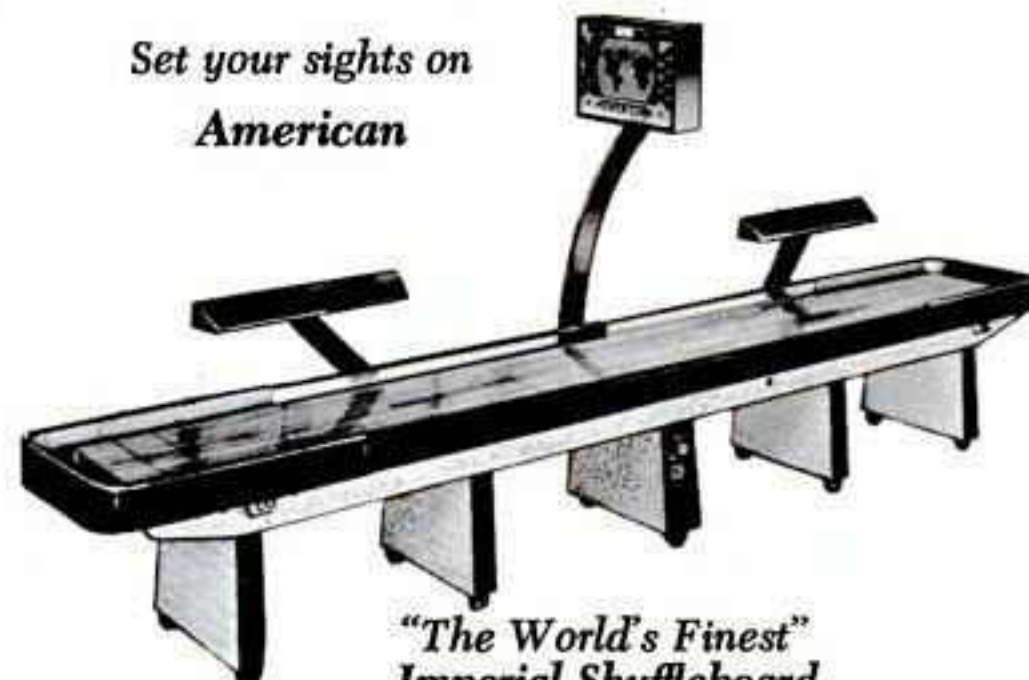
Hank Locklin—"Born to Ramble" **Hilltop**

I'm Gonna Copyright Your Kisses . . . To Whom It May
Concern . . . Golden Wrist Watch . . . Let Me Be the Oone . . .
Who You Think You're Foolin' . . . Our Love Will Show
the Way

"Artist of the Week"

Floyd Cramer—"Cramer at the Console" **RCA Victor**
White Silver Sands . . . Take Me . . . Have You Ever Been
Lonely . . . Coconut Grove . . . Near You . . . Vaya Con
Dios . . . On the Rebound . . . Moon River . . . Tricky . . .
Last Date

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Milwaukee Party Debuts New Wurlitzer Phonos

MILWAUKEE — The new Wurlitzer phonographs and remote speaker wall box were shown initially to the trade here following the meeting of the local trade association at the Ambassador Hotel.

Hosting some 50 persons was Harry Jacobs, Jr., president of United, Incorporated. Present for the equipment debut were Wurlitzer service manager C. B. Ross from Buffalo and district sales manager Bert Davidson.

Following a buffet dinner, the businessmen "kicked the tires" of the new Wurlitzer model 2900 (200 play) and 2910 (100 play) phonographs.

Subsequent showings of the new equipment will be conducted by United on January 19 at the Northland Hotel in



HARRY JACOBS JR.

Green Bay; January 20 at the Hotel Wausau in Wausau and at the Hotel Lorraine in Madison on January 21.

Milwaukee Assn. Re-Elects Hastings, All Other Officers



SAM HASTINGS: Perennial Prexy

MILWAUKEE — The Milwaukee Phonograph Operators Association in a meeting last Monday evening (11) re-elected all incumbent officers and directors for 1965.

Returning for his seventh consecutive term as president is Sam Hastings, veteran coin machine operator and distributor.

"I'm beginning to wonder if I'll ever escape this office," Hastings remarked.

Other officers serving another term are vice-president James Stecher, Novelty Service Company, and Jerome Jacomet,

Red's Novelty Company, secretary-treasurer.

Re-elected board members are Doug Opitz, Wisconsin Novelty Company; Robert Puccio, P and P Distributing Company; Arnold Jost, Arnold Service Company, and Joe Beck, Mitchell Novelty Company.

During the meeting at the Ambassador Hotel the businessmen discussed trade trends during 1964 and speculated about 1965 prospects.

"The loss of locations in Milwaukee combined with sale and consolidation of routes has caused our membership to dwindle," Hastings commented. "Milwaukee once boasted at least 100 operators. Today there are about 30."

Following the election, the members attended a buffet luncheon and product showing hosted by United Incorporated's Harry Jacobs, Jr. (See separate story).

