

Billboard

The International Music-Record Newsweekly

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

Rodgers Stages Runaway— In Groove on All Fronts

By MIKE GROSS

NEW YORK — Richard Rodgers will be dominating the record business within the next few months. The veteran composer will have productions going for him on the Broadway stage, motion pictures and TV, and a flock of record companies are already at work to tie in with this unprecedented show business spread.

Leading off the record company activity will be RCA Victor and Columbia Records. Victor has the soundtrack of "The Sound of Music" and Columbia has the original Broadway cast album of "Do I Hear a Waltz," as well as the original cast version of the TV special, "Cinderella."

Not to be shut out of this Rodgers runaway, many other labels already have plans in the works to cover the scores of "The Sound of Music" and "Do I Hear a Waltz" with their own album and single disk versions. Never before has one composer had so much current product available as Rodgers with the upcoming releases on these two productions.

The record company drives on Rodgers, who first clicked in collaboration with Lorenz Hart with "The Garrick Gaieties" 40 years ago, is best explained by Goddard Lieberson, Columbia Records president. In an exclusive statement to Billboard,

Lieberson said to me the other day: 'How is Richard Rodgers' score for his new show?' 'Simply marvelous,' I answered. 'Have you heard it?' asked my friend. 'No,' said I. 'But then ...' said he. I was not being facetious, I was simply expressing something which I know to be true—that if Richard Rodgers writes a score, it is inconceivable that it will not contain two, three, four or more beautiful songs. His is an extraordinary gift. For example, who else could have opened a musical, as he did 'No Strings,' with a ballad, compelling, ingratiating and lyrical, when most shows are lucky if they can get started with a 30-piece orchestra pushing along solo singers, a chorus, assorted rhythmic hand-clapping, dancers, hoof-beats, marching elephants, and whatever else can be used to hopefully get the show off the ground?"

(The original Broadway cast album of "No Strings," incidentally, was issued by Capitol Records.)

Rodgers' new show, "Do I Hear a Waltz," marks a departure for him in that it is his first collaborative effort with Stephen Sondheim. Rodgers did the score for "No Strings" alone and collaborated with the late Oscar Hammerstein 2d on "The Sound of Music" and "Cinderella." Sondheim previously collaborated with Leonard Bern-

stein on "West Side Story" and with Jule Styne on "Gypsy." He worked alone on the scores for "A Funny Thing Happened on the Way to the Forum" and "Anyone Can Whistle."

"Do I Hear a Waltz" is scheduled to open on Broadway in March. The musical stars Elizabeth Allen and RCA Victor's Sergio Franchi.

The "Cinderella" album will be released in conjunction with the CBS-TV airing in February. The production stars Ginger Rogers, Celeste Holm, Walter Pidgeon and Leslie Warren. Rodgers and Hammerstein's "Cinderella" was originally televised by CBS in 1957 with Julie Andrews in the title role. Columbia also issued a cast album of the production. For the new "Cinderella" production, Rodgers wrote the words and music to several new songs.

The RCA Victor album of the soundtrack is scheduled for release in March, just before the film's world premiere. At that time, an extensive advertising, promotion and publicity campaign will be launched by Victor to support the album.

The film, a 20th Century-Fox Todd-AO De Luxe Color version of the Broadway hit, stars Julie Andrews and Christopher Plummer. Co-starring are Eleanor Parker, Richard Hadn and Peggy Wood.

In announcing the acquisition
(Continued on page 8)

New Teamup Shows Results for London

NEW YORK—The team-up of Herb Goldfarb and Walt Maguire in the operational structure of London Records last year is paying off for the company. With Goldfarb as national sales manager, and Maguire as manager of pop artists and repertoire and sales, London has just come off one of its most profitable years and is looking to 1965 as one of expansion in all areas.

The expansion program is wide-ranged, covering pop product from England and Memphis, a build-up of classical imports for its Da Alte Werk series, an expansion of its recently formed domestic record tie, Coliseum Records, which debuted last month with Tutti Camarata's "Tutti's Trombones," as well as embarking on an extensive opera program which will be launched with "Die Gotterdammerung" early in the year.

According to D. H. Tollerbond, London's executive vice-president, the program should make the company considerably bigger in 1965 and even bigger in 1966.

London's product diversity was demonstrated to its fullest extent late last month when the company was working on the Rolling Stones and Sir Winston Churchill. Both are hitting a hot sales score for the company. The Rolling Stones with its singles and album releases and Sir Winston with a \$100 package of his speeches. Goldfarb reported that more than 1,000 Churchill albums already have been sold.

For 1965, Goldfarb and Maguire will continue to stress the artists who've been scoring for them in the past year. Among them are Mantovani, the Bachelors, the Zombies, the Nashville Teens, the Bill Black Combo, Willy Mitchell and Gene Simmons. Black, Mitchell and Simmons, incidentally, represent the "Memphis Sound" which Joe Coughie has been turning out for London through Hi Records.

There also will be an expansion of the "Phase 4" program that includes such artists as Stanley Black, Johnny Keating, Frank Orandel, and Ted Heath.

EMI: Empire Spreading Its World Image

By ANDRE De VEKEY

LONDON — Electrical Musical Industries, in deciding to enhance its international image by using a new logo on jackets, promotion material and all advertising, spells out once again the "one world" concept of the record business. Millions will see the design which brings together the labels from one fountainhead: HMV, Angel, Columbia, Capitol, Pathe, Odeon, Parlophone. LP and EP cover designs are usually the same wherever an EMI record is issued (either finished sleeves, fronts or color separates are shipped for local product), but as it is not possible to use label trade-marks in every country due to some local registration problems, the creation of the new logo (introduced during 1964), enables EMI to present to the public a common image throughout the world.

EMI has 25 companies plus 20 manufacturing licensees sited strategically throughout the

(Continued on page 16)

Mercury Names Scott in Spoken Word Expansion

CHICAGO—Mercury Records is launching a full-scale push into the spoken word field and has named Joe Scott, New York playwright and writer, its director of dramatic plays.

Scott will head a department that will produce material on the Mercury label but with special promotion and packaging. He'll be assisted by his brother Bob Scott, well-known musician, composer and arranger.

In making the announcement to Billboard, Irwin Steinberg, Mercury executive vice-president, noted that the firm wished to expand its entry foothold in a field in which it already recorded Arthur Miller's "After the Fall," being done in New York's Lincoln Repertory Center.

Mercury is also negotiating for "Incident at Vichy," another Miller production.

Record and Buy Masters

Scott will not only record original material but will purchase existing masters. Steinberg noted that the principle medium of ex-

posure for this type material would be FM and college radio stations.

He credited much of the interest in the spoken word field to the younger generations which were becoming more exposed to literature.

"With the growing college population, there is a greater interest in preserving ideas expanded in dramatic plays beyond the limited attendance of the plays themselves," Steinberg said.

He noted that records would be used to capture significant dramatic works by specific artists just as records have been used to do this in the field of music for many years.

Joe Scott was most recently associated with "Sunday," which is to go on Broadway, and together with his brother Bob, wrote the opera "Amarantha." Bob wrote the music for "Taste of Honey" and has been arranging for Bobby Darin, Sarah Vaughan and Harry Belafonte.

RCA to Issue Caster Of Flora, Red Menace

NEW YORK — RCA Victor will release the original Broadway cast album of "Flora, the Red Menace," the musical which will mark the Broadway debut of Liza Minnelli, Judy Garland's daughter.

Miss Minnelli, who is a Capitol Records artist, will be given an okay to record the cast package for Victor. She's currently scoring for the Capitol label with an album entitled "Liza! Liza!"

"Flora" is being produced by Harold S. Prince and marks Victor's second tie of the season with a Prince musical. The other is the top-selling original Broadway cast album of "Fiddler on the Roof."

The new musical, which was written by John Kander (music) and Fredd Ebb (lyrics) with a book by Robert Russell, is scheduled to open on Broadway on May 1 after a tryout tour

starting March 29. The musical will be directed by George Abbott.

The score for the show will be published by Tommy Valando, who, incidentally, publishes the "Fiddler on the Roof" score written by Jerry Bock and Sheldon Harnick.

Newport Fest's New R.I. Site

BOSTON — The Newport Jazz Festival and Folk Festival will operate in the 1965 edition in Rhode Island although the locale will be changed, according to George Wein, who dropped in at his home town this week. A city license has

(Continued on page 8)

CONNIE FRANCIS sings her newest hit single, "Whose Heart Are You Breaking Tonight?" (K-13303), in her current engagement at the Sahara Hotel, Las Vegas. Also part of her night club act are songs never before recorded by Connie, now in her latest LP, "A New Kind of Connie" (E/SE-4153).

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TERRY ISONO (left), deejay on JOQR's (World Wide Radio Tokyo) "Sony World Wide Hit Parade," gets list of Billboard's Top Ten singles via international telephone from Don Owens, Billboard, New York. The confab is held Thursdays between Tokyo and New York, with portions broadcast on Isono's show.

'Exchange Program' Links Tokyo Radio, Billboard

TOKYO—World Wide Radio (JOQR, Tokyo) and Billboard magazine are participating in a nightly broadcast titled "Sony World Wide Hit Parade" sponsored by Sony, Japan's leading electronic manufacturer.

The broadcast is heard Monday through Saturday evenings at 10:15 p.m. (Tokyo time), participants are disk jockey and master of ceremonies Terry Isono and Don Owens of the New York Billboard staff.

Isono's trans-oceanic calls are made weekly to Owens in New York during which the Billboard Top 10 and news of recording stars are discussed. The conversation is taped and later used in the nightly broadcast.

The Top 10 records for that week are played by Isono, who also interprets the conversation of Owens for the audiences here. The new program has proved to be one of the most popular radio programs in Tokyo, according to the newspapers here. Plans are now being made for additional features of the broadcast such as transatlantic phone conversations between Isono, Owens and top recording stars.

While no definite plans have been made to cut the organization at its Music Center home, Livingston said Capitol would like to attempt a taping there.

Cap. to Cut Kenton 'Neo' Orchestra

HOLLYWOOD — Capitol Records will record Stan Kenton's new neophonic orchestra. Label President Alan Livingston said the company was enthused about the opportunity to present the resident contemporary jazz orchestra.

"The Music Center and neophonic orchestra will give us a showcase to find new jazz works and artists," Livingston said. Aware that other large jazz orchestras attempting to unite jazz with forms of classical music have all failed, Livingston admitted Kenton's orchestra has a tough road before it. "People resist new works and new talent," Livingston said, "but Stan's committed to the orchestra" and Capitol is enthused about the project.

Liberty Ups Mendell, Fead



MENDELL FEAD

LOS ANGELES—Lee Mendell, Liberty Records album sales manager, has been promoted to marketing director for Liberty and its two subsidiaries, Dolton and Imperial. Bob Fead, promotion director, moves up as national sales manager.

Mendell, a native of Manchester, England, operated a record store in Montreal, served as Capitol's Montreal branch manager, was an RCA Victor branch manager for eight years, put in a year with Mercury as West Coast regional sales director, and joined Liberty in 1962 as West Coast divisional manager.

Fead joined Liberty in 1960 as an LP promotion man for Southern California and later was named Southern divisional manager. In 1962 he was named director of one-stop and rack sales and later was assigned to singles sales. Six months ago he was named promotion director.

Atlantic in Promotional Push

NEW YORK—Atlantic Records will put a heavier emphasis on its promotional activities in the coming year. With recent appointment of Abe Kesh as head of its sales and promotion office on the West Coast and with a man about to be designated in the Midwest, Atlantic will have developed a force that can touch all bases around the country.

According to Jerry Wexler, Atlantic's executive vice-president, the men in the promotional division are keyed to act as merchandising and sales representatives rather than just promotion men. In this respect, Wexler explained, their duties extend beyond getting air play. "Air play without sales is meaningless," he emphasized.

The promotion operation, therefore, has such additional chores as visiting distributors to check inventories and to fill in on open numbers as well as to

visit the retailers to do a "missionary job" for the company with displays, tie-ins, and other work that will help the dealer and in turn benefit the company.

Atlantic's promotion staff is rounded out by national promotion man Joe Medlin, based in New York; Joe Galkin, an independent promotion man who covers the Midsouth for Atlantic working out of Atlanta, and Matt Parsons, another independent promotion man who travels down the East Coast on special projects, such as his recent assignment on Ben E. King's "Seven Letters," and Joe Smith based in Miami covering the South.

The national promotion operation, which reports to Wexler, is co-ordinated in New York by George Furness.

The latest addition to the Atlantic family is Florence Weisberg, who is handling pro-

duction details under Bob Kornheiser, national sales manager, and Len Sachs, director of album merchandising. Miss Weisberg came to Atlantic after a stint with Lieber and Stoller's Redbird label.

"We're now geared," said Wexler, "to get the greatest possible mileage out of all our records in every part of the country."

In addition to working on disks issued on the Atlantic label, the promotion division covers the subsidiary Atco line as well as labels which are picked by Atlantic for national distribution.

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Epic in Record Yr.; Sales Up 87.5%

NEW YORK—Epic Records racked up the greatest sales in its 11-year history in 1964 with a net dollar volume increase of 87.5 per cent over 1963. These figures are based on actual net sales volume for the period January 1964, to Nov. 30, and projected sales volume for December.

According to Leonard S. Levy, vice-president-general manager of Epic, the sale of single records was 22 per cent greater than in 1963 and total album sales 138.6 per cent greater.

The continued growth of Epic is reflected in the fact that last year its sales had increased more than 15 per cent over those of 1962. In 1962, it had achieved a 220 per cent increase over 1961. In these years Epic's success resulted primarily from a series of hits in the singles market by such artists as Bobby Vinton, George Maharis, Rolf Harris and the Village Stompers. In 1964, however, Epic strengthened its position in the singles market and also emerged as a vital factor in the national album market. Among the al-

bums that clicked for Epic were: the Dave Clark Five's "Glad All Over," "The Dave Clark Five Return" and "American Tour"; Bobby Vinton's "Tell Me Why," Bobby Vinton's "Greatest Hits," "Blue Velvet" and "There I've Said It Again"; comedian Godfrey Cambridge's "Ready or Not"; the soundtracks of "Lilies of the Field" and "Malamondo," and the Village Stompers' "More Sounds of Washington Square" and "Washington Square."

Epic's emergence as a fully-integrated label this past year marked a growing importance in all areas of recorded entertainment. In the country and western field, Epic's young singer David Houston won recognition as the year's most promising country vocalist. In addition to his debut Epic album, "New Voice From Nashville," the label released five singles which won wide acceptance in the pop as well as the c&w market. The label also signed Nashville star Charlie Walker, whose first release,

(Continued on page 8)

BOOK REVIEW

'This Business of Music' Valuable Definitive Work

NEW YORK—"This Business of Music" (Billboard Publishing Company; \$12.50, 420 pages) is a book for those who want to know, think they know and even know the music business. Through devotion to their work and knowledge of their craft, authors Sidney Shemel and M. William Krasilovsky have come up with a book that offers something of value to those in the industry as well as the layman. (The book, incidentally, was edited by Paul Ackerman, Billboard's music editor.)

Shemel and Krasilovsky have overlooked no facet of this massive and complex music industry. Artists' record contracts, sale of copyrights and masters, record clubs and premiums, counterfeiting, songwriters' contracts, performing rights societies demonstration records, royalties, ad infinitum. You name it and

Shemel and Krasilovsky have covered it.

Although the authors are practicing legalites—Shemel is legal counsel to United Artists Records, United Artists Music Company and the international music publishing subsidiaries of United Artists Corporation, and director of international operations of United Artists Records; Krasilovsky is attorney for Music Publishing Holding Corporation, the music publishing wing of Warner Bros.—they've managed to eschew legal linguistics so that the book is comprehensible to all.

The main object of the authors, apparently, has been to inform—and that is just what they have done. And in doing so, they have made an invaluable contribution to the entire music industry.

MIKE GROSS

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Little Play Soldiers
Decca 31730

PETE FOUNTAIN plays
Mr. Stick Man

Amazon
Coral 62441

RED FOLEY sings
Shame On You

Chained to a Memory
Decca 31727

TOP RECORDS OF 1964

The list below represents the top singles sides of the past year (Jan. 4 issue through Dec. 12 issue). The rank order in no way attempts to report actual sales of any of the records involved. This chart was determined by an analysis of the week-to-week information utilized in compiling the "Hot 100" chart. Many of the records, with possibly greater cumulative sales than some of those listed above them, are not so ranked because of the methodology involved in this tabulation. Records that reached their peak prior to 1964 and after the Dec. 12, 1964, issue could not be fully represented. Other records were affected in total points by the number of weeks on chart as well as week-to-week positions.

- | Pos. | TITLE, Artist, Label | Pos. | TITLE, Artist, Label |
|------|---|------|---|
| 1. | I WANT TO HOLD YOUR HAND
Beatles, Capitol | 51. | THE GIRL FROM IPANEMA
Getz/Gilberto, Verve |
| 2. | SHE LOVES YOU
Beatles, Swan | 52. | CAN'T BUY ME LOVE
Beatles, Capitol |
| 3. | HELLO, DOLLY!
Louis Armstrong, Kapp | 53. | REMEMBER (Walkin' in the Sand)
Shangri-Las, Red Bird |
| 4. | OH, PRETTY WOMAN
Roy Orbison, Monument | 54. | C'MON AND SWIM
Bobby Freeman, Autumn |
| 5. | I GET AROUND
Beach Boys, Capitol | 55. | DO YOU WANT TO KNOW A SECRET
Beatles, Vee Jay |
| 6. | EVERYBODY LOVES SOMEBODY
Dean Martin, Reprise | 56. | KEEP ON PUSHING
Impressions, ABC-Paramount |
| 7. | MY GUY
Mary Wells, Motown | 57. | BABY I NEED YOUR LOVING
Four Tops, Motown |
| 8. | WE'LL SING IN THE SUNSHINE
Gale Garnett, RCA Victor | 58. | NAVY BLUE
Diane Renay, 20th Century-Fox |
| 9. | LAST KISS
J. Frank Wilson with the Cavaliers, Josie | 59. | DIANE
Bachelors, London |
| 10. | WHERE DID OUR LOVE GO
Supremes, Motown | 60. | OUT OF LIMITS
Marketts, Warner Bros. |
| 11. | PEOPLE
Barbra Streisand, Columbia | 61. | LITTLE HONDA
Hondells, Mercury |
| 12. | JAVA
Al Hirt, RCA Victor | 62. | CHUG-A-LUG
Roger Miller, Smash |
| 13. | A HARD DAY'S NIGHT
Beatles, Capitol | 63. | SEE THE FUNNY LITTLE CLOWN
Bobby Goldsboro, United Artists |
| 14. | LOVE ME DO
Beatles, Capitol of Canada/Tollie | 64. | BECAUSE
Dave Clark Five, Epic |
| 15. | DO WAH DIDDY DIDDY
Manfred Mann, Ascot | 65. | (Just Like) ROMEO & JULIET
Reflections, Golden World |
| 16. | PLEASE PLEASE ME
Beatles, Vee Jay | 66. | FOR YOU
Rick Nelson, Decca |
| 17. | DANCING IN THE STREET
Martha & the Vandellas, Gordy | 67. | TODAY
New Christy Minstrels, Columbia |
| 18. | LITTLE CHILDREN
Billy J. Kramer, Imperial | 68. | CAN'T YOU SEE THAT SHE'S MINE
Dave Clark Five, Epic |
| 19. | LOVE ME WITH ALL YOUR HEART
Ray Charles Singers, Command | 69. | LEADER OF THE PACK
Shangri-Las, Red Bird |
| 20. | UNDER THE BOARDWALK
Drifters, Atlantic | 70. | FUNNY
Joe Hinton, Back Beat |
| 21. | CHAPEL OF LOVE
Dixie Cups, Red Bird | 71. | THE WAY YOU DO THE THINGS YOU DO
Temptations, Gordy |
| 22. | SUSPICION
Terry Stafford, Crusader | 72. | ANYONE WHO HAD A HEART
Dionne Warwick, Scepter |
| 23. | GLAD ALL OVER
Dave Clark Five, Epic | 73. | I LOVE YOU MORE AND MORE EVERY DAY
Al Martino, Capitol |
| 24. | RAG DOLL
4 Seasons, Philips | 74. | IT'S OVER
Roy Orbison, Monument |
| 25. | DAWN (Go Away)
4 Seasons, Philips | 75. | RONNIE
4 Seasons, Philips |
| 26. | BREAD AND BUTTER
Newbeats, Hickory | 76. | SURFIN' BIRD
Trashmen, Garrett |
| 27. | IT HURTS TO BE IN LOVE
Gene Pitney, Musicor | 77. | WHAT KIND OF FOOL (Do You Think I Am)
Tams, ABC-Paramount |
| 28. | DEAD MAN'S CURVE
Jan & Dean, Liberty | 78. | THE DOOR IS STILL OPEN TO MY HEART
Dean Martin, Reprise |
| 29. | COME A LITTLE BIT CLOSER
Jay & the Americans, United Artists | 79. | YOU REALLY GOT ME
Kinks, Reprise |
| 30. | A WORLD WITHOUT LOVE
Peter & Gordon, Capitol | 80. | THE SHELTER OF YOUR ARMS
Sammy Davis Jr., Reprise |
| 31. | HAVE I THE RIGHT?
Honeycombs, Interphon | 81. | I'M SO PROUD
Impressions, ABC-Paramount |
| 32. | DON'T LET THE RAIN COME DOWN (Crooked Little Man)
Serendipity Singers, Philips | 82. | I WANNA LOVE HIM SO BAD
Jelly Beans, Red Bird |
| 33. | BABY LOVE
Supremes, Motown | 83. | DANG ME
Roger Miller, Smash |
| 34. | LET IT BE ME
Betty Everett & Jerry Butler, Vee Jay | 84. | COTTON CANDY
Al Hirt, RCA Victor |
| 35. | WISHIN' AND HOPIN'
Dusty Springfield, Philips | 85. | (You Don't Know) HOW GLAD I AM
Nancy Wilson, Capitol |
| 36. | YOU DON'T OWN ME
Lesley Gore, Mercury | 86. | MONEY
Kingsmen, Wand |
| 37. | WALK ON BY
Dionne Warwick, Scepter | 87. | DON'T THROW YOUR LOVE AWAY
Searchers, Kapp |
| 38. | THE HOUSE OF THE RISING SUN
Animals, MGM | 88. | HI-HEEL SNEAKERS
Tommy Tucker, Checker |
| 39. | G. T. O.
Ronny & the Daytonas, Mala | 89. | HOW DO YOU DO IT
Gerry & the Pacemakers, Laurie |
| 40. | TWIST AND SHOUT
Beatles, Tollie | 90. | WALK—DON'T RUN '64
Ventures, Dolton |
| 41. | MEMPHIS
Johnny Rivers, Imperial | 91. | DO YOU LOVE ME
Dave Clark Five, Epic |
| 42. | WHITE ON WHITE
Danny Williams, United Artists | 92. | SHANGRI-LA
Robert Maxwell, His Harp & Ork, Decca |
| 43. | HEY LITTLE COBRA
Rip Chords, Columbia | 93. | HAUNTED HOUSE
Gene Simmons, Hi |
| 44. | SHOOP SHOOP SONG
Betty Everett, Vee Jay | 94. | STEAL AWAY
Jimmy Hughes, Fame |
| 45. | BITS AND PIECES
Dave Clark Five, Epic | 95. | I SAW HER STANDING THERE
Beatles, Capitol |
| 46. | MY BOY LOLLIPOP
Millie Small, Smash | 96. | A FOOL NEVER LEARNS
Andy Williams, Columbia |
| 47. | UM, UM, UM, UM, UM, UM
Major Lance, Okeh | 97. | BAD TO ME
Billy J. Kramer, Imperial |
| 48. | THE LITTLE OLD LADY (From Pasadena)
Jan & Dean, Liberty | 98. | THERE I'VE SAID IT AGAIN
Bobby Vinton, Epic |
| 49. | DON'T LET THE SUN CATCH YOU CRYING
Gerry & the Pacemakers, Laurie | 99. | LOUIE LOUIE
Kingsmen, Wand |
| 50. | A SUMMER SONG
Chad Stuart & Jeremy Clyde, World Artists | 100. | NEEDLES AND PINS
Searchers, Kapp |



IT'S OFFICIAL: The entire catalog of Mercury and its subsidiary labels will be available on Revere-Wollensak stereo cartridge tapes. Signing the agreement is Irwin Steinberg, Mercury executive vice-president. Onlookers are Kenny Myers, vice-president in charge of the Mercury label; Lou Simon, Philips; Carrell H. Boyd, Revere-Wollensak division general sales manager; Charles Fach, Smash, Fontana and Cumberland; Dick Bruce, Blue Rock, and Dick Sherman, Limelight.

Mercury Catalog Will Be Available on 3M Tapes

CHICAGO—Mercury's entire catalog, including material on all its subsidiary labels, will soon be available in the form of stereo cartridge tapes through the Revere-Wollensak division of the Minnesota Mining & Manufacturing Company (3M). Irwin H. Steinberg, Mercury's executive vice-president, last week signed an agreement with 3M which will permit the duplication and distribution of selection from the firm's library. Available to Revere-Wollensak will be all masters on the Mercury, Philips, Smash, Fontana, Cumberland, Blue Rock and Limelight labels, in all categories of music.

The stereo cartridges are designed for use with 3M's line

of Revere-Wollensak automatic tape recorders which thread, play, rewind and reject up to 20 cartridges automatically.

In announcing the move, Steinberg noted that the "Revere-Wollensak recorders have opened up a new market for taped music and we are happy to be able to offer our catalog to 3M."

Steinberg noted that all of Mercury's product managers will be working closely with Revere-Wollensak, including: Kenny Myers, vice-president in charge of the Mercury label; Lou Simon, Philips; Charles Fach, Smash, Fontana and Cumberland; Dick Bruce, Blue Rock, and Dick Sherman, Limelight.

'Solid' DCP Looks to 1965

NEW YORK—DCP Records, Don Costa's label, is winding up its first year of operations in solid shape and with further build-up plans scheduled for the coming year.

Costa has blueprinted a program for more album releases and will continue to sign name artists and groom new talent. He'll also acquire masters for release on DCP.

During 1964, the company scored with several chart disks and strong sellers, including "I'm on the Outside (Lookin' In)" and "Goin' Out of My Head," by Little Anthony and the Imperials; "I Didn't Know What Time It Was," by the Cramp-ton Sisters; "Lost Without You," by Teddy Randazzo, and "Put Your Head on My Shoulder," by the Don Costa Orchestra and Chorus.

Several established artists were brought into DCP during the past year. These include Sandy Stewart, June Valli and Kathy Keegan. Other artists who joined the label were Larry Banks, Nicole Croisille, Bobby Duke and the Counts, the Gallow Singers, Perlean Gray, Bobby Hart, Mamie Lee, Jesse Young, Betty Mabry, the Restless Ones, Teddy and the Pandas, Bobby Wilding, the Simpson Sisters, Mike Scott and British group, the Minets.

The current staff of DCP, in addition to Costa, includes Leo Costa, office manager; Joe Zaleski, sales and promotion manager, and Howard Cook, director of publicity and public relations. The DCP line is distributed through United Artists Records.

NARM Making Survey; Members Given Queries

PHILADELPHIA — Confidential questionnaires for the 1964 National Association of Record Merchandisers' study are being sent to all NARM members, according to Jules Malamud, executive director of the rack merchandiser group.

Results of the fourth annual NARM survey will be made public at the group's annual convention, Feb. 28-March 4, at the Fairmont Hotel, San Francisco. A brochure based on the survey will be sent to firms in the phonograph record industry and to business and trade

papers. The study will also be sent to schools, universities and colleges.

Some of the ground to be covered will include number, type and geographical placement of record rack locations, whether or not the locations are discount operations, type of record product by speed, type of music, gross dollar volume, number of branch operations and total warehouse space devoted to phonograph records.

Cumulative figures are used, with no information about individual firms disclosed.

