

Billboard

The International Music-Record Newsweekly

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

Col. Club Bows in Mexico; Seen Latin American Pilot

By PAUL ACKERMAN

NEW YORK — Columbia Records (CBS) has started a club operation in Mexico City, it was revealed last week by Harvey Schein, vice-president and general manager of CBS Records, Columbia's international label. The club will soon function in the entire Mexican market and will very likely serve as a pilot model for the creation of other Columbia clubs in Latin America.

Schein indicated that the Mexican club's structure and philosophy of operation would be patterned after Columbia's parent American club. Columbia also has clubs in Canada and Australia.

Fee Required

The Mexican club entails a membership fee. This fee is the price of one record. In return, the member receives three free records. Additionally, for every

two records bought, a member receives one free.

Schein stated that—as is the practice with the American club, the Mexican club would carry product of other labels. Columbia, therefore, will soon contact other manufacturers with a view towards acquiring their product.

Within one year, Schein estimated, a Mexican record buyer will have a choice of several hundred records through the club. Sixty per cent of this

product will be Mexican; 40 per cent international. A large proportion of the international segment, possibly as much as 35 per cent, will be American product.

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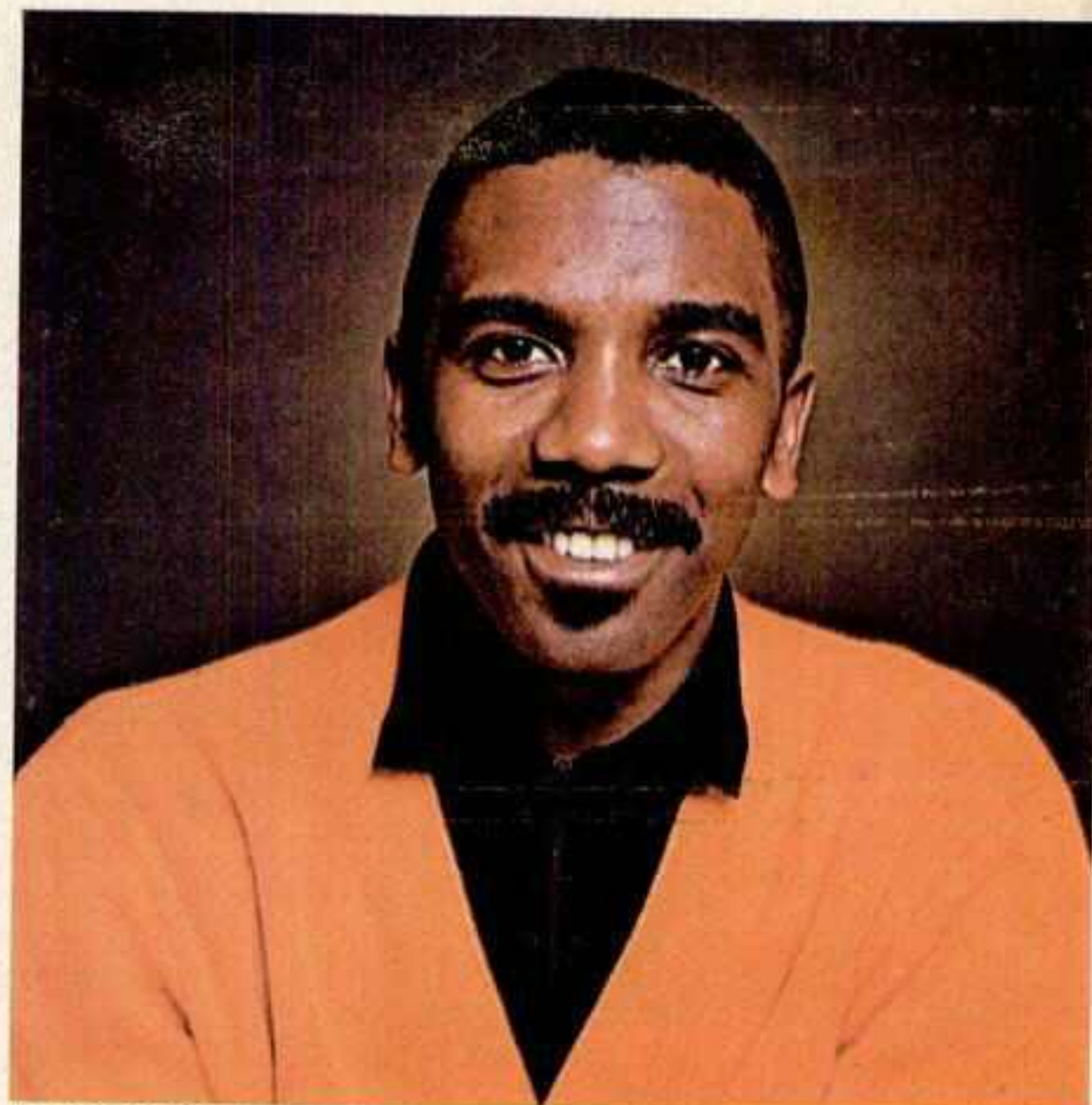
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One-Speed: Gain for All

Setting an Example

A New Showcase

JACK LA FORGE, whose single interpretation of the hot "Goldfinger" theme is on the Billboard chart and heading for the top. Regina Records has also released La Forge's seventh LP, an unbeatable album of movie music entitled "Goldfinger and Other Great Movie Themes." (Advertisement)



JIMMY SMITH, who has just returned from a series of successful performances on the West Coast, has recorded a two-sided hit, "Goldfinger, Parts I & II" (VK 10346). The single is from his new Verve album "Monster" (V/V6-8618). (Advertisement)

'1-Speed Revolution' Supported by NY Leaders

By LEE ZHITO

NEW YORK—Industry leaders here joined in a chorus of support for the one-speed movement which has been gaining momentum during the past several weeks.

Goddard Lieberman, president of Columbia Records, Inc., told Billboard:

"We at Columbia feel that the establishment of a single speed would be of major significance in broadening the record market, thereby bringing the cultural benefits of recordings to more people. At Columbia, we feel the time has come for our industry to do as other industries are doing—streamline and simplify its product, and thereby facilitate its use for the consumer. By making seven-inch singles available with standardized spindle holes and at 33 r.p.m. speed, the consumer would be saved time, money and bother of having to use

adapters and changing turntable speeds to permit listening to singles."

Long-Time Backer

Bill Gallagher, Columbia's vice-president in charge of marketing, said: "Columbia has been dedicated to a one-speed industry and made its move in 1958. At that time, we found it was impossible for one label to achieve this on its own. The effort now being expended by Billboard and leaders in the industry make this a marvelous time to consolidate our energies and broaden the base of the record business. Today, so much of the teen-age recordings enjoy a strong adult appeal, but adults for the most part are unwilling to bother with converting speeds and adapting spindle holes. Standardization on an industry-wide scale would act as a stimulant and broaden the singles market into the adult field. As it stands now,

the industry's product line is too complex."

Racusin Approves

Norman Racusin, RCA Victor

(Continued on page 8)

HANDLEMAN DEAL WITH KING REPORTED

NEW YORK—At press time it was reported that negotiations for the sale of King Records to the Handleman Company would probably be concluded over the weekend. Handleman is the record industry's largest rack jobber. The acquisition would include both the record and publishing operations (Lois Music). The negotiations were first reported in Billboard Dec. 26. The reported price is \$1,250,000.

U.K. to Get Its First Song Festival

By CHRIS HUTCHINS

LONDON—Britain will have its first-ever song festival this year. The event will be run by the Music Publishers Association on three days commencing May 24. All five major record companies have promised support, and the aim is to make it an even bigger event than the San Remo Festival.

The event, to be held at Brighton Dome is being promoted by Britain's leading pop impresario, Arthur Howes, and produced by Redifusion Television, which will screen the entire proceedings via network. Publishers are inviting

leading composers to write entries. Artists agreeing to take part will have their choice of the songs. Eight numbers will be sung in each of the two heats and judged by MPA-appointed panels. Regional panels, linked by TV will flash in their votes during the finals. Artists who have already agreed to take part include Manfred Mann, Freddy and the Dreamers.

Bob Miller's orchestra will back the solo singers.

The MPA organizing committee is headed by Jimmy Phillips, managing director of Keith Prowse, and Peter Maurice Publishing Company.

(Advertisement)

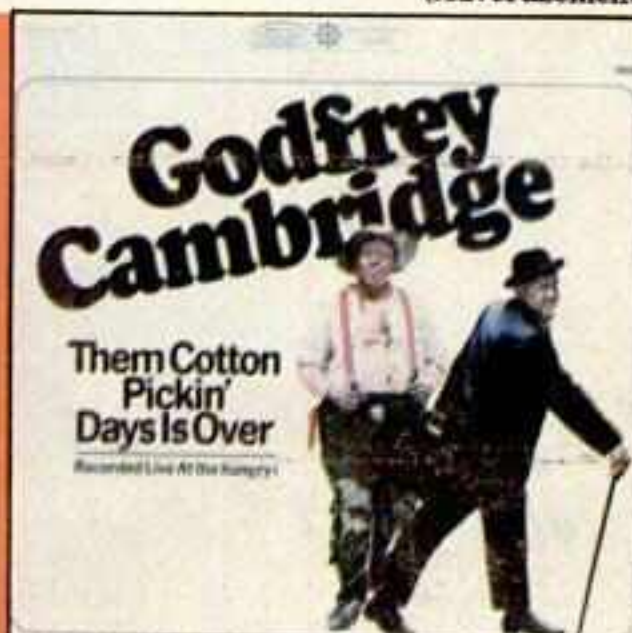


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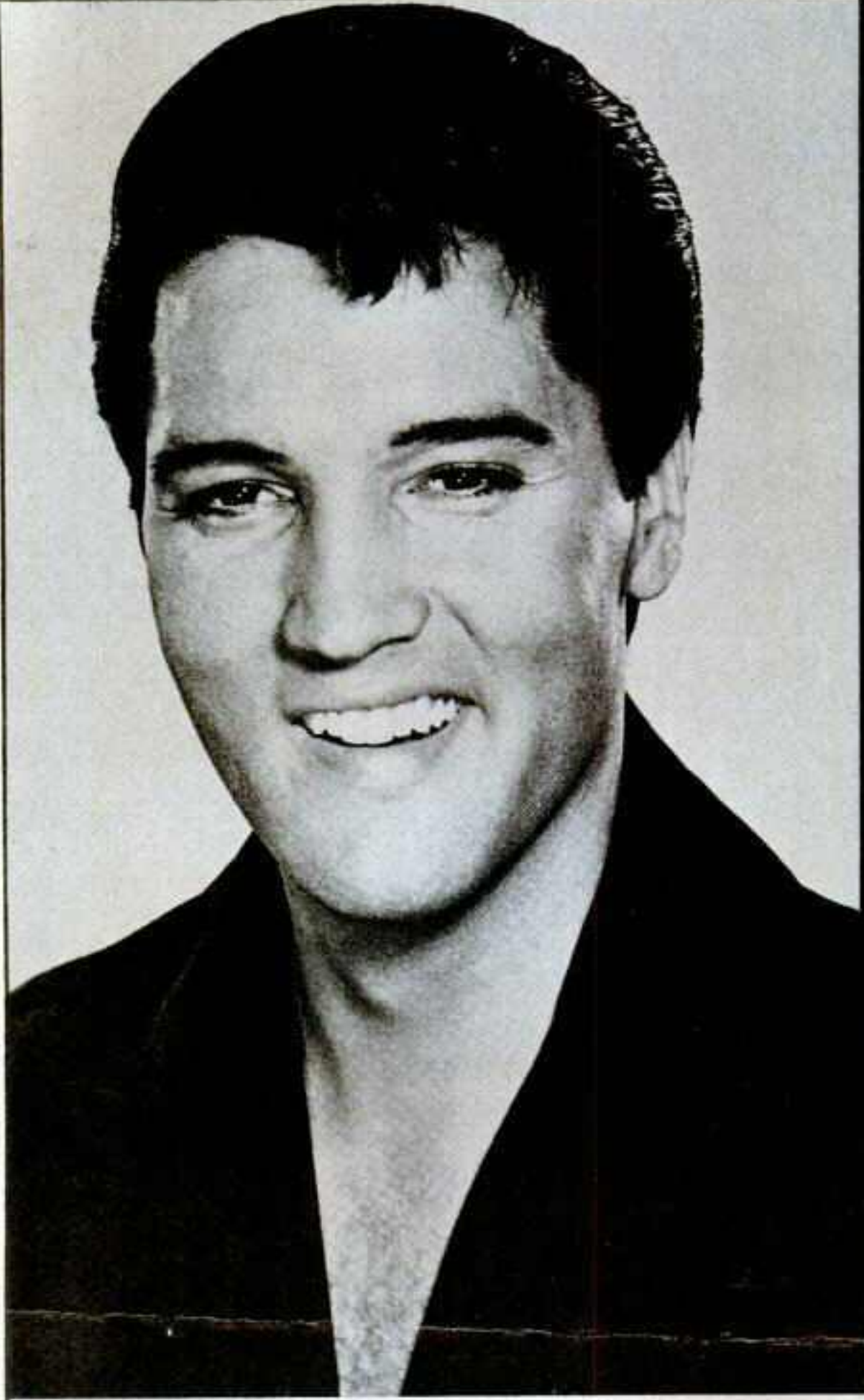
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500 Attend Ceremonies of New Heilicher Quarters

MINNEAPOLIS — Despite temperatures which dipped to 20 and 30 degrees below zero, close to 500 record industry traders turned out to view Amos and Dan Heilicher's plush new headquarters during two-day open-house ceremonies here.

The Heilicher compound has been close to a year in construction and it represents possibly the most modern and most streamlined record marketing complex anywhere.

The building encompasses over 43,000 square feet and stands on a lot which stretches over three acres. The trade came from both coasts and as far south as the Gulf of Mexico.

Amos Led Tours

The guests were wined, dined, entertained by local talent and, of course, given a tour of the facilities by major domo Amos himself.

No less than four firms are housed in the new structure:

J. L. Marsh, a nationwide rack-jobbing operation which is shooting for a \$4,500,000 sales volume in 1965. Heilicher says the firm stocks over 250 different labels.

Heilicher Brothers, large Midwestern record distributorship which handles roughly 50 per cent of all the independent labels in the Minneapolis area as well as V-M, Roberts and Sony home entertainment equipment, plus assorted musical instruments, accessories, tape and miscellaneous product.

Soma Recording Company, record producing firm which produces Soma, Garrett, Stereodiscs and Heartbeat labels.

And last but not least, Advance Music Company, coin machine operating company which has over 1,000 pieces of coin-operated equipment, including over 150 pieces of music equipment, in a three-State area.

Heilicher Domain

All in all, the Heilichers have some 75 persons employed in the building. This, however, tells only a fraction of the story. The Heilicher domain also includes the Musicland and Record Lane retail stores—some 17 retail disk and home entertainment equipment outlets in some six States—and the firm is also Midwest

distributor for the Auto Photo coin-operated photo studio line with some 65 studios in a three-State area.

If all this is difficult to keep track of, you would never know it from either Amos or Dan. The pair glibly reel off that they have a total of some 275 persons on their payroll and seem as conversant with the most remote part of their operations as they are with the furniture in their own home.

Among the ribbon-cutting celebrants were Kenny Myers, of Mercury; Charley Fach, of Smash, and Lou Simon, of Philips; Vic Miller came in for V-M as did Jim Fitzsimmons and C. J. Stevens. Edgar Jones, executive secretary of ARMADA, was on hand as were such big distributors as Jake Friedman, Atlanta; Bill Davis, Denver; Harry Levin, Detroit; Jimmy Martin, Chicago; Al Chotin, St. Louis; Tony Galgano and Ruby Lawrence, Chicago, and Bob Chatton, San Francisco.

Guests

There were also Juggy Gayle, veteran New York promotion man; Dick Shelton, Chicago record industry attorney, and a host of dealers, one-stop owners, rack jobbers, deejays and what have you.

The Heilichers have a huge warehouse with production-line loading for all record and equipment shipments. Trucks can pull right up to a large dock loading ramp. The front of the building has showrooms with all of the Heilicher lines and even a model retail record store.

Offices are in a two-floor front, with everything else on one level. The Heilichers have their own print shop, advertising copy and layout department, punched-card accounting department with some half dozen pieces of IBM equipment, two-way radio communication for all staff cars and trucks, and a host of other extras that are usually only read about in the latest methods-management magazines.