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 Four Bagger Baseball Game. 65.00
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ARCADE EQUIPMENT	Chester Pollard	Muto. Flip Type
Arizona Gun \$295	Football \$ 95	Movies, Fl. M. ... \$175
Auto Photo #9 695	Ex. Hi-Ball 75	Munves Set Shot
Auto Photo #11 1395	Ex. Space Age 125	Basketball 195
Auto Photo #14 2195	Evans Hole-in-One 95	Panorams, Capitol ... 275
Bally Fun Phone 75	Evans Bat-a-Score 125	Panorams, Mills 375
Bally Golf Champ 150	Fist Striker 125	Shoe Shiner 150
Bally Periscope 125	Genco Grandma 195	Southland Speedway, 2 Pl. 325
Cap. Midget Movies. 110	Genco 2-Pl. Basket- ball 125	Time Trial Speedway 395
C. C. Basketball	Genco Motorama 175	Wms. Sidewalk
Champ 125	Genco Quarterback 125	Engineer 110
C. C. Pro Basketball. 275	Horseshoe Vendors 125	Wms. Peppy 195
C. C. Goatee 110	Hi-Fly Baseball 125	Wms. Ten Pins 125
C. C. Pro Hockey 275	Ingo Floor Grip 50	Wms. Ten Strike 125
Chester Pollard Golf. 95	Jet Pilot 175	Wms. Crane 125
	Kayo Champ 150	Wms. Road Racer 195
	Keeney League Leader 95	Hole-in-One, golf putting mach., 9' 395
	Little Pro Golf Game 275	Pro-Golfer, multi- player golf putting 495
	Metal Typer,	Pokerinos 275
	Standard 225	United Bowl-a-Rams, 20' 650
	Metal Typer, Harvard 195	Bally Bowlers, 16' ... 650
	Midway Raceway 325	
	Muto. Lord's Prayer. 135	



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BUSINESS PROFILE

• Continued from page 53

served vintage Cadillac and Packard which they use as family cars.

"This lends the less-than-wealthy image so important to us in our distributor relationship with operators," Smith says in jest.

The partners, friends from boyhood, had a double wedding in 1956 and their wives have

become indispensable adjuncts to the operation.

Consulting a wall chart, Blanche Smith will pick up the telephone and contact any route-man at any given time.

"We know where they should be and they know that we know it," she explains.

Sponsorship

The firm's involvement in Retarded Children Sponsorship has three functions. It is the Smith's

personal response to the birth of a retarded daughter. It is also an excellent means of acquiring new locations. And it also protects and advances the bulk vending public image, ensuring minimum legislative interference with the business.

Smith and Thompson do not evade this view of Sponsorship.

"Every significant and successful charitable program has been based upon a sound commercial operation," Smith declares, and he alludes to the Ford Foundation the Kennedy Foundation and similar agencies.

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Scopitone Paces Tel-A-Sign Record

CHICAGO — Record third fiscal quarter earnings by Tel-A-Sign, Inc., announced last week by president A. A. Steiger were attributed to brisk activity in the firm's Scopitone division.

Steiger said the division, which imports coin-operated music-movie machines from France, will begin manufacturing the item in the U. S. next month. The firm currently is importing about 100 machines a month.

Steiger predicted that Tel-A-Sign will produce 5,000 of the \$3,500 Scopitone boxes in 1965 and said distributors have already placed orders for half that number.

Earnings

Tel-A-Sign, manufacturer of advertising signs and displays, reported fiscal nine-month earnings of \$306,003 on sales of \$5,520,662, or 13 cents a share.

Two other firms are importing machines similar to Scopitone equipment.

Defiance Industries has U. S.

distribution rights to the French-made Cinematic unit and Cinevision Corporation of America is importing an Italian product called Cinebox.

Cinevision officials report that more than 500 Cinebox units have been delivered to U. S. distributors and that the firm will be manufacturing the units domestically this summer.

Rock City In New Spot

NASHVILLE — Rock City Distributing Company has completed its move to new quarters here in time for open-house festivities and the introduction of the new Wurlitzer phonograph January 17, 18 and 19.

According to Kenneth Brake, the firm's new quarters at 615 Murphysboro Road provides 14,000 square feet of space.

Shaffer Named Outlet For Williams-United



EDWARD SHAFFER

COLUMBUS, Ohio—Shaffer Music Company, distributors of Seeburg music and vending

equipment, has been named Ohio, Kentucky and West Virginia distributor for the Williams-United line of amusement games produced by the Williams Electronic Manufacturing Corporation, a Seeburg division.

Shaffer Music was founded more than 30 years ago and now has branch offices in Cincinnati and Cleveland. President of the firm is Edward Shaffer. Vice-presidents are Tom Reed, Bernie Flynn and Larry Hornbeck, who is Cleveland branch manager. The Cincinnati branch is managed by Mel Shone.

Reed will soon assume the position of sales manager for the firm, in addition to present duties.

Currently in the Williams line-up are the Whoopee four-player, Zig Zag single-player, Matador ball bowler and Mambo shuffle bowler.