5 NEW SINGLES TO MAKE YOUR POST-CHRISTMAS RUSH THE BIGGEST ONE YET!

Artists like these made Capitol the best-selling label in 1964.
The sooner you order these singles, the more you'll sell!



PETER AND GORDON

I GO TO PIECES
b/w Love Me, Baby
This one's had plenty of air exposure already.
It's in demand now
and you asked for it!

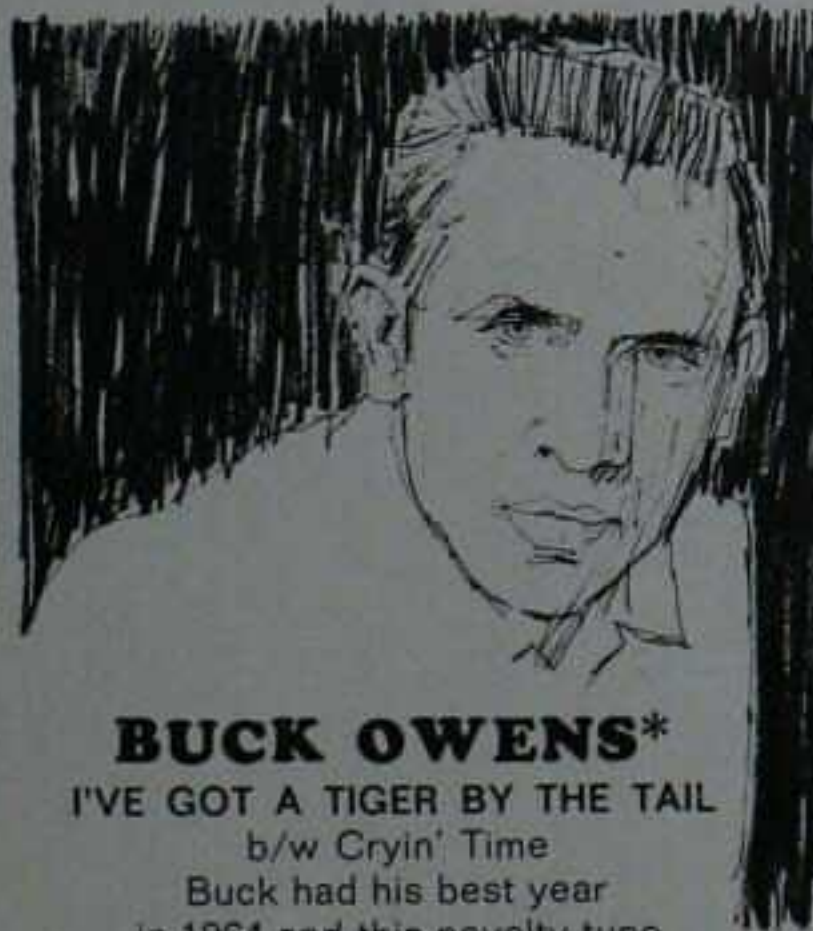
5335



WAYNE NEWTON

COMING ON TOO STRONG
b/w Looking Through A Tear
Wayne's come up with
an exciting new teen beat/
top 40 sound that's going
to get strong chart action.

5336



BUCK OWENS*

I'VE GOT A TIGER BY THE TAIL
b/w Cryin' Time
Buck had his best year
in 1964 and this novelty tune
starts 1965 with his first
major pop possibility.

5338

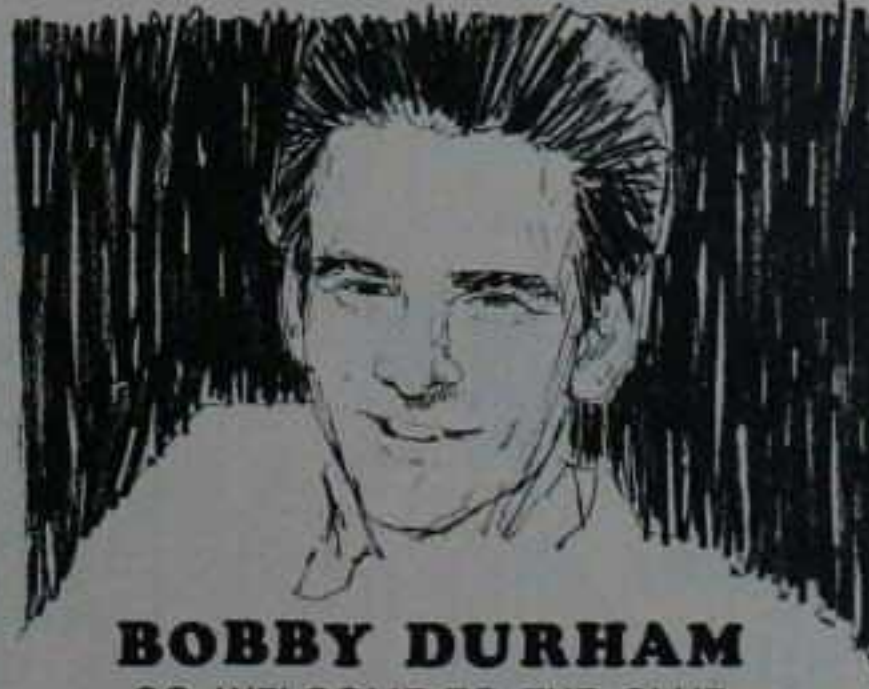
*Appearing January 21st
on the Jimmy Dean Show



DONNA LOREN

TEN GOOD REASONS
b/w Ninety Day Guarantee
This one single got her
three appearances on Shindig.
and she's singing it
Jan. 6, 20 and 27.

5337



BOBBY DURHAM

SO WELCOME TO THE CLUB
b/w It's Too Much Like Lonesome
Bobby's second Capitol release —
excellent C&W material.

5339



Rodgers Stages Runaway— In Groove on All Fronts

• Continued from page 1

of the soundtrack, George R. Marek, vice-president and general manager of the RCA Victor Record Division, said, "We are delighted to have this endearing Rodgers and Hammerstein work on our label, and we are certain the marvelous movie version of the Broadway hit will add a new excitement and lustre to its already legendary success story."

Columbia also is planning to cash in on the release of the movie by repackaging its original Broadway cast album of the musical and giving it a new promotional push. Columbia's Broadway cast album, which stars Mary Martin, was released in 1959. It was certified by the Record Industry Association of America for a gold record for having achieved over \$1,000,000 in sales soon after.

"The Sound of Music," incidentally, marks the third time RCA Victor has had a soundtrack LP of an original Broadway cast album counterpart on the Columbia label. The two previous times were with Charles Strouse and Lee Adams' "Bye, Bye, Birdie" and Rodgers and Hammerstein's "South Pacific." The latter musical sold over 1,000,000 copies in both the soundtrack and Broadway cast versions.

In addition to his involve-

ment with the new Broadway show, the movies and TV, Rodgers added another facet to his career last summer by taking over as producer of the musical theater series for New York's Lincoln Center. Here, too, he was tied in with the record business by making a deal with Victor to issue cast albums of his production there. His two productions last summer, "The King and I" and "The Merry Widow," were put into the groove by Victor.

15,000 Attend Rites to Sam Cooke

CHICAGO—A crowd estimated at 15,000 flocked to the Tabernacle Baptist Church on the South Side Thursday night (17) to pay last respects to Sam Cooke.

Only a third of the crowd could be accommodated in the church and 50 policemen were called out to shepherd the overflow which milled about in near-

zero weather for several hours until permitted to file past Cooke's casket after the church emptied.

Earlier in the day heavy-weight boxing champion Cassius Clay viewed Cooke's body at a funeral home.

The RCA Victor recording artist was fatally shot in Los Angeles by a woman hotel man-

HARMONICAS

Harmonicas Produce Sweet Sound of Success in the U.S.

NEW YORK — The sale of harmonicas in the United States is close to 4,000,000 annually.

This figure is predicated upon the American Music Conference's estimate for sales during 1963, plus an increase during 1964 of between 30 and 40 per cent. This increase for the past year is the estimate of M. Hohner, German harmonica manufacturer who dominates the market.

According to Hohner, all models are up in sales. The most

popular models—the one used by blues and folk artists—is the Marine Band. The chromatic models are higher priced and have enjoyed the greatest proportionate sales increase.

Hohner attributes the boom in harmonica sales to the activities of American r&b artists, such as Sonny Boy Williamson, whose playing of the instrument created a British vogue. Brian Jones of the Rolling Stones, and Paul Jones of Manfred Mann, are noteworthy performers. According to Jones, "every second group in England uses the harmonica." Jones claims that most of them play badly because they are unfamiliar with the bluesman's trick of using a harmonica in a key a fifth above that of the band—so that notes ordinarily blown are available as draw notes—a technique which is an aid in making a bluesy sound.

Britishers coming to America brought the harmonica boom with them — although sales in this country had been going up, anyway, as a result of usage by such folksters as Bob Dylan and imitators. The growth of interest in Negro blues, and the harmonica playing of Negro artists such as Jimmy Reed also helped.

Harmonica playing by the Beatles and the Rolling Stones, and by Rodney Argent of the Zombies, Ray Davies of the Kings, Karl Anthony Green of Herman's Hermits — have kept sales up. In Britain, folk-style harmonica seems to be growing; in the United States, it's blues.

Kristin White, promotion gal with the Hohner company, digs the harmonica-blues-folk scene the most. She states that Mel Lyman, who plays with Jim Kweskin's jug band in Boston-Cambridge, has a number of followers who are coming into their own, notably Tony Glover. Another is John Hammond Jr., who records blues for Vanguard. There are also Jack Elliot, who learned to play from Woody Guthrie, and blind Doc Watson.

Chicago - style, low - down, evil-hearted blues is proving fruitful for the harmonica. Sonny Terry, as harmonica player, for an example, is at the height of his popularity.

Epic Sales Up 87.5%

• Continued from page 3

"Close All the Honky Tonks," became an immediate hit. In the international field, Epic clicked with Cliff Richard and Rolf Harris. The label also made a dent in the comedy market with Godfrey Cambridge's "Ready or Not," and scored in the folk area with the Back Porch Majority.

For the coming year, Epic has blueprinted campaigns for the Staple Singers, a gospel group, and pop singer Damita Jo, whose debut LP, "This Is Damita Jo," will be released this month, and the husband-and-wife team of Paul and Mimi Evans.

Okeh Records, Epic's rhythm and blues outlet, continued rolling with Major Lance, Walter Jackson, Ted Taylor and the Vibrations.

On the classical end, Epic hit a good sales stride with albums by the Juilliard String Quartet, harpsichordist Igor Kipnis, and pianists Leon Fleisher and Charles Rosen.

Clay Opens New Store

TACOMA, Wash.—Sherman Clay & Company, music specialists, recently held the grand opening of a new store at 904 Broadway here, according to James Gilbertson, store manager.

The firm's previous store was destroyed by fire last year. Sherman Clay has now added a stereo and TV department, under the management of John Peacock, in addition to musical instruments, records and sheet music.

Sherman Clay was established in San Francisco in 1870, moved to the Northwest at the turn of the century, and opened in Tacoma shortly before World War I. There are nine stores in Washington, as well as many stores in Oregon and California.

BUSY IMPRESARIO

Landi Lining Up Array of Top Italian Talent for U.S.

NEW YORK—Eberto Landi, known as the Sol Hurok in the field of Italian artists presentations, is planning an impressive number of concerts in early 1965 featuring top names from Italy.

Landi, who presents concerts in Carnegie Hall and throughout the Eastern half of the U. S., will present Peppino de Capri in a two-week tour in January. In February, Milva will appear in concert in New York and Rita Pavone will appear at Carnegie Hall in March.

Landi has a law degree from the University of Milan and a journalism degree from the University of Perugia, as well as a

varied career in U. S. radio on WNCW, WBNX, WHOM and WOV. He still has his own radio programs on WEVD and WHOM. He also broadcasts special feeds for Italian Radio through the Voice of America. From 1943-1948, he worked for the International Division of the National Broadcasting System. He also created and packaged the first foreign TV show on April 1949. It has continued in his weekly presentations of "Continental Miniatures," which feature Italian musical films.

Landi's first concert presentation was with Italian singer Carlo Buti at the Academy of Music in Brooklyn. Its success led him to present Italian artists Domenico Modugno, Claudio Villa, Renato Carosone, Robertino, Marino Marini, Luciano Vergili and Giacomo Rondinella.

Landi has also brought the major Italian Song Festivals to the U. S., among them the San Remo and Naples fests and, most recently, the Cantagiro Festival which played to good houses.

Landi often serves as his own master of ceremonies, performing his chores in Italian and English. He is aware of the likes and dislikes of his audiences through continuing research of his firm, Landi Advertising. He also keeps abreast of developing trends in music and new artists through associates in Italy and his frequent trips there. At one time, few of the Italian artists were known in this country before they came to the U. S. for Landi-sponsored concerts. He noted that the situation has changed. Now, most Italian artists are known here either through imported records or their records on American labels. So, the records have served a notable purpose in creating wider international appeal of music and artists and Landi's continuing service to the Italian-American community has given him rewarding satisfaction.

ager who said he burst threateningly into her office. The shooting was ruled justifiable homicide.

Tearful and poetic eulogies were intoned by several Negro ministers who knew Cooke from the days he and his seven brothers and sisters formed a gospel singing group called the Child Singers. This was shortly after the family moved to Chicago from Mississippi.

Cooke graduated to the Highway QCs, winning a wide and devoted gospel-mode following in the great Chicago ghetto. In 1949, he joined the Soul Stirrers, and led the troupe from the church circuit to the Copa.

"The world is better because Sam Cooke lived," eulogized the Rev. Lewis Rawls. "He inspired many youths of all races and creeds."

E. Rodney Jones, representing WVON radio station owner Leonard Chess, said: "As long as music exists, Sam Cooke will live." WVON broadcast the memorial service.

Cooke was buried in Los Angeles.

Russell Wells Succumbs at 72

DENVER—Russell B. Wells, 72, president of the Charles E. Wells Music Company, Denver, died recently after a brief illness.

Born in Evanston, Ill., he came to Denver with his parents in 1900. His father founded the music company in 1919. He took over the presidency of the firm when his father died 18 years ago.

He was a former president, vice-president and board member of the National Association of Music Merchants. Survivors include his widow, Mari G.; a daughter, Mrs. Joan Smith of Denver; a brother, Horace Wells of Los Angeles; and three grandchildren.

Newport Fest

• Continued from page 1

been granted and the date for the jazz event fixed for the July 4 weekend with the folk festival scheduled for the third or fourth weekend of July.

The new site will be a spacious area on Connell Highway made available by Mariano Bucolo and believed to provide a better framework for the event than Freebody Park. Traffic congestion will be alleviated, since the ground is large enough to accommodate all activities of the festivals.

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now . . .
a double-
sided
hit
single

AFTER
"SAY YOU" and "RIGHT OR WRONG"

RONNIE DOVE

KEEP IT A HELLO
SECRET PRETTY GIRL

D 176

From
RONNIE DOVE'S
GREAT HIT LP



(S) D 5002

thanks for
making me one
of the top
new vocalists
of 1964
in Cashbox
Year End
Survey

Ronnie Dove

Arranged by
BILL JUSTIS

Produced by
PHIL KAHL and RAY VERNON

EXCLUSIVELY
DIAMOND
RECORDS INC

Personal management:
PHIL KAHL and JOHN O'DONAHUE

Copyrighted material

HOT 100

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

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

Table with columns: WEEKS ON CHART, WEEK, TITLE, Artist, Label & Number, PEAK POSITION ON CHART. Includes songs like 'I FEEL FINE', 'COME SEE ABOUT ME', 'MR. LONELY'.

Table with columns: WEEKS ON CHART, WEEK, TITLE, Artist, Label & Number, PEAK POSITION ON CHART. Includes songs like 'DEAR HEART', 'ONE MORE TIME', 'SHE UNDERSTANDS ME'.

Table with columns: WEEKS ON CHART, WEEK, TITLE, Artist, Label & Number, PEAK POSITION ON CHART. Includes songs like 'DO IT RIGHT', 'SOMEWHERE IN YOUR HEART', 'HE'S MY GUY'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs starting with A-Z, including 'All Day and All of the Night', 'Amen', 'Any Way You Want It'.

Table listing songs starting with A-Z, including 'How Sweet It Is (To Be Loved By You)', 'I Can't Stop (Ivy)', 'I Feel Fine'.

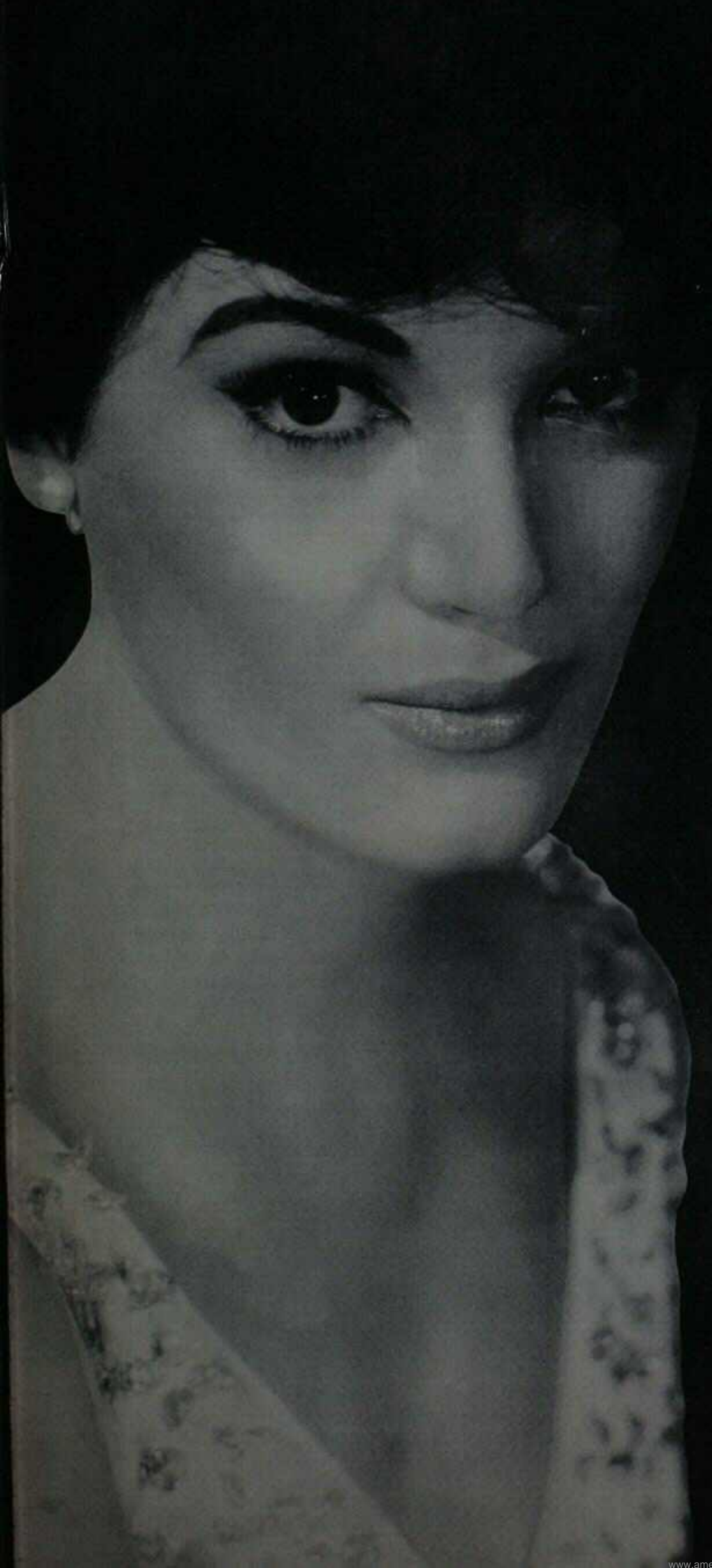
Table listing songs starting with A-Z, including 'Promised Land', 'Rings (Richard)', 'Run, Run, Run'.

Table listing songs starting with A-Z, including '101. THIS DIAMOND RING', '102. IT'S BETTER TO HAVE IT', '103. WHENEVER A TEENAGER CRIES'.

Table listing songs starting with A-Z, including '104. THE RACE IS ON', '105. NO FAITH, NO LOVE', '106. I WANT YOU TO BE MY ROY'.

1965's **FIRST WINNER!**

Connie Francis sings



**WHOSE
HEART
ARE YOU
BREAKING
TONIGHT?**

**AND
COME ON JERRY
K-13303**

MGM



RECORDS

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

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 chart entries 1 through 51.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 52 through 102.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 103 through 150.

Billboard Award

THESE LABELS

TOP 25

RECORD PREVIEW ADVERTISERS

Shown in Rank Order according to number of albums advertised in RECORD PREVIEW in 1964

1. DECCA RECORDS
2. MERCURY RECORDS
3. MGM RECORDS
4. LIBERTY RECORDS
5. COLUMBIA RECORDS
6. CAPITOL RECORDS
7. ABC PARAMOUNT RECORDS
8. LAURIE RECORDS
9. EPIC RECORDS
10. VERVE RECORDS
11. SUE RECORDS
12. LONDON RECORDS
13. A & M RECORDS
14. JAY JAY RECORDS
15. CORAL RECORDS
16. IMPULSE RECORDS
17. COMMAND RECORDS
18. WORLD-PACIFIC RECORDS
19. REGINA RECORDS
20. SCEPTER RECORDS
21. PACIFIC JAZZ RECORDS
22. VEE JAY RECORDS
23. DOLTON RECORDS
24. SMASH RECORDS
25. VISTA RECORDS

Other RECORD PREVIEW Advertisers (listed alphabetically)

- | | |
|-----------------------|----------------------|
| Angel Records | Kapp Records |
| Atlantic Records | Midnight Records |
| Aura Records | Oldies Records |
| Blue Note Records | Prima Records |
| Brunswick Records | Reprise Records |
| Challenge Records | RIC Records |
| Duke Records | Siena Records |
| Elektra Records | Starday Records |
| GNP Crescendo Records | Vanguard Records |
| Josie Records | Wand Records |
| Jubilee Records | Warner Bros. Records |



supported 1964 Dealer Sales with the kind of

PIN-POINT CONSUMER ADVERTISING

that only
RECORD PREVIEW can deliver

ON-TARGET PROMOTION . . .

Each copy of RECORD PREVIEW is put into the hands of a buyer right in the record outlet's store. That's why—for sure—RECORD PREVIEW is read only by active record buyers! And that's why—by conservative estimate—each reader of RECORD PREVIEW is equal to 5 or 6 general consumer magazine readers. Another way of putting it is: RECORD PREVIEW'S 200,000 minimum distribution guarantee per issue is actually worth in album buying power, between 1,000,000 and 1,200,000 copies of general consumer magazine advertising distribution. So, RECORD PREVIEW advertising is big-time advertising . . . of the kind that makes sales for dealers—a point well worth keeping in mind as you check the RECORD PREVIEW advertiser list at the left.

AND DO THEY BUY!

Indeed they do . . . according to actual dealer reports based on a survey conducted following complete distribution of one 1964 issue. Actually 32%—better than half—of all copies distributed by dealers delivered album sales directly traceable to RECORD PREVIEW. Of those, dealers say, 37% come back with their selections actually marked off in a copy of RECORD PREVIEW; 16% bring back, or mail, the bound-in order form, and 47% make direct reference to RECORD PREVIEW when they come in to make their next record purchases. Apply these figures to RECORD PREVIEW'S total 1964 distribution and you come up with this one hard-hitting fact: RECORD PREVIEW, in 1964, helped account for a minimum total of 427,500 album sales—and this figure is based on the purchase of only one album by each person who, dealers say, were stimulated to buy directly by RECORD PREVIEW. And experienced record industry people readily acknowledge that each of those copies is much more likely to have averaged between 2 and 3 LP purchases—a potential 1964 total of 1,070,000 LP purchases sparked by RECORD PREVIEW!

DEALERS LIKE IT . . . BUY IT . . . USE IT!

RECORD PREVIEW is the only universal magazine-catalog in existence today. Not just a catalog of one record company's product. Not an in-depth list of records that most stores can't begin to stock. Not a beautifully printed, conveniently sized, carefully edited, full-color publication that contains all of the best elements of a fan magazine with the sales appeal of new current and best-seller LP's of all labels and all major artists—with up to 100, and more, in full color. And with descriptions, song titles, record numbers, labels, mono and stereo prices—everything a record customer wants and needs to select and buy records for himself or to give as gifts to friends and relatives. Want proof of RECORD PREVIEW'S sales power? Listen to J. L. Atwood of the Allegro Music Shop in Pacific Palisades, Calif. (a user of RECORD PREVIEW all through 1964): "We certainly are pleased with this publication. It has brought us lots of plus business."

RECORD CONSUMERS GO FOR IT . . . BUY FROM IT . . . WANT EVERY ISSUE!

How do we know? First, through dealers who report strongly favorable consumer reaction with not a single dissenting vote. And by survey among a sophisticated group of record buyers at the 1964 New York Hi-Fi Show: 82% plan to use RECORD PREVIEW to select the records they would buy for themselves . . . and better than 2 out of 4 would like to count on getting each and every issue of RECORD PREVIEW. And, finally, here are some direct consumer quotes about RECORD PREVIEW: "beautifully and expertly edited" . . . "very useful in determining the selections to purchase" . . . "should be in all music shops." So, you see, your customers like RECORD PREVIEW, want it . . . and will buy from it—and with a combination like that RECORD PREVIEW can't help but sell more LP's and make more money for you!

Dealers: Order Now for All of 1965 and Save!

DEALERS!

Here's an example of how these savings can work for you:

dealer estimates his needs at, for example, 400 copies per issue, bought on single issue basis, this would cost \$40, or 10¢ per copy. All four 1965 issues, on that basis, would cost a total of \$160. If dealer lumps needs of all four 1965 issues into one order—places single order for 400 of first issue, 400 of second issue, 400 of third issue and 400 of fourth issue, at one total order for 1,600 plus. Total cost of each issue is now only \$32, or \$128 for all four issues. Saving per issue is \$8. Total saving for all four issues \$32!

SCHEDULE OF PRICES

QUANTITY	PRICE PER COPY	
	Without imprint	With imprint
25,000 or over	7c	7.5c
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5,000 to 9,999	8c	8.5c
1,000 to 4,999	8.5c	9c
500 to 999	9.5c	10c
100 to 499	10c	imprinting not available

SPECIAL BONUS!



This handsome Record Preview display carton is available to you FREE with orders that total 1,000 copies or more.

The following chart, filled in by me, shows how I wish my order fulfilled:

ISSUE DATE	QUANTITY	
	Without imprint	With imprint
March (out Feb. 15)		
May (out April 15)		
October (out Sept. 15)		
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TOTAL QUANTITY		
Price per copy (see price schedule)		
TOTAL PRICE		
Write in 10% pre-publication discount		
Subtract discount. This is your NET TOTAL PRICE		
Enclose 10% of the Net Total Price as a "binder" with this order		

I hereby authorize you to ship me the quantities of each 1965 RECORD PREVIEW edition as noted at the right. I understand that, in placing my new order now—prior to the first 1965 issue—I can save money in the following ways:

- (1) Apply a 10% discount against rates shown in the basic price schedule above, which will be the selling price through the remainder of 1965;
- (2) Lump the quantity for each of the four issues into a single total and apply the per-copy price to the total quantity;

I understand that billing, after initial required 10% "binder" payment, will be made on the following basis:

- 30% to be billed after March issue is delivered;
- 30% to be billed after May issue is delivered;
- Final balance (30%) to be billed after Oct. issue is delivered.

I understand that receipt and acceptance of this order at the terms stated herein will be acknowledged within 10 days. All orders will be shipped Railway Express Prepaid by the publisher unless specified otherwise by me, in which case I will pay all shipping charges.

(NOTE: The store name and address shown here will be used for the imprint, if your order calls for imprinting (available only on THOSE ISSUES WHICH CALL FOR QUANTITY OF 500 OR MORE) on the front cover and the bind-in-order card. Phone number will not be included on order card. Supply data on separate sheet if imprint copy is to be different from shipping name and address.)