Merc. to Issue Quincy Jones Track Albums

CHICAGO—A trio of motion picture sound track albums featuring the music of Quincy Jones were buttoned up by Mercury Records last week. First to be released is the sound track from "Sylvia," a movie based on the novel by E. V. Cunningham, and starring Carroll Baker, George Maharis, Peter Lawford, Edmond O'Brien, Aldo Ray and Viveck Lindfors. The movie and album are slated for release Wednesday (17).

In March, Mercury will release the sound track of "The Panbroker." The movie stars Rod Steiger, is directed by Sidney Lumet and produced by Eli Landau. It took first place in the 1964 Berlin Film Festival. Next fall, Mercury will release the sound track album from the movie "Mirage," starring Gregory Peck, Diane Baker and Walter Mathau. Producer is Harry Keller.

Tamla-Motown Expands Abroad

DETROIT — Tamla-Motown, which has been experimenting overseas for the past year, will intensify its bid for a share of the multi-million dollar worldwide market by launching its own label abroad. The firm will become the latest U. S. company to retain its own label identity throughout the world.

Esther Edwards, vice-president, international operations, George Shiffer, general counsel, and sales director, Barney Ayles, will accompany Motown President Berry Gordy Jr. to Europe next month to set up release of all Tamla-Motown product on the company label. Heretofore, the company has

concentrated on establishing the Tamla-Motown "sound" overseas through releases of the Detroit company's product on various overseas labels.

The introduction of the Tamla-Motown label on March 1 will be supported by a heavy advertising and promotion campaign, which will include a tour of England by the "Motown Revue," a TV special, and a visit to France, Germany and Holland by the Supremes.

Martha and the Vandellas, "Smokey" Robinson and the Miracles, Stevie Wonder, the Supremes and the Earl Van Dyke Sextet will begin touring England the middle of March.

The Temptations will be in England March 18 for the taping of the "Ready-Steady-Go!" TV show. The top-rated program on British commercial TV will devote an entire 60 minutes to Tamla-Motown artists.

The record company's publishing interests are represented overseas by Hill and Range. Licensees will continue to include EMI, England, France, Scandinavia; CBS, Germany; Pathe Marconi, France; Artone, Holland; Durium SPA, Italy; Cosdel, Japan and Phillipines; Fermata, Brazil; RCA Victor, Mexico.



GEORGE GREIF (Greif-Garris Management), right, personal manager of the San Remo Festival winners, the Christy Minstrels and Bobby Solo, is congratulated by Billboard's publisher Hal B. Cook for being the first to bring the coveted San Remo Awards to the United States.

Mail-Order Drive Begun by Dot Club

HOLLYWOOD — The Dot Record Club has begun an all-out campaign to capture a foothold in the mail-order segment of the record business. Named director of the three-month-old organization by President Randy Wood is Larry Welk, who maintains his job as credit manager of the parent company.

The Club has sent out its first mailer to some 2,100 persons already signed up, with advertising in the Farm Journal's February issue and a two-page spread in the March 20 issue of TV Guide set to launch the operation with a flurry.

The Club's first members were drawn from several mailing lists plus regional ads in TV Guide. The current mailer introduces one of the Club's features: an LP of the month (with five alternates) on a tear-out order card. The card offers the customer four choices of action. He either picks the monthly selection, an alternate, anything from the catalog or decides to bypass any purchasing. If no card is returned, the Club automatically mails out the monthly selection.

When the Club began in late November, the first memberships were on a cash or c.o.d. basis, Welk explained. Now this cash policy has been altered to feature 15-day billing. Welk claims by keeping tight checks on bad risks, the Club can operate on the same open-account basis as the other major clubs.

A Club Feature

A second feature of the Club is the member-get-a-member pro-

gram. For each new subscriber brought into the Club by a present member, that member gets two bonus albums. New members get six records free by purchasing one now and buying a minimum of six more within one year. Enrollment certificates plus catalog booklets are being included in all mailings.

To induce cash customers, a 5 per cent deduction is offered on all merchandise paid in front. To back up the Club's concept of 48-hour delivery upon receipt of an order, all mailing labels are pre-addressed. When a subscriber returns his monthly order form, his address label has the selections typed in. Address plates of those persons choosing not to order any merchandise are taken out of the file to be returned for the next month's mailing.

"Once a Club member buys six records in a year," Welk stated, "he gets a free LP for every two he buys. If he just wants one more LP, he gets a 25 per cent discount."

Merchandise must be six months old before it is placed in the Club, Welk emphasized. The director revealed he was in the talking stages with a major manufacturer to supply the Club with product. Welk said he hoped to add other labels in the country and classical fields to supplement Dot's releases.

The Club hopes to sign up 6,000-7,000 new members as a result of the forthcoming TV Guide ad, with the membership reaching 10,000 within six months. Approximately \$50,000 has been allocated for consumer advertising over three months.

WINNERS OF GRAMMYS TO DO TV SPECIAL

NEW YORK — Winners of the 1965 Grammy Awards will perform on "The Best on Record," a one-hour special to be telecast over NBC-TV, May 18, 8:30 to 9:30 p.m. The program will be sponsored by Timex.

The show will be presented under the auspices of the National Academy of Recording Arts and Sciences, which makes the annual award for outstanding performances on records.

Award winners will be announced April 13 at dinners to be held in New York, Chicago and Los Angeles. The television show will be taped in NBC's studios in New York and Los Angeles.

N. Y. Record Distribs, New Deal Consolidate

NEW YORK — The New Deal Record Service Corporation with all of its affiliated corporations, and the New York Record Distributors, Inc., with all of its wholly owned subsidiaries, have merged to form the Interstate Record Distributors, Inc.

Officers in the new corporation are Manny Wells, president; Lou Klayman, executive vice-president, and Al Levine, secretary-treasurer.

Carl Medici, Charles Peters and Stan Sterling are minority stockholders.

The new firm will have shipping and warehouse facilities in New York, New Jersey, Florida, and Missouri. It is negotiating a lease for a Los Angeles installation.

Long Island City, Manhattan, and New Jersey-based operations will be housed under one roof.

Branch managers and personnel were informed of the merger Wednesday (10). The new organization will retain the membership of the two component companies in ARMADA, NARM and ROSA.

Wells, who becomes president of the new firm, is president of New York Record Distributors. He entered the record business in 1935 with Decca and later opened his own distributorship in New York.

Levine, the secretary-treasurer, joined Capitol Records in 1941 and opened his own distributorship in 1954.

NEW YORK—Smash Records this week is releasing an instrumental album by James Brown, featuring the artist on piano and organ, together with his show band. This is Brown's first all-instrumental album, and is titled "Grits and Sol."

GRAMMY POLL MAIL DEADLINE

NEW YORK — Midnight Tuesday (16) is the deadline for mailing ballots in the first round of voting for this year's Grammy Awards.

With the NARAS membership at an all-time high, and with this year's prizes taking on added meaning, all members who have not yet sent in their ballots are urged to do so immediately.

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Setting an Example

The indie record distributor has been accused of many things: inertia, failure to promote, a willingness to run with quick hits rather than stick with his lines.

One could go on and on. Such charges are undoubtedly applicable to some distributors, but to the majority of others they are not. And we are glad to see recent evidences that there is plenty of progressive thinking and vitality among the indies.

A case in point is Delta Records, the New Orleans distributor who last week staged a convention of its own. (See separate story.) Ed Walker, chief of Delta, brought together his manufacturers, and made it possible for them to meet—in two pleasant days—the dealers, rack jobbers and one-stops in the New Orleans market.

The beneficial effects of such a get-together are tremendous. Delta's manufacturers, such as Atlantic, Chess, Disneyland and Vista, Roulette and others seized the opportunity to establish a closer rapport with the retail outlets. As Atlantic's Bob Kornheiser stated, a manufacturer normally would not be able to accomplish so much in a week.

We believe the Delta convention will pay off in good will as well as in sales. We hope other distributors consider similar meetings.

1 Speed: Gain for All

The desire for conversion to a one-speed industry—33 r.p.m.—is overwhelming. In the past several weeks Billboard has sampled opinion on the West Coast, the Midwest and the East Coast. Manufacturers, large and small, are forthright in their view: A one-speed industry would broaden the base of the market and simplify manufacturing and inventory problems.

We hope the Record Industry Association of America, which has within its membership many of the industry's greatest leaders, will apply itself to the task at hand. We ask that the RIAA support the Johnson move to appoint a committee to study the methods of achieving the conversion.

We believe this will be done without too much loss of time, inasmuch as key leaders who favor one speed are top echelon officers of the RIAA.

There is much to be gained by all levels of the business—from manufacturer to distributor to dealer to songwriter.

A New Showcase

The NARAS Grammy Award winners will perform on TV (see separate story). The show, titled "The Best on Record," will be sponsored by Timex on NBC-TV in a one-hour program.

This is assuredly a forward step, and we credit NARAS President Nesuhi Ertegun and his officers with achieving such a showcase for records and talent.

All segments of the music-record business should tie in with this event. Properly done, such an occasion elevates the record industry, artists, publishers and songwriters.

Csida Exits RIC; Gets Album Line; Barone Quits

NEW YORK—Joe Csida has resigned as president and a director of Recording Industries Corporation (RIC Records). Frank Barone also resigned as a director and the co-operations assistant secretary. Simultaneously, Csida has acquired the RIC album line.

The company, formed in February, 1964, will continue as a Nashville operation, concentrating entirely on the production of singles. Albums are planned only in cases where the company comes up with hit singles, in which case albums based on such hit singles will be issued. The new RIC organization will be headed by Lester Vanadore, who was one of the company's founders and who has been the head of the Nashville operation since vice-president Frank Poole resigned for reasons of health in January.

On Lease Basis

Csida will take over the RIC album line on a lease basis from the company, and will gradually convert the line into an LP nucleus for his own label, to be called JJC Records. JJC will concentrate on developing the "World of the Theater" series currently includes "Rodgers and Hart Revisited," "Cole Porter Revisited," "The Young Ethel Merman" and "The Young Bea Lillie." In production is "Jerome Kern Revisited."

The "Posterity" series includes recordings by Billy Holiday

(Continued on page 12)



BARBRA STREISAND, Broadway's "Funny Girl" and Columbia Records' multi-gold disk winner, took time off last week to celebrate with her manager Martin Erlichman, left, and John Kurland. Kurland, who was closely associated with the artist during his three-and-a-half years as Columbia's publicity chief, has resigned the post to take on full-time responsibilities as a Broadway producer.

Kurland Quits Col. to Produce B'way Show

NEW YORK—John Kurland has resigned as director of public relations for Columbia Records to produce a Broadway musical. Kurland has acquired the rights to Elaine Dundy's novel "The Dud Avacado." Miss Dundy will adapt the book and a major star, composer and lyricist will be announced shortly.

Kurland joined Columbia in October 1961, and has been closely involved with a number of major Columbia artists, including Barbra Streisand, Vladimir Horowitz, Glenn Gould, Bob Dylan, the New Christy Minstrels, Robert Goulet, Thelonious Monk and George Szell.

Before joining Columbia, Kurland spent four and a half years with RCA Victor in a number of advertising, promotional and finally, publicity assignments.

At Columbia, Kurland had been reporting directly to Goddard Lieberson, until a reshuffling of the Creative Services department a few months ago made Kurland responsible to Leonard Burkat, who had become the label's new vice-president for that division.

Miss Dundy's "The Dud Avacado" appeared first in England in 1958 when the American author was married to critic Kenneth Tynan. The book became a runaway best seller and was followed by an equally successful and highly acclaimed American publication as well as translations into more than a dozen foreign languages.

In addition to the musical, Kurland is completing a novel, slated for publication early in 1966. He is also at work as co-producer and author of a situation comedy TV pilot.

Need for Specialization Is Stressed by Tollie's Harris

HOLLYWOOD — As independent disk-label distribution tie-ins continue developing, each label must have its own distinct specialization. Too much product flooding the market necessitates this, relates Ray Harris, Tollie Records' sales chief.

Initially launched as a subsidiary of Vee Jay Records one year ago when the Chicago company moved here, Tollie has become a leading West Coast distributor of outside label product. Its exclusive distribution contracts are with Fame (Ala.), Goldwax (Tenn.), Champion (L.A.), Colonial (N.C.) and Nola (La.).

Colonial and Champion were the first two labels signed, Harris explained. Since his arrival

with the company last August from Capitol, the three other labels were added. "That's as far as I want to go," he said.

Fame is a "middle road r&b line," Goldwax "a down right blues r&b line," Nola a "borderline r&b line," Colonial a "c&w pop line," and Champion a "pop-r&b line in the Tamla/Motown groove." Tollie releases 60 per cent pop material, with c&w and rock material filling in the rest, Harris stated.

Tollie attempts to convince these labels to release material on their own label, Harris admits, but the smaller companies "prefer to build their own lines and identities."

Releasing masters which have

(Continued on page 12)

Cap's Towering Subsidiary

NEW YORK — Tower Records, Capitol's subsidiary is creating a stir after only five months of operation. The label's first chart record, "Apache '65," by the Arrows, has moved up on the "Hot 100" this week to position 86. Another Tower disk, "This Sporting Life," by Ian Whitcomb, is currently on the "Bubbling" chart and is gathering strong air play. Vito Samela, Tower's national sales and promotion manager, reports distributor reorders.

Tower has also just announced the release of its first album, "Sing a Song With the

Beatles." This package will contain printed lyrics and chord symbols, plus photos of the group. Package will be a two-sectional jacket.

Tower is also rushing out its first country release, and it looks like a big one. Disk is "A Tombstone Every Mile," by Dick Curless. Tower purchased this master from Allagash Records. Approximately 16,500 disks have already been sold in the northwestern section of the United States and heavy orders for the disk are pouring into Tower headquarters.

RCA's Soria In S. America On Business

NEW YORK—Dario Soria, division vice-president of RCA Victor in charge of the International Liaison department, is on a swing through part of South America for a series of business meetings with the label's subsidiary companies licensees.

Soria is making stops in Peru, Ecuador, Columbia and Venezuela. Before returning to the U. S., Soria will stop over in Port-of-Spain, Trinidad. Dorle Soria (Mrs. Soria) is accompanying her husband on this, his first South American journey.