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Adirondack Ops to Form Association

TUPPER LAKE, N. Y.—Adirondack Mountain area operators have taken the first step in the organization of a regional coin machine association.

Jack LaHarte, Saranac Lake, and Duke Huntington, Lake Placid, last week summoned fellow operators in this resort

area to discuss national and local legislative problems. Out of this meeting may come a coin machine organization.

Guest at the meeting was Mrs. Millie McCarthy, president of the New York State Operators Guild, who discussed prospects for the introduction into the New York State Legislature of a licensing bill. Such a bill was passed last year but vetoed by Governor Rockefeller.

Alterations Bill

Mrs. McCarthy also reported on how the State Liquor Authority alterations bill affects coin machine placements. She also commented briefly about the umpteenth attempt to remove the performance royalty payment exemption granted to juke boxes. The bill has been introduced by Rep. Emanuel Celler (D.-N. Y.).

Plans for the formation of an Adirondack Regional Operator's Guild within the framework of the New York State association were discussed. No date was set for the next meeting, but LaHarte said that flyers would be sent out announcing it shortly.

Among the operators present were Tom Oddy, Lake Placid; Lyman Lawrence and Frank P. Pebbles, Watertown; Al Martin and William Hardy, Malone, and Henry Genter, Brownsville. Also present were Charles Daggett and Henry Knoblauch, Glens Falls; Paul Brock, Whitehall, and Jack Driscoll, Avon.

Distributors represented were Bob Catlin, Bilotta Enterprises, Albany; Joe Hoffman and Max Dozeretz, Sheldon Sales, Buffalo, and Dock Burdick, Jack Shawcross and Joe Germaine, Rex-Bilotta, Syracuse.

Jack Cohen, 61, Head of Trade Group, Dies

CLEVELAND—Jack Cohen, owner of the Universal Music Company and J. C. Music Company here and president of the Phonograph Merchants' Association, died at his home here recently. He was 61 years old. Cohen founded the local coin

machine association 20 years ago and had been president from the founding until his death. He had also been president of the Ohio State Automatic Electric Phonograph Owners Association.

Active in industry public relations, Cohen organized Cleveland's Hit Tune Parties for teenagers and headed the Music Merchants' Division of the Jewish Welfare Fund.

He was president of the Seaway Acceptance Corporation and a member of B'nai B'rith,

the Beechmont Country Club and Divot Diggers.

He leaves his widow, Mrs. Gertrude Cohen; two daughters, Mrs. Donald Kurlander and Mrs. Louis Kusner; three brothers, a sister, and two grandchildren.



JOHN BILOTTA SALUTES THE NEW WURLITZER 2900
THE PHONOGRAPH THAT HAS EVERYTHING PLUS . . .
THE MUSICAL GOLDEN BAR

- reaps in the half dollars
- can't be found in any other phonograph
- encourages the timid soul

Bilotta is willing to lay 3-1 that any phonograph that has the Musical Bar will be worth 10 to 20 per cent more money than any competitive machine in two years' time. Just stop and think . . . if the Golden Bar takes in just ONE half dollar a day . . . that's worth \$175 more a year!!!
Just one more reason why the



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WURLITZER 2900

DIAMOND COIN MACHINE EXCHANGE, INC.
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| 1 Bally 2-in-1 | | 250 ea. |
| 1 CC Sun Valley | | 250 ea. |
| 1 CC World's Fair Gun | | 325 ea. |
| 1 CC Long Range Rifle | | 275 ea. |
| 1 CC All Star Baseball | | 185 ea. |
| 1 CC Batter Up | | 45 ea. |
| 1 CC Bull's-Eye | | 45 ea. |
| 1 Wms. Tom-Tom | | 285 ea. |
| 1 Wms. Valiant | | 185 ea. |
| 1 Wms. Oh Boy | | 350 ea. |
| 2 Wms. Extra Inning | | 275 ea. |
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| Southland Little Pro—NEW | | 350 ea. |
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| 1 Southland Speedway Kiddie Ride | | Call or Write |