Your Name (print): _____

Your signature: _____

Store Name: _____

Address: _____

City-State-Zip: _____

Phone: _____



SINGLES

REVIEWS



HOT POP

SPOTLIGHTS

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

BRENDA LEE—THANKS A LOT (Hotpoint, BMI) (2:37)—**THE CRYING GAME** (Southern, ASCAP) (2:38)—On the top side Brenda starts the new year off with a powerful commercial belter, destined for fast chart action. Flip side she offers a sensitive reading of a strong heart-breaker ballad, also a hot sales contender. **Decca 31728**

THE ROLLING STONES—HEART OF STONE (Immediate, BMI) (2:48)—Dirgy gut-bucket ballad in the same smash vein as their past hits. Flip: "What a Shame" (Immediate, BMI) (2:50). **London 9725**

PETER AND GORDON—I GO TO PIECES (Vicki, BMI) (2:20)—English duo registers with slow 'n' easy ballad in the best modern United Kingdom tradition. Written by Del Shannon, tune should hit the charts soon with a wallop! Flip: "Love Me Baby" (Noel Gay Ltd.) (2:14). **Capitol 5335**

THE ZOMBIES—TELL HER NO (Mainstay, BMI) (2:05)—Hot follow up to "She's Not There" and certain to hit the chart mark as fast! Flip: "Leave Me Be." (Gallico, BMI) (2:00). **Parrot 9723**

RONNIE DOVE—HELLO PRETTY GIRL (Picture-tone, BMI) (2:20)—Well done rocker with Tex-Mex flavor. Ronnie gives song same powerful emotional delivery that put him on top with "Right or Wrong." Flip: "Keep It a Secret" (Shapiro, Bernstein, ASCAP) (2:20). **Diamond 176**

REVIEWED THIS WEEK, 69—LAST WEEK, 65



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 NEWBEATS—HEY-O-DADDY-O (Acuff-Rose, BMI) (2:17)—With two consecutive hits to their credit it seems unlikely that the group will miss on this one. The rouser is penned by team that delivered "Bread 'N Butter." Flip: "Break Away (From That Boy)" (Acuff-Rose, BMI) (2:25). **Hickory 1290**

MICKEY LEE LANE—THE ZOO (Survey, BMI) (2:06)—Rockin' follow up to his recent "Shaggy Dog" hit. Strong monkey dance beat. Flip: "(They're All In) The Senior Class." (Survey, BMI) (2:50). **Swan 4199**

JIMMY GILMER—BREAK HIS HEART FOR ME (Dundee, BMI) (2:34) — **CINNAMON CINDY** (Dundee, BMI) (2:10)—Side 1 has great shuffle-along beat with raunchy instrumentation and interesting story line. Flip is the solid rocker built around a gal named Max. **Dot 16687**



PROGRAMMING

SPOTLIGHTS

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



MIDDLE ROAD SPOTLIGHTS

RICHARD BURTON — MARRIED MAN (Marks, BMI) (2:29)—Material from the forthcoming B'way musical, "Baker Street" is given a sensitive, authoritative reading by actor Burton. This is off-beat enough to hit in a big way! Flip: "Finding Words for Spring" (Marks, BMI) (2:44). **MGM 13**



COUNTRY & WESTERN SPOTLIGHTS

BUCK OWENS—I'VE GOT A TIGER BY THE TAIL (Bluebook, BMI) (2:10) — Consistent best seller Owens takes a happy tune, adds dual vocal and together with a catchy instrumental backing it all adds up to a toe-tapping winner! Flip: "Cryin' Time" (Bluebook, BMI) (2:27). **Capitol 5336**

RED FOLEY—CHAINED TO A MEMORY (Hill & Range, BMI) (2:54)—**SHAME ON YOU** (Hill & Range, BMI) (2:35)—Top side is a tender reading of a sad ballad of lost love. It's Red at his best! Flip side Red gives a first-rate performance to Spade Cooley's rhythm number. Equal sales potential here. **Decca 31727**

BOBBY DURHAM—SO WELCOME TO THE CLUB (Central Songs, BMI) (2:34)—Good material, exceptionally well performed and should hit the charts in short order. Flip: "It's Too Much Like Lonesome" (Central Songs, BMI) (2:31). **Capitol 5399**

CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

HOT POP

WAYNE NEWTON—Coming On Too Strong (Beechwood, BMI) (2:18). **CAPITOL 5338**

CATHY AND JOE—A Day at a Time (J. D. A., BMI) (2:39). **SMASH 1959**

RICK AND DONNA—What Good Is Love (Dee-Pam, ASCAP) (2:02). **TOWER 112**

BOBBY FREEMAN—The Mess Around (Starfire-Benell, BMI) (2:25). **JOSIE 928**

MIDDLE ROAD

MOTHER MAYBELLE CARTER—Sail Away Lady (Wilderness, BMI) (1:50). **SMASH 1948**

COUNTRY & WESTERN

JOHNNY WHITE—If I Live to Be a Hundred (General, ASCAP) (2:45). **SPINET 663**

RHYTHM & BLUES

BO DIDDLEY—Hey, Good Lookin' (Arc, BMI) (2:55). **Checker 1098**
TOM JONES—Trying to Get to My Grifts (Sagittarius-Staccato, BMI) (2:45). **SYMBOL 205**

THE IKETTS—Nobody Loves Me (Modern-Placid, BMI) (2:40). **MODERN 1003**

STACY JOHNSON—Don't Believe Him (Placid-Modern, BMI) (2:05). **MODERN 1001**

POLKA

DICK ROGERS—The We Meet Polka (Public Domain) (2:51). **DECCA 31719**

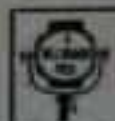
THE SUNGLOWS—Peanuts (La Cacahuata) (TNT, BMI) (2:25). **SUNGLOW 107**

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.

Album Reviews on Page 36



RHYTHM & BLUES SPOTLIGHTS

THE VALS—TOO LATE (Unart-Melder, BMI) (2:43) —This is the debut of a new group consisting of five boys. Strong ballad soulfully rendered by lead singer. Definite pop chart potential. Flip: "I'm Stepping Out With My Memories" (Unart-Melder, BMI). **Ascot 2163**

JAN BRADLEY—I'M OVER YOU (Arc-Jan Jo, BMI) (2:23)—Easy going beat and fine distinctive vocal. Over-all sound lends itself readily to pop exposure. Flip: "The Brush Off" (Arc-Jan Jo, BMI) (2:11). **Chess 1919**

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c/w "A CHANGE IS GONNA COME"
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SENTIMENTAL REASONS · WONDERFUL WORLD · SUMMERTIME
CHAIN GANG · CUPID · TWISTIN' THE NIGHT AWAY · SAD MOOD



LPM/LSP-2625

Sam Cooke at the Copa
Recorded live at the Copacabana, New York City.



LPM/LSP-2970

RCA VICTOR
The most trusted name in sound

Ital. Songfest Hoping to Offset RCA Withdrawal

By SAM L. STEINMAN

SAN REMO—In an effort to surmount the loss of RCA's stable of top names, the 15th Festival of Italian Song is trying to add at least the name of Connie Francis to that of Pat Boone to the list of competitors. On a national basis, it cannot find vocalists to make up for the loss of one of the nation's top labels.

With the withdrawal of the eight RCA songs from the tentative list of 35 made up by the selection commission, ATA, the Casino management, has eliminated three of the entries, thus narrowing the final list to 24 instead of the projected 26. Giuseppe Ornato, RCA chief, revealed that the company had insisted that at least five of the eight numbers be retained. ATA insisted on three, pointing out that the festival was willing to take only artists of international fame from the company without giving a chance to its newcomers as it was doing with other labels.

ATA released its list of 24 without comment:

"Abbracciami Forte," (Hold Me Tight), Mogol-Donida, Ricordi; (2) "Amici Miei" (My Friends), Pallavicini-Collonello, Araldo; (3) "Aspetta Domani" (Wait for Tomorrow), Fred Bongusto, Peer Italiana; (4) "Com-

inciamo As Amarci" (Beginning to Fall in Love), Pallavicini, Mescoli, Leonardi; (5) "Devi Essere Tu" (It Had to Be You), D'Acquisto-Ricky Gianco, Casiroli; (6) Di Fronte All (Amore) (Facing Love), Simoni-Bidi, Regina; (6) E Poi Verrà l'Autunno" (And Then Comes Autumn), Amurri-Bascerano, ADIA; (8) "Ho Bisogno Di Vederti" (I Must See You), Ramsete-Ciampi, Suvini Zerboin; (9) "Il Tuo Amore" (Your Love), Brun Lauzi, Santa Cecilia; (10) Invece No" (Instead No), Pallavicini-Leoni, Cantico; (11) "Io Che Non Vivo Senza Te" (I Can't Live Without You) Pallavicini-Donaggio, Accordo; (12) "Io Non Volevo" (I Didn't Want To), Leva-Reverberi, C. A. Rossi; (13) "I Tuoi Anni Più Belli" (Your Most Beautiful Years), Mogol-Gaspari-Polito, Tiger; (14) "L'Amore È Partito" (Love Is Gone), Beppe Cardile, Durium; (15) "L'Amore Ha I Tuoi Occhi" (Love Has Your Eyes), Pallavicini-Kramer; (16) "Le Colline Sono In Fiore" (The Hills Are Flowering), Calibi-Angiolini, Fono Film-Record; (17) "Mia Cara" (My Beloved), Mogol-Massara, Star; (18) "Non A Caso Il Destino Ci Ha Fatto Incontrare" (It Wasn't by Chance That Destiny Brought Us Together), Antartide-C. A. Rossi, California; (19) "Prima O Poi" (Sooner for Later), Amurri-

Ferrari, MAS; (20), Se Piaggi, Se Ridi" (If You Cry or If You Laugh), Mogol-Marchetti-Sati, Fama; (21) "Si Vedrà" (If You See), Gentile-Lentini, Ace Adriatic; (22) "Ti Credo" (I Believe You), Amendola-Gagliardi, Ariston; (23) "Tu Che Ne Sai" (You Who Know), Amurri-Pisano, Esedra; (24) "Viene Con Noi" (Come With Us), Maresca-Pagano, Gennarelli.

While the full list of singers is not yet known it is obvious that some of the numbers will be sung by their authors in the Italian group. These include (3) Fred Bongusto, Ri-Fi; (5) Ricky Gianco, Clan; (9) Bruno Lauzi, CGD; (11) Pino Donaggio, Voce del Padrone; (14) Beppe Cardile, Durium, and (22) Peppino Gagliardi, SAAR. Among other names which have been mentioned for some of the songs are: (1) Ornella Vanoni, Ricordi; (2) Gene Pitney, CGD-Musicor; (4) John Foster, Style; (8) Gigliola Cinquetti and Connie Francis, (10) Betty Curtis and Petula Clark, (12) Giordano Colombo, Carosello; (13) Iva Zanicchi, Ri-Fi; (18) Fausto Tozzi, Fonit, one of two newcomers from Castrocaro Terme event; (19) Remo Germani, SAAR; (20) Bobby Solo, Ricordi; (21) Federico Insaina, CGD, winner at Castrocaro; (16) Wilma Goich, Ricordi; (24) Milva, Cetra.

News From the MUSIC CAPITALS OF THE WORLD

HAMBURG

Deutsche Grammophon is strengthening its South American organization and taking steps to increase production in this area under the Polydor label. In Latin America, Grammophon is issuing around 600 titles a year, partly through its own branches and partly through allied firms. The greater part consists of Grammophon's own production of Latin American folk music and part of European recordings delivered by matrix to Grammophon's Latin American pressing plants. Direct export of records from Germany is restricted almost entirely to classical works because of customs duties and foreign exchange controls. At the moment Grammophon is considering the inclusion of Latin American music from its Latin production in its European repertory. . . . The German trade is following closely the U. S. tour of Freddy Quinn, one of Germany's top pop singers. If "Freddy" (as German fans know him) has a successful American tour, a rush of German artists to the U. S. is expected. Freddy's latest disk, "Vergangen, vergessen, vorüber" has sold 400,000 copies in four weeks. . . . Peer Musikverlag's current No. 1 hit is the evergreen "Tennessee Waltz," as interpreted by Alma Cogan (Columbia). Three further Peer titles are strong in the German market: "Cin-Cin" interpreted by Heiko Hennis and the Comets (Philips) and by Richard Anthony (Electrola); "Love Me with All Your Heart," interpreted by the Guenter-Kallmann Choir (Polydor); "Detroit City," interpreted by the Nashville star Bobby Bare. New Peer releases include: "Auf der Ranch von Louisiana" (Where the Old Red River Flows), interpreted by Bruno Terry (Electrola); "Ist es Wahr?" (Is It True?), interpreted by Conny Froboess (Electrola) and Brenda Lee (Brunswick); "To-

tacco Road," interpreted by The Lords (Electrola); "The Crying Game," interpreted by Dave Berry (Decca) and Peter Bell (Philips). The original version with Dave Berry has been outstripped on the German market by the German recording with Peter Bell. . . . Leopold Lindtberg has recorded William Faulkner's "Requiem for a Nun" for literary archive series of Deutsche Grammophon with Heidemarie Hatherer, Gisela Mattshent, Mathias Wiemann, Heinz Reincke, Josef Dahmen, and others. Grammophon's recording by Dietrich Fischer-Dieskau of Rigoletto has won high critical acclaim by European music critics. OMER ANDERSON

LONDON

Warner Bros. will now definitely change its British outlet from Decca to Pye. The earliest date on which the switch can be made is April, but it may be delayed until July 1. . . . The Musicians' Union has tightened the ban on all of its members appearing in South Africa following Dusty Springfield's expulsion from that country because she insisted on playing to integrated audiences last month. Now, two other British entertainment unions are considering imposing similar boycotts on South Africa. . . . Paul Anka returns later this month for TV and radio appearances to promote the disk he recorded here early in December. Anka will also search for a suitable London flat in which to base European activities he plans for 1965. . . . Roy Orbison will make his first British TV appearance of this year on ABC's "Thank Your Lucky Stars" on Feb. 27. He is not now expected to appear on "Sunday Night at the London Palladium" until mid-March. . . . Marianne Faithfull says here that Gene Pitney's next single will be a tribute to her titled "When You Ask About Marianne." . . . Possibly Britain's biggest non-chart singer Georgie Fame has at last scored a hit. EMI shifted 120,000 copies of his "Yeh Yeh" in the first week of release. For the past six months Georgie, the star with the most potential for 1965, has been commanding \$1,000 an appearance. . . . Shooting on the Dave Clark Five's major film "Catch Us if You Can" commences here Feb. 8. The picture is being made jointly by Warner Bros. and Anglo Amalgamated. . . . Sue Thompson is due next week to promote her new Hickory single, "Paper Tiger." . . . Pye recorded Marlene Dietrich's final concert of her London season for release as an album next month. CHRIS HUTCHINS

MUNICH

Bobby Weiss visited Berlin to meet music publisher Rolf Budde and band leader Werner Mueller and left for London and Paris to return to Los Angeles. . . . Josephine Baker guest-starred at the Madeleine for two days. Her salary was about \$3,000. . . . After the long run at the Munich Deutsches Theater, Irving Berlin's "Annie Get Your Gun" will open in Hamburg. There also will be the original Berlin and Munich cast starring Heidi Brühl, Robert Treubay and Brigitte Mira. . . . Public relations rep of Philips, Wolfgang Kretschmar, will be producer for Philips beginning in January. The new PR man will be Hannes Flesner, ex-Bild-Zeitung rep. Vogue's international manager, Lawrence M. Yaskiel, and Vogue producer Friedel Berlipp returned from London where they

EMI: An Empire Spreading Out Its Image to the World

• Continued from page 1

world, and claims that one in four of all disks sold comes from its group.

EMI records and issues records in 22 languages, plus the numerous dialects of the Asian and African territories. "People new to the record business in this decade," says Ken East, deputy general manager, Overseas Division, EMI, Ltd., "may not know that before World War II, EMI owned and operated factories in Russian, China, Czechoslovakia and other European countries now in the Communist bloc." The world-wide web of operations developed from the amalgamation of the Gramophone Company (HMV), which was founded in 1898, when EMI was born.

The international flavor of the group is all the more apparent when one looks at the staff list. There is a Scotsman in charge of the Turkish company, Britishers run the companies in France, Spain and Belgium. A Frenchman runs the Italian company, a Swiss the Austrian, a British the Hong Kong company, etc.

There are 29,200 employees of over 35 nationalities spread throughout the EMI empire, and, in addition, several mobile supervisors responsible for several countries each, excluding the U. S. and Canada, are constantly on the move co-ordinating. Ron White, manager of International Commercial Division of EMI, Ltd., commented: "A lot has happened since Fred Gaisberg made 10 recordings of

Caruso about 1902 at \$28 each." (These recordings are still in the catalog, incidentally.)

Although fashions have changed, the pattern remains much the same, says White. The need for constant interchange of artists and even company personnel is of prime importance. Travel by company experts to ensure technical specifications are constant throughout the group, international conferences on classical and popular repertoire are all part of the scene. "A cross-fertilizing of ideas and marketing techniques takes place at all such meetings" says White. International classical recordings are made only after agreement with major overseas companies. With the possibility of a hit disk coming from any part of the globe, EMI is well geared to make such a disk available for sale in every part of the world within as short a time as two weeks.

Importance of U.K. Product

With the U.K. record product currently the greatest single source of international repertoire, EMI is very much aware of the importance of promoting British artists. There are many internal activities which serve this purpose in the EMI group. EMI has a studio in London used for recording messages by visiting artists from all over the world, for radio broadcast in several languages. Open-end voice tracks enable a DJ in Spain to have an interview with Cliff Richard, for instance, ending with "Happy Christmas" from Cliff in Spanish.

In the U.K., EMI looks toward a big development in album sales, for singles sales will be hard to increase outside normal expansion. When it is considered, says EMI, that only about 35 per cent of British homes possess long-playing equipment, the potentials for LP's are very big, but ways and means of getting at this vast, untapped market are still a poser for the industry as a whole. A lesson in this respect could be the way the Dutch industry combines with prestige advertising, paid for out of a 1/2 per cent levy on retailer's turnover, with a matched amount from the manufacturers. The two Grand Galas in Holland each year are financed from this fund. It is doubtful if such agreement would be reached by the record industry here.

Record tokens are considered a good incentive for record buying, especially at holiday times, a concept pioneered by EMI in the U.K.

Considerable interest in children's records is shown by EMI, who was the first to produce a 7-inch acoustic disk for the kiddies. Their children's catalog is probably the largest in the world and their U. S. affiliate, Capitol, has been responsible for developing the post-war range of children's disks in America.

EMI has added to the world's recorded library many works of cultural value: "History of Music in Sound" (27 albums) and "Great Recordings of the Cen-

ture" for example, the latter revealing original artists performing at the height of their careers, with improved sound. There is a German equivalent of the "History" entitled "Music of Old Residences and Palaces" which is still being added. Stereo, as we hear it today, is based on the system invented by EMI's Professor Blumlein in the early 1930's. The present head of Recording Research of EMI, Dr. G. F. Dutton, is the first Englishman to receive the Emile Berliner award given annually by the U. S. Audio Engineering Society for an outstanding development in the field of audio engineering. This 1964 award is in recognition of his pioneering work in the recording of sound and, in particular, the extended range of phonograph recording.

EMI's Best Year

Following on the annual report in which Chairman Sir Joseph Lockwood said the year to June 30, 1964, was the best in the history of the company (over \$25,000,000 profit before tax), he further has said that the first four months of the new financial year 1964-1965 show an increase of 50 per cent on the same quarter of the "best year." Two-thirds of group earnings come from overseas companies. Records, internationally speaking, play a large part in this over-all success.

produced German hit tunes. . . . Sandie Shaw and Dionne Warwick recorded their first German records for the Vogue label. "Einmal Gluecklich Sein Wie Die Andern" (There's Always Something There to Remind Me) and "Geh' Vorbei" (Walk on By). Composer Burt Bacharach was very impressed.

The Lili Marlene girl is very busy these months. Lale Andersen's itinerary looks like this: Hannover for New Year Show, Stuttgart for a show, Munich for TV, Bonn for a command performance, Jan. 10-Feb. 15, tour of the States, the rest of February, touring Switzerland; March, Switzerland and Paris. . . . Friedel Hensch and Cyphys, one of the most popular singing groups in Germany, will start for a tour of the States in January. . . . Munich comedian Werner Finck will tour the States in February to guest-star in New York, Washington, Cleveland, Detroit, Chicago, New Orleans, Los Angeles and San Francisco. . . . "Ich Schwoere Dir" and "Shu Shu Girl" are the German titles of "J'Avais Jure" and "Choo Choo Girl," originally published by Vogue International. Michel Pajé had a big success with these songs in France. He recorded both in Munich in German for Vogue.

Joe Sentieri will make his debut in Germany with two Montana songs. Joe recorded for Ariola the German version of the Italian hit, "O Mio Signore," originally published by Leonardi, and of the Adamo hit, "Tombe La Neige," originally published by Ardmore & Beechwood, Brussels. . . . Polydor star Carlos Otero recorded the Spanish version "Tango Del Recuerdo" of Herman Brauer's song "La Madona d'Amour." . . . Rita Pavone's next German song for RCA is "Wenn Du Deinen Kleinen Bruder Siehst." . . . Bibi Johns recorded the German version of French Eurovision song "Chant De Mallory," "Mallory," for Vogue. . . . Ariola released the Al Martin record, "Baby Beatle Walk." Munich's Montana firm and the Metronome label contracted U. S. Prof. Wernher Von Braun of the American Rocket and Space Expedition for a series of LP records covering his knowledge on

rocket and space. The first LP will be titled "My Way to the Moon." For his 18th birthday, the Triola label released the LP album, "Robertino Is 18," 758 singles have seen sold within one day in a music house in Frankfurt of "The Rackets" on Elite Special. . . . Karl Goetz composed a new song for carneval time, "Schlag Doch Dein Bett In Der Kneipe Auf." . . . To honor the 70th birthday of Austrian operetta composer Nico Dostal, the Elite Special label released an LP album featuring selections from Dostal's operettas "Clivia," "Monika," "Die Ungarische Hochzeit" and "Die Viegeliiebe." . . . Radio Bremen's jazz authority Siegfried Schmidt-Joss has been invited by the U. S. State Department to travel for six weeks in the States. There he will produce a series of radio shows covering the activities in record studios, radio, TV, movies, musicals and folk music.

JIMMY JUNGERMANN

ROME

LEA, publishing arm of Automobile Club of Italy, has also entered the disk field with two special items. One is an LP of the Gran Premio d'Italia at Monza with the sounds of the race, a description by Griffith Borgeson, an American journalist, and a commentary by Riccardo Paladini, Italian TV newscaster. Other disks, intended to teach safety to children, are devoted to songs of safety. They are priced at 3,500 lire (\$5.60) and 4,000 lire (\$6.40) respectively. . . . Christmas Eve show on RAI-TV will feature pop song artists including Renato Rascel, Mina, Adriano Celantano, Johnny Dorelli, Jubilee Singers, Cetra Quartet and Rosanna Cartieri. . . . Record fan magazine Tuttamusica, currently offering tie-in disks with six different labels, has created a special pin for its "Greffa," national association of disk clubs for young people, in the form of a dragon.

CGD International, which has been representing Reprise since its inception, has now added Warner Bros. to its repertory. American diskery was formerly in

SAAR fold. In another change, Fonit-Cetra has picked up Kapp which used to be with Decca Italia. . . . Durium has lost no time in issuing two disks by the Supremes with their two Billboard Award songs, "Baby Love" and "Where Did Our Love Go." . . . Cetra Quartet has made its annual Christmas disk for Polydor with "The Camel and the Dromedary" and "Blow Out the Candles." . . . Le Pietre Rotolante is the Italian translated name which Decca Italia has given to the Rolling Stones.

L'Espresso, Italian weekly, is offering its readers 15 Riverside jazz LP's in series of five at \$4.80 per record in a special offer. . . . Ri-Fi, which has just issued its most ambitious catalog, is in the throes of a dealer campaign in which \$2.40 in disks is offered free for every 300 points accumulated. . . . Bologna's Antoniano has announced the seventh Gold Token Competition of Children's Songs which has been growing in importance annually.

SAM'L STEINMAN

SAN JUAN

With the winter tourist season in full swing, Puerto Rico and its many hotels and night clubs are playing host to many top name entertainers and mostly recording stars. Soon to appear here are Pearl Bailey, Milton Berle, Maurice Chevalier, Jimmy Durante, Xavier Cugat, Ella Fitzgerald, Eartha Kitt, Abbe Lane and Tony Martin. In the Latin field it will be "all recording stars," with Roberto Yanes (CBS-Columbia) having a very good stint at the Sheraton and Hermanos Silva (RCA Victor) at Hotel La Concha. These will be followed by Chavales De Espana (RCA, Ansonia and Roulette), Los Rufinos (Seeco-Tropical), Pedro Vargas and Maria Victoria, (RCA Victor) and Puerto Rican baritone Benjamin Ocasio (Seeco).

Joe Morello, advertised as "No. 1 Jazz Drummer of Our Time," arrived to conduct drum clinics sponsored by the Ludwig Drum Company and its Puerto Rico representative, Casa Margarida. Puerto Rico, having produced so many

(Continued on page 18)

BILLBOARD'S PAID CIRCULATION OUTSIDE THE U. S. IS MORE THAN

34% GREATER THAN ANY OTHER MUSIC-COIN TRADE PUBLICATION



BILLBOARD
Weekly Foreign PAID Circulation
(NOT including free copies)
3,093
Per ABC Audited Publishers Statement
June 30, 1964

CASH BOX
Weekly Foreign Circulation
(INCLUDING all free copies)
1,918
Per sworn (not audited) statements in
Standard Rate & Data—August 1964

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169 Million Pre-Sold JOHN DAVIDSON Fans

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13,000,000 TV viewers weekly for 13 weeks does add up to that figure, but lots and lots of those who tune in on "The Entertainers" have been coming back week after week to see and hear and rave about John Davidson.

Broadway producer David Merrick flatly promises: "John Davidson will be a star." Carol Burnett says: "He's nice, he's kind, he's sweet—and wait'll you hear him sing." (For more quotes in the same vein, just ask any of the pre-sold 169 million, especially your wife, daughter and/or secretary.)

You (and they) and the pre-sold 169 million won't have to wait long at all. You can all start looking and listening for John Davidson's big first album just as soon as you break your first New Year's resolution.

listen for him on



#1 OF 4 ADS
IN THIS ISSUE

A Special SOMETHING

from



BV 3328

Annette

"Something borrowed,
Something blue"



Here are the 'Something OLD' songs she sings

"MR. PIANO MAN"
"HOW WILL I KNOW MY LOVE"
"MA, HE'S MAKING EYES AT ME"

SEE PAGE 22 FOR 'Something NEW'

'Outsiders' Low-Priced Records Put Pressure on Labels in Italy

ROME—Everybody wants to get into the record business and that may be the source of the woes of Italy's disk labels today as the number of off-beat sources of low-price records continues to mount.

Biggest independent drive is that of Fratelli Fabbri, a publishing firm which has made newsstand knowledge a byword by distributing literature, art, household information and encyclopedias.

One current project now in its 15th week is "The History of Music," a plastic-wrapped 16-page color magazine in special covers which feature a different instrument every week.

With each issue, which sells for 61 cents, is a seven-inch shellac record which includes a lecture and musical illustrations of the chapter in print.

The series will run 166 weeks and will be contained in 13 volumes for which leather case binders will be on sale periodically. The entire collection, if prices are not changed, is \$132.50. Current circulation is said to be well over 250,000 weekly.

Among publications which have come into the record business are L'Espresso which is distributing a 15-disk set of Riverside jazz records at special prices in groups of five to read-

ers. The color supplement of Italy's top newspaper, sold separately as "La Domenica del Corriere," is offering readers an LP of "World War I" songs by an Alpine choir (service through courtesy of Ricordi) and available for \$3.20 per record only to those who clip the coupon.