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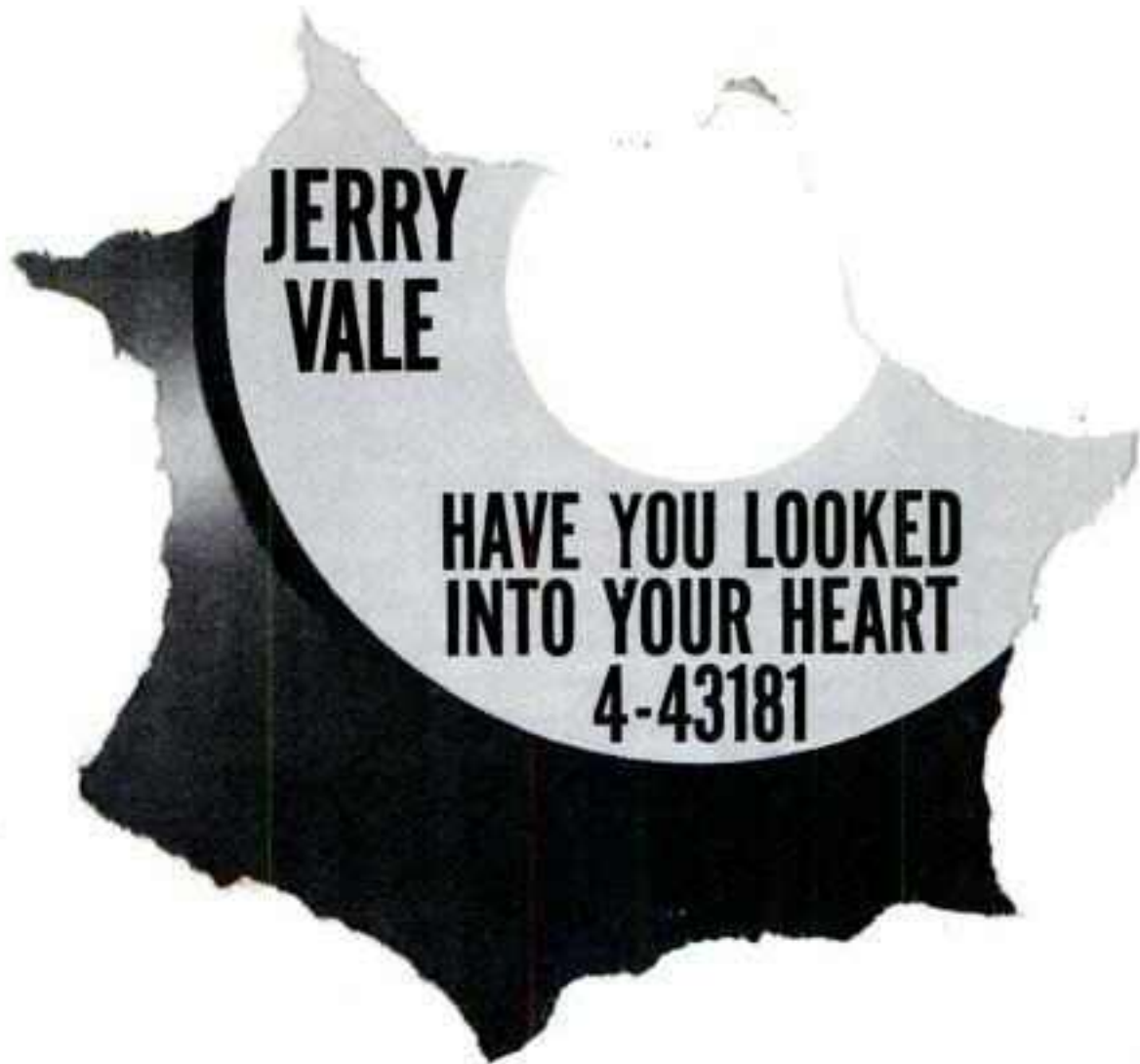
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Everybody Ate Up Jerry Vale's Single

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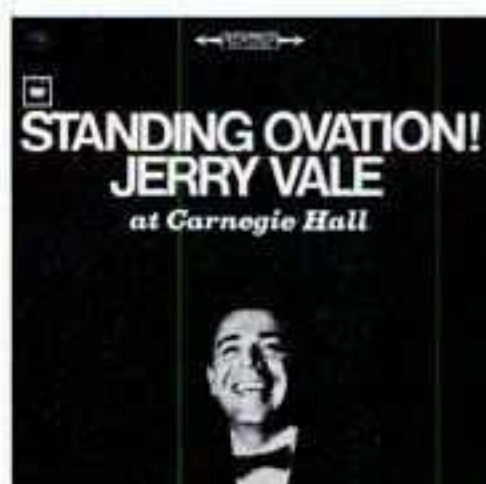


JERRY VALE

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But Wait Till They Get a Taste of Jerry's New Album!

CL 2313/CS 9113 Stereo



CL 2273/CS 9073 Stereo



CL 2181/CS 8981 Stereo



CL 1955/CS 8755 Stereo

Other Sales Appetizing Albums by Jerry...

on Columbia Records

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Delta Distrib Session Draws 100, Wide Praise, Togetherness

By CLARENCE DOUCET

NEW ORLEANS — Eward H. Walker, head of Delta Record Distributing Company—host for the two-day weekend convention at the Hilton Inn—is so satisfied with results that he is already planning Delta's second annual session next year. The attendance was more than 100, including manufacturers' reps, dealers, rackers, one-stops, deejays and artists.

Delta's convention brought national and regional sales managers of major independent labels together with dealers and racker jobbers.

All welcomed the opportunity and came away with the feeling that a closer bond was formed. Many saw the convention as reflecting the start of "something new."

"I don't know why someone didn't think of this before," said a New Orleans record dealer. "A meeting like this between manufacturers and dealers is a natural."

The manufacturers' representatives took the occasion to talk LP business with the Louisiana, Mississippi and Alabama dealers. And the dealer, in turn, discussed their problems with the manufacturers.

"Wonderful Idea"

Joy Lewis, of New Orleans, associate buyer for records of

D. H. Holmes Company, Ltd., department stores in New Orleans and Baton Rouge, said: "I think this is a wonderful idea. I like it best because we are bringing our record sales people in. We are all being brought closer to the individual labels."

Al Prado, Mobile, Ala., Music City, rack jobber: "I'm really impressed with the opportunity to hear about the companies' new products. Look, my competition is here, but there's no ill feeling. This is good because we can talk business. It's great and it will happen elsewhere."

Sandy Beach, Miami, Southern sales manager for Disneyland and Vista: "This is fantastic. The dealer has been neglected and I hope this meeting starts something going on a national basis. I think the real results will show themselves in about six months. That's when you will be able to see just how much has been accomplished."

Annette Smason, sales manager, Smith's Record Centers, New Orleans: "I'm very happy with the chance to have a preview on future releases. I hope this continues."

Kornheiser Attends

Bob Kornheiser, national sales manager of Atlantic - Atco, termed the convention a great idea. He said: "I saw all the

key deejays and dealers of this market in two days. Ordinarily, I could not have done this in less than one week. It is really a progressive move on the part of Delta." Kornheiser also noted that those present referred to the event as a "meeting" rather than a "party."

In general, the manufacturers' representatives used their 60-minute sessions to play short takes of their newer releases. They also circulated catalogs, displayed album covers and sales aids.

Sandy Beach had an impressive session. This included live-size props of Julie Andrews and Dick Van Dyke from "Mary Poppins" as well as a short movie on the premiere of "Mary Poppins."

He showed a new rack Disneyland has for dealers, available through the distributors. It can hold 250 LP's and 500 singles. Says it has already been proved that in places where it has been used sales have jumped tremendously. Twenty-four LP faces show. Encouraged using it in connection with "Mary Poppins" publicity and also urged the dealers to take advantage of the movie in increasing their sales.

Good Session

Another good session was (Continued on page 8)

ASCAP COAST PARLEY FEB. 24

BEVERLY HILLS, Calif. — ASCAP's semi-annual West Coast meeting will be held at the Beverly Hilton Hotel here Wednesday (24). Stanley Adams, ASCAP president, and other officials, will report on the Society's activities.

Lee to Head WB-Reprise Eastern Staff

NEW YORK — George Lee has been named director of Eastern operations for the Warner Bros. and Reprise labels. He has been with Warner Bros. for two years, prior to which he had operated his own publishing company and record business and had been a professional singer.

He will supervise the WB and Reprise recording activities in the East and will direct the work of Sid Schaffer, regional sales manager, and Marvin Deane, manager of artist relations.

Lee will also have the authority to sign talent.

The WB-Reprise recording schedule here has been stepped up by 40 per cent in the last year, with additional New York-based artists.

TRO Breaks Custom on B'way Songs

NEW YORK — Contrary to usual practice of restricting show tunes until the show's Broadway opening, the Richmond Organization has established a formula for the promotion of songs prior to the show's debut. Thus, TRO's affiliate, Musical Comedy Productions, Inc., has licensed RCA Victor for the release of the Anthony Newley LP containing the important songs from "The Roar of the Greasepaint."

Newley's LP is a forerunner of the to-be-released original cast album by RCA Victor. The music is by Leslie Bricusse and (Continued on page 8)

Dunn Off to Rio

HOLLYWOOD — Lloyd Dunn, Capitol's international department president, flies to Rio de Janeiro Thursday (25) to conduct meetings with Bill Morris of the EMI licensee there. Dunn recently returned from a trip to Tokyo where he conducted meetings with EMI's Bill Stanford.

Correction

NEW YORK—The story on London Records' pop activity in last week's issue of Billboard inadvertently partnered Eddie Kassar with Danny Kessler in the operation of Seville Records. Kessler operates the label with Eddie Kassar.



LEFT TO RIGHT: Sam Montel, Baton Rouge, Montel Records; Mrs. Rose DiMaggio, New Orleans, Turntable, a dealer; Ewell Roussel, Delta Record Distributing Company, and Bert Rosenbaum, Baton Rouge, operator of Bert.



LEFT TO RIGHT: Edward H. Walker, host; Ron Rosseler, Roulette; George Berry, New Orleans, operator of Modern Record Service; Gene Burley, New Orleans, Gulf States Record Suppliers, Inc., and Joe Chachere, also Modern Record Service.



LEFT TO RIGHT: Bob Katznel, New York, Roulette; Bill Segal, Los Angeles, Vee Jay; Bob Kornheiser, New York, Atlantic-Atco; Charles Barbarito, New Orleans, Maison Blanche; Annette Smason, manager, Smith's Record Center, New Orleans; Stan Lewis, Stan's Record Shop, Shreveport, and Sandy Beach, Disneyland Records.



LEFT TO RIGHT: Edwin Faver, Mobile, Ala., Dixie Record Service; Tommy Guarino, Baton Rouge, of Sammy's; Floyd Soileau, Ville Platte, La., operator of Floyd's, and Jack Bernard, New Orleans, operator of a one-stop.



LEFT TO RIGHT: Rick Frio, Imperial Records; Bill Newsom and Al Pardo, both of Mobile, Ala., of Music City; Fred Mendelson, Savoy and Gospel Records; Max Cooperstein, Chess, Checker and Argo; George (Juggy) Gayles, Mainstream; Gary LeMel, singer on Vee Jay label; Connie Albert, of host Delta Distributors; Mac Davis, Vee Jay, and Lou Simon, Philips Records.



THE MARQUEE of the Hilton Inn, "Welcome Delta . . ."

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b/w HIS KISS

ALREADY HOT IN BALTIMORE, DETROIT, CHICAGO, AND ST. LOUIS



5363

THE BISHOPS

HOLLYWOOD SCENE b/w

EVERY TIME I DRAW MY IRON

GOING OVER BIG IN ATLANTA, SAN FRANCISCO AND LOS ANGELES



5357

'1-Speed Revolution' Supported by NY Leaders

• Continued from page 1

division vice-president and operations manager, said: "The best indication of our feeling on this matter is that three years ago we issued the "compact singles" and "compact doubles." Unfortunately, we didn't get much industry support, although Billboard was very active in supporting our efforts. Our feelings have not changed, because we feel that anything that will help the consumer to accept the products an industry produces, has to help the industry itself. The Record Industry Association of America would be one of the avenues for trying to further this effort."

Leonard W. Schneider, executive vice-president of Decca

Records, said: "We believe that one-speed would be more beneficial for our industry."

Rothfeld: Shot-in-Arm

David Rothfeld, the record buyer for the Korvette chain, said:

"If only the industry would go to one-speed, this would create a tremendous shot in the arm for the classical business. It would bring back the classical single which years ago was a good, healthy market. Also, I believe it would have a tremendous effect on creating a new adult market. It would bring better, more substantial pop music to singles, and would result in opening a heretofore untapped market for singles—the adult market. I'd love to see it happen."

Mike Stewart, executive vice-president of United Artists music and record companies:

"Anything that would standardize our industry, and make it easier for the consumer, dealer and manufacturer, could only help our entire industry. I'm greatly in favor of one speed, so that anyone can buy a single and play it interchangeably with their albums."

Larry Newton, ABC-Paramount Records president, said that a single-speed industry would aid all segments of the music business. He also felt that the move should be accompanied by the introduction of a low-cost promotional player capable of playing 33 r.p.m. singles. ABC-Paramount, New-

ton said, favors a single speed for singles and albums and would co-operate in any move to make it a reality.

A single-speed industry could be a boon to the record trade if it were accompanied by the introduction of a low-priced single-speed phonograph, said Al Cahn, executive vice-president of Kapp Records. Cahn further said that the single-speed industry will come into being only when the majors, by concerted action, halt production on the 45 r.p.m. single and release all product at the 33 speed.

Art Talmadge, president of Musicor, said that a one-speed record industry can become a reality only if a co-ordinated effort were made by the phonograph industries.

Major problem, Talmadge explained, is for a large record company to take the first step



DUSTY SPRINGFIELD, England's No. 1 girl singer and fast becoming No. 1 in the U. S., is out to win a carload of awards with her latest Philips release, "Losing You." This sensational single is a follow-up to her other international hits.

(Advertisement)

TRO Breaks Custom on B'way Songs

• Continued from page 6

Anthony Newley, writers of the hit score for "Stop the World." "The Roar of the Greasepaint" will co-star Anthony Newley and Cyril Ritchard. It is scheduled to open on Broadway in March.

"Who Can I Turn To," from "The Roar of the Greasepaint," has already been getting action via the Tony Bennett Columbia recording. It also has been receiving multiple TV performances through the Perry Como and Andy Williams shows, and other airers. The song has chalked up additional recordings. Other songs from the show getting attention from artists and diskeries are "My First Love Song," "A Wonderful Day Like Today," "This Dream," "The Beautiful Land" and "Feeling Good."

by issuing 33 r.p.m. singles for the thin spindle.

He suggested that the practice of the British—pressing a single with a thin hole and die-cutting a larger hole to accommodate the adapter—might be studied by American manufacturers.

If the 33 speed were to replace the 45 speed on singles, Talmadge feels that no great problem would be encountered on the consumer level. He explained that youngsters are able and willing to pay \$35 for a 33-speed player and that as most singles are discarded after a few months, the move would not have the effect of destroying anyone's library.

Delta Distrib Session Draws 100

• Continued from page 6

held by Max Cooperstein with Chess, Checker and Argo Records.

He outlined goals of convention. Said manufacturers duty is to help the distributors and the distributors' duty is to help the dealers.

"The manufacturers owe it to the distributor to play it straight on the caliber of the record and how it is doing in other areas, so that in relaying this to the dealers, the distributor has their confidence. My distributor is my voice."

He then opened the session for general discussion. These

points were heard: There should be better communication within the trade. Dealers should subscribe to and pay more attention to the trade magazines, using the charts as a guide in their merchandising. They should make arrangements to carry special stock so they will have it on hand after recording star appears on national TV and the impulse sales follow the appearance.

Also, dealers were urged to do more selling and to carry more LP's. Lou Simon said this area, generally, has been lax in exploiting the great LP market. Dealers were told they shouldn't hesitate to order the LP's. "If a

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Jan Bradley
I'M OVER YOU
CHESS 1919



Johnny Nash
STRANGE FEELING
ARGO 5492



Billy Stewart
I DO LOVE YOU
CHESS 1922



Fontella Bass &
Bobby McClure
DON'T MESS UP
A GOOD THING
CHECKER 1097



Sugar Pie De Santo
NEVER LOVE A STRANGER
CHECKER 1101



CHESS
RECORDS

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... for Ricordi, our good friend and affiliate in Italy, and for Greif-Garris Management, whose New Christy Minstrels' current European tour for CBS Records culminated in victory at San Remo. Ricordi's song, "Se Piangi, Se Ridi," as sung by their artist Bobby Solo and the New Christy Minstrels, has won First Prize at the 15th San Remo Festival.