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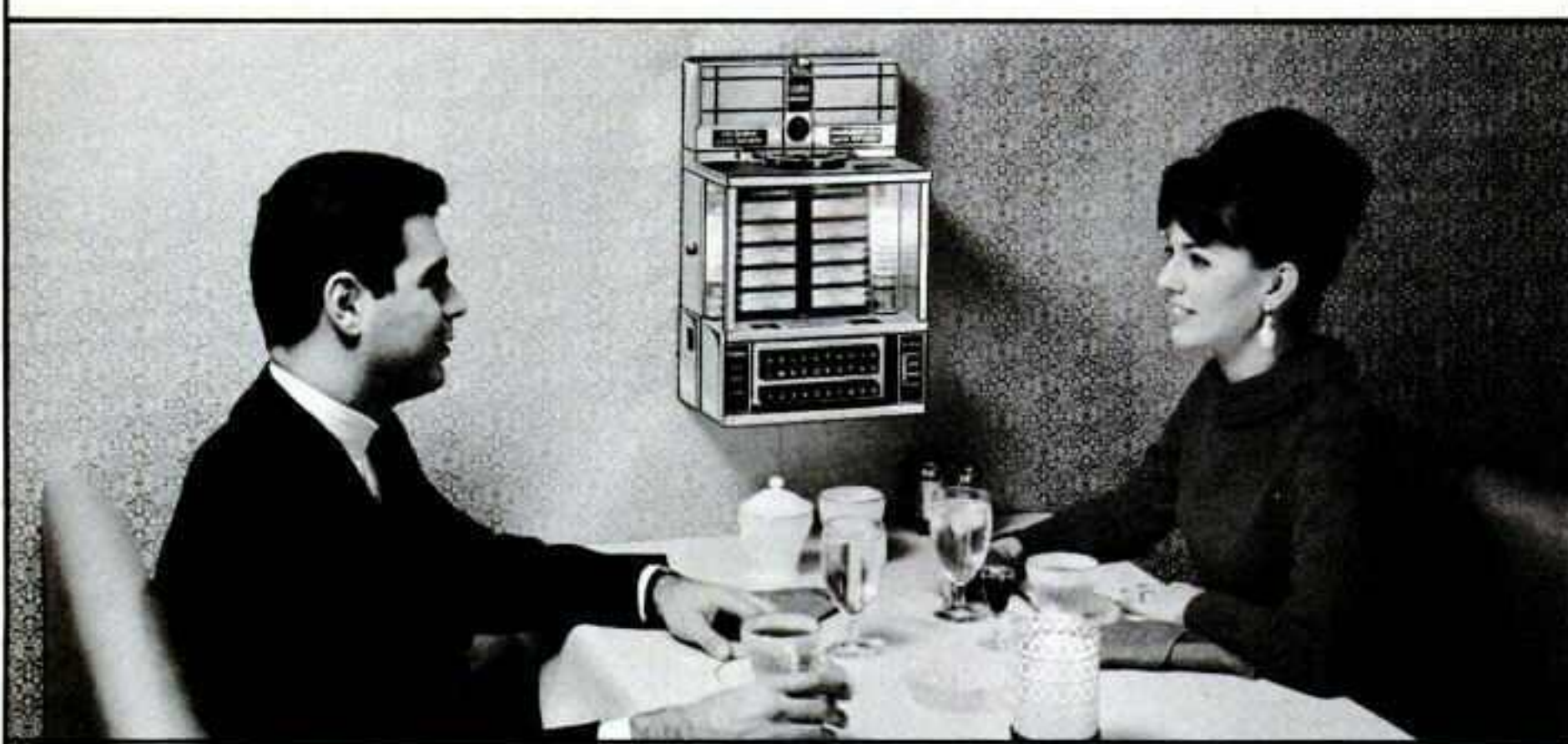
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WURLITZER MODEL 5220 REMOTE SPEAKER WALL BOX



Only wall box to offer little LP's plus top tune selections. A great profit-making companion for the magnificent new 2900. Come in to see and hear it.

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COINMEN in the news

PHILADELPHIA

The new year marked 30 years of operation for Elgee Vending Service, specializing in cigarette and candy vending machines from quarters in the Kensington section of the city. Firm was established by Louis Goldenstein, who is active in the Cigarette Vendors Association of Eastern Pennsylvania, with Martin Marshall, in the business for some 15 years, a partner in the operation. Both operators are active in Brith Shalom and other local organizations. . . . Mrs. William S. Fishman, wife of the president of Automatic Retailers of America, was profiled in the current issue of Center City Philadelphian magazine, which pointed out that she and her husband are tireless travelers and both known collectors of paintings and antiques which adorn their imposing center-city home. . . . Coin-A-Matic, Inc., has received a charter of incorporation for the operation of coin-operated car washes and general vending machines. The legal details were handled by the local firm of Vinikoor, Fein, Criden & Johanson. . . . Active Amusement Company has filed application with the Pennsylvania Department of State to dissolve its corporate status following action by its stockholders and board of directors.

MAURIE H. ORODENKER

MILWAUKEE

Following the local trade association election meeting (see story elsewhere) last Monday night, United, Incorporated's Harry Jacobs Jr., hosted a flock of area businessmen for a buffet and showing of the new Wurlitzer phonographs at the Ambassador Hotel here. Milwaukeeans in attendance were Joe and Ervin Beck, Mitchell Novelty Co.; James Stecher and Harry Horvath, Novelty Service

Co.; Sam and Jack Hastings, Hastings Distributing Co.; Arnold Jost, Jost Coin Machine Co.; Edwin and Ronn Puzia, AAA Vendors; John Brancroft; Vince Waters; Bob Pucci, P&P Distributing Co.; Vern Duerstein, Lad Amusement Co.; Frank Bartnik, Banaco Music Co.; George Spheeris, Spheeris Tobacco Co.