A free distribution of RCA 45's for every 10 coupons clipped is being offered by "Tutamusica," with a choice from five sets of two records for subscribers.

The Automobile club of Italy, through its weekly magazine, "L'Automobile," has gone into the record business with two disks, one featuring the sounds of the "Grand Premio Races" at Monza, the other with safety songs for children. ERI, publishing arm of RAI, Italian radio and TV, has come out with a book about Gabriele IV'Annunzio which contains a disk with his speeches. Not the least of current disks has been issued by Tino Davini of Ital-musica called, "The Children of Refuge," which is being distributed to further peace efforts.

In addition to such competition, diskeries are also faced with cut-rate offers by well-financed companies. Some offer low-priced records on a subscription basis, with hit songs sung by unknown artists, while others make deals with the diskeries to sell disks made with tapes by name artists at special prices. Other special offers, particularly in the classics, come from companies organized by Eastern European record monopolies which have a wealth of classical talent.

TORONTO

Capitol of Canada has signed folk singers **Malka and Joso** to a recording contract, following their success in Toronto coffee houses, clubs and concerts. First LP of their specialty, international folk songs in several languages, will be released the end of this month, and material for a second album is already on tape. . . . Latest radio personality to spin his own disk is **Dave Boxer**, host of CFCF Montreal's teen show, "Like Young." His "Beatleful Dreamer" on Quality Record's Reo label, to which he wrote the lyrics, is selling well in Montreal and spreading through Quebec province.

Local entertainers, expatriate Canadians in Hollywood and New York, and U. S. performers appearing in town, gave tremendous support to a 17-hour telethon to aid the Variety Club on CHCH-TV Hamilton-Toronto (19-20). **Gene Pitney**, in town for a concert; **Eddie Hazell**, appearing at the Town Tavern, and **Rudy Vallee**, the attraction in the Imperial Room of the Royal York Hotel, were among the visiting stars. **Lorne (Ringo) Greene** and **Percy Faith** were among the expatriates to send taped appearances. Local recording artists included the **Travelers**, **Phyllis Marshall**, and the **Romeos**, all on the Columbia of Canada label; **Jay Smith** and the **Majestics**, whose "Driven From Home" is the first release on the new CLIP (Canadian Label for Independent Producers) label, **Tartan's Bobby Curtola**, and the **Town Criers**. Even the **Beatles** helped. Their can club members canvassed friends and neighbors for donations to support Variety Village, a school for handicapped boys. . . . Word of the decline in popularity of English groups in concert is borne out by the personal appearances of **Manfred Mann** and **Peter and Gordon** in Western Canada. Even though name attractions aren't that plentiful in the prairie provinces, their appearances drew only 1,300

Philips Bows Import Plan

LONDON — Philips product from all countries excluding America and that otherwise released here are to be imported by British Philips under a new plan inaugurated Jan. 1.

British dealers are to receive a monthly mailing list of the records available for import. Through Philips' London office they will be able to order from the list.

A small handling charge will be added to the prices of each record, otherwise they will retail at the standard British prices for singles, EP's and albums.

in Winnipeg and 1,500 in Edmonton. Both **Manfred Mann** and **Peter and Gordon** are on the Capitol label here, and the company reports that their records are top sellers and get lots of radio play out West. . . . Stopping over in Toronto, the **Manfreds** agreed to drop in on **Dave Johnson's** "Liverpool School" on CHUM, but couldn't get into the station because of about 500 fans, some waiting for the English group to arrive and others waiting for a local star to leave. The local rage is **Jack London**, an ex-Liverpudlian whose first single, "If You Don't Want My Love" on Capitol, has gone over big.

Tartan Records' Bobby Curtola, who cut his ties with Del-Fi in the U. S. and should be released on Cameo-Parkway early next year, played his first dramatic role on TV in "Charlie Love From Liverpool" on the CBC-TV network (20). The play, about a Canadian singer who disguises himself as a Beatle-type to get a booking, had **Bobby** singing six of his hits. . . . Also conquering new fields, on stage in the musical "Cindy-Ella" at the Library Theater in Toronto, are **Phyllis Marshall**, whose "That Girl Phyllis Marshall" LP on Columbia of Canada has sparked such reaction that a **Phyllis Marshall Day** was proclaimed by CIAD, Montreal, and **Shirley Matthews**, whose "Feel So Pretty" on Tamarac here and **Amy** in the U. S. was a **Billboard** Hot Pop pick. . . . There's no doubt that Toronto is a **Woody Herman** town, with the Herd and vocalist **Joe Carroll** here for the University of Toronto Arts Ball at the Royal York Hotel recently, a dance at the Palais Royale ballroom, held by the Fraternity of Early Risers to salute their president, **CKFH** morning man, jazz buff **Phil Mackellar** and a concert at the Ryerson Polytechnical Institute, with enthusiastic fans all-round.

KIT MORGAN

WARSAW

Poland's Pronit firm has issued a **Frank Sinatra** EP. The recording was purchased from Columbia. . . . The first Polish production of **Loewe and Lerner's** "My Fair Lady" has been staged by the Poznan Musical Comedy Theatre. . . . The first song to be composed with lyrics in Esperanto has just been written here. **Andrzej Koszewski**, a composer from Poznan, has done a choral work for 12 voices to the words of a Hymn for Esperantists by the Polish creator of Esperanto, **Ludwik Zamenhof**. The Esperantists' Center in Amsterdam states that this is the first musical work in the world to be written in Esperanto. . . . **Ars Polona**, the firm which deals with imports and export of disks and sheet music, is negotiating with a British firm who wants to import a series of top-pop Polish numbers. If the Polish numbers were to rate a position on the best selling list, they would automatically become available in the U. S. . . . The first Polish jazzmen to tour South America are the **Andrzej Trzaskowski Quintet**. Their tour begins in February 1965. **Trzaskowski** played at the jazz festivals in Newport and Washington in 1962. The quintet will be accompanied by vocalist **Fryderyka Elkana** and gypsy pop singer, **Michaj Burano**.

ROMAN WASCHKO

News From the

MUSIC CAPITALS OF THE WORLD

• Continued from page 17

distinguished artists, **Tito Puente**, **Willie Rosario**, **Humberto Morales**, **Kako**, **Joe Quijano**, **Frank Malabe** and **Willie Rodriguez** to name a few, welcomed Morello's visit.

Joe Cuba (Seeco Records) and his sextet will be remembered for some time by local record dealers, and with pleasure. During his recent short visit to Puerto Rico his most recent album for Seeco, "Comin' at You," zoomed to the head of local charts. "Guaracha y Bembe," a terrific guaguanco from said album, also hit the two-spot in the singles chart. **Joe Cuba**, New York-born of Puerto Rican parents, has proved a big favorite here in his two visits so far. Most of his boys are either Puerto Rican-born or of Puerto Rican parentage and they have made hosts of friends even in the most remote places in this island. A bit of credit should go to lovely **Mrs. Cuba**, who took a very active part in her husband's recent tour, being in charge of many duties at the theaters, night clubs, radio and TV where the Sextet appeared.

Another feather in the cap of **Al Santiago** (Alegre Records) for his new album, "Alegre All Stars Vol. 2" featuring the all-time standard "El Manicero" (The Peanut Vendor). **Santiago** and leader **Charlie Palmiere** collected a star-studded group: **Kako**, **Valladares**, **Silva**, **Quijano**, **Boulong**, **Mark Westfein**, **Rosario**, **Malabe**, **Willie Torres**, **Chivrico Davila**, **Elliot Romero** and **Victor Velazquez**, to make six sides of Vol. 2, which will be the delight of the many buyers of this type of at-ease, informal recording dates. The jacket is a spoof cartoon of the "gang," and will certainly help its sales.

ANTONIO CONTRERAS

SYDNEY

Elvis Presley's Paramount film "Roustabout" premiered in Sydney Dec. 15. RCA has released the soundtrack album so that retailers will be able to get maximum Christmas selling. . . . **Peter and Gordon's** latest single on the local Columbia label, "I Go to Pieces," is receiving saturation airplay since its early December release. . . . Another Columbia platter which could break through in time for the festive rush is "Don't Make Me Laugh," by **Frank Ifield**. C&W music continues to hold its own on the popularity charts throughout Australia and all companies are releasing material even though there will be no breakthrough in cities throughout the country. . . . RCA has issued a new single by the late **Jim Reeves** titled "I Won't Forget You" and local c&w star **Reg Lindsay** has a new one on Columbia, "Trouble in My Arms." . . . Australia's top singer **Lionel Long** has a new

album on the market which he recorded a few months ago before leaving for a tour of England. The album is a selection of folk songs of the sea aptly titled "Songs of the Sea." . . . EMI's pop vocalist **Roland Storm** left for a tour of Manila and the Far East. . . . The **Pincus-Gil** song "My Love Forgive Me" looks as if it is going to create a storm in this country; to date three versions have hit the market: **Robert Goulet** (CBS), **John Foster** (Dot) and **Cardinali** from English Oriole on (W & G). . . . The **Beatles'** new single on Parlophone, "I Feel Fine," has made No. 1 on charts in all States after first week of release.

Festival recording star **Lucky Starr**, who earned a gold record for the now famous Australian composition, "I've Been Everywhere," covered by **Hank Snow** in the U. S., has cut a pilot video tape for a weekly teen-age show for NWS 9 in Adelaide. The artist recently completed a three-week stint at Sydney's plush Chevron Hotel, supporting U. S. star **Vic Dana**. . . . More singles being rushed out by Australian Record Company, Ltd., are "Roses Are Red My Love," by the "You Know Who" group on Kapp label; "I'm Gonna Love You Too," by **Roulette's** new English long-hairs the **Hullaballoos**, and **Walt Jackson's** "It's All Over," which will be released by CBS here. . . . The musical comedy, "Fade Out—Fade In," is to be presented in Sydney's Tivoli Theater in January, and Festival Records is releasing the original Broadway cast album by ABC-Paramount on their Ampar label The "Fade Out—Fade In" album is the first of a series of original Broadway cast albums produced by the label to be released in Australia. The second of the series will be "High Spirits."

Bill Smith, managing director of Australian Record Company, Ltd., hosted a gala pre-Christmas party in the Carnellian Room at Sydney's Hotel Australia. Company's newly signed group, the **Norfolk Singers**, sang their folk-type satire on the very controversial Sydney Opera House, entitled "The Opera House Is Falling Down," was loudly applauded by the guests and could easily become a hit for the three boys. . . . New Castle titles out on the local scene are **Diane Renay's** "Watch Out Sally," on MGM; **Bryan Davies'** "Tell the Other Guy," on Columbia, and **Peter and Gordon's** "Love Me Baby," also on Columbia.

Due to the success of the single "Shanty," which was recorded in the studios of English Columbia, Singapore, by the instrumental group, the **Quest**, and which jumped to the top of the local Malay chart, has been issued in Australia by EMI on their Columbia label.

GEORGE HILDEN

ARGENTINA

This Week	Last Week	Title	Artist
1	10	FLAUTE E' CANA	Charanga del Caribe (CBS)
2	1	A HARD DAY'S NIGHT	Beatles (Odeon); *Sandro (CBS); Enoch Light (Tonodisc)—Fermata
3	9	ANGELITO	Trini Lopez (Reprise); *Daniel (Odeon); *Jazz Singers (Microfon)
4	17	AMORE (L-O-V-E)	Nat King Cole (Odeon); Bert Kaempfert (Polydor)
5	4	SI YO CANTASE (MY WHOLE WORLD IS FALLING DOWN)	Sylvie Vartan (RCA); *Cinco Latinos (Music Hall); *Ricardo Roda (CBS)
6	7	PIEL CANELA-NOSOTROS	Eydie Gorme y Trio Los Panchos (CBS)
7	19	EL DIA QUE ME QUIERAS	Tito Rodriguez (CBS)
8	20	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)
9	2	COLLAR DE CAROOLAS	*Julio Molina Cabral (Music Hall); *Luis Ordonez (CBS); Los Fronterizos (Philips)
10	3	VESTIDA DE NOVIA	*Palito Ortega (RCA); *Los Nocturnos (Music Hall)—Korn
11	11	ME RECORDARAS	Luis Dimas (Philips); *Claudio (Odeon); *Tony Vilar (CBS)
12	5	BAILANDO SOBRE UNA ESTRELLA	Richard Anthony (Odeon)
13	13	MICHAEL	Trini Lopez (Reprise); Brian Hyland (Philips)
14	6	INOLVIDABLE	Tito Rodriguez (Surco)—Edami
15	8	ESTO-RUBIECITA	*Leo Dan (CBS)—Melograf
16	12	SOMETIMES ON FRIDAY	Claude Gordon (Odeon) *Los Iracundos (RCA)
17	—	EN MI MUNDO	Richard Anthony (Odeon)
18	—	NADA VALE SIN AMOR	*Palito Ortega (RCA)
19	—	DE RODILLAS A TI-MEJOR ES PERDONAR	*Juan Ramon (RCA)
20	—	SUSPICION	Terry Stafford (Odeon)

AUSTRALIA

*Denotes local origin

Last Week	This Week	Title	Artist
1	1	I FEEL FINE	Beatles (Parlophone)
2	—	THE WEDDING	Julie Rogers (Philips)
3	2	PEOPLE	Barbra Streisand (CBS)—Chappell
4	4	SOMEPLACE GREEN	Jimmie Rodgers (Festival)—Alberta
5	7	SHE'S NOT THERE	Zombies (Decca)—Essex
6	5	LEADER OF THE PACK	Shangri-Las (Red Bird)
7	6	TWELFTH OF NEVER	Shadows (Columbia)—Allans
8	8	AROUND AND AROUND	Rolling Stones (Decca)
9	9	THEME FOR YOUNG LOVERS	Shadows (Columbia)—Allans
10	10	PEARLY SHELLS	Burl Ives (Festival)—Boosey & Hawkes
11	12	I'M GONNA BE STRONG	Gene Pitney (CBS)—Allans
12	13	ASK ME	Elvis Presley (RCA)—Belinda
13	11	WILLIAM TELL OVERTURE	The Sounds Incorporated (Columbia)—Leeds
14	14	ABOUT LOVE	*Billy Thorpe & the Aztecs (Parlophone)
15	15	COME A LITTLE BIT CLOSER	Jay & the Americans (United Artists); Reg Connelly (Aust.) Pty., Ltd.

AUSTRIA

This Week	Last Week	Title	Artist
1	1	MELANCHOLIE	Bambis (Columbia) Weltmusik
2	4	MAMA	Margot Eskens (Polydor) Sikorski
3	—	MEMPHIS TENNESSEE	Bernrd Spier (CBS)—Gerig
4	—	DU, DU GEHST VORBEI	Suzie (Vogue)—Montana
5	2	ICH KOMM' AUS DER FERNE	Kaplan Alfred Flury (Philips)—Capriccio
6	5	A HARD DAY'S NIGHT	Beatles (Odeon)—Budde
7	—	SKINNY MINNY	Rockets (Elite Special)—Gerig
8	3	WENN DU MAL ALLEIN BIST	Manfred Schnelldorfer (Decca)—Figaro
9	10	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig

10	—	SEIDE UND SAMT	Peter Alexander (Polydor)—Trumpf
11	—	SCHADE UM DEINE ROTEN ROSEN	Leonie Brueckner (Elite Special)
12	8	VERBOTENE LIEBE	Caterina Valente (Decca)—Weltmusik

BAVARIA

This Week	Last Week	Title	Artist
1	3	OH PRETTY WOMAN	Roy Orbison (London)—Acuff Rose—Siegel
2	11	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)
3	1	SKINNY MINNY	Tony Sheridan (Polydor)—Gerig
4	2	MEMPHIS TENNESSEE	Bernrd Spier (CBS)—Gerig
5	4	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baeuemler (CBS)—Melodie der Welt
6	8	I SHOULD HAVE KNOWN BETTER	Beatles (Odeon)—Budde
7	12	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
8	5	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig
9	7	AUF DER HUETT'N	Vico Torriani (Decca)—Melodie der Welt
10	9	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
11	—	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
12	10	DAS IST DER BLUE BEAT	Gitte (Electrola)—Gerig

FLEMISH BELGIUM

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OH PRETTY WOMAN	Roy Orbison (London)—World Berries (Piccadilly)—Aldon Music
2	2	DOLCE PAOLA	*Adamo (HMV)—Ardmore & Beechwood
3	3	TELL ME	Rolling Stones (Decca)—Southern
4	4	WAAROM	*John Larry (Polydor)—Ideal
5	5	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)—Chappell
6	6	AIN'T THAT LOVING YOU BABY/ASK ME	Elvis Presley (RCA)—Belindamusic
7	7	QUE C'EST TRISTE VENISE	Charles Aznavour (Barclay)—Aznavour/Peter Plum
8	—	THE DOOR IS STILL OPEN TO MY HEART	Dean Martin (Reprise)—Bens
9	—	AMORE SCUSAMI	John Foster (Show)
10	—	NOORDZEESTRAND	*Rocco Granata (Cardinale)—Metropolis

WEST BERLIN

This Week	Last Week	Title	Artist
1	1	MEMPHIS TENNESSEE	Bernrd Spier (CBS)—Gerig
2	—	OH PRETTY WOMAN	Roy Orbison (London)—Acuff Rose—Siegel
3	—	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)
4	5	SEIDE UND SAMT	Peter Alexander (Polydor)—Gerig
5	3	DAS KOMMT VOM RUDERN	Peter Lauch (Golden 12) Transatlantic
6	—	MAMA	Margot Eskens (Polydor)—Sikorski
7	4	SEIN BESTES PFERD	Martin Lauer (Polydor)—Gerig
8	—	VERANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
9	2	KEEP SMILING	Drafi Deutscher (Decca)—Nero
10	—	LA MAMMA	Corry Brokken (Philips)—Busse
11	7	HOKUSPOKUS	Gitte & Rex (Electrola)—Gerig
12	10	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baeuemler (CBS)—Melodie der Welt

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	*Beatles (Parlophone)—Northern Songs Ltd.
2	3	I'M GONNA BE STRONG	Gene Pitney (Stateside)—Screen Gems Columbia Music
3	4	DOWNTOWN	*Petula Clark (Pye)—Weilbeck Music
4	2	LITTLE RED ROOSTER	Rolling Stones (Decca)—Jewel Music

5	5	WALK TALL	*Val Doonican (Decca)—Shapiro-Bernstein
6	9	I UNDERSTAND	*Freddie and the Dreamers (Columbia)—Maddox Music
7	13	NO ARMS CAN EVER HOLD YOU	Bachelors (Decca)—Burlington Music
8	16	SOMEWHERE	P. J. Proby (Liberty)—Chappell
9	6	PRETTY PAPER	Roy Orbison (London)—Acuff-Rose
10	10	I COULD EASILY FALL	*Cliff Richard (Columbia)—Shadows-Belinda
11	15	BLUE CHRISTMAS	Elvis Presley (RCA)—Pic Music
12	10	MESSAGE TO MARTHA	*Adam Faith (Parlophone)—Sea Lark Music
13	7	BABY LOVE	Supremes (Stateside)—Belinda Music
14	19	TERRY	*Twinkle (Decca)—Favourite Music
15	—	YEH, YEH	*Georgie Fame (Columbia)—Roar Music
15	14	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA)—Burlington Music
17	22	GIRL DON'T COME	*Sandie Shaw (Pye)—Glissando Music
18	8	ALL DAY AND ALL OF THE NIGHT	*Kinks (Pye)—Kassner Music
19	21	WHAT HAVE THEY DONE WITH THE RAIN	*Searchers (Pye)—Essex Music
20	18	GENIE WITH THE LIGHT BROWN LAMP	*Shadows (Columbia)—Shadows-Belinda
20	12	UM, UM, UM, UM, UM	*Wayne Fontana and the Mindbenders (Fontana)—Mogull
22	20	LOSING YOU	*Dusty Springfield (Philips)—Springfield Music
23	23	HE'S IN TOWN	*Rockin' Berries (Piccadilly)—Aldon Music
24	24	WALK AWAY	*Matt Monro (Parlophone)—Ardmore & Beechwood
25	27	BEATLES FOR SALE (LP)	*Beatles (Parlophone)—Northern Songs—Jewel—Chappell—Macmelodies—Southern—Aberbach—Knox
26	28	CAST YOUR FATE TO THE WIND	*Sounds Orchestral (Piccadilly)—Mellin Music
27	—	LIKE A CHILD	*Julie Rogers (Mercury)—Shapiro-Bernstein
28	—	GO NOW	*Moody Blues (Decca)—Starta Music
29	—	FERRY CROSS THE MERSEY	*Gerry and the Pacemakers (Columbia)—Pacemusic
30	25	SHOW ME GIRL	*Herman's Hermits (Columbia)—Screen Gems Columbia Music

FINLAND

This Week	Last Week	Title	Artist
1	2	I SHOULD HAVE KNOWN BETTER	Beatles (Parlophone)
2	1	THE HOUSE OF RISING SUN	Animals (Columbia)
3	4	THE HOUSE OF RISING SUN	Lasse Martenson (Philips)
4	3	A HARD DAY'S NIGHT	Beatles (Parlophone)
5	5	DO WAH DIDDY DIDDY	Manfred Mann (HMV)
6	7	BUDAPESTIN SILLAT	Katri Helena (Parlophone)
7	9	SHAKIN' ALL OVER	Swinging Blue Jeans (HMV)
8	8	PUHELINLANGAT LAULAA	Katri Helene (Parlophone)
9	13	OH, PRETTY WOMAN	Roy Orbison (London)
10	6	MUSTALAI PRIMAS	Eino Gron (Scandia)

WEST GERMANY

This Week	Last Week	Title	Artist
1	3	MEMPHIS TENNESSEE	Bernrd Spier (CBS)—Gerig
2	1	OH PRETTY WOMAN	Roy Orbison (London)—Acuff Rose—Siegel
3	4	MAMA	Margot Eskens (Polydor)—Sikorski
4	10	LA MAMMA	Corry Brokken (Philips)—Busse
5	9	ICH WILL IMMER AUF DICH WARTEN	Brenda Lee (Polydor)—Gerig
6	5	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)—Aberbach
7	6	DU, DU GEHST VORBEI-SUZIE	(Vogue)—Montana
8	8	MELANCHOLIE	Peppino di Capri (Italia); Weltmusik Bambis (Columbia)
9	20	KENN EIN LAND	Ronny Telefunken)—Marbot

10	2	SKINNY MINNY	Tony Sheridan (Polydor)—Gerig
11	7	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baeuemler (CBS)—Melodie der Welt
12	14	TENNESSEE WALTZ	Alma Cogan (Columbia)—Peer
13	—	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
14	—	RAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
15	—	SCHNEEMANN	Manuela (Telefunken)—Hansa
16	11	KEEP SMILING	Drafi Deutscher (Decca)—Nero
17	—	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
18	12	WENN DU MAL ALLEIN BIST	Manfred Schnelldorfer (Decca)—Busse
19	12	WER DU BIST	Francoise Hardy (Vogue)—Montana
20	—	COWBOY-VAGABUNDEN	Peter & Su (Ariola)—Nero

HONG KONG

This Week	Last Week	Title	Artist
1	1	I FEEL FINE	Beatles (Parlophone)—Northern Sounds, Inc.
2	3	I'LL CRY INSTEAD	Beatles (Parlophone)—Northern Sounds, Inc.
3	6	WONDERFUL WORLD	Danny Diaz (Diamond)
4	2	OH PRETTY WOMAN	Roy Orbison (London)
5	5	THOSE FABULOUS ECHOES (EP)	Fabulous Echoes (Diamond)
6	4	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA Victor)
7	10	SHA LA LA	Manfred Mann (Parlophone)
8	8	EVERYBODY KNOWS	Tony Myatt (Diamond)—Diamond Music
9	7	YOU BETTER MOVE ON	Rolling Stones (British Decca)
10	9	A HARD DAY'S NIGHT (EP)	Beatles (Parlophone)—Northern Sounds, Inc.

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NON SON DEGNO DI TE	*Gianni Morandi (RCA)
2	3	BAMBINI MIEI	*Adriano Celentano (Clan)
3	2	LA MIA FESTA	Richard Anthony (Columbia)
4	4	E ADESSO TE NE PUOI ANDARE	Les Surfs (Festival)
5	6	IO E TE	*John Foster (Style)
6	5	CRISTINA	*Bobby Solo (Ricordi)
7	8	IO SONO QUEL CHE SONO	*Mina (Ri Fi)
8	9	PER UN PUGNO DI DOLLARI	*Ennio Morricone (RCA)
9	11	TE LO LEGGO NEGLI OCCHI	*Dino (Arc)
10	10	PECCATO CHE SIA FINITA COSI'	Udo Jurgens (Vogue)
11	7	MARIA ELENA	Los Indios Tabajaras (RCA)
12	13	NON ASPETTO NESSUNO	*Little Tony (Durium)
13	15	L'UOMO DEL BANJO	*Ico Ceruti (Fantasy)
14	—	A CASA D'IRENE	*Nico Fidenco (RCA)
15	—	VIVRO'	Alain Barriere (RCA)

JAPAN

This Week	Last Week	Title	Artist
1	1	OZASHIKI KOUTA	Mahina Stars & M. Kazuko (Victor)—Jasrac
2	2	LA RAGAZZA DI BUBE	Sound Track (Fontana)—Victor
3	3	Koi O Surumara	Hashi Yukio (Victor)—Jasrac
4	5	OSAKA GURASHI	Frank Nagai (Victor)—Jasrac
5	6	ORE WA OMAE NI YOWAINDA	Ishihara Yujiro (Teichiku)—Jasrac
6	4	UNA SERA DI TOKIO	Mahina Stars (Victor)—The Peanuts (King)—Caterina Valente (London)—Milva (Seven Seas)—Jasrac
7	7	NANIMO IWANAIDE	Sono Mari (Polydor)—Jasrac
8	9	UNA LACRIMA SUL VISO	Bobby Solo (London)—Jack Kelly (Union)—Imp
9	8	AI TO SHI O MITSUMETE	Aoyama Kazuko (Columbia)—Jasrac
10	—	JIDOSHA SHOW KA	Kobayashi Akira (Crown)—Jasrac

MALAYSIA

This Week	Last Week	Title	Artist
1	1	RINGO FOR PRESIDENT	Young World Singers (Decca)
2	2	AIN'T THAT LOVING YOU	Elvis Presley (RCA)
3	3	I WILL FOLLOW YOU	Rick Nelson (Decca)
4	—	BABY LOVE	Supremes (Stateside)
5	—	SHE UNDERSTANDS ME	Johnny Tillotson (MGM)
6	—	LITTLE TEAHOUSE IN YOKOHAMA	Kirk Hausard (CBS)
7	—	COUNT DOWN	Buddy Lee & the Satellites (CBS)
8	—	WE HAVE SOMETHING MORE	Connie Francis (MGM)

PHILIPPINES

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

SOUTH AFRICA

This Week	Last Week	Title	Artist
1	2	HELLO, OPERATOR	Billy Forrest (Renown)
2	1	OH PRETTY WOMAN	Roy Orbison (London)
3	5	AIN'T THAT LOVING YOU BABY?	Elvis Presley (RCA)
4	7	(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME	Sandie Shaw (Pye)
5	3	I SHOULD HAVE KNOWN BETTER	Beatles (Parlophone)
6	4	TELL ME	Rolling Stones (Decca)
7	6	ON THE BEACH	Cliff Richard (Columbia)
8	—	BABY LOVE	Supremes (Stateside)

SINGAPORE

This Week	Last Week	Title	Artist
1	3	BABY LOVE	Supremes (Motown)
2	1	OH PRETTY WOMAN	Roy Orbison (London)
3	2	SHANTY	Quests (Columbia)
4	4	ONE STEP FORWARD	Two Steps Backward—Brian Hyland (Philips)
5	6	WALK AWAY	Matt Monro (London)
6	7	G.T.O.	Ronny & the Daytonas (Stateside)
7	8	SUMMER IS OVER	Frank Ifield (Columbia)
8	—	SHA LA LA	Manfred Mann (HMV)
9	—	OFF THE HOOK	Rolling Stones (Decca)
10	5	AND THE ANGELS SING	Lynn Holland (Ember)

Decca New Ava Outlet

LONDON — Decca has acquired world-wide release rights —outside the U. S. and Canada —of the Ava catalog. The deal was clinched here just before Christmas by Bob Weiss, who negotiated on behalf of Ava with Decca's commercial manager Bill Townsley.