CBS Records / Entertaining the Entire World 



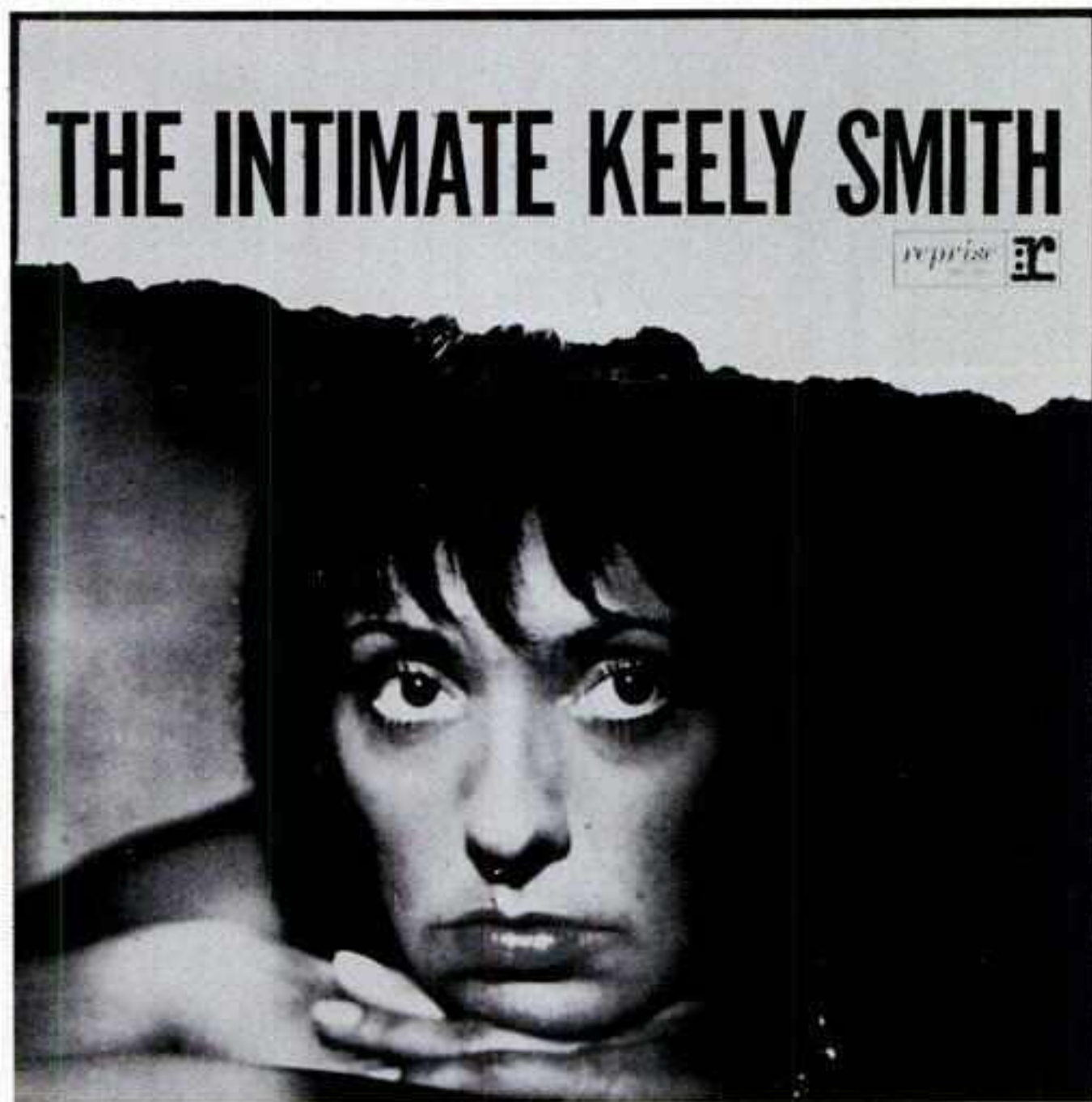
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Bobby Solo/Italy



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ILLUSTRIOUS CAREER

R-6132



'Lord Jim' LP Gets A Royal Promotion

HOLLYWOOD — Merchandising music from the film "Lord Jim" is the first project being jointly undertaken by the new management at Colpix Records and parent Columbia Pictures.

The soundtrack LP will be released Feb. 15 well in advance of the film's March opening in New York and Los Angeles. The album with music by Bronislaw Kaper should be the most successful package in the label's history, according to sales chief

Ben Hurwitz. He feels the package will exceed the strong sales of "Lawrence of Arabia," the company's prior prestige film album.

Colpix is shooting for sales of from 500,000 to one million copies in the first 18 months. Among the promotion-mechandising plans are screenings on both coasts for media and industry people, with composer Kaper appearing at receptions to discuss the art and science of film scoring.

Window displays and newspaper ads tying in the LP with the film are in preparation. There will be "no gimmicks" promotion-wise, Hurwitz notes. "This will be a high-class, prestige promotion all the way."

Singles on Colpix of music from the score will include the "Lord Jim Theme" by Charles Albertine and "Color of Love" by Miss Laine Kazan, understudy for Barbra Streisand in "Funny Girl," who has just been signed by the company.

Vikki Exciting, Dynamic at Basin St. East

NEW YORK—Relying heavily on pop standard material from her latest Liberty album, "Discovery II," Vikki Carr charmed patrons at Basin Street East here Friday (5).

Miss Carr was in the last stages of a bronchitis siege, but you couldn't tell it from her performance. She displayed a brand of showmanship and dynamism that her records can only hint at. She can kid herself without being self-effacing, and her act was geared to the fairly sophisticated audience—160 press and trade guests of Liberty Records and the usual audience assortment.

"Cuando Calienta el Sol," taken from the album, was her only Latin number. It gave her the opportunity to discuss her girlhood.

She also scored heavily with "In Love for the Very First Time" and "Goodbye Charlie." The pace never slackened, and Miss Carr was able to generate an unending excitement.



THE "BAKER STREET" rush is on at the Colony Record Shop, New York, neighbor of the Broadway Theater, where the Sherlock Holmes musical opens Feb. 16. Two windows are devoted to the musical, with the Richard Burton MGM disk of "A Married Man," one of the songs in the show, in the spotlight.

Gulda to Set Up Competition for Jazz Musicians

NEW YORK — Friedrich Gulda, a classical and jazz pianist, left here recently for his home base in Vienna to start the ball rolling on an international competition for jazz musicians. As Gulda envisions it, the first competition will take place in Vienna in May 1966 and will be repeated every second year.

The competition will be open to young (age 15 to 25) jazz musicians from all over the world. The jury will consist of such top name jazz stars as Percy Heath, J. J. Johnson and Cannonball Adderley. There will be prizes in six categories (trumpet, sax, trombone, piano, bass and drums). There will also be a special prize for the best jazz composition. First prize award in each category will be \$1,000 and the second prize winner will get \$500.

In addition to working on the jazz competition, Gulda will be touring through Italy, Austria and Germany, doing concerts of jazz and classical works on the same program.

While he was in the States, he recorded a new album for Columbia with Al Heath and Bobby Cranshaw. It's set to follow his successful "From Vienna With Jazz" LP on the same label. He's now working on another LP for Columbia and a new jazz composition to be titled "Music for Piano and Band No. 3." Although he's not exclusively committed to a publisher here, Blackwood Music (BMI) has been getting most of his compositions.

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Dean Martin, Reprise 0344

★ 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.

LAND OF 1,000 DANCES . . .

Cannibal & Headhunters, Rampart 642 (Tune-Kel, BMI) (Los Angeles, Detroit)

STRAIN ON MY HEART . . .

Roscoe Shelton, Sims 217 (English, BMI) (Dallas-Fort Worth, Memphis-Nashville)

NOT TOO LONG AGO . . .

Uniques, Paula 219 (Gallico, BMI) (Memphis-Nashville)

BE YOURSELF . . .

Companions, General American 711 (Ben-Lee, BMI) (Detroit)

FANNIE MAE . . .

Righteous Brothers, Moonglow 238 (Olivia-Fast, BMI) (Los Angeles)

BABY, PLEASE DON'T GO . . .

Them, Parrot 9727 (Leeds, ASCAP) (Memphis-Nashville)

GEE BABY (I'm Sorry) . . .

3 Degrees, Swan 4197 (Palmina-Zig Zag, BMI) (Pittsburgh)

CAST YOUR FATE TO THE WIND . . .

Sounds Orchestral, Parkway 942 (Friendship, BMI) (Milwaukee)

GOLDFINGER . . .

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

HOW DO YOU QUIT

(Someone You Love) . . .

Carla Thomas, Atlantic 2272 (East, BMI) (Memphis-Nashville)

PASS ME BY . . .

Peggy Lee, Capitol 5346 (Morris, ASCAP) (Washington)

LAND OF A THOUSAND DANCES . . .

Midnighters, Chattahoochee 666 (Tune-Kel, BMI) (Milwaukee)

BABY DON'T GO . . .

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

REAL LIVE GIRL . . .

Steve Alaimo, ABC-Paramount 10620 (Morris, ASCAP) (Miami)

YOU GOT WHAT IT TAKES . . .

Joe Tex, Dial 4003 (Tree, BMI) (Dallas-Fort Worth)

I WANT A LITTLE GIRL . . .

Joe Hinton, Back Beat 545 (Shapiro-Bernstein, ASCAP) (Memphis-Nashville)

John Andrea on Two-Week Tour

HOLLYWOOD—Singer John Andrea has begun a two-week promotional tour to 10 major markets. Andrea is one of the first Reprise artists getting the full-scale hoop-la treatment in its "New Faces of '65" program.

Singer has been tied with the "Shindig" show and is set for two additional appearances in March. He is accompanied on the tour by manager Bob Marcucci.

Tollie's Harris

• Continued from page 4

already made noise in a market in addition to your own product can backfire. Harris says harried disk jockeys can toss off a disk if they receive too much merchandise at the same time. Then it's a matter of re-educating the deejay to inform him of the by-passed product's sales strength.

BOWL SHOW TO HONOR MEXICO

HOLLYWOOD—A salute to Mexico on the anniversary of its independence is being planned for the Hollywood Bowl, with TV taping for international syndication. Named executive producer for the Sept. 18 show is Oliver Berliner, veteran Latin American music publisher, who flies to Mexico City Feb. 17 to begin negotiations for presenting top Mexican musical performers at the show. RCA Victor Mexicana and CBS De Mexico are working on the program as are the Mexican government and Mexicana Airlines, Berliner reports. The program will be titled "Viva Mexico."

Joe Csida Exits

• Continued from page 4

and Lee Wiley. Upcoming is "Two Classic Interpretations of the Immortal Cole Porter."

Csida's album line will include two Jimmy Roselli albums, "This Heart of Mine" and "Live and Love, Italian Style," which was just released. Csida will continue with the same distributors RIC has used. RIC plans to stay with these distributors as well. As an economy measure, RIC is eliminating for the time being its Midwestern and West Coast regional sales and promotion operations. Continuing with RIC will be sales and promotion manager Pat Sabatino, headquartered in New York. He spends considerable time on the road, visiting distributors and radio and TV personnel, and

J. L. Lewis to Do Encore on 'Shindig'

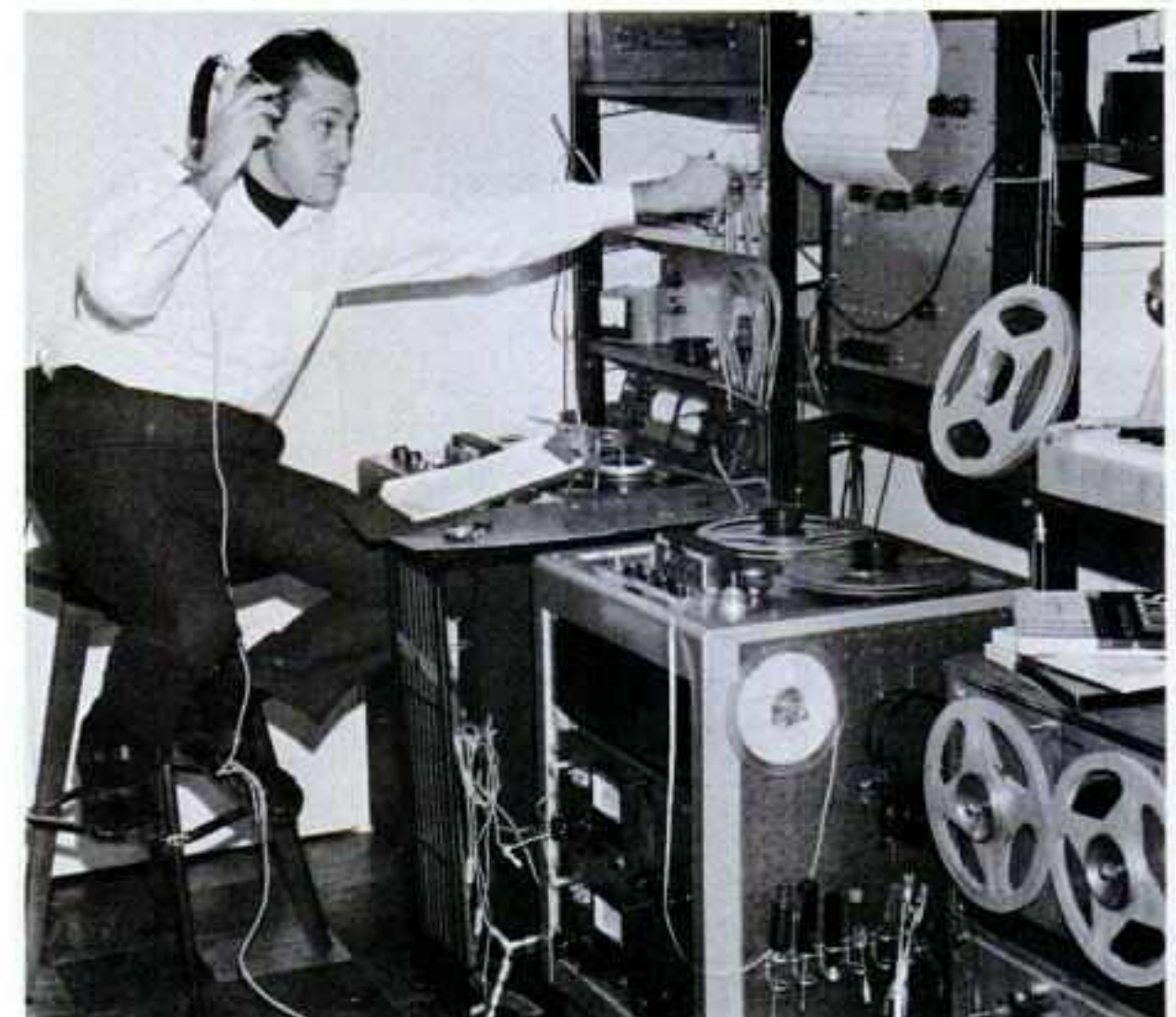
CHICAGO—Smash Records' Jerry Lee Lewis, currently active with "The Greatest Live Show on Earth" album and single "Baby Hold Me Close," is slated to follow up a recent "Shindig" appearance with a Feb. 17 encore.

Succeeding bookings on the same show are pending.

Lewis recently completed another Nashville recording session with Mercury's Shelby Singleton.

John Talley, Southern region sales and promotion manager.

Csida also plans to reactivate his talent management, music publishing and various other general business enterprises.



GARRY SHERMAN, in his New York studio, experiments with electronic music.