Leslie Reder and Carl Staska, L & R Distributing Co.; Jerome Jacomet, Red's Novelty Service; Charles Opitz; Walter Brown, Metropolitan Coin Co.; William Zajc, Studio Phono Co.;



SITTIG Dave Jakubowski; Andy Hood, Mitchell Novelty Co.; Earl Lindy, L & S Service Co.; Glenn Grubb and Ernie Spitznagle, Wisconsin Novelty Co.; Woody Johnson, Gilwood Reid Service; Doug Boone, Ralph Gerspach, Russ

Townsend and Joe Jarmusz; John Bertile, Edgar Whiteley and Arnold Wagner, G & W Vendors.

In from Menomonee Falls were Fred Braun and Earl Epler, Suburban Vending Co., and Joe Klingman, Clarence Schermeister and Maynard Popp, Roundy's Coin Co.;



BRUN were in from Okauchee. Quinton Williams, Jerry Williams and Roland Reinke were over from Ripon; Caspar Sittig, Cap's Amusements, Racine, and Bert Davidson came up from Chicago.

From United, Incorporated, were Jacobs, Harry Jacobs Sr., Joe Kernz, Willie Lipsey, Mark Case and Margaret Messier. Also present was C. B. Ross, Wurlitzer service manager, North Tonawanda, N. Y.

BEN OLLMAN

Wurlitzer Unveils Phono and Wallbox

• Continued from page 54

coins and can be pre-set to offer from one to 15 plays per coin.

The phonograph can be personalized with a changeable location name-plate strip. Two additional dome panels permit display of five little LP album covers or a single seven-inch cover at the left side of the dome and the inclusion of a variety of play instruction panels at the right side.

These panels may read: A Program of Top Album Music—Automatic Selection of Top Tunes—Little LP Album Music—Dance-O-Tek Music — or other specialties.

Matched Inlays

The dome frame is constructed of chrome-plated die cast sections. The upper rear portion of each side has an inlay of the vinyl covering to match the light or dark finish of the cabinet.

The new, re-designed grill is of corrugated stainless steel sheet, alternately polished and painted in horizontal and vertical lines, giving a checkerboard effect. The grille appears solid but is perforated with tiny holes permitting the sound to come through.

An improved turntable follows the practice of professional studio turntables by utilizing a double belt from the motor shaft to the flywheel. It results in positive record speeds.

New Sound System

With the exception of the Sonotone dual-stylus pickup and the speaker complement, the 2900 has an entirely new sound system. The solid-state amp provides 25 watts per channel, seven more than previously offered. Separation capability and automatic level control has also been increased.

Barretters protect the power transistors from an accidental short or heavy overload. Check-points are provided on the printed circuit board for transistor failures.

Output stages are modules that can be removed for replacement or bench repair. A stereo-mono switch permits choice of mode of reproduction. Bass and treble tone controls have three positions and are separate for each channel.

Simultaneous Mono & Stereo

CV output terminals permit simultaneous mono and stereo reproduction (in separate rooms) without one affecting the other.

Among popular service features retained are: Replaceable control relays in all circuits for audio and selection; a sixth relay (previously five) added to permit the playrak to register two quarters as well as a half-dollar for 10-tune selections; acoustically compensated loudness control; bass and treble boosted at low listening levels; and an optional motor-driven volume control.

The phonographs are available with several model options. The 200-selection 2900 series includes the 2900-1 with no special equipment; the 2900-3 with Golden Bar, the 2900-4 with Little LP and the 2900-7 with Golden Bar and little LP. The 100-selection model comes with the same options. All models come less stepper.

A public-address microphone is available for the 2900 in kit form.

Coming Soon:

Jan. 19—Associated Buyers Club meeting, Chef Alberto's Restaurant, 3001 Peterson Avenue, Chicago, Ill., 7 p.m.

Jan. 21—California Music Merchants Association meeting (Southern California chapter); Los Angeles, 2933 W. Pico Blvd., 6 p.m.

Jan. 23-24—Illinois Coin Machine Association banquet and meeting, Holiday Inn South, 7 p.m., Sat.; 1 p.m., Sun., Springfield, Ill.

Jan. 28—Chicago Recorded Music Association meeting, Water Tower Inn, 6:30 p.m.

Feb. 16—Coin Machine Division of Philadelphia Allied Jewish Appeal annual dinner, Warwick Hotel, Philadelphia, Pa.

Feb. 21—North Carolina Coin Operators Association meeting, Charlotte, N. C.

Here are More Little LP's

These great new Hilltop Records releases will help you build increased location volume. Available in LP albums only.

Enjoy a greater range of selectivity for every customer listening taste. And . . . they'll sound better in full dimensional stereo from the new Rock-Ola Grand Prix phonograph (shown below), and the just introduced compact Princess Royal phonograph.

With every stereo operator program, you get a full color, 7-inch album cover, 6 miniature color covers and 20 printed title strips. Don't miss out on the increased play these new releases will bring. You can order them now from your local record distributor, one-stop, or Rock-Ola distributor.