Ava has many film soundtracks, including that of "The Carpetbaggers," which may be the first British release following the deal.

Ava products will be issued here on Decca's London label.

Henderson on the Importance of Being 'Earnest' About Jingles

NEW YORK—In his new career as a commercial jingle producer, Skitch Henderson will apply the formula he's been using for years as a music conductor for radio, TV and recordings. According to Henderson, the importance of music, in any form, depends on integrity and creativity of the creator.

"Too many of today's commercial jingle producers," he said, "take the path of least resistance and deliver rinky-tink product." Henderson, who is vice-president and creative director of the two-month-old Clef 10 Productions, believes that just because a jingle is a musical medium for an advertiser to sell his product does not mean it doesn't have to be

good music. Henderson is also of the opinion that a good jingle played badly can destroy the effect of the jingle so therefore he plans to use only top musicians on his jingle-recording dates. In this respect, he plans to work with the sidemen with whom he's been associated over the past years at NBC where he is musical director.

Henderson also feels that he can approach the jingle business with fresh ideas because "I have something else to do."

Henderson's "something else" covers a lot of territory. In addition to being NBC's music director, he's a regular on the "Tonight" TV show, he's guest conductor with the symphony orchestras in Houston, Cleve-

land and the Hollywood Bowl, he does recording dates on a free-lance basis for RCA Victor's Red Seal label, and he's about to join the roster at Columbia Records as a disk artist. His most recent chore for Red Seal, incidentally, was conducting an album for Anna Moffo of songs from Grace Moore's repertoire. The LP will be titled "One Night of Love." Last year Henderson conducted the "Porgy and Bess" album for Red Seal which starred Leontyne Price.

The Clef 10 endeavor marks a departure from his previous activities, but Henderson said, "I'm prepared for it emotionally and physically." At Clef 10, Henderson will be working closely with Chuck Barclay, vice-president-operating head.



JACKIE AND GAYLE, Capitol Recording artists, visit "Mr. Novak's" (Jim Franciscus) TV classroom to deliver their first single record, "Why Can't My Teacher Look Like Mr. Novak."

Burton Does 'Street' Tune

NEW YORK — Richard Burton, who worked for Broadway producer Alexander Cohen in "Hamlet" last season, is giving his former boss some disk help for Cohen's forthcoming production of the musical, "Baker Street." Burton has recorded "A Married Man," one of the tunes from the Marian Grudeff-Ray Jessel score, for MGM Records. Burton made the record in Paris.

In addition to the Burton disk, other recordings from show are being readied for release by MGM and Verve. MGM, incidentally, will also release the original cast album.

Upcoming are a Richard

Hayman instrumental of "Finding Words for Spring" and "Jewelry" on MGM; Fran Jeffries' recording of "I'd Do It Again" on MGM; Kai Winding's "Baker Street Mystery" and "A Veritable Work of Art," on Verve.

The score for the musical, which is scheduled for Broadway Feb. 13, is being published by E. B. Marks.

Gets D. C. Job

NEW YORK—Cynthia Wilson, secretary to Sal Forlenza and Dick Gassen at Columbia Records, has been appointed to Mrs. Lyndon B. Johnson's personal staff as correspondence secretary at the White House.

Miss Wilson, who has been with Columbia since October, takes over her post at the White House on Jan. 4. She's a native of Texas.

TO PUBLISH GULDA WORKS

NEW YORK—Friedrich Gulda's "Music for Piano and Band No. 2" and "The Veiled Old Land," concert jazz works, will be published by Blackwood Music.

Stan Kenton, who heard Gulda's jazz works in the Columbia album, "From Vienna With Jazz," was so impressed with the composer that he was selected to perform "Music for Piano and Band No. 2" at the debut of his Los Angeles Neophonic Orchestra at the new Los Angeles Music Center on Jan. 4. Gulda will make a special trip from Vienna in order to appear as soloist with Kenton. Kenton's Los Angeles Neophonic Orchestra, the first permanently established orchestra in the world devoted to contemporary music, will be an integral part of the recently opened Music Center.

'Blue-Eyed Soul' Gets Big Order

LOS ANGELES—As an indication of good Christmas sales hereabouts, Merit Distributor's Jack Lewerke ordered 10,000 copies of the Righteous Brothers' Moonglow LP, "Some Blue-Eyed Soul." Lewerke said it's been some time since he's ordered 10,000 copies at one clip. The distributor calls this Christmas selling season the best ever for his three-year-old firm. Business is up 30 per cent over last season, he notes.

Liquor Law Ease Boon to Singers

MONTPELIER, Vt.—There is expected to be an increased demand for singers in Vermont's night spots as the result of further liberalization of the State's once strict liquor laws. The Vermont Liquor Board has announced that the establishments may remain open until 2 a.m., Monday through Friday, if three or more professional entertainers are performing there. Provisions are also made for a minimum or cover charge at the discretion of the night club owners.

However, the establishments must continue to close at midnight on Saturdays, the Liquor Board said.

Randall Getting Full Promotion Treatment

NEW YORK — RCA Victor will start the new year with a nationwide advertising, promotion and publicity campaign to launch a new singing artist—Frankie Randall. The campaign, to be centered on Randall's first Victor album, "Frankie Randall Sings and Swings," will run through January.

In support of the debut album, Randall will take off on a cross-country tour covering some 19 cities located in top record market areas. Press and disk jockey interviews, as well as local TV appearances, are being arranged in all tour cities. Stop-overs for Randall, beginning Jan. 11, will be Boston, Providence, Philadelphia, Pittsburgh, Baltimore, Washington, Chicago, Milwaukee, Minneapolis, Detroit, Cleveland, Cincinnati and St. Louis.

Randall, who has been appearing in New York at Jilly's night club, already has been picking lots of air play via his single, "Bewitched."

The advertising program mapped out for Randall includes placements in such magazines as Esquire and TV Guide. Ad mats, radio scripts and point-of-sale materials, as well as three-piece "teaser" mailing to disk jockeys throughout the country, have been prepared especially for a continued "action" on Randall throughout the month. Rounding out the advertising program will be promotion kits containing album information, photos and a biography.

On Jan. 30, Randall will have



FRANKIE RANDALL

a recording session in Los Angeles under the supervision of artists & repertoire director Jone Rene, who produced his debut LP. Following that, Randall will continue his promotion tour, covering San Francisco, Los Angeles, Dallas, Houston, Atlanta and Miami.

In commenting on Randall, Steve Sholes, division vice-president, pop a&r, said, "Our hopes for his success on records are matched by those we had in the recent past when we introduced Al Hirt, John Gary, Peter Nero, Sergio Franchi and the Limerickers."

Signings

Epic has signed Mike Douglas to an exclusive recording contract. Douglas currently is running a daily 90-minute variety show originating from Cleveland and syndicated in over 35 cities. He'll be recorded on Epic as a pop singer. Manny Kellern, Epic's executive a&r producer, will record Douglas in New York.

Kitty Kallen has signed with United Artists Records. Her first record for UA is being issued this week... Tracy Starr, rhythm & blues singer, has been signed to the DFD label. Her first release couples "Nathaniel B. Jackson" with "Anything But Mine."

VEE JAY BOWS ANTHOL'GY LP'S

HOLLYWOOD—Vee Jay has developed an anthropology series titled "Great Moments Preserved on Records." First four LP's are "From Slavery 'Til Now," "Jimmy Reed—The Legend—The Man," "Black Nativity" and "John Lee Hooker."

A double-fold jacket will offer a feeling of quality and importance with the series selling at regular LP prices.

Unsurpassed in Quality at any Price

GLOSSY PHOTOS
 7¢ EACH 8x10
 IN 1000 LOTS \$9.88 per 100
 Post Cards \$32 per 1000

100 8x10 COLOR \$1.10 EACH
 WE PROCESS YOUR COLOR FILMS

COPYART Photographers
 A Division of JAMES J. KRIEGSMANN
 165 W. 46th St., N.Y. 36 PL. 7-0233

IT'S A HIT!!
BROWN EYED HANDSOME MAN
 by the phenomenal **JIMMY JAY**
 on **General American Records**
 Div. of Savoy of Nashville, Inc.
 148 7th Avenue South
 Nashville, Tenn.

ALBUM REVIEWS (continued)



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.



JAZZ SPECIAL MERIT

JAZZ IMPRESSIONS OF CHARLIE BROWN

Vince Guaraldi Trio. Fantasy 5017 (M); 85017 (S)

Tie-in with movie should create interest in this package of Guaraldi originals. Jazz buffs and Brown buffs have much in common and it's more than likely they will dig Vince's Original Soundtrack music. Included for those who go all the way with Charlie Brown, a folio of color photos of the motion picture-comic strip characters suitable for framing.



FOLK SPECIAL MERIT

THE FOLK BOX

Various Artists. Elektra EKL-BOX (M)

A de luxe comprehensive anthology of American folk music performed by some of the tops in the field. Featured is a four-record set and a 48-page illustrated booklet containing lyrics and vital answers concerning the origin, dates and names in the folk field. Over 40 artists are involved in this collectors' package.

SEE ALBUM REVIEWS ON BACK COVER



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

GREAT SONGS FROM THE ALL TIME ITALIAN HIT PARADE
Robertino. Kapp KL 1423 (M)

THIS IS . . . THE BEST OF SHIRLEY TEMPLE
20th Century-Fox TFM 3102 (M)

DOWN MEMORY LANE WITH THE AMES BROTHERS
RCA Victor LSP 2981 (e) (S)

EVERYBODY JERK
Ronnie & the Pomona Casuals. Donna DO 2112 (M)

DRACULA'S DEUCE
The Ghouls. Capitol T 2215 (M); ST 2215 (S)

COUNTRY

THE PICK OF THE COUNTRY, VOL. 2
Various Artists. RCA Victor LSP 2956(e)

JAZZ

THE BEST OF DIXIELAND
Various Artists. RCA Victor LSP 2982 (e) (S)

POLKA

SOMETHING NEW—JUST FOR YOU
The Versatile Versatones. Bel-Aires LP 3003 (M)

INTERNATIONAL

KOSTAS GADINIS PLAYS GREEK DANCES
Grecophon GR 130

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

BEATLES '65
Capitol T 2228 (M); ST 2228 (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.

LONG SHIPS . . .
Soundtrack, Colpix CP 517 (M); SCP 517 (S)

OLDIES BUT GOODIES, VOL. 7 . . .
Various Artists, Original Sound OSR-LPM 5012 (M); OSR-LPS 8857 (S)

KEELY SMITH SINGS THE JOHN LENNON-PAUL McCARTNEY SONG BOOK . . .
Reprise R 6142 (M); RS 6142 (S)

TOPKAPI . . .
Soundtrack, United Artists UAL 4118 (M); UAS 5118 (S)

THE GOLDEN MILLIONS . . .
Lawrence Welk, Dot DLP 3611 (M); DLP 25611 (S)

VOYADJIS SINGS ROMANTIC SONGS OF GREECE
Grecophon GR 131

MY FAIR LADY
Grosses Operetten-Orchester Mit Chor Und Solisten. Fiesta FLP 1409 (M)

SUZANNA
Singing Sisters of Our Lady of Africa. Aardvark 1347



THREE-STAR ALBUMS

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

DOCUMENTARY

BREEDLOVE 300+
Craig Breedlove. Capitol KAO 2175 (M)

OTHER ALBUMS REVIEWED

POPULAR

ORIGINAL RECORDINGS
Various Artists. Flip 1002 (M)

SPOKEN WORD

COMMON SENSE PHILOSOPHY WITH BRYCE BOND
Beacon LP 701

THE BROADWAY SHOW ALBUM BONANZA!

A BIG, EXCITING SPECIAL SECTION IN THE JANUARY 16 EDITION OF BILLBOARD

A full-scale editorial profile of the "Original Cast Album" . . . its history—its investors—its growth—its economics—its wild competition—and its future.

- PLUS—complete retail dealer inventory checklists and charts of all available Broadway Show Albums to help dealers in their heavy after-Christmas restocking.

It's a dramatic, peak-impact setting for a full display of your Show Album Catalog . . . your upcoming releases . . . your all-time best sellers . . . or your present "Chart-Climbers."

DON'T MISS THIS SURE-FIRE HIT!

Advertising Deadline: January 6
4-Color Ads — December 30

Radio-TV PROGRAMMING

READY-TO-GO PROGRAMMING • VOX JOX
PROGRAMMING NEWSLETTER

Warner Bros.' Bruce: His Keyword Now Is Diversity

By GIL FAGGEN

This is another in the series of articles on the record company national promotional executive who is in regular contact with radio stations and programmers across the country.

One of the newest executives on the national scene is Warner Bros. Records national promotion director C. Bruce Hinton. Hinton was elevated to the post four months ago following the promotion of Joe Smith to a&r director for the label. He came to the position after spending a year as West Coast and regional promotion manager and six months as promotion director for WB-Reprise in Los Angeles.

A Bostonian, Hinton joined Warner Bros. Boston branch in 1959 and remained with the distributorship as local promotion manager when it was taken over and converted into an independent distributorship by Dale Enterprises.

Several years later he found himself back with WB, this time on the West Coast.

Hinton's promotional credo,



C. BRUCE HINTON

as he states it, is "knowledge of music, radio programming problems, your company's product and the ability to follow through."

Unlike other film-owned record companies, Warner Bros. Records is not closely tied in with the parent company's film activities and is operated with virtual complete separation.

(Continued on page 26)

Kaland Calls NAB Clinics Invaluable

NEW YORK — William J. Kaland, who just recently was promoted to the newly created position of director of program development for Group W (Westinghouse Broadcasting Company), urged that the National Association of Broadcasters continue their programming clinics inaugurated in September of this year.

The clinics held in Palo Alto, Calif.; Omaha, Memphis, and Tarrytown, N. Y., where termed by Kaland "invaluable and necessary" for radio and TV station owners and programmers.

The Group W programming executive, who attended each clinic as a panel member, observed that "more and more stations are becoming interested in different program structures—other structures as executed in a contemporary fashion."

"In each of the clinics the participation among those in attendance was active and vibrant. Almost everyone had something to say, with questions and answers carrying some of the discussions right on into the night," said Kaland.

Kaland, who participated in the much-heralded BMI Clinics 9 or 10 years ago and a staunch advocate of modern radio, commented that a "station can do much more than just play music, and still be very popular with its audience."

"The exchange of program concepts among broadcasters is an invaluable means of cross-pollinating the medium with the best creative ideas culled from both the large and smaller market station operators who have witnessed success in their own areas," said Kaland.

Among the questions most asked of Kaland and his colleagues, Grahme Richards, vice-president for programming, Storz Broadcasting, and Elmo Ellis, general manager of WSB, Atlanta, were the feasibility of all country-western formats as opposed to other formats, and how to implement a telephone-audience call-in show.

"I found that we in programming are asking the same questions and fighting the same fights of a decade ago. We, who have been around for a while, can't assume that the newcomers in this constantly young industry have heard the answers before. For them the problems some of us talked about 10 years ago are new. These problems must be constantly re-evaluated and discussed in light of new programming techniques," he emphasized.

Kaland, formerly National Radio Program Manager of Group W, has been with the Westinghouse program department since 1955 and prior to joining the company was program director for WNEU.

CHART FEATURE IS EXPANDED

NEW YORK—Billboard, effective with this issue, expands the weekly "Yesteryear's Hits" radio programming feature to include the top 10 pop LP's of five years ago. The feature currently consists of the top 10 pop singles of five and 10 years ago and the top 10 r&b singles of five years ago.

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.



THE IMPRESSIONS (ABC-Paramount)

The group began its illustrious career in 1957 in Chicago as The Roosters. Originally the group included Curtis Mayfield, Samuel Gooden, Fred Cash and Jerry Butler. Sam (the base) and Fred (the tenor) hail from Chattanooga where they sung with church groups and at night spots. Sam and Fred met Curtis and Jerry at a Chicago church performance.

In 1958 their manager Eddie Thomas changed their professional name to The Impressions. Their first record, "For Your Precious Love," became a nationwide hit. When Butler left to become a hit maker on his own, Curtis took over as lead singer. A native Chicagoan, Mayfield has penned most of the group's hit songs plus hits for many other artists. Gooden is an avid baseball player while Cash prefers to roll the balls. The boys, who have amassed an eight million record sales credit for ABC-Paramount, recently had the smash hit single and album, "Keep on Pushing."

LATEST SINGLE: "Amen"—currently in Billboard's top 10.

LATEST ALBUM: "Keep on Pushing"—currently in Billboard's top 20.

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 4, 1960

1. El Paso, Marty Robbins, Columbia
2. Why, Frankie Avalon, Chancellor
3. The Big Hurt, Tony Fisher, Signet
4. Running Bear, Johnny Preston, Mercury
5. Way Down Yonder in New Orleans, Freddie Cannon, Swan
6. Heartaches by the Number, Guy Mitchell, Columbia
7. It's Time to Cry, Paul Anka, ABC-Paramount
8. Among My Souvenirs, Connie Francis, MGM
9. Pretty Blue Eyes, Steve Lawrence, ABC-Paramount
10. Go, Jimmy, Go, Jimmy Clanton, Ace

POP SINGLES—10 Years Ago January 1, 1955

1. Mr. Sandman, Chordettes, Cadence
2. Let Me Go, Lover, Joan Weber, Columbia
3. Naughty Lady of Shady Lane, Ames Brothers, RCA Victor
4. This Ole House, Rosemary Clooney, Columbia
5. Count Your Blessings, Eddie Fisher, RCA Victor
6. I Need You Now, Eddie Fisher, RCA Victor
7. Teach Me Tonight, DeCastro Sisters, Abbott
8. Hearts of Stone, Fontane Sisters, Dot
9. Papa Loves Mambo, Perry Como, RCA Victor
10. Let Me Go, Lover, Teresa Brewer, Coral

R&B SINGLES—5 Years Ago January 4, 1960

1. The Clouds, Spacemen, Alton
2. Be My Guest, Fats Domino, Imperial
3. You Got What It Takes, Marv Johnson, United Artists
4. Dance With Me, Drifters, Atlantic
5. Smokie (Part II), Bill Black Combo, Hi
6. Won'tcha Come Home, Lloyd Price, ABC-Paramount
7. Mack the Knife, Bobby Darin, Atco
8. Talk That Talk, Jackie Wilson, Brunswick
9. I'll Take Care of You, Bobby (Blue) Bland, Duke
10. Come Into My Heart, Lloyd Price, ABC-Paramount

POP LP's—5 Years Ago January 4, 1960

1. Here We Go Again, Kingston Trio, Capitol
2. Heavenly, Johnny Mathis, Columbia
3. Inside Shelley Berman, Verve
4. Let's All Sing With the Chipmunks, Chipmunks, Liberty
5. Sixty Years of Music America Loves Best, Assorted Artists, RCA Victor
6. Outside Shelley Berman, Verve
7. The Lord's Prayer, Mormon Tabernacle Choir, Columbia
8. Fabulous Fabian, Chancellor
9. Sound of Music, Original Cast, Columbia
10. Mario Lanza Sings Christmas Carols, RCA Victor

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	2	THE WEDDING, Julie Rogers, Mercury 72332	7
2	1	RINGO, Lorne Greene, RCA Victor 8444	10
3	3	MY LOVE FORGIVE ME (Amore, Scusami), Robert Goulet, Columbia 43131	11
4	4	WILLOW WEEP FOR ME, Chad & Jeremy, World Artists 1034	8
5	5	DEAR HEART, Andy Williams, Columbia 43180	6
6	8	DEAR HEART, Jack Jones, Kapp 635	6
7	7	ONE MORE TIME, Ray Charles Singers, Command 4057	8
8	6	SHE UNDERSTANDS ME, Johnny Tillotson, MGM 13284	10
9	9	WALK AWAY, Matt Monro, Liberty 55745	6
10	11	YOU'RE NOBODY TILL SOMEBODY LOVES YOU, Dean Martin, Reprise 0333	4
11	10	HAWAII TATTOO, Waikikis, Kapp Winner's Circle 30	5
12	12	MAKIN' WHOOPEE, Ray Charles, ABC-Paramount 10609	4
13	13	HAVE YOU LOOKED INTO YOUR HEART, Jerry Vale, Columbia 43181	3
14	14	SOMEWHERE IN YOUR HEART, Frank Sinatra, Reprise 0332	3
15	16	YOU'LL ALWAYS BE THE ONE I LOVE, Dean Martin, Reprise 0333	2
16	15	DEAR HEART, Henry Mancini's Ork & Chorus, RCA Victor 8458	4
17	17	NO ARMS CAN EVER HOLD YOU, Bachelors, London 9724	2

#2 OF 4 ADS IN THIS ISSUE

A Special SOMETHING

from  BV 3328

Annette

"Something borrowed, Something blue"

Here are the "Something NEW" songs she sings

"SOMETHING BORROWED, SOMETHING BLUE"

"CRYSTAL BALL"

"CANZONI D'AMORE"



SEE PAGE 24 FOR "Something BORROWED"

**IT BROKE WIDE OPEN
IN CHARLOTTE AND ATLANTA!**

**NOW BREAKING
IN WASHINGTON AND BALTIMORE**

**AND
TOLLIE RECORDS
HAS IT!**

STILL IN MY HEART

AND DO RIGHT

BY JOHNNY RANDEL

606-C

DISTRIBUTED ON THE COLONIAL LABEL



A SUBSIDIARY OF VEE JAY RECORDS

#3 OF 4 ADS
IN THIS ISSUE

A Special SOMETHING

from



BV 3328

Annette

"Something borrowed,
Something blue"



Here are the
'Something
BORROWED'
songs she sings:

"ALL MY LOVIN' "

"MUSIC,
MUSIC
MUSIC"

"PERSONALITY"

SEE PAGE 26 FOR
'Something BLUE'

RADIO RESPONSE RATING

CLEVELAND, OHIO
SECOND CYCLE

TOP STATIONS

Rank	Call Letters	% of Total Points
------	--------------	-------------------

★ POP Singles

1. WHK	56%
2. KYW	44%

★ POP LP's

1. WGAR	37%
2. WERE (Tie)	26%
2. WJW (Tie)	26%
4. WDOK	6%
5. KYW	5%

★ R&B

1. WJMO	54%
2. WABQ	46%

★ C&W

1. WADC (Akron)	51%
2. WKBN (Youngstown)	49%

★ CONSERVATIVE

1. WDOK	73%
2. WJW	23%

★ CLASSICAL

1. WDOK-AM-FM	49%
2. WCLV-FM	43%
3. WGAR	8%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
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★ POP Singles

1. Jim Stagg	KYW	31%
2. Ron Brittain	WHK	24%
3. Bob Friend	WHK	16%
4. Jerry "G"	KYW	11%
5. Jim Runyon	KYW	9%
Others		9%

BY TIME SLOT

Morning	1. Martin & Howard, KYW (close)	2. Joe Mayer, WHK (race)
Mid-Morning	1. Johnny Walters, WHK (tie)	2. Jim Runyon, KYW (tie)
Early Afternoon	1. Jim Runyon, KYW	2. Traffic Man, Jim Stagg, KYW
Evening	1. Jerry "G", KYW	2. Bob Friend, WHK
Late Evening	1. Bob Friend, WHK	2. Kerm Gregory, WHK
All Night	1. Kerm Gregory, WHK	

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

1. John Wellman, KYW	Music Director
2. Bob Taylor, WHK	Music Director
3. Scott Burton, WHK	Program Director

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

THE BIG FIVE SHOW, WEWS-TV Sat. 5-6 p.m.

★ POP LP's

1. Carl Reese	WJW	23%
2. Ed Fisher	WJW	15%
3. Bob Smiley	WGAR	13%
4. Randy Hall (Tie)	WERE	11%
4. Ted Hallaman (Tie)	WGAR	11%
6. Tom Armstrong	WGAR	10%
Others		17%

BY TIME SLOT

Morning	Tom Armstrong, WGAR
Mid-Morning	Randy Hall, WERE
Early Afternoon	Randy Hall, WERE
Late Afternoon	Carl Reese, WJW
Evening	Carl Reese, WJW
Late Evening	Dave Hawthorne, WJW

★ R&B

1. Ken Hawkins	WJMO	38%
2. Ed Wright	WABQ	33%
3. Will Rudd	WJMO	13%
4. John Slade	WJMO	6%
Others		10%

★ JAZZ

1. Ray Allen	WCUY-FM	42%
2. Will Rudd	WJMO	18%
3. Dave Hawthorne	WJW	16%
Others		24%

★ C&W

1. Lee Shannon (Tie)	WKBN	50%
1. Larry Conte (Tie)	WKBN	50%

★ FOLK

1. Jim Runyon	KYW	100%
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("Runyon and Folks")

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 instrument 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

CLEVELAND AREA: 8 AM: 11 FM: 11th largest radio market. 2 Contemporary; 2 R&B; 1 Classical-Standard; 1 Jazz; 1 Standard Classical; 1 Pop Standard; 1 Standard; 1 Foreign Language; 1 Conservative-Foreign Language; 2 Standard-Pop.

KYW: 50,000 watts. Group W (Westinghouse Broadcasting Co.) Music format: Contemporary. Editorializes weekly. Special programming: Local high

school basketball in season. Golf tournaments. "Contact" features Harry Morgan on an elaborate telephone hook-up show that allows listeners to talk directly with guests who may be anywhere in the country, M-F, 10 p.m.-12 midnight. Art Schreiber in charge of 10-man news dept. 2 mobile units. 30-min news "Radio News Day," M-F, 5:30-6 p.m. 14-min. news daily, noon-12:15 p.m. 10-min news, M-Sat., 7:45-7:55 a.m. Gen'l Mgr., Perry Bascum.

Prog. Mgr., Ken Draper. Send 5 copies of new 45's and 3 copies of new LP's to John Wellman, Opns. Supvr., 1403 East 6th St.

KYW-FM: ERP 27,500 watts. Music format: Conservative. Simulcast with KYW, 6 a.m.-noon daily. Separate programming noon to midnight. Gen'l Mgr. and address same as KYW.

WABQ: 1,000 watts. Independent. Booth Broadcasting Co. Music format: Rhythm & Blues. Editorializes daily. Special programming: "Did You Know?" 1-min. spots 10 times a day featuring facts about well known Negroes M-Sat. "First Thought" and "Memo Pad" featuring man-in-the-street interviews throughout the day, M-Sat. Bill Slater is in charge of 3-man news dept. 1 mobile unit. Regular newscasts. Gen'l Mgr., Bert Noble. Prog. Dir., Ed Wright. Send 2 copies each of new 45's and LP's to Ed Wright, 2323 Chester Avenue. (See WXEN-FM. FM outlet for WABQ.)

WCLV-FM: Independent. Music format: Classical-Standard. Editorializes occasionally. Special programming includes "Cleveland Chamber Music Society Concerts" (live) once a month. "University Circle Recital Association Concerts" (live) once a month. "World Music Festivals," 4-6 p.m., Sundays. "Boston Symphony Orchestra (live-stereo)" 8-10 p.m., Wed. "Meet Your Cleveland Orchestra" interviews 9-10 p.m. Monday. Tony Bianchi is in charge of news dept. News at 7:15 and 8 a.m., noon, 6 and 11 p.m., M-F. Gen'l Mgr., C. K. Patrick. Prog. Dir., Robert Conrad. Send 1 stereo copy of new LP's to Robert Conrad, 1305 SOM Center Road.

WCUY-FM: (FM outlet for WJMO.) Music format: Jazz. 3-man news dept. under direction of Ray Allen. 5-min news every hour daily. Gen'l Mgr., Carlette C. Courtney. Send 3 copies of new 45's and 2 copies of new LP's to Ray Allen, Prog. Dir., 2156 Lee Road, Cleveland Heights.