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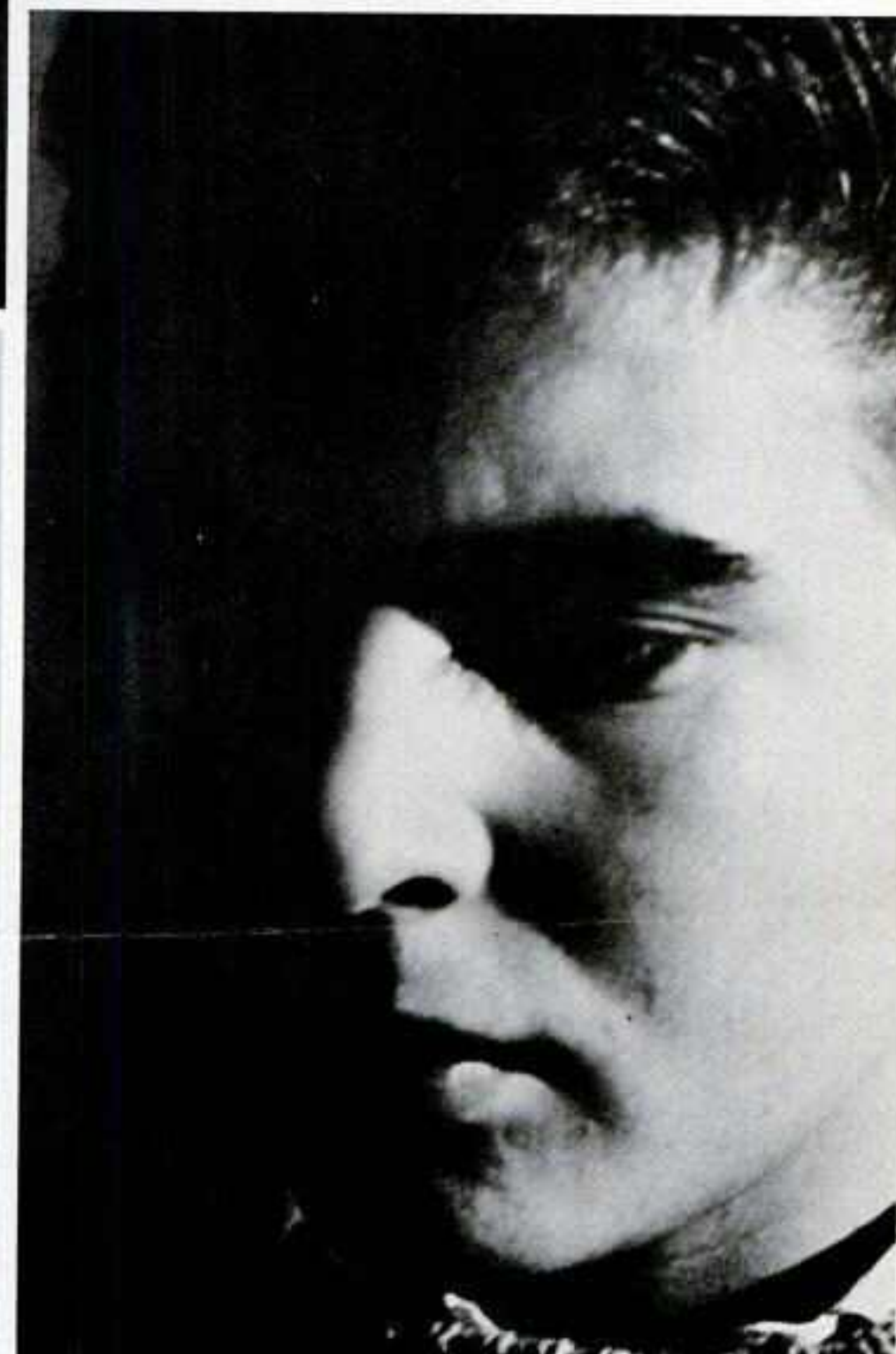
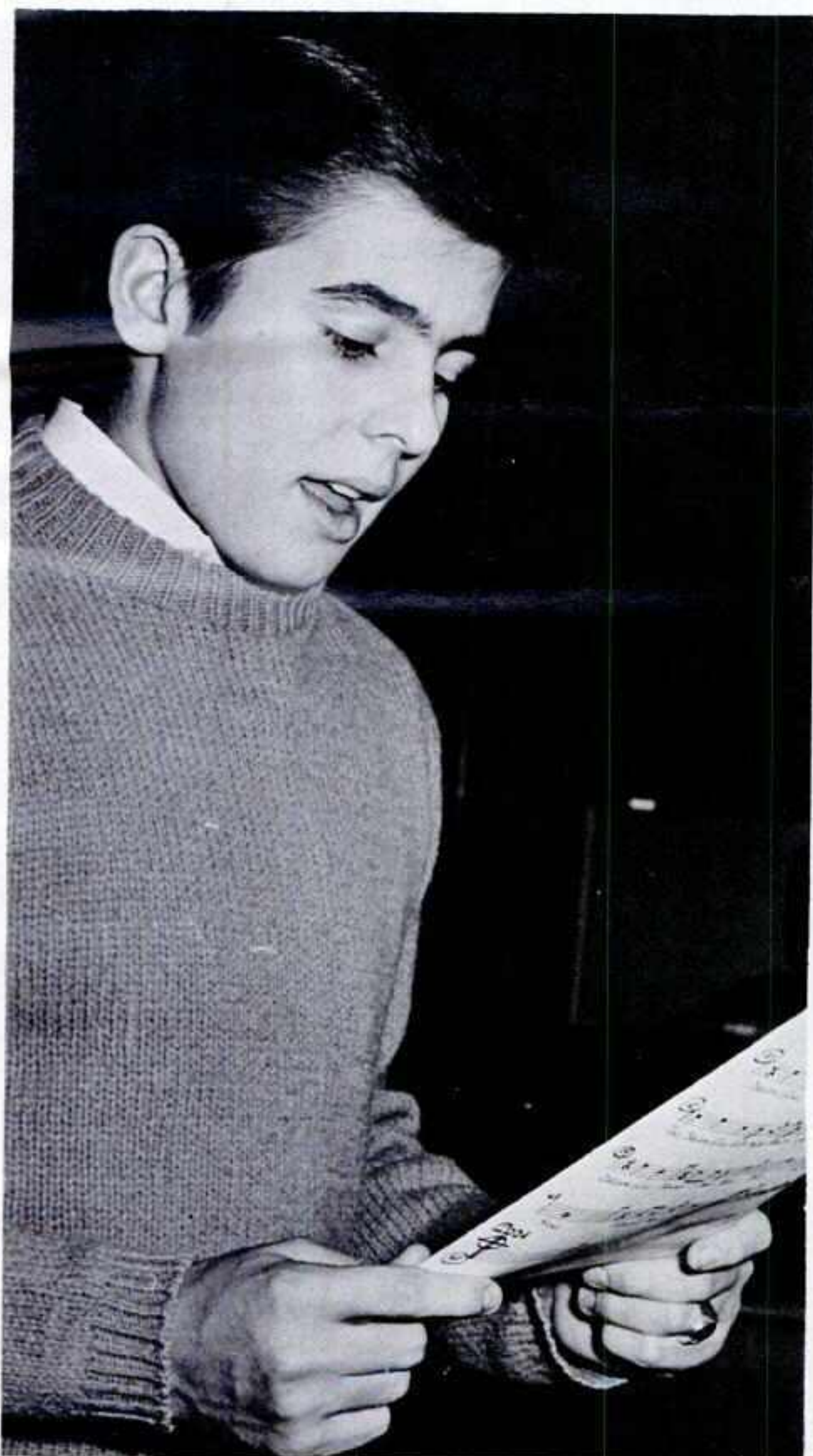
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who is david jones ?



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DREAM GIRL

b/w

TAKE ME TO PARADISE CP 764

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SINGLES

REVIEWS

SPOTLIGHTS



POP

BEACH BOYS—DO YOU WANNA DANCE (Clockus, BMI)—**PLEASE LET ME WONDER** (Sea of Tunes, BMI)—Bobby Freeman's former hit serves as a hot follow up to the Beach Boy's "Dance Dance Dance." Flip is an interesting and well done change of pace ballad. **Capitol 5372**

CONNIE FRANCIS—FOR MAMA (Ludlow, BMI)—Custom made material for Connie. She joins the race for the hit on the much recorded tune and gives it a deep warm reading. Flip: "She'll Be Comin' 'Round the Mountain" (Merna, BMI). **MGM 13325**

ELVIS PRESLEY—DO THE CLAM (Gladys, ASCAP)—From his forthcoming film, "Girl Happy," comes a swinging new dance. Can't miss! Flip: "You'll Be Gone" (Presley, BMI). **RCA Victor 8500**

JAN AND DEAN—FREEWAY FLYER (Screen Gems Columbia, BMI)—From the surf board to the skate board and now for the Freeway! A real rouser in the Jan and Dean style. Flip: "From All Over the World" (Trousdale, BMI) **Liberty 55766**

NASHVILLE TEENS — FIND MY WAY BACK HOME (Fling, BMI)—Strong vocal and a driving background on a rousing piece of material. Flip: "Devil In-Law" (Fling, BMI). **London 9736**

CILLA BLACK—IS IT LOVE (Jaep, BMI)—Intriguing ballad from the forthcoming film "Ferry Across the Mersey." This is her first release in seven months and she gives her all. Flip: "One Little Voice" (Ariston). **Capitol 5373**

MARTHA AND THE VANDELLAS — NOWHERE TO RUN (Jobete, BMI)—A good dance beat piece of material which features a gospel piano and a wailin' vocal. Flip: "Motoring" (Jobete, BMI). **Gordy 7039**

RODDIE JOY—COME BACK BABY (Trio-Wemar, BMI)—Good group sound on a medium tempo wailer. Flip: "Love Hit Me With a Wallop" (Trio-Wemar, BMI). **Red Bird 10-021**

BABBITY BLUE—DON'T MAKE ME FALL IN LOVE WITH YOU (Painted Desert, BMI)—Appealing teen-pegged ballad with a light swinging beat. Watch this one! Flip: "I Remembered How to Cry" (Shapiro-Bernstein, BMI). **Press 9729**

REVIEWED THIS WEEK, 125—LAST WEEK, 174

GUEST PANELIST OF THE WEEK

SID FRIEDMAN,
TV Bandstand,
WNEP-TV, Scranton-
Wilkes-Barre, Pa.



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.

COUNTRY

CHARLIE LOUVIN—SEE THE BIG MAN CRY (Tuneville & Lyn-Lou, BMI)—A strong follow up to his current hit "Less and Less." Flip: "I Just Don't Understand" (Pamper, BMI). **Capitol 5369**

DICK CURLESS—A TOMBSTONE EVERY MILE (Aroostook, BMI)—Promising newcomer with a Cash-Ritter quality and sound. Outstanding performance of good country material. Flip: "Heart Talk" (Aroostook, BMI). **Tower 124**

JIM REEVES' BLUE BOYS—YONDER COMES A SUCKER (Tree, BMI)—A well performed and produced piece of rhythm material from the pen of the late Jim Reeves. Flip: "I'm a Hit Again" (Acclaim, BMI). **RCA Victor 8515**

JOHNNY WRIGHT—REST IN PEACE (Screen Gems-Columbia, BMI)—Country saga of lost love and a broken heart. Tender reading by Wright. Flip: "Blame It on the Moonlight" (Acuff-Rose, BMI). **Decca 31740**

R&B

OBREY WILSON—SHE USED TO BE MINE (Valley, BMI)—Powerful performance on a great blues shouter. Plenty of pop appeal as well. Flip: "Love Will Be Right There" (Cedarwood, BMI). **Epic 9764**

ALVIN ROBINSON—HOW CAN I GET OVER YOU (Trio-Melder, BMI)—Smooth performance of a blues wailer done in the usual Robinson hit fashion. Flip: "I'm Gonna Put Some Hurt On You" (Tun-Kel, BMI). **Blue Cat 108**



POP

MARIANNE FAITHFULL—Come and Stay With Me (Metric, BMI). **LONDON 9731**

DUSTY SPRINGFIELD—Losing You (Springfield, ASCAP)—Here She Comes (Gallico, BMI). **PHILIPS 40270**

THE SEARCHERS—(Ain't That) Just Like Me (Progressive-Trio, BMI). **MERCURY 72390**

SANDY NELSON—Reach for a Star (Wrist-Metric, BMI). **IMPERIAL 66093**

JEAN-PAUL VIGNON—Forgotten Memories (Wakefield, ASCAP). **COLUMBIA 43226**

BUDDY KNOX—Jo Ann (Vanox, BMI). **RUFF 1001**

THE RIP CHORDS—Don't Be Scared (T. M., BMI). **COLUMBIA 43221**

BROOK BENTON—The Special Years (Painted Desert, BMI). **MERCURY 72398**

NEIL SEDAKA—Let the People Talk (Screen Gems-Columbia, BMI). **RCA VICTOR 8511**

THE REFLECTIONS—Poor Man's Son (Myto, BMI). **GOLDEN WORLD 20**

KEELY SMITH—You're Breaking My Heart (Algonquin, BMI). **REPRISE 0346**

DEE DEE SHARP—Let's Twine (Kalmann, ASCAP). **CAMEO 357**

LITTLE EVA—Wake Up John (Roosevelt, BMI). **DIMENSION 1042**

LEE AND PAUL—King of the Island (Apt, ASCAP). **COLUMBIA 43212**

DAVID JONES—Dream Girl (April-Blackwood, BMI). **COLPIX 764**

PETE FOUNTAIN—Whipped Cream (Jarb, BMI). **CORAL 62446**

THE GRASSHOPPERS—Mod Socks (Lucianna, ASCAP). **WARNER BROS. 5607**

JACK LONDON—If You Don't Want My Love (Just, BMI). **LAURIE 3285**

JOHNNY MAESTRO—Phone Booth on the Highway (Mcager, BMI). **APT 25075**

LEE DAVEY—Yeah, Look at This Love (Shan-Todd, BMI). **DCP 1130**

JESSE YOUNG—If You Love Me (Tridon, BMI). **DCP 1117**

PROFESSOR LONGHAIR—Big Chief (Part 2) (Rated-Shirley's, BMI). **WATCH 1900**

SPIRITUAL

KENNETH GLOVER—I Waited So Long (Annabelle, BMI). **VEE JAY 954**

SOUTHWEST MICHIGAN STATE CHOIR — Heavenly Father (Crossroads, BMI)—I'll Follow Him (Crossroads, BMI). **SAVOY 4220**

JESSY DIXON & THE CHICAGO COMMUNITY CHOIR—Got to See My Lord (Savoy, BMI). **GOSPEL 1093**

MEDITATION SINGERS—Look What the Lord Has Done (Savoy, BMI)—Mercy Lord (Savoy, BMI). **GOSPEL 1091**

DOROTHY NORWOOD SINGERS—I'm Thine Oh Lord (Savoy, BMI). **SAVOY 4223**

JAZZ

JIMMY SMITH—Goldfinger (Parts I & II) (Unart, BMI). **VERVE 10346**

COUNTRY

LAWTON WILLIAMS—War on Poverty (Western Hills, BMI). **RCA VICTOR 8514**

RALPH DAVIS—All That Really Matters (Garpax-Mimosa, BMI). **DOWN HOME 102**

JENNY CLAY—True Confession (Maricopa, SESAC)—I Won the Battle (She Won the War) (Maricopa, SESAC). **COLUMBIA 43217**

DEE MULLINS—Love Makes the World Go 'Round, But Money Greases the Wheel (Jobete, BMI). **MEL-O-DY 117**

R&B

MUDDY WATERS—Still a Fool (Arc, BMI)—Put Me In Your Lay Away (Arc, BMI). **CHESS 1921**

LEE ROGERS—You're the Cream of the Crop (Mah's, BMI). **D-TOWN 1041**

WALLACE BROTHERS — I'll Step Aside (English-Fear, BMI). **SIMS 229**

Z. Z. HILL—Have Mercy Someone (Modern, BMI). **KENT 416**

OSCAR HARRISON—I Don't Want to Cry (Ludix-Betalbin, BMI)—I Need Love (Tidal, BMI). **ON TAP 1003**

BILLY DUKE — Prisoner of Love (Sherwin-Mayfair, ASCAP). **SEVILLE 136**

JOE TEX—Baby You're Right (Ro-Gor, BMI)—All I Could Do Was Cry (Part II) (Fidelity, BMI). **CHECKER 1104**

GENE CHANDLER—You Can't Hurt Me No More (Curton-Jalynne, BMI). **CONSTELLATION 146**

SOUL BROTHERS—Keep It Up (Trio, BMI)—I Got a Dream (Trio, BMI). **BLUE CAT 107**

FIVE DU-TUNES—The Woodbine Twine (Va-Pac, BMI). **ONE-DERFUL 4831**



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.

FOR MAMA

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



CBS' German Affiliate Scoring

By OMER ANDERSON

FRANKFURT—CBS' German subsidiary, CBS Schallplatten GmbH, is West Germany's fast-growing diskery.

Organized in July 1963, CBS Schallplatten has zoomed to fourth position in the German market, behind Electrola, Deutsche Grammophon, and Teldec.

CBS' Schallplatten's chief, Bernhard Mikulski, intends pressing his drive toward the top of the German market in 1965. He has extensive plans for both production and distribution.

On the production side, Mikulski said: "We plan to expand German classic recordings and to fill the gaps in our catalog. For example, stein songs, polkas, Bavarian music, sailor songs and marching music."

CBS' sales efforts will be con-

centrated on adapting its prices more to the German level. Among other projects, Mikulski will bring out a classic series at 21 Deutschmarks (\$5.25), and he will promote the sale of LP's more strongly.

CBS' sales have been running about 60 per cent singles and 40 per cent LP's. Its best seller has been "Das kannst Du mir nicht verbieten" by Bernd Spier.

On a recent visit to Frankfurt, Goddard Lieberson, president of CBS Records, served notice that the parent organization intends to give CBS Schallplatten full support in its drive to establish a pre-eminent position in the German market.

Plant to Be Built

Lieberson disclosed that CBS will erect a modern pressing plant in Frankfurt and start planning production on the international level.

Lieberson said Schallplatten would place special emphasis on building up and promoting its classical repertory; would seek the successful exchange of artists on the international level. He said CBS Records was dedicated to adapting its operations to the requirements, the demands, and the wishes of the cultural life of the countries in which it operates.

Lieberson said music could not be sold abroad like a standard export commodity. "We are not dealing with soft drinks, oil or wool," he observed. "We seek to make a contribution to the advancement of cultural life and to the lifting of its level. We are well aware of our responsibilities and of our importance as one of the largest mass-influence enterprises."

Mikulski Admired

Mikulski is admired in the German trade for the enterprise he showed in developing the German world champion ice skating team of Marika Kilius and Hans-Jürgen Bäumler into top recording artists.

Mikulski recently picked a Western (the Germans are wild about Westerns) for Miss Kilius' first disk. He produced an entirely home-grown Eastern with German composer and author.