If you have not seen and heard a demonstration of the new Rock-Ola Grand Prix 160-Play phonograph, and the new compact Princess Royal 100-Play phonograph, then drop by your Rock-Ola distributor soon. You'll see that Rock-Ola again delivers outstanding design, beauty and versatility in a stereo, monaural phonograph. Both phonographs play 7-inch LP's, singles, 33 $\frac{1}{3}$, or 45 R.P.M. records in any intermix. Never before such unsurpassed selection, versatility and dimensional stereo sound, too.

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NEW
ROCK-OLA
GRAND PRIX
160 Play Prestige
Stereo-Monaural
Phonograph
Model No. 425



Artist: Patsy Cline
Title: Today, Tomorrow & Forever

- SIDE ONE**
1. Walkin' After Midnight
 2. Love Me, Love Me, Honey Do
 3. Yes, I Understand
- SIDE TWO**
1. Just Out Of Reach
 2. Don't Ever Leave Me Again
 3. I'm Blue Again



Artist: Johnny Horton
Title: The Voice Of Johnny Horton

- SIDE ONE**
1. It's A Long Rocky Road
 2. Shadows Of The Bayou
 3. Old Gobbler
- SIDE TWO**
1. Words
 2. My Home In Shelby County
 3. Banks Of The Nile



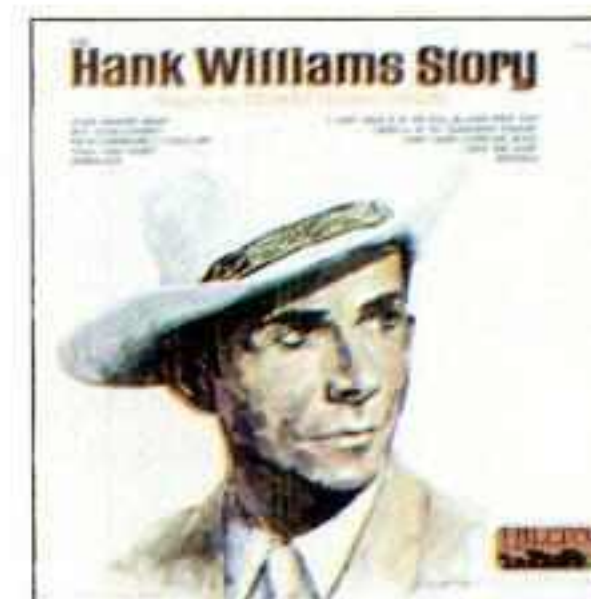
Artist: Hank Locklin
Title: Born To Ramble

- SIDE ONE**
1. I'm Gonna Copyright Your Kisses
 2. To Whom It May Concern
 3. Golden Wrist Watch
- SIDE TWO**
1. Let Me Be The One
 2. Who You Think You're Foolin'
 3. Our Love Will Show The Way



Artist: Floyd Tillman
Title: Floyd Tillman Sings His Greatest Hits Of Lovin'

- SIDE ONE**
1. Slippin' Around Saving Face
 2. I'll Take Anything I Can Get
 3. Sign Upon The Dotted Line
- SIDE TWO**
1. It Makes No Difference Now
 2. Gotta Have My Baby Back
 3. I'll Never Slip Around Again



Artist: Tillman Franks Singers
Title: The Hank Williams Story

- SIDE ONE**
1. Your Cheatin' Heart
 2. I'm So Lonesome I Could Cry
 3. There'll Be No Teardrops Tonight
- SIDE TWO**
1. Cold, Cold Heart
 2. I Can't Help It If I'm Still In Love With You
 3. Long Gone Lonesome Blues



Artist: Webb Pierce
Title: Just Webb Pierce

- SIDE ONE**
1. I Saw Your Face In The Moon
 2. High Geared Daddy
 3. I've Loved You Forever It Seems
- SIDE TWO**
1. Georgia Rag
 2. The Darkest Hour Is Just Before The Dawn
 3. Sweetheart, You Know I Love You So

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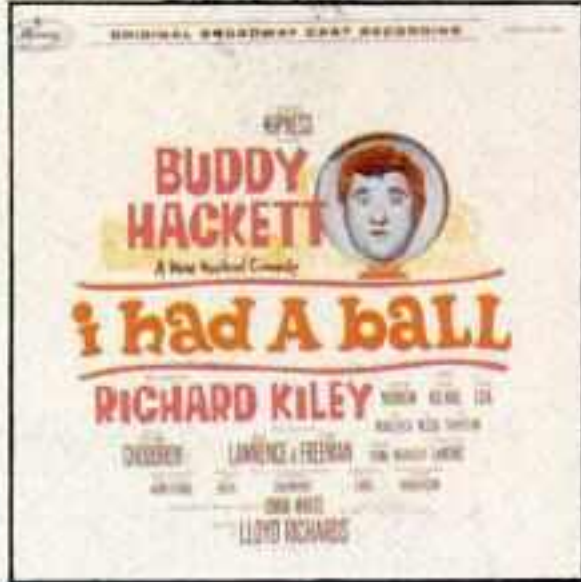


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

I HAD A BALL

Original Cast. Mercury OCM 2210 (M)

Jack Lawrence and Stan Freeman have come up with a brassy score for this Buddy Hackett musical. It has lots of drive and push and some vocal performances by Karen Morrow, Richard Kiley and Luba Lisa. Hackett's work is, unfortunately, limited, but he's all over the attractive package and that should help sell.