WDOK: 5,000 watts. Independent. CBS affiliate. Music format: Standard-Classical. Editorializes occasionally. Special programming: "Earl Nightingale" 8:35-8:40 a.m., M-Sat. "Business Picture Today," 8:30-8:35 a.m., M-F. 3-man news dept. under direction of Fred Griffith. 2 complete mobile units. 10-min news 7-7:10 a.m. and 5:30-5:40 p.m., M-F. Gen'l Mgr., & Prog. Dir., Frederick C. Wolf. Send 5 copies each of new 45's and LP's released to Frederick C. Wolf, 1515 Euclid Ave.

WDOK-FM: ERP 40,000 watts. Music format: Pop Standard-Classical. News, "Pop Concert" and "Candlelight Concert" is simulcast with WDOK. General manager and address same as WDOK.

WERE: 5,000 watts. Cleveland Broadcasting, Inc. Music format: Pop Standard. Editorializes occasionally. Special programming: Cleveland Indians baseball, Cleveland Browns football and Ohio State University football in season. Race results from local tracks (Runners and Trotters). "Bill Gordon and Company" an audience participation show with guests and games remote from Stalder Hotel, 10-11 a.m., M-F. "The Woman's Touch" a remote interview show from local super markets with Randy Hall 11:05-11:20 a.m., M-F. "Apt. 13" a conversation show with guests remote from Bill Gordon's Apt., 9 p.m.-12 midnight, M-F. Bill Jorgensen is in charge of 4-man news dept. Helicopter news for traffic. 1 mobile unit. News on the hour, headlines on the half hour. Gen'l Mgr., Richard M. Klaus. Prog. Dir., Bob Miller. Send 2 copies each of new 45's and LP's to Librarian, Dolores Kozlincar, 1500 Chester Avenue.

WERE-FM: Simulcast with WERE.

WGAR: 50,000 watts. Peoples Broadcasting Corp. NBC affiliate. Music format: Standard-Pop. Editorializes occasionally. Special programming includes "Ladies Day" a woman's show 10:05-11 a.m., M-F. "Open Forum" discussion show 8:15-9 p.m., M-F. "Metropolitan Opera" 2-6 p.m., Sat. "Monitor" 9 a.m.-12 noon & 7:30-12 midnight, Sat. "The Doctor Speaks" 2-2:30 p.m., Sun. 5-man news dept. under direction of George Engle. 1 mobile unit, beeper phone, portable tape recorders, 15-min news 7:15-7:30 a.m. and 8-8:15 a.m., M-Sat. Gen'l Mgr., Carl E. George. Prog. Dir., Robert K. Smiley. Send 3 copies each of 45's and LP's to Robert K. Smiley, Hotel Stalder Hilton.

WGAR-FM: Simulcast with WGAR except for 7-9 p.m., M-F. General Manager and address same as WGAR.

WHK: 5,000 watts. Metromedia Station. Music format: Contemporary. Special programming: "Cleveland Open" golf tournament in season. "Highlights on Education" 10-10:30 p.m., M-F. "First Person" a news discussion show 10-10:30 p.m. Sundays. Bruce Charles is in charge of 6-man news dept. News at "55," banner-lines at "30" and sport-utiles at 40 past the hour. V-P-Gen'l Mgr., Jack Thayer. Prog. Dir., Scott Burison. Send 2 copies each of new 45's and LP's to Librarian Bob Taylor, 5000 Euclid Ave.

WHK-FM: Music format: Pop Standard. Separate programming from 10 a.m.-11 p.m. Simulcast with WHK at other times. Personnel and address same as WHK.

WJMO: 1,000 watts. United Broadcasting Company of Wash., D.C. ABC affiliate. Music format: Rhythm & Blues. Editorializes daily. Local basketball Friday nights in season. Chuck Richardson is in charge of 2-man news dept. 1 mobile unit. "Morning News Round-Up" M-Sat., 6:55-7:05 a.m. "Midnight News Round-Up," M-Sat., 12 midnight-12:15 a.m. Gen'l Mgr., C. C. Courtney. Prog. Dir., John Slade. Send 4 copies of new 45's releases and 2 copies of new LP's to Librarian, Chuck Richardson, 11281 Euclid Avenue. (See WCUY-FM. FM outlet for WJMO.)

WJW: 10,000 watts. Storer Broadcasting Co. Music format: Standard-Pop. Editorializes daily. Special programming include Cleveland Barons Hockey in season. "New York Philharmonic" 5-7 p.m., Sun. "Forum 850," 11:15 p.m.-midnight Sundays. "Free to Speak," one-min. audience comments by beeper telephone on timely issues, 6-10 p.m., daily. "Progress for the Future," 30-min educational program featuring area Colleges & Universities, weekly. "Young America Speaks" a 30-min weekly high school debates. "Your Ohio Schools," 5-min daily program produced by Ohio Education Ass'n. "Town 'n' Country" a 25-min agricultural program, daily, 5:05-5:30 a.m. "The Grouch Club," daily 5-min comedy album bits featured at 6:45 a.m., 7:45 a.m. & 8:45 a.m. Chuck Renwick is in charge of 3-man news dept. 1 mobile unit. State-wide Stringer-Alert system. "News Close-up" 6-6:30 p.m., M-Sat. "The World Today" 11-11:30 p.m., M-F. 10-min news 7 a.m. & 8 a.m. & 12 noon. V-P-Gen'l Mgr., James P. Storer. Prog. Dir., Chuck Renwick. Send 2 copies of new 45's and 1 copy of new LP's to Chuck Renwick, 1630 Euclid Avenue.

WJW-FM: Simulcast with WJW.

WNOB-FM: Independent. Music format: Standard. Special programming: "Box Seat" complete Broadway show album or light opera, 8-10 p.m., Sundays. "Sounds Like Old Times" featuring music of a different big band each Sat. 6-7 p.m. David Osburn is in charge of 2-man news dept. 5-min news 6 a.m., noon and 11 p.m. Gen'l Mgr., Philip Kerwin. Prog. Dir., David Osburn. Send 1 stereo copy of new LP's to David Osburn, 14781 Sperry Road, Newberry, Ohio.

WXEN-FM: (FM outlet for WABQ.) Music format: Foreign Language. Music and talk shows in 18 languages. Gen'l Mgr., Leslie Dus. Prog. Dir., Radoslav Menart, 2323 Chester Avenue.

WZAK-FM: Transworld Broadcasting Corp. Music format: Conservative-Foreign Language. Editorializes occasionally. Special programming includes "Polish International" audience call-in show 7-8:30 a.m., 9-10 p.m., M-F. "Polka Parade" audience call-in show 3-4 p.m. on Sat. & Sun. 2-man news dept. under direction of Steve Reichl. 1 mobile unit. 5-min local news on the hour, M-F. "News Summary" affecting the German population Sun. afternoon. Foreign language shows in German, Spanish, Greek, Italian, Hungarian, Polish, Croatian Serbian and Romanian. Gen'l Mgr., Joseph Bauer. Prog. Dir., Betty Bauer. Send 1 copy each of new 45's and LP's to Betty Bauer, 1303 Prospect Ave.

YULE MUSIC GETS A PLUG

ATLANTA—What Christmas music suits the listener?

The answer was provided in a WSB radio editorial to a newspaper column criticizing such tunes as "White Christmas" and "Silver Bells."

The newspaper printed a letter from a listener who said she was tired of the "solid drivel" of tunes like "Silver Bells" and "White Christmas." Atlanta Journal columnist Dick Gray editorially agreed.

Elmo Ellis, general manager of WSB in his radio editorial stated that the station "believes there is room for these tunes at Christmas time" along with religious hymns and carols.

"We wonder," said Ellis, "if Mr. Gray recognizes the gray areas in musical types and preferences when he so acidly condemns the light and spirited tunes of Christmas. The holiday season is one of joy and light—as well as inspirational and spiritual dedication."

Station to Bow

SPOKANE—The new year will give birth to a new radio station for Spokane as 5,000 watt KUDY hits the air with its "Cutie Country" format.

COUNTRY MUSIC

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/2/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	ONCE A DAY Connie Smith, RCA Victor 8416	15	26	27	HE CALLED ME BABY Patsy Cline, Decca 31671	10
2	2	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	13	27	39	DO-WACKA-DO Roger Miller, Smash 1947	4
3	7	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	8	28	25	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	14
4	4	THE RACE IS ON George Jones, United Artists 751	15	29	31	MULTIPLY THE HEARTACHES George Jones & Melba Montgomery, United Artists 784	4
5	5	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	8	30	30	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	7
6	3	I DON'T CARE Buck Owens, Capitol 5240	19	31	33	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	17
7	8	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	9	32	32	LESS AND LESS Charlie Louvin, Capitol 5296	4
8	6	THE LUMBERJACK Hal Willis, Sims 207	10	33	36	TRUCK DRIVING MAN George Hamilton IV, RCA Victor 8462	5
9	11	I WON'T FORGET YOU Jim Reeves, RCA Victor 8461	6	34	34	LOVE LOOKS GOOD ON YOU David Houston, Epic 9720	13
10	10	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	9	35	41	WHEN IT'S OVER Carl Smith, Columbia 43124	4
11	12	I'LL GO DOWN SWINGING Parter Wagoner, RCA Victor 8432	13	36	28	FINALLY Kitty Wells & Webb Pierce, Decca 31663	15
12	17	HAPPY BIRTHDAY Loretta Lynn, Decca 31707	5	37	40	CAUSE I BELIEVE IN YOU Don Gibson, RCA Victor 8456	6
13	13	THREE A. M. Bill Anderson, Decca 31681	8	38	38	ANOTHER WOMAN'S MAN— ANOTHER MAN'S WOMAN Margie Singleton & Faron Young, Mercury 72312	5
14	9	ONE OF THESE DAYS Marty Robbins, Columbia 43134	10	39	44	WHAT I NEED MOST Hugh X. Lewis, Kapp 622	2
15	18	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	9	40	46	I'LL REPOSSESS MY HEART Kitty Wells, Decca 31705	2
16	15	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	18	41	42	SUMMER, WINTER, SPRING AND FALL Roy Drusky, Decca 31717	2
17	20	ODE TO THE LITTLE BROWN SHACK OUT BACK Billy Edd Wheeler, Kapp 617	6	42	29	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	26
18	14	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	20	43	35	LEAVE A LITTLE PLAY (In the Chain of Love) Bob Jennings, Sims 202	8
19	19	GO CAT GO Norma Jean, RCA Victor 8433	13	44	45	PASS THE BOOZE Ernest Tubbs, Decca 31706	2
20	16	MAD Dave Dudley, Mercury 72308	13	45	—	(My Friends Are Gonna Be) STRANGERS Merle Haggard, Tally 179	1
21	21	RINGO Lorne Greene, RCA Victor 8444	5	46	47	CLOSE ALL THE HONKY TONKS Charlie Walker, Epic 9727	4
22	24	SITTIN' IN AN ALL NITE CAFE Warner Mack, Decca 31684	6	47	49	WHIRLPOOL (Of Our Love) Claude King, Columbia 43157	2
23	22	LONELY GIRL Carl Smith, Columbia 43124	12	48	48	BETTER TIMES A-COMING Jim & Jesse & the Virginia Boys, Epic 9729	3
24	26	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	8	49	50	ENDLESS SLEEP Hank Williams Jr., MGM 13278	2
25	23	CHUG-A-LUG Roger Miller, Smash 1926	16	50	—	DON'T GIVE UP THE SHIP Johnny Wright, Decca 31679	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckaroos, Capitol T 2135 (M); ST 2135 (S)	18	11	11	I GET LONELY IN A HURRY George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	6
2	2	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	22	12	16	HAVE I TOLD YOU LATELY THAT I LOVE YOU Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	3
3	7	I DON'T CARE Buck Owens & His Buckaroos, Capitol T 2186 (M); ST 2186 (S)	6	13	13	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	12
4	4	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	26	14	15	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	31
5	3	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	8	15	17	COUNTRY MUSIC TIME Kitty Wells, Decca DL 4554 (M); DL 74554 (S)	6
6	6	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	15	16	12	DANG ME/CHUG-A-LUG Roger Miller, Smash MG5 27049 (M); SR5-67049 (S)	22
7	9	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	14	17	14	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	11
8	8	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	18	18	—	THE FABULOUS SOUND OF FLATT & SCRUGGS Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	1
9	5	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	18	19	20	FAITHFULLY YOURS Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	2
10	10	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	17	20	—	THANK YOU FOR CALLING Billy Walker, Columbia CL 2206 (M); CS 9006 (S)	1

Klein Arranging George Jones Tour

SAN ANTONIO—Jimmie Klein, of the Jimmie Klein Agency here, is arranging a 20-day tour of one-nighters through

New Mexico, Arizona, California, Oregon and Washington for George Jones and the Jones Boys, starting in February.

Jones and his lads are on holiday vacation for the Dec. 20-30 period, and resume their road trek at the Shannon Club,

Corpus Christi, Tex., Dec. 31. They make a guest appearance on "Big D Jamboree," Dallas, Jan. 2. Jones and the unit will spend Jan. 4 to 10 on a recording session, and then head back to Texas for a 15-day trek.

REPTILE TAKES CRUMP'S NAME

NORFOLK, Va.—George A. Crump, in addition to his duties as president and general manager of country music Station WCMS here and his numerous activities as an officer of the Country Music Association, still finds time to serve as secretary of the Virginia Zoological & Aquarium Society. Recently, Crump and his fellow reptile enthusiast, Jay Bender, acquired for the Norfolk Zoo several large reptiles, including a 13-foot reticulated python. To show its appreciation for Crump's contribution, the zoological society has named the python George. Other station personnel belonging to the Virginia Zoological & Aquarium Society are Vice-President Irvine Hill and c&w jockey Carolina Charlie Wiggs.

KIKK Sets 6 C&W Specs

HOUSTON—Roy L. Lemons, manager of KIKK-Radio here, the country music station for metropolitan Houston, has announced the first of six country music shows to be held in 1965. Billed as the "'65 Spectacular," the performance will be held Saturday night, Jan. 23, in Houston's Music Hall.

Appearing on the show will be Bill Anderson and His Band, Charley Louvin, Grandpa Jones, Carl and Pearl Butler, George Morgan and Margie Bowes. KIKK DJ's Bill Bailey, Rusty Gabbard, Tiger Myers and Bill Edwards will also appear.

Memphis Acts Aid the Needy

MEMPHIS — A group of local country music entertainers staged a four-hour benefit show Saturday (19) to raise money for a Christmas fund for the needy. The show was at the Linden Circle Theater, recently converted into the Mid-South Opry House for country music performances every Saturday night.

Among performers who donated their services were Sandy Parker, Sherry Ann Grooms, the Grace Brothers, Joe McGee, Davis Brothers, Kathy Davis, Dotye Dee, Hayden Armstrong, Shirley Armstrong, Coyt Armstrong and Hershel Jeanes, Betty Petty, Wayne Petty, Larry Petty, Roland Eaton and Eddie Bond. Emcee was Jim Wells. Tickets went for \$1.

All proceeds were turned over to the Christmas Fund sponsored by The Commercial Appeal and the American Legion.

The "Mid-South Opry" is operated by Country Music Enterprises, Inc., formed recently. Earl Grace is president; Mrs. Sarah Jo McGee, secretary, and Robert Forbis, manager and producer.

NASHVILLE—Vito Pelletieri, who was stage manager at the "Grand Ole Opry" for almost 30 years, was given a surprise party honoring his 75th birthday Thursday, Dec. 10, at the Riverwood Riding Academy here. Hubert Long, who heads the talent agency bearing his name, hosted the event, which was attended by more than 200 people, including many of the "Opry" stars, Ernest Tubbs and the Texas Troubadours entertained.

Bob Cooper WSM V-P

NASHVILLE—Bob Cooper, general manager of WSM Radio and director of the "Grand Ole Opry," has been elevated to the position of vice-president of WSM, Inc., John DeWitt Jr., WSM president, announced last week.

Cooper, who began his career as a copy writer at Memphis, held several positions in radio before joining WSM 10 years ago as sales manager. He became general manager in 1957, and earlier this year was elected to the board of directors.

Cooper's promotion gives added stress to the importance of the continued expansion of the "Grand Ole Opry." Under his leadership, the "Opry" this year was expanded to include a Friday night show, and the program was sold on a delayed basis to more than 400 radio stations throughout the United States and Canada.

Gold Star Adds New Partners

HOUSTON—J. L. Patterson Jr., new owner of Gold Star Recording Studios here, announces that Jack Clement, Beaumont, Tex.; Jones & Martin, Houston, and Lewis Stevenson Jr., of Paris, France, have merged with his firm to offer the area top-notch recording facilities. Gold Star was founded in 1944 by William Quinn, who sold out to Patterson in 1962.

Gold Star's Studio A comprises 3,000 square feet, and 1,000 square feet have recently been added to its Studio B. Two 300 square feet control rooms have been remodeled and fitted with the latest equipment, Patterson says.

COUNTRY MUSIC CORNER

By BILL SACHS

Johnny Foster and Kitty Hawkins were in Nashville recently for sessions at Columbia Studios. Johnny's new sides on Capa Records are "Going Won't Be Easy" and "You Slammed the Door." Kitty's on the same label are "Love Me Before It's Too Late" and "My Everything." Deejays may obtain sample of the above new releases by writing on their station letterhead to Capa Records, 803R Government Street, Mobile, Ala.

Buck Owens and His Buckaroos will make a repeat on the Jimmy Dean TV-er Jan. 28. . . . Station WCKI, Greer, S. C., which has been all-country and gospel since May 1964, presented its first "Grand Ole Opry" show at Landerum, S. C., recently. The pack-

(Continued on page 27)

WATCH FUJIYAMA ERUPT

ON NUGGET

"GET OUT"

Harold Melvin & The BLUE NOTES

LANDA 703

Barbara Lynn

"IT'S BETTER TO HAVE IT"

JAMIE 1292

"KISS AND RUN"

Bobby Skel

SOFT 826

"LEROY"

Norma Tracey & The Cinderella Kids

DAY DELL 1005

"SOMETHING'S GOT A HOLD ON ME"

SUNNY & The Sunliners

TEAR DROP 3045



JAMIE/GUYDEN DIST. CORP.

Phila. 21, Pa.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

THE PHILLIE . . .

M-M & the Peanuts, Money 107 (Cash, BMI) (Los Angeles)

SHAKE . . .

Sam Cooke, RCA Victor 8486 (Kogs, BMI) (New York)

Warner Bros.' Bruce: His Keynote Now Is Diversity

Continued from page 22

Image Building
Hinton pointed out that both Warner Bros. and Reprise Records are making every effort to change their past "images."

"More than ever our product covers all kinds of music from rhythm and blues to the soft and lush standards," said Hinton. "It's a challenge to be well versed in all types of music."

Hinton cited Reprise Records' Kinks and their hit recording of "You Really Got Me" as a prime example of the label's successful effort to diversify. Reprise non-rock swingers, Dean Martin and Frank Sinatra are both represented with hit singles among Billboard's top 100 best sellers.

To bolster and broaden the Warner Bros. release base, the diskery has added Vic Damone. The label is also currently riding high with Dick and DeeDee's, "Thou Shalt Not Steal," Petula Clark's "Downtown," and "All

Day and All of the Night," by the Kinks.

"We are building up a stable of top notch talent and a significant image for both labels in the singles area, and we will be flexible enough to pick up hot masters as well," emphasized Hinton.

Album wise, both labels are doing extremely well with releases by Peter, Paul and Mary (four albums currently on the chart), Trini Lopez (three chart entries), Dean Martin (two current album winners, one of which was No. 2 in the nation), and the "boss" Frank Sinatra who has a smash waxing with Count Basie high on the album chart. Newcomers include the Kinks on Reprise and Allan Sherman and Bill Cosby on WB.

Hinton works closely with the company's regional promotion men located in nine major markets.

Captaining the nation's largest market is Eastern promotion

manager, Marvin Deane; Nat Lapatin handles Baltimore and Washington; New England and Boston is covered by Frank Falanga; Houston, Dallas and the Southwest is supervised by Norris Greene; Ronnie Singer oversees operations in the wide area covered from Philadelphia; Bill Casady keeps tabs on the hub of the Midwest, Chicago; Lenny Salamone patrols Los Angeles and Southern California; Walt Kalloway has the San Francisco, Northern California and Northwestern beat and Mike Gratz goes a long way from St. Louis to promote the WB-Reprise product.

VOX JOX

By GIL FAGGEN

VIP APPOINTMENTS:
James R. Lightfoot has been named national radio program manager for Group W replacing William Kaland promoted director of radio-TV program development for the



LIGHTFOOT group. Lightfoot was KLAC (Los Angeles) program manager.

Former CKY (Winnipeg) deejay J. Marcus Parr has teamed with James Ballard as the new managers of WTAL (Tallahassee). Beecher Martin, WKKO (Cocoa, Fla.) deejay, has moved into program director's slot at the station.

Ira H. Apple, WJAS (Pittsburgh) news personality, named public affairs director for KDKA (Group W, Pittsburgh), replacing John Kulamer, named

#4 OF 4 ADS IN THIS ISSUE

from BV 3328

A Special SOMETHING

Annette

"Something borrowed,
Something blue"

Here are the "Something blue" songs she sings:

"BLUE ON BLUE"

"LITTLE BLUE BALLROOM"

"OLD PIANO ROLL BLUES"



SEE PAGE 18 FOR "Something OLD"

head of editorial research for KDKA-AM-TV.

Mel Hall, syndication director for Channel 6 (Tijuana, Mexico) for the past two years and former program executive at KLAC (Los Angeles), WDEO (San Diego), WJJD (Chicago) and KQV (Pittsburgh), moves to KRLA (Los Angeles) as program director replacing Reb Foster, who has stepped down to devote more time to other activities. Foster will continue his afternoon show on the station.

SEGUE

Shelley Stewart, WJLD (Birmingham, Ala.), joins KATZ (St. Louis), to fill air show slot of the late Dave Dixon. . . . Pete Kersey, WLAK (Lakeland, Fla.) DJ to WIOD (Miami) for early afternoon show. . . . Don Thomas, San Francisco air personality, joins KFMB (San Diego) for 5-10 a.m. "Morningline." . . . Lee I. Pearlman, former KAPE (San Antonio) DJ, to KITY-FM, same city, as airman.

BREAKING OUT ALL OVER!!

LOVELY LOVELY
(LOVERLY LOVERLY)

CHUBBY CHECKER

P 936

THE BIG ONES ARE ON CAMEO/PARKWAY

WE HAVE TWO SIZZLERS

BOBBY BLAND'S
"BLIND MAN"

DUKE 386

LEE LAMONT'S
"CRYING MAN"

BACKBEAT 542

TWO TERRIFIC HITS!!!

Duke and Peacock Records, Inc.

2809 Erastus Street
Houston 26, Texas
OR 3-2611

ELIGIBILITY TO ASCAP MEMBERSHIP

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

WRITERS: Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published.

PUBLISHERS: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale for at least one year, and who assumes the financial risk involved in the normal publication of musical works.

STANLEY ADAMS,
President

AMERICAN SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS
575 Madison Avenue New York, New York 10022

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. Ch. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-10 (M).
- THE AGE OF BEL CANTO**—Sutherland, Horne, Conrad, London Sym. Cho. and Orch., New Sym. Orch. of London (Bonyng): London (2-12") OSA 1257 (S), A 4257 (M).
- CHOPIN**—Waltzes; Rubinstein; RCA Victor LSC 2726 (S), LM 2726 (M).
- THREE FAVORITE SONATAS BY BEETHOVEN**—Serkin: Columbia MS 6481 (S), ML 5881 (M).
- ORFF**—Carmina Burana; Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (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).
- BACH**—2 and 3 Part Inventions; Gould: Columbia MS 6622 (S), ML 6022 (M).
- HANDEL**—Messiah; Sutherland, Bumbry, McKellar, Ward, London Sym. (Boult): London (3-12") 1329 (S), 4357 (M).
- MOZART**—Sinfonia Concertante in E Flat for Violin & Viola; Druian, Skernick, Cleveland Orch. (Szell): Columbia MS 6625 (S), ML 6025 (M).
- BRAHMS**—Quintet in F; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- BERNSTEIN**—Symphony No. 3 (Kaddish); N.Y. Phil., Camerata Singers, Columbus Boys' Choir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
- MOZART**—Requiem; Seefried, Tourel, Simoneau, Warfield, N.Y. Phil. (Walter): Columbia ML 5012 (M).
- PUCCINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Opera (Schippers): Angel (2-12") SBL 3643 (S), BL 3643 (M).
- ORFF**—Carmina Burana; Sawallisch, Cologne Radio Sym., German Radio Chorus: Angel 35415 (M).
- FRANCK**—Le Chasseur Maudit, Les Eolides, Les Djinns, Redemption; Ciccolini, Orch. National De Belgique (Cluytens): Angel S 36151 (S), 36151 (M).
- GROFE**—Grand Canyon Suite; London Fest. Orch. (Black): London 21002 (S).
- RESPIGHI**—Pines, Fountains and Festivals of Rome; Phila. Orch. (Ormandy): Columbia MS 6587 (S), ML 5987 (M).
- BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).

COUNTRY MUSIC CORNER

• Continued from page 25

age, which drew one of the largest crowds ever attracted by a country music show in the area, highlighted Roy Acuff and His Smokey Mountain Boys and Girls, the Wilburn Brothers, Minnie Pearl and Loretta Lynn.

Wayne Carson and the Travelers, along with Della Rae, Slim Wilson and the Tall Timber Boys, played Columbia, Mo., Dec. 18; Lake of the Ozarks, Mo., Friday (11), and Richland and Sedalia, Mo., Saturday (12). Dates were arranged by E. E. (Si) Siman Jr., vice-president of Top Talent, Inc., Springfield, Mo. In addition to the above dates, Della Rae appeared on the Russ Carter TV show on KSD-TV, St. Louis, Saturday noon (12).

Dewey Grooms' Longhorn Records, with headquarters in Dallas, has just issued its first album—a deck of folksy breakdown tunes waxed by Bob Wills. . . . Blanche Ballinger, former member of the "New Dominion Barn Dance," Richmond, Va., whose husband Robert is chief warrant officer on the airplane carrier U.S.S. Independence, has a new release on the Fernwood label titled "I Love a Sailor." The tune was introduced recently on all-country Station WCMS, Norfolk, Va. The Ballingers, with their four kiddies, make their home in Memphis. . . . Paul

Charon is back home in Nashville after six months of active duty with the Tennessee National Guard at Fort Bragg, N. C.

Johnny Mauldin, working under the guidance of veteran Fort Worth music man Franz Schubert, appeared on "Big D Jamboree," Dallas, recently to plug his new release, "Precious Time" b.w. "Blue Avenue." On Dec. 22, Johnny and his Mississippi River Men presented a two-hour performance at the Public Health Hospital, Fort Worth. . . . Veteran c&w singer and entertainer, Patsy Montana, is sporting a new album on Sims Records—an item tabbed "Patsy Montana at the Matador." Patsy, more or less inactive in recent years, is making a comeback as an entertainer and is promoting the new album to spur her return to the entertainment field.

Ernest Tubbs and the Texas Troubadours are featured on Hap Peebles' holiday tour which opened Dec. 27 in St. Joseph, Mo., and which closes Jan. 2 in Wichita, Kan. . . . Willie Nelson, "Grand Ole Opry's" newest member, will be on the road this month in Texas, New Mexico and Colorado.

Hank Cochran and Willie Nelson recently taped guest appearances for "The Schultz Show," a country music seg to be shown in 20 States in the South and East in January, originating from Knoxville's WIVK. Kirk Hansard is a regular on the show.