Miss Kilius and Bäumler record individually for CBS and together. Their "Honeymoon in St. Tropez" has been a hit.

CBS Schallplatten is taken in the German trade as an example of what drive and imagination can achieve in a market which more languid diskery executives complain is "stagnant."



THE ASTRONAUTS shown with Masashi Yoshida, RCA Victor composer. The group recorded Yoshida's "Pshaw!" and "Making Love" in the Japanese version at Victor's Japanese studios.

Rites Held for Hylton, 72, Impresario, Bandleader

LONDON — Members of the music industry from many parts of the world gathered here for the funeral (2) of impresario Jack Hylton. At 72, he was among the busiest and most successful stager of shows. But Hylton will be best remembered as a dance bandleader.

He tried to break the AFM's barrier on British bands by tak-

ing his band to America for a tour under the auspices of MCA in October 1935. But he didn't succeed. The band—which at that time included Billboard European director Andre de Vekey — was held in bond in New York while Hylton had to go out with American musicians. Earlier that year Hylton and his band made an important screen musical, "She Shall Have Music." Immediately prior to the war he began presenting shows again and his most successful productions included "Call Me Madam," "Kiss Me Kate," "Paint Your Wagon" and "Salad Days." His last—now in a successful London run—was "Camelot."

Among those artists he brought to the London stage were Gigli, Maurice Chevalier and Ingrid Bergman. Careers he helped to boost included those of Shirley Bassey, Julie Andrews and Dickie Henderson.

Theo Masman Dead at 63

THE HAGUE—After a life dedicated to dance and jazz music, Theo Uden Masman, 63, former leader of the popular Dutch orchestra, The Ramblers, died after a brain hemorrhage.

His funeral was attended by hundreds of friends and relatives from the Dutch music world. Among those attending were Phonogram's Rolftan Kate, Skip Voogd, John Kristel, Bep Rowold, Jan Corduwener, Charlie Nederpelt, Ado Broodboom, Kees Kranenburg, Dubby Dubois, Sam Nijveen, Wim Kuylenburg, Jany Bron, Thom Kelling, Paul Ruys and Jan de Troje of the VARA radio, Masman's home station for 34 years until his retirement in 1964. In the early '30's, Masman and his band made several recordings with Coleman Hawkins; later with Benny Carter and Freddie Johnson. The Ramblers have always been considered one of the best European orchestras. Theo Uden Masman had been an inspiring and stimulating leader who did not compromise with his deep-rooted feelings of good taste.

Cap of Canada Uses French Language Disks

TORONTO — Success with all-Canadian records by English-language artists has led Capitol Records of Canada to move into the French-language market. The company recorded two French-Canadian artists early this month in Montreal, and executive vice-president Geoffrey Racine says, "We intend to sign more French-Canadian artists shortly, and to put Capitol's French repertoire into the same class as our other product—at the top of the charts!"

Capitol's one previous venture into the large French-Canadian market was with a folk group, Les Cailloux, whose first album was a best seller in French-speaking Quebec province and prompted release of a second LP recently. The two artists are Richard Proulx, who recorded a French version of "I'm Into Something Good," and Mickie Day. French-Canadian material will be released on Capitol's Pathe label, which in the past has been limited to product originating in France.

Nov. Sales Down in UK

LONDON — British manufacturers' sales were down again in November—the second successive month says the Board of Trade. Total sales for the month was \$7,250,000—6 per cent lower than the equivalent month in 1963.

Home sales were responsible; they dropped by 8 per cent. Exports were 14 per cent up.

Production figures reveal a drop of 2 per cent in singles manufactured, and 4 per cent in the number of LP's.

These figures reflect the declining impact of beat group music in Britain but they are not considered serious. After tremendous acceleration, it is felt business is leveling off.

Probyphobia Hits UK—Pro-Con

LONDON—Undoubtedly the biggest sensation in the British pop business since Beatlemania began has been caused by American artist P. J. Proby who settled here a year ago. Headlining Arthur Howes' tour featuring Cilla Black (his first string of British concerts), Proby and the tour became a sellout before it started.

But after three nights of a 21-day schedule, Proby was banned from almost every theater in Britain when the giant Rank, ABC and Granada circuits decided his act was too sexy. On all the six shows Proby tore the trousers of his velvet suits into shreds. On two occasions theater chiefs pulled the curtain on him.

There was uproar in the press. Although the theater chiefs have banned him, promo-

ters are flocking to book the hot attraction into independent halls. The Home Office has renewed Proby's work permit to

French Firms Moving to Pop

PARIS—Emphasis is shifting in the French record industry from rock 'n' roll to straight pop in the wake of a slump in disk sales in France in 1964.

Sales slipped last year from \$37,600,000 to \$34,000,000, according to the annual report of the French trade organization, Syndicate of the Phonographic Industry.

Peak year was 1957 with sales of \$42,000,000, but this is not regarded as a normal business year. Sales were boosted in this year by the switch from 78 rpm to 33 and 45. It was followed by the rock 'n' roll surge and the emergence of a teen-ager mass market in France as well as other countries.

Higher disk prices also are blamed in part for the slump in French record sales last year.

SATCHMO TO TOUR ENGLAND

LONDON—Louis Armstrong will undertake another British tour for Harold Davison. The trumpet star begins a schedule of concerts here on May 8 and will make TV appearances during his stay. Davison has also set a schedule of dates for Ella Fitzgerald and the Oscar Peterson Trio commencing April 10.

Philips Handles Own Product

LONDON — Philips Records is abandoning the use of wholesale distributors in Britain. Beginning March 1 the company will distribute all its own product through the four depots it has in England and Scotland. Previously, wholesalers had handled about 30 per cent of the company's distribution, but most of the wholesalers are now owned by EMI and British Decca.

Philips' general manager Leslie Gould said: "We believe that to develop our own sales we cannot distribute through our main competitors, especially as more and more labels are coming into the market and are all going through the same distribution."

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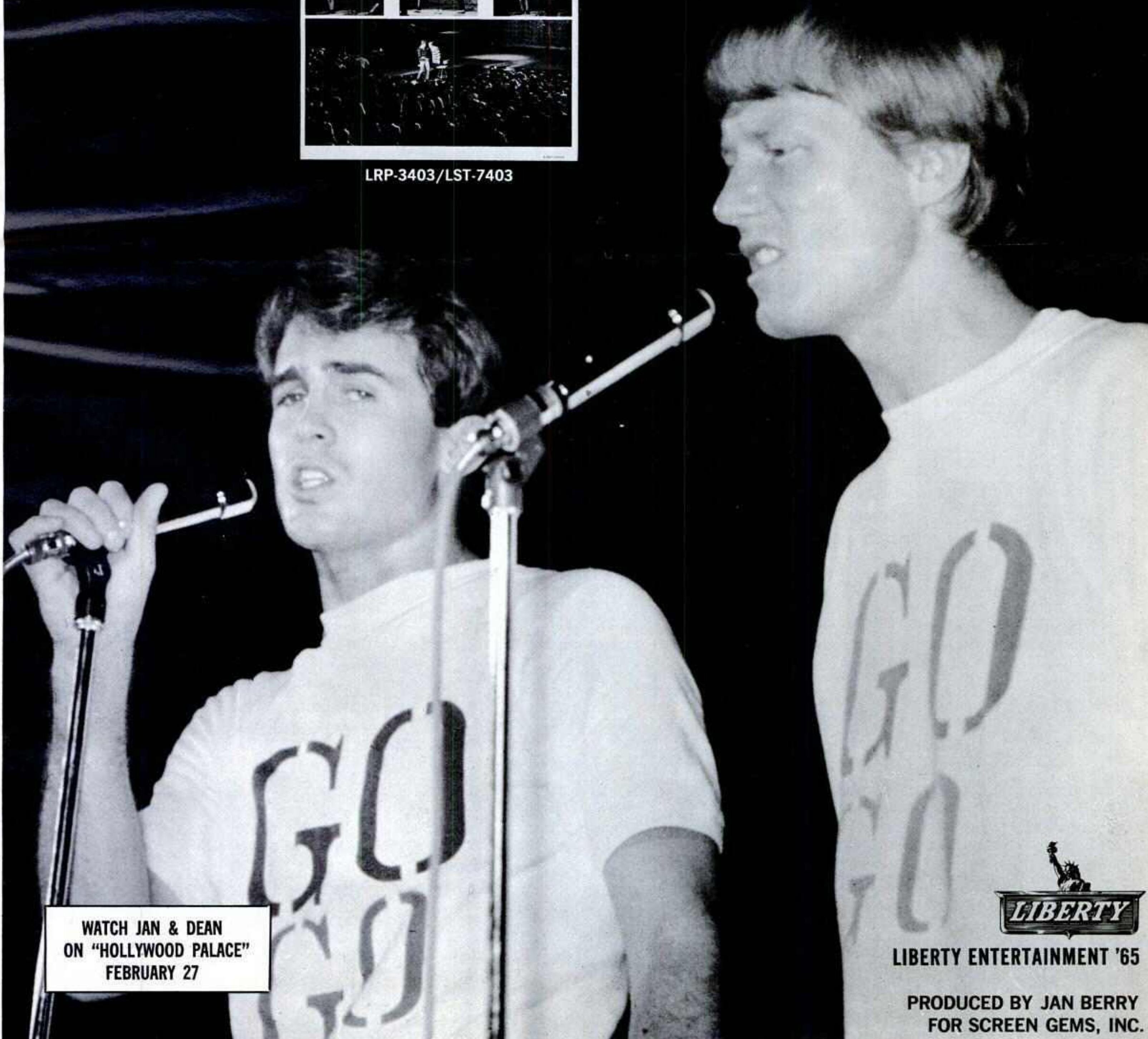
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Film Disk Boom in Japan; 5,000 Books Sold a Month

TOKYO—So-called film records (7-inch one-sided vinyl monaural and stereo records) are enjoying good sales. Once, there were as many as 30 film record firms, but the situation is well stabilized now. About 10 are in operation.

Most of film records are issued in book form with colored illustrations and explanatory notes. Each book contains at least three film records and sells at a retail price of approximately \$1.

About 40 such books are released every month. And each sells approximately 5,000 copies per month. That means 600,000 vinyl disks sold. Kodama and Asahi are the most influential establishments in this field.

The first film records were introduced to the Japanese by Kodama Press in November 1959, followed by Asahi Sono Press, affiliate of French Sonorama in December.

Film records are largely distributed to book sellers on consignment by Tokyo Book Sales Company and Japanese Book Sales Company. Some are distributed direct to regular record dealers by respective production companies. However, 100 per cent of the unsold records are returned to producers by book shops, while 10 per cent is returned by record dealers. These 100 per cent returns seriously affect producers' business. The 10 per cent returns by record dealers are in

exchange for new issues, and their value is not charged back to producers.

Purchasers of film records are children or teen-agers who are not provided with adequate pocket money. Many Japanese children's songs are released every month which parents or children themselves buy. Numerous American and European hit songs are also recorded by Japanese in Japanese versions. This acquaints teen-agers who do not understand English with their tunes.

Dance Platters Hot

Among vinyl platters, most steady sellers are dance music published with explanatory

notes, figures of steps and dancers' pictures. They continue to sell for a long period.

Even major recording companies such as Victor, Columbia, King and Toshiba manufacture film records of Japanese hit songs three months after they become hits. This is done to further popularize hit songs after the sales of hit records has reached a certain ceiling among teen-agers who cannot afford to purchase regular disks.

Film records are playing a very important and effective role in developing culture and enhancing recording companies business as well. The future of film records looks very rosy.

Col. Club Bows in Mexico; Seen Latin American Pilot

• Continued from page 1

The Mexican club's catalog, Schein noted, would include initially a substantial amount of Columbia and Epic product in the classical, pop and jazz categories—in addition to much material which is presently in Columbia's important Mexican catalog. Disks of other nations will also be represented.

Schein stated that Mexico is currently the largest record market in Latin America. Argentina and Brazil, followed by Colombia, are Columbia Records' next largest markets.

The creation of record clubs in Latin America will result in dealers handling more product—because Columbia will make more product available.

American artists such as Eydie Gorme, Steve Lawrence, Dave Brubeck, Bobby Vinton and George Maharis are exceedingly popular.

Columbia's Latin operation is headed up by Manuel Villareal, vice-president Latin American operators, Columbia Records. He reports to Schein.

5. Contact schools about new releases and catalog items since their language and music departments can use LP's as teaching aids.

6. Special preview listening evening devoted to the playing of music of a specific country. Trade out LP's with local foreign restaurants, having them play the music and serve a buffet matching the music.

7. Manufacturer mailing material on foreign LP's to be used in record bags and billing envelopes.

8. To supply ethnic radio stations with material for their particular audiences.

9. Direct mail at the dealer level as a sales tool.

10. His own international record club with membership cards that give customers a free LP for every 10 purchased.

11. Remember that top artists like Jobim and Gilberto, the Beatles and Soviet Army Chorus and million sellers like "Volare" and "Sukiyaki" were from other cultures and there's more where they came from.

ADVICE ON TRAVELER'S MARKET

Cap.'s Rice: I-World Industry

HOLLYWOOD — There's gold in them thar international albums. This is the view of Fred Rice, Capitol Records' national merchandising development manager. Rice states:

"The world is shrinking, time-wise and music-wise. Literally millions of Americans are traveling today. They're discovering the exotic, exciting and different music of other lands and culture. When they return they ask for the music of Japan, Ger-

many, Italy, Polynesia, France, Mexico, and so on.

"Foreign-born citizens still have homeland loyalties and sentiments. This group accounts for approximately three million potential customers."

In order to reach these buyers the dealer needs the following:

1. A separate section devoted to music of other lands, titled "International Music."

2. Browsers with divider cards breaking down the na-

tions into separate sections. Each country has national holidays. Tie-in special promotions with this sales device. Offer a special price if they wear something green. Offer small premium gifts such as flags, four leaf clovers.

3. Tie-ins with local travel agencies for window displays and in-store promotions.

4. Use the airlines for travel posters, and other promotional items for windows.

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THE BROTHERS FOUR, Columbia Records folk group, have been awarded the Norwegian Silver Disc for their recording, "Greenfields." The prize is awarded to records selling over 25,000 copies. Pictured are Haakon Tveten, managing director, Nors Phonogram, and Per Kilde, pop artists & repertoire director of Nors Phonogram.

EMI Reshuffles Staff & Operations in India

CALCUTTA — The overseas division of Electric & Musical Industries reports a change in the corporate status and management of operations in India.

Assets and operations of the Calcutta branch of the Gramophone Company, Ltd., Hayes, have been transferred to the Gramophone Company of India (Private), Ltd., Calcutta, and is a wholly owned subsidiary of the Gramophone Company, Ltd., Hayes.

J. E. George who was general manager, has retired after 37 years' service but continues as a director of the Gramophone Company of India (Private), Ltd. J. M. Bevierre, formerly EMI supervisor for Scandinavia,

Belgium and Greece becomes supervisor for India, Burma and Ceylon and will headquarter in Calcutta. Bhaskar Menon, formerly commercial manager in India, has become managing director of the new Indian company. K. Chatterji, manager of Finance and Administration, has been appointed general manager of the branch and financial director of the Gramophone Company of India (Private), Ltd. The full board is: H. Silvester (chairman), Bhaskar Menon (managing director), K. Chatterji (finance), J. E. George, J. M. Bevierre and J. G. Stanford who is also general manager, Overseas Division, EMI, England.

News From the

MUSIC CAPITALS OF THE WORLD

BRUSSELS

Let-kiss, a simple dance-step to a polka-like music, is the big craze in Belgium. Several let-kiss recordings are already available, even a vocal one by Alain Servan. . . . EMI Belgium issued an album entitled "Special Jeunes," by well-known singers from France. . . . **Adamo**, Belgium's top singer, still growing stronger and making personal appearances every day. He made a one-man show recently for paralyzed children. . . . One of the most popular TV programs here is one coming from Paris, entitled "Age Tendre et Tetes de Bois," which every month features the most popular artists. . . . Heavy promotion on new Show Record, "I Am Alone" b-w "Kiss Me Baby," by the Pick Nicks. . . . Flemish singer Jacques Raymond is very successful under his second name Ray Mondo, with his revival on Moon-glow of old American recording, "You're So Sympatico," once a hit by Danny Capri. . . . Local singer Danny Fisher, a member of the Will Tura Sextet, made a cover version of Georgie Fame's "Yeh Yeh." . . . A Canadian group, Les Tetes Blanches and a Rhodesian group the Shake Spears, recorded in Brussels by Ronnex Records, made the charts this week. . . . Polydor Records says they expect a lot of their San Remo releases, "Ho Bisogno Di Vederti," by Connie Francis and "Non a Caso," by Johnny Tillotson. . . . Roger Dan-

neels is a well-known Flemish accordion player. He has been playing for 25 years. To celebrate this, Polydor issued Danneels' album.