POP SPOTLIGHT

MR. LONELY

Bobby Vinton. Epic LN 24136 (M); BN 26136 (S)

Another winner: the youthful and zestful performer. Bobby has produced a hit single each time around since he hit it hot back in 1961. The performances are all easy-listeners on the teen-grooved romantic side. Included, of course, is his current hit, "Mr. Lonely."

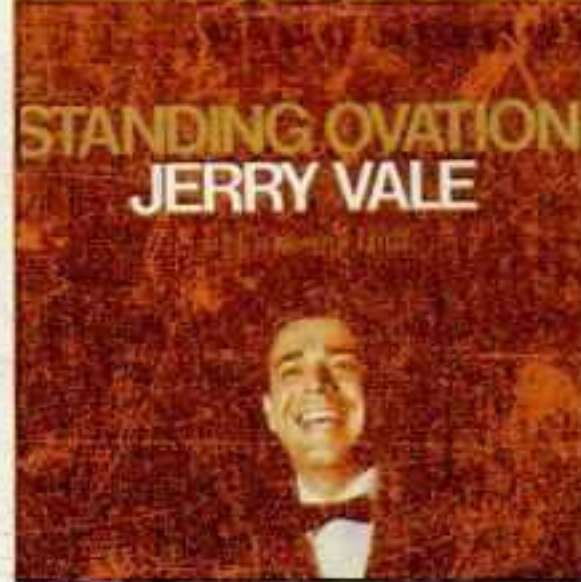


POP SPOTLIGHT

STANDING OVATION!

Jerry Vale. Columbia CL 2273 (M); CS 9073 (S)

Jerry Vale is riding one of his hottest streaks in singles and albums and this set will carry him even higher up the ladder. It's a recap of one of his sellout Carnegie Hall concerts in which he puts out with vocal fervor on such wide-ranged songs as "Hey, Look Me Over" to "O Sole Mio."

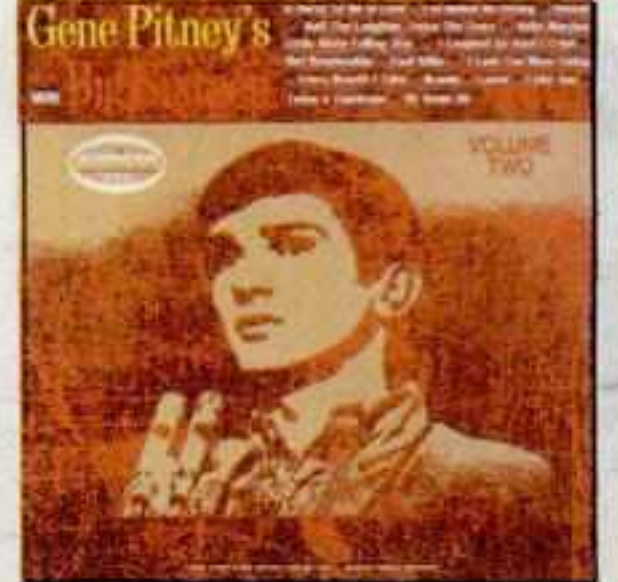


POP SPOTLIGHT

GENE PITNEY'S BIG SIXTEEN, VOL. 2

Musicor MM 2043 (M); MS 3043 (S)

As his successful original "Big Sixteen" album, Volume 2 should have the same sales impact. Gene, a top seller from the U. S. to Britain, Italy, Israel, Spain and Mexico, has included in this package such hits as "It Hurts to Be in Love," "I'm Gonna Be Strong," "Hawaii" and "Half the Laughter, Half the Tears."



POP SPOTLIGHT

THE HONDELLS

Mercury MG 20982 (M); SR 60982 (S)

In this, their second album, the Hondells take 12 rockers, including their recent "Buddy Seat" hit, and come off with an exciting teen package. Their musicianship is displayed in four instrumental cuts. They are in top form on "Honda Holiday," "Black Denim" and "My Little Bike." "Honda Holiday" sounds like a single possibility. Solid arrangements by Gary Usher.



POP SPOTLIGHT

JULIE ROGERS

Mercury MG 20981 (M); SR 60981 (S)

Impressive album debut by the British lark as she is backed by a combination of lush string and back-beat arrangements. It is a well-balanced program of teen and adult material, and Julie proves she can handle both types with authority, warmth and tenderness. Standouts are her hit single, "The Wedding," plus "I'll Be Around," "How Soon" and "Like a Child."



POP SPOTLIGHT

RHYTHMS OF BROADWAY

Mercury MG 20924 (M); CS 9024 (S)

Formerly part of a two-record set, "Rhythms and Ballads of Broadway," this material is now offered as a single album and an exciting package it is. Joanny gives his all to such Broadway hits as "Everybody's Coming Up Roses," "I Am in Love" and "Let's Do It." A special bow to arranger-conductor Ralph Burns for outstanding backing.