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SONG WRITERS: PRESENT YOUR songs to publishers and buyers in sheet music form. Professional copies, send \$2 each to Al Jacobs, Ingleside, Ill. ja29

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BULK VENDING news

1964 Newsmakers and News



HARRY BELL



ART BIANCO



PAUL CRISMAN



HAROLD FOLZ



PAUL GUYNES

The Year in Review

JANUARY

New York — Paul A. Price Company acquires 2,000 square feet of land adjacent to its main plant for further expansion.

Phoenix, Ariz. — A three-day membership drive by the Arizona Bulk Vendors' Association results in the signing up of all but three operators in the State.

Pittsburgh — Oak Sales announces a Nassau holiday for operators who purchased a minimum of \$2,000 worth of merchandise between October and April.

Culver City, Calif. — Oak Manufacturing Company sends first shipment of machines to Tel Aviv where it has opened a sales branch.

Chicago — Donald Mitchell, National Vendors' Association legal counsel, predicts 1964 will be the bulk industry's biggest year ever, basing his prediction on the nation's population explosion and the big boom in capsule vending.

FEBRUARY

Los Angeles — Oak Manufacturing Company moves from Culver City to Los Angeles.

New York — New York Bulk Vendors' Association devotes major part of monthly meeting to problem of slugging. Operator Art Bianco displays preventive "washer" invention.

Morris, Ill. — Northwestern Corporation celebrates 55th anniversary.

MARCH

Los Angeles — Western Vending Machine Operators' Association reports "favorable progress" in its fight against discriminatory local licensing fees throughout California.

Los Angeles — Oak Manufacturing sponsors a pair of Las Vegas junkets for two operators to be selected at the spring NVA convention.

Minneapolis — Vendall Distributing Company and Eppy Charms host three-day meeting to show new merchandise.

Los Angeles — Oak Manufacturing Company appoints Lex Boy Distributing Company in Detroit and Auto-Coin Sales Company, St. Louis associate distributors.

Chicago — Illinois revises decal requirements for bulk operators in line with recommendations by NVA.

APRIL

Philadelphia — Rake Coin Machine Exchange moves its bulk distributing business to new quarters on Girard Street.

Little Rock — Arkansas operators hold first annual convention as State Legislature passes law making burglary of machines a felony.

Los Angeles — Sam Weitzman and Sid Bloom hold gala open house for new Oak Plaza facilities.

Chicago — Sidney and George Eppy host Eppy Charms regional meeting together with Tom King and Paul Crisman, co-heads of King & Company.

Miami Beach, Fla. — NVA holds annual convention. Charms featuring the Beatles and John Kennedy dominate show. Emphasis is on capsule merchandise. Art Bianco named Operator of Year. New officers elected: Paul Crisman, president; Harry Bell, vice-president; Harold Folz, secretary; Paul Guynes, treasurer. Awards given: Harold Folz, Leo Leary, Don Mitchell, Harry Bell and Rolf Lobell.

MAY

Minneapolis — Operators fight slugging.

Los Angeles — City warns operators that machines must be labeled.

Washington — House considers bill prohibiting commingling of confections and charms. NVA fights measure as Mitchell warns of "greatest threat to bulk industry in more than decade."

New York — Ops meet, discuss ways to strengthen organization and NVA.

Swan Lake, N. Y. — Some 300 attend New York Automatic Vending Association conclave—mull threat of municipal taxes.

Washington — Bulk industry rallies against House bill prohibiting commingling. Operators wage write-in campaign.

Chicago — NVA seeks ruling from Treasury Department exempting trinkets in capsules from 10 per cent retailer excise tax applicable to jewelry.

Miami Beach, Fla. — Northwestern signs Meyer Abelson sales agent.

JUNE

Birmingham — Eppy Charms, together with Max and Harry Hurvich of Birmingham Vending, host trade show.

Los Angeles — Western operators meet to discuss city move

to collect tax on machines located outside city boundaries.
Los Angeles — Oak Manufacturing Company named Pen Mar

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 3c	\$14.00
N.W. Deluxe, 1c or 3c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 222, 1c Perc. Converter for 100 ct. S.C.	6.00
Atlas 1c & 5c 100 Ct. Ball Gum.	12.00
Mills 1c Tab Gum	12.00
Acorn 3 1/2, Globe	18.00

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.72
Pistachio Nuts, Jumbo Queen, White	.66
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Shell, Red	.62
Cashew, Whole	.60
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	.30
M & M, 300 ct.	.48
Hershey's	.47

Rain-Blo Gum, 72 ct.	.32
Maltette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct.	.32
17c ct., 210 ct.	.32
Rain-Blo Ball Gum, 160 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
Beach-Nut, 100 ct.	.48
Hershey's Chocolate, 300 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.

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SUPER SIXTY



This capsule vendor is truly the most accurate on the market.

Handles all size capsules without "skipping," break ing or crushing.

Gold decorative front panel. Mammoth capacity.

Available with 5c, 10c or 25c Mechanisms

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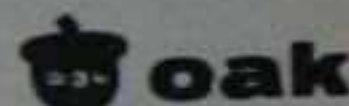
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VICTOR'S NEW TOPPER "66" \$15.50 ea.
Now Vends Capsules

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

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

NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules \$ 4.50 per M (5M Lots)
"V-1" Capsules \$ 6.00 per M (5M Lots)
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Styrofoam Display Front (without merchandise) for new Victor Topper "66," Ea. \$1.00

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SPECIALS

1c Victor Vendaramas, 100 Ct. B/G and 210 Ct. B/G, Like new	\$10.00 ea.
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1c Victor Toppers B/G	8.00 ea.
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1c Victor Baseball-Football Flipper Game with 10 lb. B/G	19.95 ea.

1/3 deposit with order, balance COD

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its Maryland distributor, Reliable of Miami its Florida distributor.

New York—New York operators meet and resolve to press fight against federal commingling bill.

Myrtle Beach, S. C.—Some 40 operators plus guests turn out for the quarterly meeting of the Carolina Vendors' Association.

JULY

Washington—House committee kills provision of health bill which would prohibit commingling of charms. Action clear victory for NVA.

Los Angeles—Lynn Distributing Company sues Oak Manu-

facturing for \$3,500,000 charging interference with contractual relationships.

AUGUST

Washington—NVA Counsel Don Mitchell meets with the chief of the Internal Revenue Service in an effort to have trinkets exempted from the excise tax applicable to jewelry.

Toronto—Folz Vending, large East Coast operating company, sights in on the Canadian market.

New York—New York operators meet, with excise taxes heading the agenda.

Jefferson City, Mo.—State court rules exempting bulk operators from 3 per cent sales tax.

Los Angeles—Proposal to increase license fees defeated.

New York—Operators here meet to honor John Caruso, retiring after 32 years in the business.

SEPTEMBER

Washington—Rep. Wilbur Mills (D., Ark.), powerful chairman of the House Ways and Means Committee, supports bulk vending industry in its fight to have charms excluded from a 10 per cent federal excise tax on jewelry.

Montgomery, Ala.—Bill to reduce bulk vending licenses introduced in State Legislature.

New Orleans—Some 50 operators and guests attend celebration marking Nick Schiro's 20th year in business.

New York—New York Automatic Vending Association kills proposal to ban bulk machines from apartment buildings.

St. Louis—Seventeen operators form Metropolitan Automatic Merchandising Council here.

OCTOBER

Edmonton, Ont.—Operators defeated in effort to have charm and trinket machines excluded from \$50 license fee.

Chicago—National Vendors' Association holds midyear meeting. New machines, charms and fill introduced by manufacturers. Some 100 operators attend.

NOVEMBER

Chicago—National Automatic Merchandising Association and Better Business Bureau issue blue-sky warning. NVA's Mitchell urges bulk operators to not let their reputation be damaged by the fast-buck few.

DECEMBER

Toronto—Vending Operators' Supply Company and Eppy Charms hold two-day seminar.

Charlotte, N. C.—Carolina Bulk Vendors' Association holds meeting with spotlight on giant sponsorship program. Changes name to Southeastern Bulk Vendors' Association.

Charlotte, N. C.—Jan Gabrielson, prominent Swedish bulk vending operator, tours U. S. Studies sponsorship programs under Lee Smith here.

Charlotte, N. C.—Southeastern operators crack down on blue-sky promoters.

Eppy Bows Charm Items; Urges Promotion Drive

JAMAICA, N. Y.—Eppy Charms has stepped up its schedule of promotional mailings to bulk operators. In addition to reminding operators that prices have not increased since 1955, the firm stresses there are more potential buyers for bulk machines than ever before if, and that's the big word, if operators work at increasing business.

Operators are urged to keep machines filled, to utilize dis-

plays and labels to attract attention and to merchandise the machines to make certain the locations realize the benefits of having such machines on their premises.

The firm is also introducing a new 5-cent Rocket Charm Mix with rings at \$14.50 per thousand and a new group of 5-cent Sur-Prizes at \$20 per thousand. Sur-Prize Novelties in the 10-cent filled capsule category are also available at \$38 per thousand.

Tenn. Assn. Re-Elects Slate

MEMPHIS—The present officers of West Tennessee Vendors Association were re-elected at the group's monthly meeting (15) at Berretta's Italian Restaurant, 2291 Airways.

They are: C. D. Gill, Gill Vending Company, one of the largest bulk vending operators in the South, to a fourth term as president; Leonard Robbins, American Vending Company, to a second term as vice-president; Alvin L. Waller, Memphis Vend-

ing Service, to a second term as secretary-treasurer.

The terms of office are for the calendar year 1965.

Princess Rings By Penny King

PITTSBURGH—Princess rings are back in stock at Penny King. Priced \$2.99 for a bag of 500, the rings come with free foam globe fronts, die-cut for 35 rings.

Penny King is also running a sale on a variety of rings priced from \$3.55 to \$4.99 per bag of 500 (with free foam). Among these are Sweetie Pie, Flower, Twin Pearl, Animal, Dog, Zodiac and Girl's Moon Glow.

Announcing the first and newest NORTHWESTERN



Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

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Write for prices and descriptive literature on the Vista and the complete Oak line. A full line of 5c and 10c capsules, gum, nuts, charms, sanitary goods and other supplies.

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P. O. Box 1142 Hagerstown, Md. Authorized Factory Distributors



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 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)

Write, Wire or Phone

H. B. HUTCHINSON, JR.

Southeast Distributor for Victor
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VICTOR'S NEW TOPPER "66" \$15.50 ea. Now Vends Capsules

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

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

NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules \$ 4.50 per M (5M Lots)
"V-1" Capsules \$ 8.00 per M (5M Lots)
"V-2" Capsules \$13.50 per M (2M Lots)

Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea. 10

BITTERMAN & SON 4711 E. 27th St. KANSAS CITY 27, MO. Phone: WA 3-3900

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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COMPANY _____
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KING & COMPANY

1700 W. Lake St. Chicago 3, Ill. Phone: KB 2-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

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THE NEWS



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GEORGE MILLER



RAY MALONEY



CLINT PIERCE



DAVID ROSEN



SAM STERN



BARNEY SUGERMAN



JOHN WALLACE



SAM WOLBERG

JANUARY

CHICAGO—Automatic Canteen Company of America President Patrick L. O'Malley declares, "My company intends to stay in the coin-operated phonograph business."

WASHINGTON—U. S. Surgeon General warns of cigaret smoking hazards.

CHICAGO—Fred Granger is named managing director of the Music Operators of America.

FEBRUARY

LONDON—Record crowds view the 20th annual Amusement Trades Exhibition here.

NEW YORK—The Beatles craze begins to influence in a big way programming of the nation's coin-operated phonographs.

HORICON, Wis.—Bally Manufacturing Company past President Raymond T. Maloney dies near here in a plane crash.

CHICAGO—Seeburg Corporation acquires Du Grenier vending machine firm.

MARCH

NEW YORK—Operators vote to support amusement game license bill pending in State Assembly.

WASHINGTON—ARMADA, NARM and the FTC hold a historic conference on 24 proposed "trade practice rules" for the record industry.

APRIL

ALBANY, N. Y.—State Assembly passes a bill licensing amusement game operators.

MAPLEWOOD, N. J.—Barney Sugerman dies of a heart attack.

CHICAGO—Jack Gordon is elected Seeburg Corporation president and the company begins construction of a \$15 million downtown plant.

MAY

ALBANY, N. Y.—Gov. Nelson Rockefeller vetoes the amusement game license bill.

CHICAGO—All major amusement game manufacturers reserve exhibit space for the Music Operators of America convention.

JUNE

WASHINGTON—MOA delivers petition signed by 100,000 location owners to House Rules Committee considering Celler royalties bill.

WHIPPANY, N. J.—Rowe AC Company opens main sales offices here.

CHICAGO—Seeburg Corporation acquires Williams Electronic Manufacturing Corporation; Sam Stern remains Williams chief executive.

JULY

CHICAGO—MOA President Lou Casola warns that if the Celler Bill were to become law, the combined demands upon the operator by ASCAP, BMI and SESAC could total \$75 annually per machine.

NEW YORK—Exports of coin-operated phonos and games hit an all-time high.

CHICAGO—Eddie Ginsburg and Atlas Music Company are wished well by 800 friends at 30th anniversary outing.

WASHINGTON—MOA counsel Nick Allen points out a new dark cloud on the phono royalty exemption horizon: the proposal to revise the 1908 Copyright Act.

AUGUST

CANTON, Mass.—The 40th anniversary of Dave Baker's Trimount Automatic Sales Company draws 400 celebrators.

NEW YORK—Kapp Records vaults onto the 1964 MOA Convention band wagon.

(Continued on page 32)

Atlas Holiday Fest

CHICAGO—Atlas Music Company President Eddie Ginsburg kicked off the local industry holiday party whirl early last week with his 30th annual Christmas party at the Sheraton Blackstone Hotel. Some 45 guests saw the season in with cocktails, dinner and dancing.



HOST AND A FEW GUESTS humor party photographer, posing before sitting down to dinner. Back row: Paul Huebsch and Frank Ogle. Center: Bob McGregor, Eddie Ginsburg, Sam Gersh and Mike Blumberg. Kneeling: Bill Phillips and Joe Kline.



SHARING A JOKE are Ginsburg and Atlas' veteran parts manager Mort Jacobs.



ALSO SHARING A JOKE are Atlas' executive vice-president Sam Gersh (right) and long-time service manager Frank Bach.



STANLEY LEVIN (unofficial social events chairman at Atlas) gives two guests a warm welcome.

PROGRAMMING FORMULA

Bishop Forgets Own Tastes

By BEVERLY BAUMER

HUTCHINSON, Kan. — "I found out years ago that what

N. J. OPS PLEDGE COIN SHORTAGE HELP

NEWARK, N. J.—The New Jersey Council of Coin Machine Operators has taken a stand on the current coin shortage. President William Cannon announced that a unanimous resolution has been approved by the membership wherein they have pledged to "co-operate during the coin shortage by rapidly returning coins to normal channels of distribution." Other officers of the group include vice-presidents Rudy Leitgeb, Daniel Sylvester Sr. and Allan Waldor. D. M. Steinberg, is secretary-treasurer of the organization, now in its 22d year.

I like in the way of music doesn't make one whit of difference in this business," says Al Bishop, programmer for Hutchinson Vending Company. "You have to have help. Some songs I've felt wouldn't get off the ground, but I found later customers played the daylights out of them. A thing like that makes you sit up and take notice."

Bishop enlists the location's help.

"I get the location to quiz customers about what they like," says he. "I ask them to quiz the people who really play the machines. The locations know the customers better than I do. The system works out pretty good. I also follow Billboard—it's my bible."

Bishop sees few changes in musical tastes. Most music on the pop chart is "teen-age stuff," he notes, with the Beatles still dominating the local scene.

"We really need better music," Bishop contends. "It seems like so much of the teen-age mu-

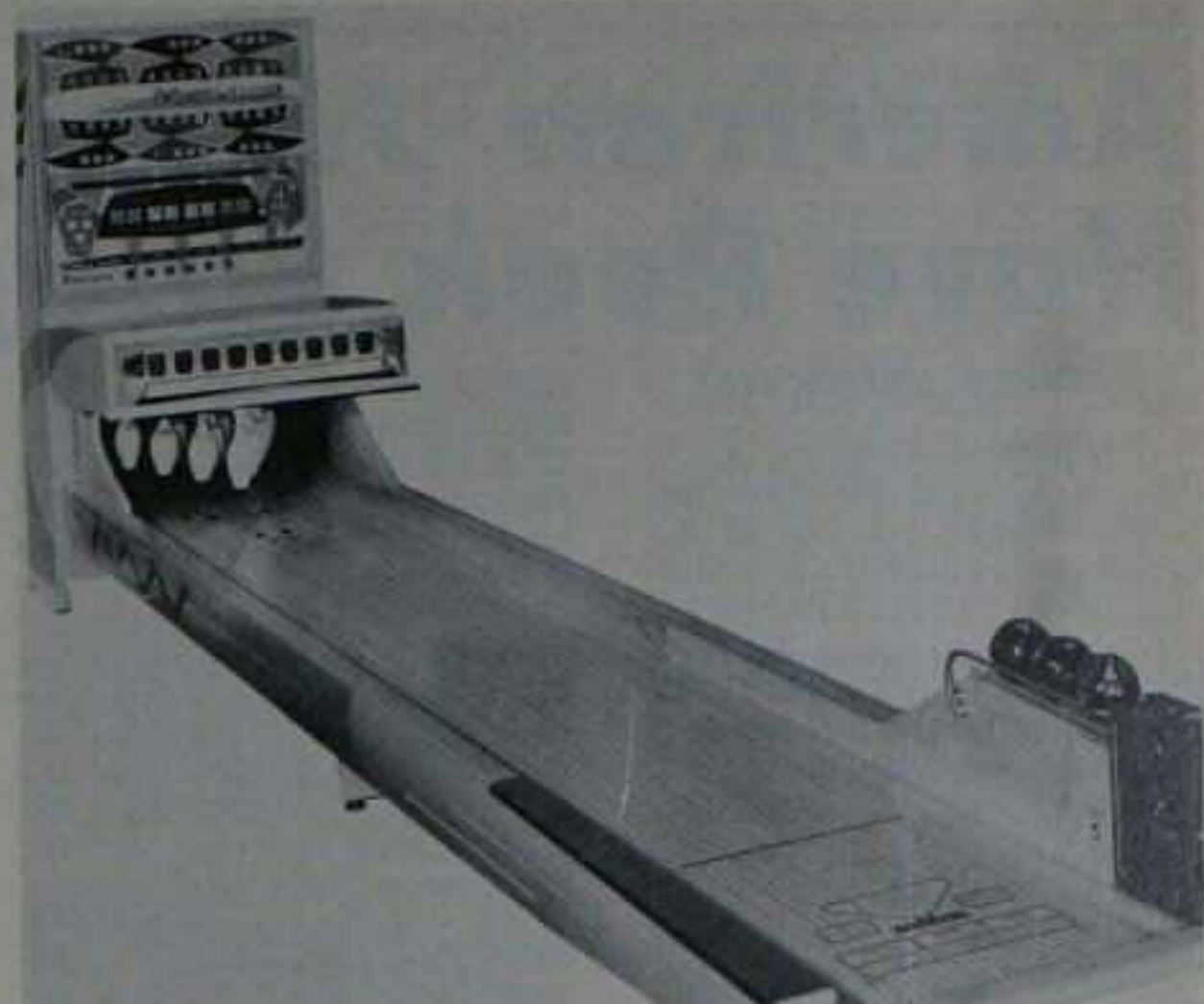
Williams Producing New Bowler

CHICAGO—The third new product introduced by Williams Electronic Manufacturing Company in recent weeks in Matador, a one-to-six-player bowling game.

Bearing the "United" trade-name, it is the first big bowler with a "personalization," feature, according to sales executive Bill DeSelm. This feature, recently premiered on Williams Mambo shuffle alley, provides illuminated space for the location name, the high score of the week, bowling league information or any other desired data. "It gives the location its own special billboard," DeSelm explained.

Adjustable to two heights, Matador is equipped with high-speed scoring drums which, according to DeSelm, "increase play volume during peak periods for higher receipts."

Available in standard 13 and 16-foot lengths, Matador may also be adapted to individual location demands employing



WILLIAMS-UNITED MATADOR

four- and eight-foot insert sections.

Other items of equipment currently produced by the See-

burg subsidiary are, in addition to Mambo, Whoopee, four player, and the single player, Zig-Zag.

Seeburg to Aid in Distributor Financing; Cites Sales Climb

CHICAGO — The Seeburg Corporation announced it is negotiating with banks and other lending institutions to arrange for long-term financing for its independent distributors. "Due to the sharp rise in

sales volume in recent years and a greatly broadened product line," Seeburg said, "our 33 U. S. distributors require larger sales and service facilities and bigger stocks of available parts, necessitating, in turn, greater capital requirements."

At the same time, Seeburg announced it had issued \$7,000,000 worth of 5½ per cent promissory notes due June 1, 1979. Purchasers in equal amounts were the Prudential Insurance Company of America and Northwestern Mutual Life Insurance Company, which just a year ago also shared equally in the purchase of \$17,000,000 in notes from Seeburg.

Seeburg said the new funds would be used for general corporate purposes. It said there were no further plans for additional financing in the near future.

Lipsky Gets All-Tech Line

NEW YORK—Abe Lipsky, veteran coin machine jobber, has obtained distribution right to the All-Tech coin-operated pool table. The table, which is available in two sizes, will be handled for the metropolitan area by Lipsky. He noted considerable interest in the table which has space-saving dimensions and is "highly competitive in price."



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American Jukes, Games Have Peak European Yr.

By OMER ANDERSON

COLOGNE — For the U. S. coin machine industry, 1964 has been its biggest year yet in the European market, and 1965 promises to be even better.

It has been a year of unparalleled growth for U. S. firms manufacturing and distributing new equipment on the Continent.

So spectacular have been the gains by U. S. firms in 1964 that at Brussels, European Common Market headquarters, a few disgruntled Continental trade

figures are beginning to call Europe a "captive" market for the U. S. trade and to speculate that General De Gaulle may have been right after all in his distrust of U. S. business penetration.

Confidence Eroded

While the European trade generally continues to profess confidence in its ability to co-exist and to compete with the U. S. trade, this confidence has been eroded by results of the year just ended.

All over the Continent, U. S. firms have strengthened simultaneously production and distribution arrangements in 1964. Moreover, in West Germany, there has been a surge of U. S. games as well as phonographs.

Progress by major U. S. concerns in fastening down the European market has been all the more impressive in the year just ended because it has consisted of co-ordinated moves aiming at integrated operations.

West Germany is the beachhead for the U. S. invasion, and the base already established by American firms will give them inside access to the European Common Market.

Exports High

Importation of U. S. phonographs into the West German market continued at record levels in 1964, despite a determined production drive by West German manufacturers. U. S. phonograph exports to Germany totaled 5,932 units in 1962, 5,988 units in 1963, and, according to figures of the German coin machine manufacturing industry, amounted to 2,606 units for the first half of 1964. The full year total is expected to exceed the 1963 figure.

Meantime, U. S. firms have been strengthening their distribution machinery. Typical is Automatic Canteen, which moved into the German market a number of years ago with the pur-

EUROPEAN NEWS BRIEFS

Export Jupiter

ZURICH — Jupiter, the juke box manufactured by a Franco-Swiss company, is now being exported to 65 countries around the world, according to the firm.

Jupiter executives claim the machine has lifted into export sales orbit at a pace "that staggers us and which has left us with an order backlog extending into early 1965."

The phonograph's success is based on its economy format—inexpensive to buy, inexpensive to service and maintain. The box has been given strong export sales impetus by its British importer, Phonographic Equipment, which has sold over 1,200 boxes since 1963.

Parisian Pool

PARIS—United's new "Bank-pool" game is getting tremendous play in France, according to Francois Craeynest, chief of Sodemal, the general importer of United products for France.

Four can play the game, which makes it especially appealing to the French (who like "family games"). The game is played on an area 7 ft. 9 ins. by 3 ft. wide, using a metal puck. The players aim at 15 colored and number balls arranged in a triangle.

The game is especially popular on the left bank of the Seine, where it has invaded existentialist bistros.

chase of the Tonomat company at Neu Isenberg, outside Frankfurt.

Canteen acquired a series of German distribution firms culminating in the purchase of Helmut Rehbock of Hamburg, the AMI distributor and a major German distributing organization.

Canteen Moves

Since acquiring Rehbock, Canteen has moved ahead steadily with the strengthening of its distribution throughout Germany for its full line of U. S. products plus its Electronic Phonograph produced at Neu Isenberg for the European market and Scopitone, the French film juke box.

Rehbock has just opened new offices in Munich under its expansion program in southern Germany.

The surge of U. S. games has been even more spectacular than the gains racked up by phonographs. Seeburg has dominated the games offensive through its purchase of Williams and United. Seeburg's German sales subsidiary, Seevend, has mount-

ed a large sales drive which is giving the Williams and United products exposure it has never had before in the German market.

Pushes Gottlieb

Al Adickes, similarly, is pushing Gottlieb games hard, and Erich Schneider, the Williams general importer for Germany prior to the company's acquisition by Seeburg, has expanded into a general games import operation handling products of all major U. S. producers.

Finally, Chicago Coin has boomed big into the German market through a link-up by Mondial International, Chicago Coin's international export agent, with Triefenbach Apparethandel KG.

Bally continues to be represented by Loewen-Automaten, sales arm of N.S.M. Manufacturing Company of Bingen.

Thus, U. S. games, as well as phonographs, are clearly headed in 1965 for domination of the European market, with Seeburg, in turn, bidding to dominate both phonograph and games sales on the Continent.

Scopitone Seeking British Cooperation

By ANDRE DE VEKEY

LONDON — Scopitone, handled here by Radiovision (Westminster), Ltd., is seeking closer co-operation from major record companies in the production of

films for its cinema juke boxes.

Scopitone reports it is receiving excellent co-operation from French diskeries, but not as much as it would like from the British firms.

An example of this is a film starring Dionne Warwick which was made for the cinema juke boxes. It was made with the help of the French diskery for which she records, but the United Kingdom affiliate chose to ignore the entire matter.

Denied Exposure

British boxes are therefore showing a heavy diet of foreign product and British artists complain they are being denied the exposure they should be receiving from this medium. Scopitone currently has some 100 boxes on location in the United Kingdom and is increasing this figure by 20 per cent each month.

Record firms generally feel that the cinema juke box is a good medium for standards, but they have reservations about the use of the unit for current hit material.

One big problem is the time lag between the time a record is released and a film distributed. As things now stand, the record may take off, hit the top and be a forgotten proposition before a film can be produced.

Simultaneous Production

Scopitone feels it would like to make a film simultaneously with the production of a record. In this way, the film could hit the boxes at the same time the record hits the store shelves.

The cinema juke box manufacturer feels it can produce a film and have in on location within two weeks. Such an effort would, however, require close co-operation between the juke manufacturer and the diskeries.

Scopitone says it is willing to pay royalties to the artist and the diskery and has cleared its plan with Equity, the Musicians' Union, Performing Right Society and Mechanical Recording Copyright Protection Society.

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THE NEWS

Continued from page 30

SEPTEMBER

HUNTINGTON, W. Va.—John Wallace is re-elected president of the West Virginia Music and Vending Association at annual convention here.

CHICAGO—Acquisitive Seeburg adds United Manufacturing Company to corporate family.

CHICAGO—U. S. Appellate Court rules in-line games legal, per se.

OCTOBER

CHICAGO—Big rebound in exhibitor participation and attendance make MOA convention here most successful in years; Clint Pierce is elected association president.

CHICAGO—Veteran MOA executive George Miller announces retirement.

NOVEMBER

PHILADELPHIA—David Rosen is honored by State of Israel bond committee at a tribute dinner here.

CHICAGO—Midway Manufacturing Company announces relocation and expansion plans.

SOUTH BEND, Ind.—In a speech to operators here Fred Granger outlines broadened MOA aims.

RICHMOND, Va.—President Gilbert Bailey of the Music Operators of Virginia is re-elected at big conclave here.

DECEMBER

CHICAGO—Seeburg Corporation introduces novel "Discotheque" product package.