Polydor Records is very happy about the rapid rise of new Belgian singer Bob Michel and of the success of their "Getz Au Go Go" record by Astrud Gilberto. . . . Singers John Larry and Bob Martin went to Monte Carlo with their manager to participate at the Festival de la Chanson. . . . Polydor singer Jocelyne left for the U. S. . . . RCA recording artist Alain Barriere, who scored a large success with his own composition, "Ma Vie," appeared at the Ancienne Belgique on the same bill as Freddie and the Dreamers.

Show Records reports new singles by Italian singer Vito Tommaso, "Cerco Un Amore Per L'Estate"/"Aspettero," by Julia La Palma, "Casanova No No"/"Ma Mandolino," and by Belgian singer Tony Reno, "Hocus Pocus Pas"/"Zoals Ik Beminde." . . . Ardmore & Beechwood, Belgium, reports that it is the original publisher of "Let's Kiss Again," recorded on HMV by Yvar Sauna and that it is sub-publisher of "N'Oublie Pas Qu'il Est a Moi" (Can't You See That She's Mine), by Sylvie Vartan; "Mr. Lonely," by Bobby Vinton; "Big Man in Town" and "Little Angel," by the 4 Seasons, and "Pourquoi Toujours" (I Don't Want to Know), by Les Frangins. . . . Emile Garin, commercial manager of Gramophone (EMI Bel-

(Continued on page 20)

Thanks to

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"SE PIANGI, SERIDI"

The Winner of the XV
SAN REMO
SONGS
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ORNELLA VANONI
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WILMA GOICH
"LE COLLINE SONO IN FIORE"

for winning the finals

Ricordi Publishing Company
and
Dischi Ricordi S. P. A.

News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 19

gium), went to Electrola, Germany, to discuss the possibility of importing 33 r.p.m. stereo-mono records. **JAN TORFS**

COLOGNE

Gerig hails "Downtown" as the first smash success of the 1965 hit parade. Deutsche Vogue has brought out the English lyrics sung by **Petula Clark**, and Decca (Teldec) by **Isabella Bond**. German versions are now in preparation by diskeries... Electrola has just released the following pop titles from its German production: **Ralf Bendix** ("Ueberall dasselbe Lied" and "Heimatland"); **Greetje Kauffeld** ("Las uns Freunde Sein" and "Wer Sich Verliebt"); die **Swinging Blue Jeans** ("Tutti Frutti" and "Das Ist Vorbei"); **Der Botho Luc Choir** ("Topsy" and "Damals in Jenny's Bar"); **Heino Conty** ("Weinwalzer" and "Man Muss Die Feste Feiern wie sie Fallen").

Bendix will leave shortly on an American tour... **Henri Arland**, 19-year-old music student at the Richard Strauss-Konservatorium in Munich, has just made his first recording under the Deutsche Vogue label... **President Johnson's** inauguration helped boom "Taxi Nach Texas" to the top of the German hit list. The Polydor tune is sung by **Martin Lauer**, with **Kurt Feltz** as author and **Marcel Peeters** as composer.

The Berlin Philharmonic's fourth guest tour of the U. S. has made the orchestra West Germany's most sought-after recording orchestra. Both Electrola and Deutsche Grammophon will bring out recordings by the group upon its return from the U. S.... Germany's fast-rising classical recording artist is **Karl Richter**, conductor of the Munich Bach Choir and Orchestra. **OMER ANDERSON**

THE HAGUE

The **Blue Diamonds** have returned from an excellent six-week tour of the Orient, during which they did shows in Djakarta, Surabaya and Ceylon. Recently, after eight years, the Dutch duo made the first recording in their own language... Dutch hit parades

still show the **Rolling Stones** on high level with "Little Red Rooster," "Time Is on My Side," "Tell Me" and "Empty Heart." Their second Decca LP has been released recently... **Amalia Rodrigues**, the Portuguese fado-singer, has appeared on Dutch TV. Her performance received excellent criticism... **Adamo** is trying to keep up with demand. Almost immediately after his "live" TV show, he made an Ampex recording at Hilversum, to be put on the screen at a later date... The recently released **Winston Churchill** wartime speeches (HMV) got a somewhat expected extra sales promotion at the occasion of his death... The **Pretty Things**, English artists on Fontana, are quite successful with their "Don't Bring Me Down."... CBS' **Kenny Rankin** visited Holland for a tele-recording of his appearance in the **Anneke Gronloh** show. Because of this, his German-sung single "Mexico Guitar" has been released... **Basart** is very happy about the big American star **Chubby Checker** recording the Basart song "Sloppin' in Las Vegas," written by the Dutch singer **Bob Boubier**.

A new RCA single features the Dutch beat group, **Johnny Kendall** and the **Heralds**, with the titles "See See Rider" and "Shake Hands"... RCA also released the first records of the new Dutch singer **Linda Ross**, "Voorbui is de Zomer," which has been received with much enthusiasm... **Guus Jansen** of Basart made a quick 10-day European trip, wherein he visited Hamburg, Frankfurt, West Berlin, Milano, Vienna and the San Remo Festival. He was very happy to acquire from the festival the No. 1 song "Se Piangi, Se Ridi," performed by **Bobby Solo** and the **New Christy Minstrels**. He also got the rights of other San Remo songs... **Jim Reeves'** record, "I Won't Forget You," is still at the top, just as is his "There's a Heartache Following Me"... A new CBS release in the popular LP field is an album by **Eydie Gorme** and the **Trio Los Panchos**, entitled "Amor"... Phonogram is going to release a new recording of **Bach's** complete "St. Matthew Passion" in German, conducted by **Prof. Karl Munchiger**... **Negram's Dees de Man** discovered a sensational new beat group, the **Motions**. The first rec-

ord of this band, "It's Gone," is selling very well... Dutch **Louis van Dyke's** album "Trio Quartet" is still doing well, stimulated by several radio and TV broadcasts... Philips introduced a new LP series containing a collection of Dutch teen-ager toppers of previous months. The series bears the name of a popular radio weekly, "Time for Teen-Agers," presented by **Herman Stok**... Newcomer **Joe Tex's** song, "Hold What You've Got" is gaining popularity. The results of a recent readers' poll pointed out Joe as most promising r&b artist.

RAYMOND M. J. DOBBE

HAMBURG

Metronome's disk "Hootenanny Singers" has been released, aside from West Germany, in the Scandinavian countries, the Netherlands, Spain, the United States and Canada. The **Hootenanny Singers** are four young Swedes from the village of Vastervik, on the east coast of Sweden. The quartet are completing secondary school in their home village this spring... Metronome's newest recording star, **Tommy Kent** (who just recorded "Mimi Moechte Tanzaen" and "Hand Clap Beat"), has received a contract from a Munich millionaire to design a "dream villa." Kent is an architect by profession.

Another Metronome recording artist, **Suzanne Doucet**, has moved into a new villa at Campione d'Italia, Switzerland... **Capriccio's** tune, "Die Liebe Ist So Sschwer," has been recorded by Philips with **Blue Diamonds**... **Peer Musikverlag's** "Tennessee-Waltz" has been waxed by Deutsche Vogue with **Billy Vaughan**... **Teldec** believes that best selling disks need not necessarily originate with big name bands and artists. Proof is its new LP "Twist Battle Party," which had its genesis in teen-age dances sponsored by the city of Kassel's office for youth affairs. The dances culminated in twist competition among amateur youth bands from Jesse, Lower Saxony, and Westphalia. Thirteen of the best bands gathered in Kassel of the "Twist battle" competition, and **Teldec** recorded the result with background sound from 2,000 fans. The LP is headed for the German best seller lists... **Manuela** has been awarded the Bolzano Star Club's Coup d'Or as the favorite vocalist of the club's 1,000 members, to dispel complaints that **Ian Fleming's** James Bond thriller "Goldfinger" is too chilling, even on wax, **Teldec's** recording has a let-kiss tune on the flip side, "Hello Miss, Let's Kiss."

Hannelore Auer sings "In Athen gibt es ein Widerschen" (Decca) in the Music House-Ceres film, "Hotel der toten Gaeste," now be-

ing filmed at Munich with **Joachim Fuchsberger**, **Karin Dor**, **Renate Ewert** at the Bavaria studios in Munich... **Heinz Voigt** has been appointed business manager of the Polydor label and has taken charge of programming U-Musik (entertainment music) for Deutsche Grammophon. His deputy will be **Oscar Drechler**, formerly with Polyphon in Vienna and in the foreign service of Grammophon... **Alfred Hause** and his North German Radio tango ork are beginning a tour of Japan, during which they will introduce the new "Continental Tango." Hause, who has one of the world's leading tango orks, is known as the "King of Tango." He will appear, aside from Tokyo, in Yohohama, Nagano, Gumma, Yamagata, Miyagi, Nagoya, Kobe, Osaka, Fukuoka, Shizuoka. He will give six performances in Tokyo... German medical authorities have warned that kissing fad started by the let-kiss dance threatens to spread colds and other disease. They call the let-kiss fever a "medical nuisance could lead to a catastrophe." Let-kiss disks have rocketing sales in Germany. Meanwhile, Bonn government authorities are considering steps to ban the dance. **OMER ANDERSON**

LONDON

Lou Levy, head of Leeds Music, was here for the funeral of his old friend, impresario **Jack Hylton**. During his stay Levy picked up a few songs, including "You Didn't Look Around" from **Oliver Ward** of Pan Music, written by **Nola York** and **Glyn Stuart**... **Nat Shapiro** was here to set up publishing operations for CBS following the transfer of its record catalog from Philips to Oriole at the end of this month (CBS has bought Oriole). He had discussions with **Beatles'** publisher **Dick James**... **Gerry Bron** of Bron Music, who was responsible for **Gene Pitney's** promotional visit to Britain last week, has signed **Marianne Faithfull** to a management contract. Marianne has also been inked by Decca following the breakup of her contract with independent producer **Andrew Oldham**... The British Decca album, "The Voice of Sir Winston Churchill," sold 30,000 copies here in its first week of release and entered the "New Musical Express" top 10 album chart... A British artist has turned up on the RCA Victor label. He is **Mikki Dallan**. He was signed by the American label after his manager, **Lionel Segal**, played the demo of his "Do You Call That Love?" to **Steve Scholes** in New York... **United Artists** confirm **Capitol** has U. S. rights to the album from the next **Beatles'** film due for worldwide release in

mid-summer... British **Decca's Dick Rowe** picked up the Japanese entry in the San Remo Song Festival, "L'Amore Ha I Tuoi Occhi" ("Love Has Your Eyes") sung by **Ito Yukari**... **Pye** hosted a reception for **Dot's Jimmie Rodgers**, in on a two-day promotional visit. **CHRIS HUTCHINS**

MONTEVIDEO

Tonal Records will be produced and directed by **Americo Rodriguez Roque** and will present a selection of Uruguayan folk groups and singers. Roque will also contact U. S. and European companies to produce his records in Uruguay... **Clave Records** will wax an LP with the tango-balanco, new dance hit. The music is a combination of tango and new Brazilian rhythms. The first LP will be produced by **George Roos**... Best-selling LP's in January were "From Tito Rodrigues With Love" (United Artists-Antar) and "Misa Criolla," by **Los Fronterizos** and **Ariel Ramirez** (Philips). Behind them were "Trini Latin Album," by **Trini Lopez** (Reprise-Praos), and "Yeah, Yeah, Yeah," with the **Beatles** (Odeon). Other best sellers were "RCA Festival" with **Sylvie Vartan**, **Gianni Morandi**, **Sam Cooke**, **Palito Ortega**, **Nico Fidenco**; "Eydie Gorme and the Panchos" (CBS); "Samba Esquema Novo," by **Jorge Ben** (Philips)... **Casa Praos** made two new albums with the popular composer, arranger and band leader, **Panchito Nole**, and **Ruben Darell's** combo... **Tonodisc** just made the first **Chucho Avellanet** album in Uruguay. The singer will come here soon for TV and radio shows. This is the product of a new contract between **Rico-Vox Records** of San Juan, and **Tonodisc** of Buenos Aires. **ALBERTO MARAVI**

MUNICH

Munich singer **Udo Juergens** left for Rome to sing two numbers in English, French, German, Italian and Spanish for the Soraya movie, "Three Faces of a Woman"... Munich's carnival season will bring international stars to the Bavarian capital. **Kenny Ball and His Jazz Men** have been contracted to guest star at the Jazz Ball. Publisher **Burda** contracted **Eartha Kitt** for \$4,000, **Duke Ellington** for \$5,000, and **Lido's Bluebell Girls** for \$6,000 to guest star at his lush Bal Pare... The Metronome label now has the German rights of U. S. labels **King** and **Bethlehem**... **Johnny Tillotson** visited the Polydor studios to sing his first German numbers for the **MGM** label, "Ich Traeume Immer" ("Another (Continued on page 22)

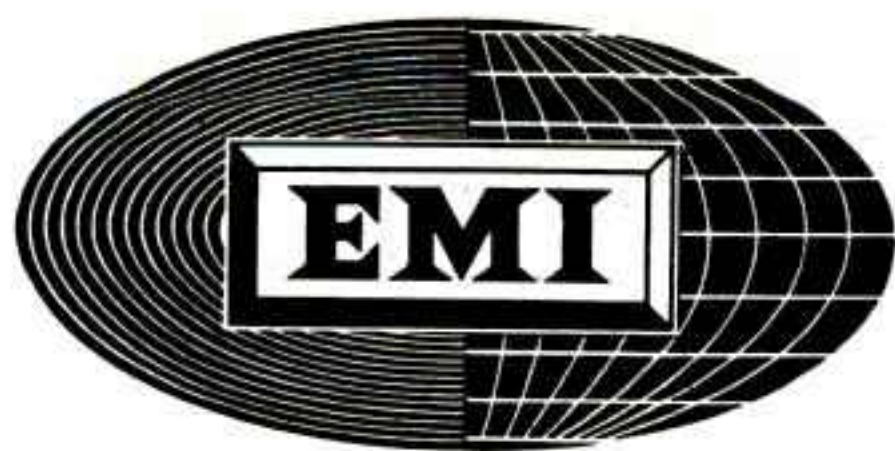


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This album follows a long list of successful collaborations with Glenn Osser and such lovely songs as HEAVENLY, SMALL WORLD, MARIA, TONIGHT, and MISTY. These are just a few reasons for my special fondness and appreciation of Glenn Osser and his music.

Johnny Mathis


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JOHNNY MATHIS
— Love Is Everything —


AN AFFAIR TO REMEMBER
THIS IS ALL I ASK
LONG AGO AND FAR AWAY
NEVER LET ME GO
GO AWAY LITTLE GIRL
YOUNG AND FOOLISH



LOVE IS EVERYTHING
PEOPLE
ONE MORE MOUNTAIN
A THOUSAND BLUE BUBBLES
COME RIDE THE WIND WITH ME
DANCING IN THE DARK



ARRANGED & CONDUCTED BY GLENN OSSER



SR 60991/MG 20991

Produced by Global Records
G. A. C. Agency



News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 20

You") b-w "Oh, Eine Tolle Frau" ("Worried Guy"). While in Germany he guest starred at a TV spec for the second German TV network.

Electrola released the Capitol LP album, "Beach Boys Concert." . . . French singing star Juliette Greco and the Henri Patererson group toured West Germany and Austria. Following these appearances, Miss Greco will sing in Dresden. There she will meet her friend, Françoise Sagan. . . . Munich composer Werner Scharfenberger left Germany for the States to produce song numbers in German with Doris Day and the Supremes for the CBS label. . . . "I Happen to Like New York" is the title of a new Caterina Valente LP album, released by Decca.

JIMMY JUNGERMANN

RIO DE JANEIRO

Paul Winter's Sextet and Brazilian singer-guitarist Luis Henrique attracted 500 to their recital, held recently at Teatro Copacabana. The entourage is now in the States for dates at universities. . . . Veteran sambawoman Aracy Cortes made her long-awaited comeback appearance last week at Teatro Jovem. Aracy, 58, is still in good shape. Show will have an encore, says promoter Herminio Bello De Carvalho.