POP SPOTLIGHT

THE SEARCHERS MEET THE RATTLES

Mercury MG 20994 (M); SR 60994 (S)

Here are two exciting groups for the price of one. The Liverpool sound of the first group, The Searchers, featured on the British side and the Liverpool sound of the German group, the Rattles, are featured on the second. Both groups recorded in person at the Star Club of Hamburg.



POP SPOTLIGHT

TYPICAL AMERICAN BOYS

The Mitchell Trio. Mercury MG 20992 (M); SR 60992 (S)

Fresh material performed in their own familiar, distinctive style is the basis of this package. New works by top folk writers such as Shel Silverstein, Bob Dylan, Tom Paxton and Fred Hellerman is represented and performed in top form by the trio. Chad's rewrite on "My Name is Morgan" is a standout. Another chart winner.

POP SPOTLIGHT

MODERN SOUNDS OF HANK WILLIAMS

Epic LN 24130 (M); BN 26130 (S)

A fresh, exciting pop approach to the great country material of the late Hank Williams. Doubling in the vocal and arrangement departments, Buddy comes up with a powerful package. The filmed life story of Williams evidently inspired the album and Buddy gives his all as he swings some and adds warm touch to others.



POP SPOTLIGHT

BECAUSE I LOVE YOU

Jean-Paul Vignon. Columbia CL 2277 (M); CS 9077 (S)

French star Vignon displays outstanding vocal talent, warmth, sensitivity and tongue-in-cheek humor all his own. His renditions of "Misty," "A Woman in Love," "Teach Me Tonight" and "The More I See You" have the same appeal as do the successful Goulet and Franchi packages. Beautiful performances by Vignon and top arrangements by Richard Hayman and Frank Hunter.



POP SPOTLIGHT

PIANO—MY WAY

Neil Wolfe. Columbia CL 2239 (M); CS 9039 (S)

Here's a new recording discovery and a wizard of the keyboard. Neil Wolfe is in complete command and has a remarkable sensitive touch as evidenced in his unique arrangement of "The Sweetest Sounds." Humor prevails throughout "Wouldn't It Be Lovely," while jazz is carried out in swinging fashion throughout "Mountain Greenery" and "Gospel Waltz."



POP SPOTLIGHT

AND I LOVE HIM!

Esther Phillips. Atlantic 8102 (M)

Little Esther makes the transition into the adult field with amazing grace. She lends her unique style to such great evergreens as "Tis Autumn," "Shangri-La" and "Makin' Whoopee," and gives a fine jazz flavor to the Beatles' "And I Love Him." Arrangements by Ray Ellis and Mort Garson compliment every note she sings.



FOLK SPOTLIGHT

THE NEW CHRISTY MINSTRELS SING AND PLAY COWBOYS AND INDIANS

Columbia CL 2303 (M); CS 9103 (S)

Good title and inspired album cover photo will draw the Christy fans to this package and then the grooves take care of themselves. The package could clean up.



CLASSICAL SPOTLIGHT

BIZET: CARMEN

Maria Callas. Angel CLX 3650 (S)

The Callas will make this attractive four-LP set soar very quickly in sales. As a performer Callas is brilliant. She adds a compassion and passion to the role of the gypsy temptress that has never been heard before. Her singing is mostly of the highest quality. Nicolai Gedda, probably the best tenor around, and Andrea Guiot are outstanding. The stereo quality is remarkable.



COUNTRY & WESTERN SPOTLIGHT

MARION WORTH SINGS MARTY ROBBINS

Columbia CL 2287 (M); CS 9087 (S)

Versatility and interpretation are beautifully combined in this album by Marion, a best seller in the country field and no stranger to the pop field. Her sincerity and valiant voice do justice to these outstanding Marty Robbins compositions.



COUNTRY & WESTERN SPOTLIGHT

HEARTACHES AND TEARS

George Jones. Mercury MG 20990 (M); SR 60990 (S)

Currently one of the top best sellers on the United Artists label, this is a collection of the earlier Jones material. His hit, "Window Up Above," is included, as is his version of Hank Williams' "I Can't Help It." Most of the other compositions are penned by George and sung in his inimitable style.



JAZZ SPOTLIGHT

JAZZ IMPRESSIONS OF NEW YORK

Dave Brubeck Quartet. Columbia CL 2275 (M); CS 9075 (S)

All of the excitement and creativity usually associated with the music of Dave Brubeck is present in this commercial package. Brubeck gives distinctive impressions of New York. Supported by Paul Desmond on alto sax; Joe Morello, drums, and Eugene Wright on bass, the impressions range from Greenwich Village to Harlem.



JAZZ SPOTLIGHT

ESSENCE

John Lewis. Atlantic 1425 (M)

This is the stuff that fine jazz is made of: the compositions and arrangements of Gary McFarland and the piano delineation of John Lewis. McFarland's work helps bring out the best in Lewis, and the pianist with the aid of an understanding orchestra bring out the best in McFarland.