CHICAGO—Chicago Coin President Samuel Wolberg's idea for game industry legislative co-operation wins wide support throughout trade.

Talk of the Trade

Topic of the week: Biggest business problem of 1964.

Jerry Witt, Music Service Company, Omaha: "I'd say location loans. They hurt the operator more than anything else. Once a loan is made, the operator is vulnerable. He's over the barrel if the location asks for more."

Norman Gefke, Gefke Music Hi-Fi Center, Souix Falls, S. D.: "Service. There's a pressing

need for mechanics. A trained coin machine mechanic would have no trouble getting a job anywhere in the United States."

A. L. Ptacek, Bird Music Company, Manhattan, Kan.: "Training routemen is a big problem. At present it takes two years to train a new man. I'd like to see the MOA get behind the idea of establishing a central training school for coin machine service experts."

Memp'is Ops See Mustang

MEMPHIS — Sammons-Pennington, Seeburg distributors, showed off the new compact stereo Mustang phonograph to more than 100 operators last week in a two-day showing at the company offices and showroom, 1049 Union.

George W. Sammons, president, and D. V. Pennington, partner, welcomed operators from west Tennessee, north Mississippi and east Arkansas.

Luncheon and soft drinks were served both days (14 and 15).

Sammons said response to new model was good.

This model is like the Mustang automobile. It has its place in the field. Everybody can't own a Cadillac.

World Wide Adds United And Williams

CHICAGO—World Wide Distributing Company, headed by Nate Feinstein, has been appointed exclusive distributor for the Williams and United lines of amusement games. World Wide is also distributor for the Seeburg line of coin-operated phonographs and vending machines.

Other lines carried by the large Midwestern distributing company are Valley, Kaye and All-Tech. The firm's territory includes the northern half of Illinois and Indiana's Lake and Porter counties.

Fred Skor heads game sales, Harold Schwartz phonographs and Irv Ovitz vending.

Feinstein noted the acquisition of the Seeburg subsidiary game lines is in line with the recent "coin machine one-stop" concept expressed by Delbert Coleman, Seeburg board chairman, at the firm's national distributing meeting here (Billboard, Dec. 19).

World Wide is now in a position to offer operators as complete and as diversified a line of all types of coin-operated equipment as exists anywhere," Feinstein said.

The Chicago distributing veteran noted that World Wide had full parts and service facilities for all its lines and would hold schools in all the coin-operated areas: music, vending and games.

New Target Game Marketed By Midway Manufacturing

CHICAGO—Expanding Midway Manufacturing Company is shipping Rifle Champ, a target game which combines several new design features with a Wild West motif.

The new product incorporates for the first time automatic speed control of the 20 moving targets, increasing the target speed as the score mounts.

Also on Rifle Champ is the use of glowing targets under

black light, providing, in the words of Midway President Marcine Wolverton, "tantalizing action."

Also stressed by Wolverton was the "top this score" feature, calculated to stimulate increased play through competitive interest.



RIFLE CHAMP

For the benefit of servicemen, Wolverton pointed out, Rifle Champ is hinged at front and back for convenient access.

The product is available in regular and shoot-again models; is 24 inches wide, 33 inches in depth and 67 inches high.

The firm is located at 10136 Pacific Avenue in the Chicago suburb of Franklin Park.

REMEMBER... TWO-FOR-5c?

SARASOTA, Fla.—A recent exhibit of antique music equipment here featured a Regina juke box of 1893 vintage that played two one-minute tunes for a nickel. Another conversation piece displayed was the electric Violano Virtuoso juke box built in 1912. The Violano mechanism operates two violins and a piano—and it still functions.

Italian Ban

MILAN — Italian coin machine operators are appealing to coin trade organizations in the European Common Market for a Common Market-wide campaign to legalize pinball machines in Italy.

SAPAR, the Italian trade organization, is working on the premise that the European Common Market implies a basic uniformity of trade as well as tax legislation. Italy is the only country in the Common Market to ban pinballs.

Meantime, the Ministry of the Interior in Rome, it is learned, is weighing a ban on pinballs in private clubs as well as on public premises. Trattoria (tavern) proprietors claim private clubs enjoy unfair advantage in being able to site pinballs.

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- Pop Instrumental**
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Just a Matter of Time (B. Benton) . . . Broken-Hearted Melody
(S. Vaughan) . . . Sea of Love (P. Phillips) . . . Unforgettable
(D. Washington) . . . Smoke Gets in Your Eyes (The Platters)
- D'Artega—Flight of the Fiddles.....Prima
Flight of the Fiddles . . . Wingin' the Strings . . . I Hadn't Anyone
Till You . . . After You . . . Zing Went the Strings . . . Try a
Little Tenderness
- Polka**
- Li'l Wally—Oh Boy, Polka Joy!.....Jay Jay
Polka Joy . . . Fighting Wife . . . EE-I-Oh Polka . . . Balloon
Polka . . . Lost My Doll . . . No Beer in Heaven
- "Artist of the Week"**
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Political Promo

BRUSSELS—The phonograph made its debut in politics in Belgium—not as a political issue but to help a candidate get elected.

Appropriately, the candidate the juke boxes supported was Sen. Joseph Wiard who sought re-election to the city council of Ixelles, near Brussels, where he was in charge of public works.

Wiard is famous in Belgium for being one of the country's most ardent advocates of coin machines. Setting deed to word, Wiard made recordings stating his case for re-election, and placed the disks on phonographs in Ixelles locations.

On one side the disk gave a report of all Wiard accom-

plished for his area in the last six years in office, and on the flip side Wiard explained his program for the next six years.

Spanish Architect

SAN SEBASTIAN — Pinball operators in the Spanish province of Galicia have abandoned opposition to an ordinance enacted by the provincial government of Galicia requiring an architect to supervise siting of machines.

The intent of the law, claim the operators, is to ban pinballs by the oblique architect ordinance. An operator survey of legal costs connected with fighting the law persuaded operators that a less expensive and simpler gambit would be to retain an architect on behalf of the operators as a whole.

The architect retained by the operator association gravely visits each pinball site, draws up a floor plan for siting the machine and files it with local building authorities.

Plan Coin Guide

SPA, Belgium—Coin machine operators at this granddaddy of European spas are organizing a unique Continent-wide project to publish a coin machine "Guide de Michelin."

Instead of listing three-star restaurants, however, the Spa guide would list outstanding coin machine locations, awarding stars on the basis of excellence of equipment, servicing, attractiveness of the location premises, and the courtesy of the proprietors.

Such a guide would aim at lifting general European coin machine operating standards and would enable motorists and other travelers to pick locations to stop for refreshment on the basis of their entertainment facilities as well as food.

CHICAGO

On the other side of the lake at the Grand Rapids, Michigan branch of Empire Coin Machine Exchange, a goodly crowd of regional operators and their right-hand men availed themselves of a recent Rock-Ola service and maintenance class. So reports Empire's Joe Robbins.

A regular series of Empire-sponsored service sessions will kick off in January.

A fourth-quarter check of field conditions recently took Rock-Ola Manufacturing's Ed Doris and Hugh Gorman through the East, George Hincker to the South and Southwest and Les Rieck through the Midwest. The gang was home for the holidays though.

Executive row at Atlas Music Company will be virtually vacant early in January as Eddie Ginsburg, Sam Gersh, Joe Kline, Stan Levin, Frank Bach, Bill Phillips and Chuck Harper make the Miami scene for the big Rowe-AMI meet. Rowe regional sales manager Paul Heusch will likewise be heading south. Atlas' Bob Fabian, a veteran pilot with some 3,600 hours logged, is covering the territory in a recently acquired amphibious aircraft.

The Wurlitzer Company has entered the publishing game with a bi-monthly house organ called "News and Notes," reports sales-promo man A. D. Palmer. Profiled in the November issue was Morris Gisser, president of Cleveland Coin Machine Exchange.

Death took a very dear aunt "who was like a second mother" from Music Operators of America's Bonnie York last month.

Our condolences. Alvin Gottlieb and family are due back from an Hawaiian holiday soon.

Congratulations on a good year's work to Recorded Music Service Association officers Earl Kies, president; Sam Greenberg, Moses Proffitt and Dan Gaines, vice presidents, and Louis Arpaia, secretary-treasurer. The association will elect 1965 officers at a Water Tower Inn meeting this week.

Our contact in the City Collector's Office, Larry Goss, reports a static situation in the wake of the latest liquor license renewal deadline. On June 22 of this year 7,873 licenses were extant in Chicago. As of December 22, 7,896 had been renewed. Goss, unfortunately, has no means of determining how those figures break down into taverns, package stores, restaurants, drugstores and supermarkets.

ST. LOUIS

Everyone at Advance Distributing excited over the way area ops are going for the Bally Harvest. "It's a real winner," reports Jack Gorelick, "especially with the automatic ball-lift feature." Operators in visiting and buying equipment this

week at Advance included Mike and Nick Sasyk, well-known coinmen from Madison, Ill. Also in looking over the new Rowe-AMI branch were J. L. Stafford, S&W Amusement, Bernie, Mo., and another long-time Missouri op, Marvin Buescher, of Washington.

News that Advance is opening a complete parts and service shop was well received by local ops who were also in visiting—Lou Hutsel, of Paramount Amusement; Mel Williams with Laclede Music, Sydney and Walter Morris of J. S. Morris & Sons, and Elmer Schewe with Schewe Sales. Just as enthusiastic about the new parts and service department were the ops in visiting from out-state Missouri and Illinois like Leo Leiweke from Washington, Mo. The holiday season now finding many out-of-town coinmen visiting St. Louis and all the fellows at Advance Distributing, Dan Landsbaum, Jack Gorelick, Hank Schaefer and Dale Rymer are extending their best wishes for a Merry Christmas and a profitable 1965.

Over at Brandis, area Wurlitzer distributor, veteran St. Louis operator Paul Fishman showed us a snapshot of his display which points up the beautiful Saaran Arch now being constructed on St. Louis's riverfront.

Fishman along with his wife, Frances, and a very capable staff composed of Don Doerr, Allen Blomenkamp, Charles Sewell, Bill Ryther and Charley Hentz, has built the name of his company, Arch Vend-a-matic, around the inspiring structure that will grace the St. Louis skyline. Brandis' Dottie Sears, just about the cutest receptionist and coingal-Friday in town, reporting that veteran Poplar Bluff, Mo., op Bill Marvell was in recently. Also visiting the Wurlitzer folks were Mr. and Mrs. Armin (Roundy) Josten. A Wurlitzer music-merchant for over 10 years, Josten also is part owner of a bowling alley in Waterloo, Ill.

Elsewhere around town the news at George Glass Distributing was wedding bells for popular Seeburg salesman Frank Schroeder. He'll be honeymooning the next couple of weeks. George Glass reports tremendous acceptance by area ops of the LPC-480 and says sales are strong up and down the Seeburg line this season. Sam Massoro is out in Missouri this

week calling on ops in Moberly, Columbia and Jefferson City and declares that the Rock-Ola Princess Royal has all the Musical Sales Company customers in his area very enthusiastic. Williams games are moving very well for Ed Grempler over at Central Distributors. Ed says that he just can't seem to get enough pin games these days.

EARL PAIGE

PHILADELPHIA

David Rosen was the keynote speaker at the annual fund-raising banquet of the Child Psychiatry Clinic of the Orthopedic Foundation at St. Christopher's Children's Hospital held at Cedarbrook

Country Club. Rosen also played host this week in his company's dining room to the officers and Board of the Escro Corporation which specializes in financial accommodations to the coin machine trade. Terminal Vending Company at nearby Oaklyn, N. J., adds the newly opened Pinecrest Nursing Home at Sewell, N. J., to its locations. Ralph W. Pries, vice-president Berlo Vending Company, Inc., is serving as a vice-chairman for the Allied Jewish Appeal Trade Council in the forthcoming '65 drive.

MAURIE H. ORODENKER

MILWAUKEE

According to Sam Hastings, president of the Milwaukee Phonograph Operators' Association, the trade group will hold its next meeting on January 11 at the Ambassador Hotel. Election of officers will be the top item on the agenda. Leo Dinon, H. & G. Amusements Company, reports a new man being given on-the-job training to handle route responsibilities. He is Frank Ford. Glum reports stem from G. & W. Novelty Company, South Milwaukee. Partner Glenn Geadtke claims receipts

have been dipping seriously in recent months. S. L. London Vending Company staffers Don Emery and Doug Hansen are

conducting a Seeburg service school this week for Stacy Vending Company personnel. The sessions will be held at the new Stacy Vending Company headquarters. Attendees at the Milwaukee Amusement Company Christmas party last week had a good time. The event included a preview of movies shot by the boss, Clarence Smith, on his boating excursions last summer in the Door County and Upper Michigan waters. Clarence Smith also reports that he is seriously hunting for a new building to house his expanding needs for additional workshop and warehouse space. One-stopper, Jim Skiba, Modern Record Sales, reports a juke box holiday sleeper in "The Twinkle-toes" by the Versatones on Bel-Aire Records. Operator stopins for Christmas music the past week included Mike Young, Soldiers Grove; Joe Halada, Halada Coin, Green Bay, and Fred Braun, Suburban Music, Menomonee Falls.

BILLBOARD, January 2, 1965

COINMEN in the news



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FISHMAN



A. GOTTLIEB



GISSER



ROSEN



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ELLIPTIPOOL[®]
U.S. Pat. 3,029,078 Can. Pat. 681,112
* Changing the true ellipse to a circular shape, random placement of the pocket, or adding "elliptispot" reference points with related and isolated segments of cushion complicate rather than simplify the scientific principle on which the table is designed. Such complications result in an unsatisfactory experience for the player. One "Elliptispot," 1 continuous elliptical cushion is the answer!
Make sure you get a genuine elliptical table instead of a distorted imitation—insist on
ELLIPTIPOOL[®]
Invented and patented by Art Frigo
MADE EXCLUSIVELY FOR AND DISTRIBUTED INTERNATIONALLY by

GREAT LAKES GAMES CORPORATION
164 DIVISION ST., ELGIN, ILL. Phone 312-741-1877

a thrilling new **cascade** of sound!

new

Seeburg's great *3-Way Audio* feature! Biggest jump ahead in sound since Seeburg gave the industry stereo in 1959. Six speakers pour out a lavish cascade of stereo sound. Look at the picture below: two super hi-fi tweeters and two big middle-voice ellipticals at the *top*; two brilliant 12-inch bass speakers at the *bottom*. Never before has there been a phonograph sound like this. Does that make you wonder about this new LP Console/480? Ask any operator who has one on location.

new

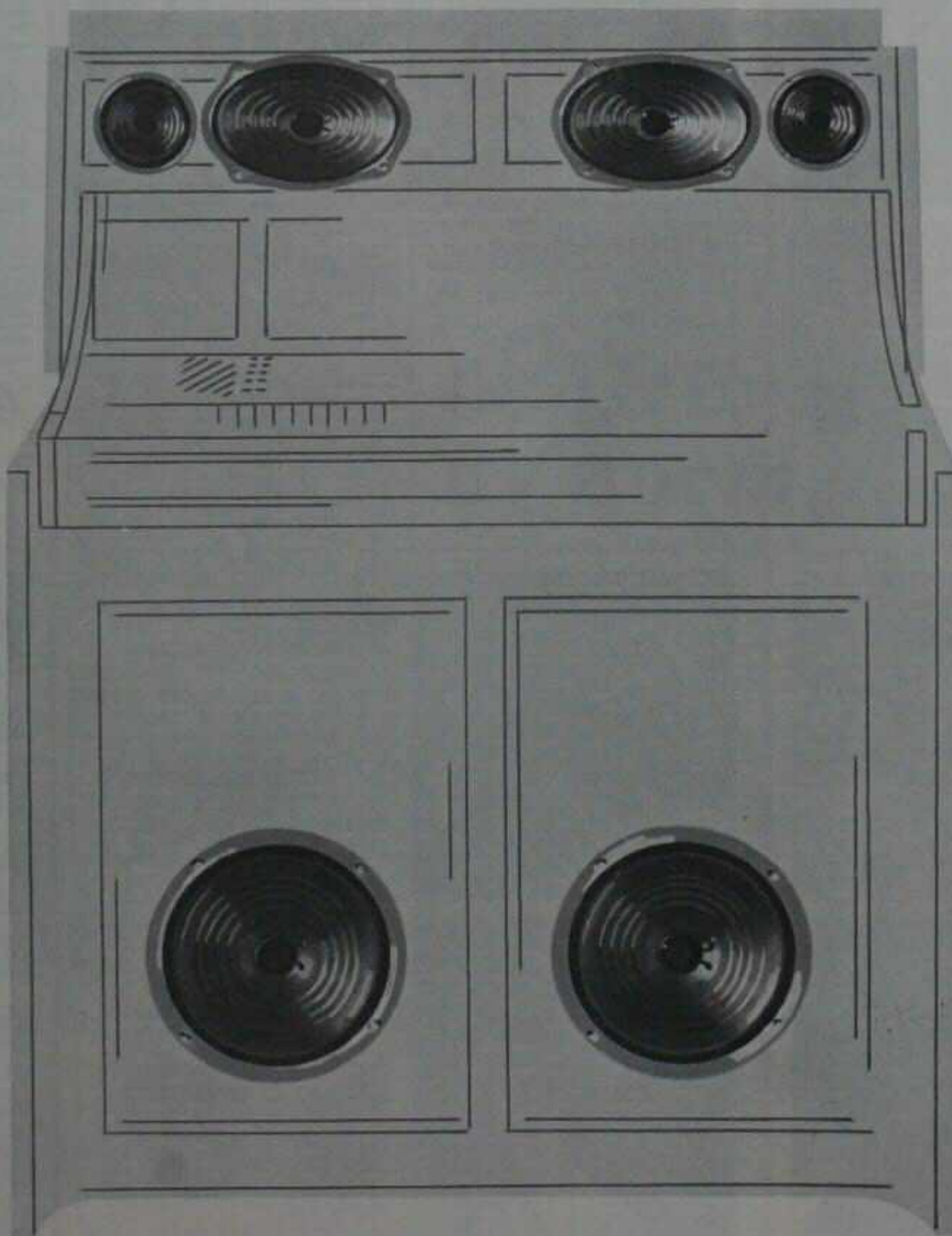
SEEBURG

has the industry's only *complete Income Totalizer*

new



Sensational money-making feature! Seeburg's new *Spotlighted Album Award**—proved in locations to earn more money for operators and locations than any other phonograph ever manufactured in the history of the industry. You have to *see* this to appreciate what it can mean to you. Check your Seeburg Distributor. THEN . . . ask any operator who has the new Seeburg on location. Around the clock, *this one's always working to make money for you!*



ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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.

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 and Special Merit Picks. All other albums are listed in their respective categories.

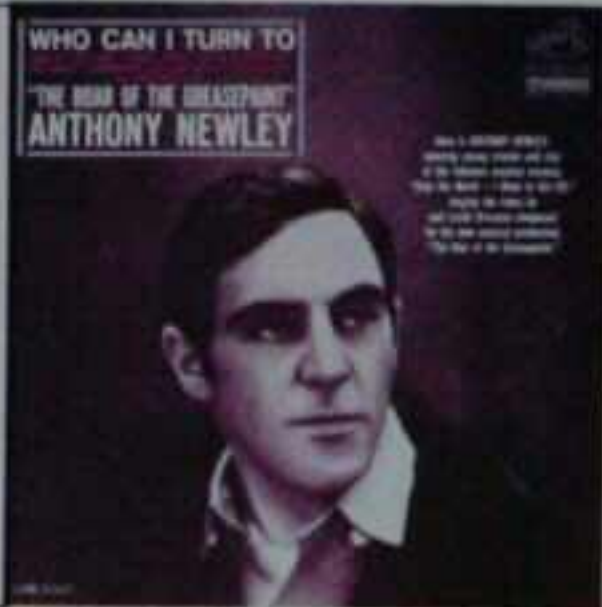


POP SPOTLIGHT

WHO CAN I TURN TO (WHEN NOBODY NEEDS ME) AND OTHER SONGS FROM "THE ROAR OF THE GREASEPAINT"

Anthony Newley. RCA Victor LPM 3347 (M); LSP 3347 (S)

Newley selects a dozen songs from his forthcoming Broadway musical, "The Roar of Greasepaint." All are composed by Tony and Leslie Bricusse. The hit of "Greasepaint," "Who Can I Turn To" is included along with "Look at That Face," "Beautiful Land" and "The Joker." Another Newley triumph.



POP SPOTLIGHT

MOODY

Della Reese. RCA Victor LPM 2814 (M); LSP 2814 (S)

Warm, romantic and sophisticated performances by Miss Reese. Della tempers each love song with a touch of the blues for added effect and feeling. Selections include "The Good Life," "Little Girl Blue," "Guess I'll Hang My Tears Out to Dry."



POP SPOTLIGHT

DEAR HEART AND OTHER SONGS ABOUT LOVE

Ork and Chorus of Henry Mancini. RCA Victor LPM 2990 (M); LSP 2990 (S)

Henry Mancini and good pop music have become synonymous. In this, his first all-choral album, the same deft Mancini touch is evident. The arrangements are warm and appealing. Henry is especially good on "Dream" and "How Soon." The new "Frankie and Johnnie" is a prime example of the vibrant excitement Hank creates via his chorus and instrumentation.



POP SPOTLIGHT

MONSTER DANCE PARTY

Don Hinson & the Rigorifications. Capitol T 2219 (M); ST 2219 (S)

Assorted Transylvanian ghouls provide highly danceable music. The lyrics are clever, with Don Hinson doing most of the singing. Imaginative album cover manages to show most of literature's top monsters. "Monster Mash" is strong material for a single.



POP SPOTLIGHT

LONDON CONCERT

The Limelitters. RCA Victor LPM 2907 (M); LSP 2907 (S)

From their triumphant performance at Festival Hall, London, England, comes an outstanding "live" package which includes some of the group's best known material. "John Henry" gets them off to a rousing start and the well-paced concert continues in excitement right through the finale, their hilarious audience participation number "Hey Li Lee Li Lee." Lou Gottlieb, Alex Hassilev and Glenn Yarbrough were never in better form.

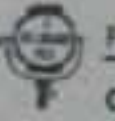


POP SPOTLIGHT

AND THE BELLS RANG

Lee Hale Singers. Everest 5234 (M)

An excellent gift for any holiday. Side 1 features the charming in-French renditions of such favorites as "Poor People of Paris," "Count Every Star" and "And the Bells Rang." On Side 2 the group (who, incidentally, are regulars on the network TV show "Entertainers") salutes the winter season in English with delightful versions of "Baby It's Cold Outside," "Skater's Waltz," "Sleigh Ride," among others.

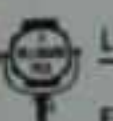


POP SPOTLIGHT

GET YOURSELF A COLLEGE GIRL

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

A soundtrack of a teen-age-oriented film, guest appearances by the Dave Clark Five, the Animals, Getz and Gilberto and the Jimmy Smith Trio and you have the ingredients of a chart-buster of an album. Set in a girls' school and based on today's music business. The film stars Mary Ann Mobley, Nancy Sinatra, Chad Everett, Joan O'Brien. The guest performers each present two of their hits on the screen and in this album.

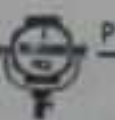


LOW PRICE POP SPOTLIGHT

EDDIE CANTOR SINGS "IDA, SWEET AS APPLE CIDER" AND HIS OTHER HITS

RCA Camden CAL 870 (M); CAS 870 (S)

In the same vein of the successful Al Jolson packages, this album of the late and great Eddie Cantor should prove to be equally a powerhouse in sales. The Cantor song triumphs ("Ida," "Margie," "Makin' Whoopee") sound fresh in this well-recorded package. A must for collectors of the giants of the entertainment world.



POP SPOTLIGHT

A LITTLE BIT OF HEAVEN

John Gary. RCA Victor LPM 2994 (M); LSP 2994 (S)

John Gary beautifully performs a dozen of the best loved and popular Irish songs, with the aid of first-rate arrangements by Marty Gold. Gary is in complete control, lyrically and musically with this material and gives a freshness to each number. An album to "gladden the heart of the true Irishman and those who would like to be."



COUNTRY & WESTERN SPOTLIGHT

THE HANK WILLIAMS STORY

MGM E-4267-4 (M)

A de luxe four-record limited edition of 48 of the top performances and original compositions sung by the late and great Hank Williams. Tied in with the release of his motion picture life story, "Your Cheatin' Heart," this package will be a bonanza while the limited copies last.

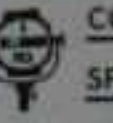


POP SPOTLIGHT

TWANGIN' THE GOLDEN HITS

Duane Eddy. RCA Victor LPM 2993 (M); LSP 2993 (S)

For an opener, Duane takes his hit of 1958, "Rebel Rouser," then rocks his way through 12 million-sellers of the past eight years. Included are "Raunchy," "Tequila" and unusual treatments of "More," "Swingin' Shepherd Blues" and "Stranger on the Shore." He performs his distinctive guitar style in top form backed by a rock-solid rhythm group. Strong appeal for the discotheques.



COUNTRY & WESTERN SPOTLIGHT

THE BLUE GRASS STORY

Porter Wagoner. RCA Victor LPM 2960 (M); LSP 2960 (S)

Aptly described in the liner notes, this album contains the "blue ribbon of blue grass." First-rate performances by Missouri-born Porter Wagoner and top blue grass "pickers" on such numbers as "Cotton Fields," and a number of hits composed by Bill Monroe such as "Blue Moon of Kentucky," "I'll Meet You in Church on Sunday," "Little Cabin in the Hills" and "Will You Be Lovin' Another Man."



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

OH WHAT A LOVELY WAR

Charles Chilton & the Members of the Cast. London 3906 (M); OS 25906 (S)

Since RCA Victor decided not to record the Broadway cast version of "Oh What a Lovely War," London has come through with a release of the original English company's production issued by British Decca. The potpourri of songs of the World War I period is done with flavor and zest, making it a good addition to the musical theater shelf.

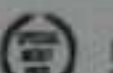


POP SPECIAL MERIT

THE WOMENFOLK AT THE HUNGRY

RCA Victor LPM 2991 (M); LSP 2991 (S)

The girls sing with a realistic determination to get the message across. Recorded live at the hungry 1, the audience response adds to the overall excitement of the girls' performance. The tunes are interesting and the group makes them even more so.

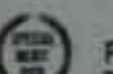


POP SPECIAL MERIT

THIS IS GLENN MILLER AND HIS GREATEST ORCHESTRA, VOL. 1

20th Century-Fox TFM 3159 (M)

A reissue of outstanding Glenn Miller material that 20th Century-Fox took from motion picture soundtracks. The Miller popularity continues and here are examples. Material includes "In the Mood," "Chattanooga Choo-Choo," "American Patrol," "Gal in Kalamazoo" and "Moonlight Serenade." New packaging too!



POP SPECIAL MERIT

THIS IS TOMMY DORSEY AND HIS GREATEST BAND, VOL. 1

20th Century-Fox TFM 3157 (M)

Another reissue by 20th Century-Fox in the Collector's Classic series. Topnotch Dorsey fare with top songs and top musicians. There's a Vol. II also. Some of the outstanding classic Dorsey arrangements are "Boogie Woogie," "Marie" and on Vol. II "Opus #1," "Song of India" and "On the Sunny Side of the Street."



POP SPECIAL MERIT

SING AND PLAY ALONG BEATLES KIT

London LL 3403 (M)

The invitation is clear and to the point. Sing and play along to the music of the Beatles. The guitar and drum rhythm is provided and all the album buyer has to do is organize a small chorus or instrumental group and go to it. All of the songs are as well known as any pop tunes in recent history, and the Beatles tie-in certainly won't hurt sales.



COUNTRY SPECIAL MERIT

THE LATE AND GREAT DEAN MANUEL

Starday SLP 305 (M)

Pianist Dean Manuel had an unusual style. Here are 14 songs in which his capable playing, with the Blue Boys, stands as a musical tribute to his ability. He was killed with Jim Reeves July 31, 1964, in a plane crash. This album will have wide appeal to dealers and radio stations.