Elenco Records is releasing an LP with music from the new Carlos Machado show, "Rio de 400 Janeiros." . . . Connie Francis was an enormous hit in her four ap-

pearances at Teatro Republica. . . . Leo Villar, former leader of Anjos Do Inferno (Hell's Angels) vocal group, is producing a carnival LP for new label Vadsic: "Carnaval Bola Branca no Bola Preta." The disk was recorded live at Bola Preta ballroom. . . . Odilia Inglesias is the new chief at Philips' Promotion Dep.

SYLVIO TULLIO CARDOSO

SYDNEY

Frederick C. Marks, executive director of Festival Records, plans a reception for Jim Bailey, vice-president of Dot Records, U. S. Bailey will visit Sydney during March as part of his world tour visiting Dot licensees. Since Festival acquired the Dot label in mid 1964, Marks stated that sales of the product have been extremely gratifying. . . . Lucky Starr's new Festival single, "My My, How the Times Goes By," has been released. Castle Music has the publisher's rights for Australasia. . . . After their recent series of concerts for Harry M. Miller, the Newbeats have turned into one of the hottest groups around town. Their latest single for the Hickory label, "Break Away," has been rush-released by Australian Record Company, Ltd.

Show business is booming with artists coming from England and America for engagements in night clubs, hotels and big shows. Federation Hotel Melbourne has booked Frank Ifield for a two-week season at Meziez Hotel, Melbourne commencing Feb. 18. Another celebrity booked for a

return season at Sydney's Chequers Night Club Feb. 22, is Shirley Bassey, who will do a four-week session. . . . Roy Orbison's latest single for Monument Records has been rush-released by EMI on the London label to coincide with his tour of this country. The disk "Goodnight" is sure to crash the charts. He is already featuring the song in all stadium performances in capital cities. . . . Albums riding high on the EMI best sellers include "The Bill Black Combo Plays Tunes by Chuck Berry" and the English pressing, "The Bachelors,"

Albert Productions has begun recording their first album for Billy Thorpe and the Aztecs, following one year of successive hits with singles. . . . Tony Barber, a member of the Aztecs, has penned a number of compositions which have been recorded by the group and proved successful, including "Broken Things" and "Don't Cha Know," which are being considered for recording by overseas artists. Barber has a long-term contract to write exclusively for Alberts Publishing Company. . . . Gene Pitney and English recording star Millie have been booked for a New Zealand tour this month. The artists will not appear in Sydney, but passing through to New Zealand they will stay in Sydney long enough to tape a TV show for ATN Channel 7, Sydney. . . . Col Joye and his instrumental group, the Joye Boys, leave for a tour of Japan in April. During a 12-hour stopover at Rabaul the boys will give a concert for the Red Cross. . . . Fourteen artists coming here for the Australian Broadcasting Commission this year have been booked primarily for radio work. Nine of the artists will be making their first appearance here. These include Dean Dixon, in his second year as musical director of the Sydney Symphony Orchestra; the Dutch conductor, Willem van Otterloo, and Antal Dorati. Three singers include Victoria de Los Angeles, Luigi Alva and Eileen Di Tullio, pianists include Jorge Bolet, Tamas Vasary and Paul Serebrya-

kov. Bill Robertson, a&r manager for London Records, arranged a single deal with Charger Records for the release on the EMI label Stateside of the Dobie Gray waxing, "The 'In' Crowd." . . . Chapel & Company have lifted restrictions from "Dear Heart" as of March 4. . . . ARC plans the rush-release of the Jack Jones version of "Dear Hearts," EMI will release the Al Martino single, featured in his latest album. This will coincide with Martino's appearance at Sydney's Chevron Hilton Hotel during March.

GEORGE HILDER

TOKYO

King Records inked a contract with Argo of England and is releasing the first batch of records of Shakespeare's plays and Baroque music in March. . . . Toshiba Record is planning a special sales campaign to commemorate the 10th anniversary of Angel label. . . . Keely Smith is here for a series of performances in the Tokyo area. She sang at the New Latin Quarter, and then at several U. S. military bases around Tokyo. . . . The Astronauts, who performed in various cities last month, recorded a single, "Tsetse!" (Pshaw!) backed with "Koi wo Surunara" (Making Love in Japanese) at Nippon Victor's studio. Both ditties were composed by Masashi Yoshida, Victor's No. 1 hit writer. . . . George Wein here to accompany four American drummers in drum-competition performances, scouted Miyeko Hirota, Nippon Columbia's thrush singing in a TV show, and invited her to participate in Newport Jazz Festival to begin July 1.

King Records is preparing to issue seven singles and three LP's of winning songs at San Remo Festival during Feb. 20-March 21. . . . King announced the initial release of 30 seven-inch compacts out of London Label's repertoire under the new logo of "Stereo Elite Series." The firm is attempting to

market 100 disks under this series within the year; the second release date was set at May 10 when 15 seven-inch compacts (stereos) will be put on sale. . . . Gigliola Cinquetti and Toni Daralla are slated to arrive May 19 for a series of performances throughout Japan. . . . At Osaka International Music Festival 1965, Igor Markevitch will conduct Nippon Philharmonic Orchestra to accompany Victoria de Los Angeles who sings operatic arias April 25. After the festival, participating artists are booked to present performances in Tokyo. Arau's piano recital April 28, Los Angeles' recitals May 1 and 3, and Comedie Francaise's performances May 5, 6, 7 and 8 with many other artists following. . . . The total record production during 1964 is reported to have been 40,554,553 Japanese records (\$29,799,934) and 33,259,590 international records (\$40,178,281), making 73,814,143 records (\$69,978,215 at manufacturers' prices). Stereos involved in above figures are 23,528,401 Japanese records (\$18,576,849) and 12,828,942 international records (\$25,017,277), amounting to 36,357,343 records (\$43,594,126) in gross.

J. FUKUNISHI

BOSTON

RCA Victor's outlet here will bring in Perry Como for the grand opening of the city's War Memorial Auditorium, a \$12 million edifice which is part of the gigantic Prudential 52-story complex. The long-awaited facility will house opera and ballet, something that has been lacking here since the fine old Opera House was torn down in 1958. The debut is scheduled for Feb. 27. . . . The music industry was saddened by the death of the wife of Frank Holland, chief of the Hartstone interests, Mutual Distributors. . . . Bert Johnson, for many years PR man with Dumont Distributors, has joined Ed Penney in his new record venture at the St. George Hotel. John has just brought out a singer with more hits

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REMEMBER"

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INTERNATIONAL NEWS REPORTS

than **Frank Sinatra**. He's **Tony Conigliaro**, Rex Sox slugger, whose first record under the Penney label, Penn-Tone, has just been released. . . . Meanwhile, brother **John Penney** is directing the fortunes of Mercury Records in its new home in Newton, under the name of Merrac Distributors. John reports that **Buddy Hackett's** "I Had a Ball" record is the big one for Mercury at this time. . . . Rock 'n' roll is going academic here. Three Simmons College gals, calling themselves the **Pandoras**, are going great at Harvard, MIT and are heading for Yale. Four Boston University lads, under the name of the **Remains**, and doing the rounds, have just been signed by Epic Records. . . . **David Allen**, formerly with his own radio and TV show on Station WNAC, has embarked on a singing career and drew well at the Revere Frolics for his first week's engagement. . . . The **McGuire Sisters** back at Blin-Strub's big nitery for the umpteenth time and packing them in. . . . Columbia's PR man **Roy Molomo** guiding the label's latest acquisition, pianist **Neal Wolfe**, around the circuit with his first album, which is attracting attention.

CAMERON DEWAR

HOLLYWOOD

Hollywood International Talent agency has got the jump in placing many of its artists in the new rock film, "Let's Live a Little," set to shoot March 1 for May release. **Art Benson**, head of the agency, will release a single, "Let's Go Go," and the soundtrack LP on his DeVille label. Appearing in the color movie will be **Jesse Lee Turner**, the **Jhamels**, **Nancy Sinatra** and **Bobby Vee**. The Jhamels are two youngsters who originally came looking for Chess Records to audition a tune, but when they couldn't find anyone in the office they played the tune for Benson, who signed them and contacted the film producer who placed them in the picture.

Dealers, distributors and dee-

jays will soon begin receiving promotional mail from Hanna Barbera Records' new national sales manager, **Fred Flintstone**, and national promotion director, **Yogi Bear**. Label head, **Don Bohanan**, is using the cartoon characters in mailers to excite the trade about the new label.

Ed Kleban, Columbia's red-haired producer, has a heavy recording schedule facing him after a lull period. He's cutting San Francisco orchestra leader **Ernie Heckscher** in music of an international flavor; **Jim Nabors**, of Gomer Pyle TV fame, in his debut comedy LP; **Hank Levine** and his new teen vocal chorus, and then heads to New York to cut **Percy Faith** and the entire score of the new play, "Do I Hear a Waltz."

Michel Ayres, conductor on the "Hollywood Palace" show, is working in the commercial field with **Joe Lipman**, arranger-composer on the ABC-TV program.

Gossip columnist **Hedda Hopper** may know Hollywood but she certainly doesn't know the record business. In a recent story on **Elvis Presley** in The Los Angeles Times, she called the company he records for "RKO Victor."

Mercury Records has moved to expanded quarters at 8730 Sunset Boulevard. The new location combines **Jack Tracy's** operation with **Nick Venet's** indie production company, which works for Mercury.

Metric Music has beefed up its staff with the addition of **Lennie Waronker** to its Coast staff. He shifts over from the parent Liberty Records promotion staff. His East Coast counterpart is **Al Altman**.

ELIOT TIEGEL

PHILADELPHIA

Video Art Corporation set up shop here for both film and record productions. . . . Villanova University Jazz Festival is seeking State Department clearance—and financial aid—to bring in two free-form Danish jazz artists, drummer **Ole Jorjy** and tenor saxist **Peder Esben**, for its campus competition

March 19-20. . . . **Jerry Jordan** disbanded his group, the **Entertainers**, to return here, and carries on as a single at the piano at the Chanticleer. . . . **Lou Dennis**, national promotion manager for the Fontana label, in town to promote the new disks of **Gloria Lynne**. . . . Wagner's ballroom marked its 72d anniversary with appropriate festivities and the bands of **Harry Uber** and **Eddie Shaw**.

MAURIE H. ORODENKER

MEMPHIS

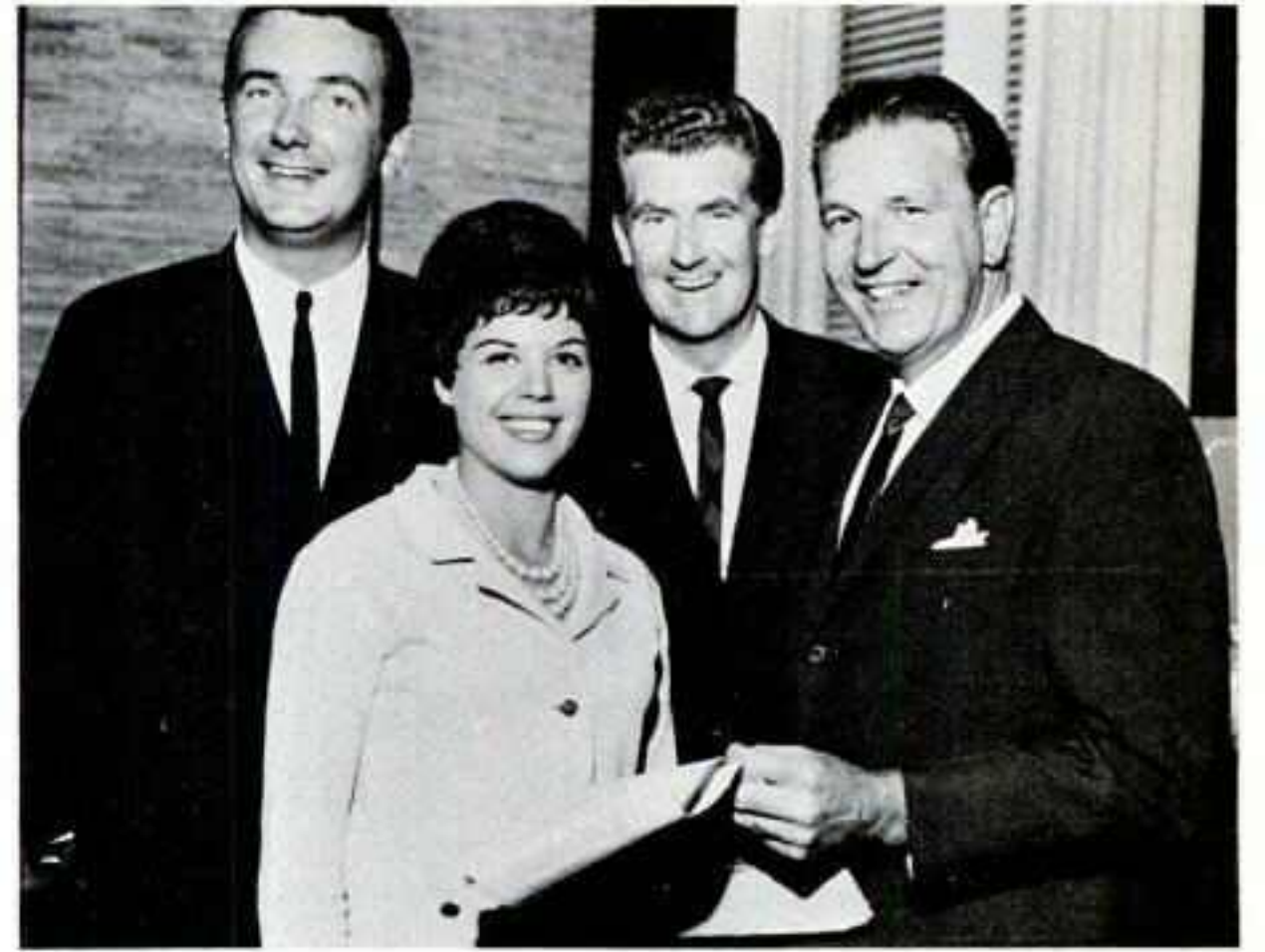
Liberty Record star **Julie London** packed in several thousand when she appeared at Memphis State University last week (15) in concert. . . . **Buddy Kirk**, whose ork is at Hotel Peabody's Skyway, doesn't sleep late. He's up at 9 or 9:30 a.m. raring for a round of golf. . . . Ork leader **Paul Neighbors**, who plays here frequently, was married in Houston recently (6).

Bill Black's Combo begins a seven-week tour April 16 at Richmond, with **Gene Pitney**. They'll criss-cross the U. S., end up May 31 in the Midwest. . . . Another Hi Records star, **Ace Cannon**, is working on material for a new album. . . . Joy Records' **Bobby Wood** plays a club date in Toledo, March 8-13.

Hi's **Gene Simmons**, Smash Records' **Jerry Lee Lewis** and MOC Records' **Murry Kellum** swing through South Carolina next month in a package show of college and night club dates booked by **Ray Brown** of National Artists Attractions. . . . Pianist **Van Cliburn** will headline the annual Mississippi Arts Festival at Jackson, Miss., May 7-10.

CANADA

The new Canadian label, Red Leaf, released its first single, "Walk That Walk" and "Hey Hey Hey," by the **David Clayton Thomas Quintet**. . . . "The Duke," an hour-long TV portrait of **Duke Elling-**



EVERYONE'S HAPPY about Sharon Black's American Mercury recording contract. Sharon won the Phillips' Records national talent quest and will fly to New York from Australia in March for a recording session. Left to right are Bob Cooley, Phillips' a&r manager; Sharon Black; Kevin Jacobsen, Sharon's manager; Arthur Major, Phillips' Australian manager.

ton and his music, is scheduled for the Canadian Broadcasting Corporation's "Festival" series March 3. The program, taped last September, features a 14-man aggregation that includes many of Ellington's greatest soloists, and vocalist **Joya Sherrill**.

Sharp timing of a one-week trip west to Vancouver and Edmonton put Capitol's national advertising and sales promotion manager, **Paul White**, in Edmonton on the release date for new singles by Edmontonians **Wes Dakus** and **Barry Allen**. White's personal delivery of the disks won immediate airplay for Dakus' "Hobo," which is on the Swan label in the U. S., and Allen's "Easy Come, Easy Go," on Dot in the States. White made the quick trip to meet the artists, who record in Clovis, N. M., under the aegis of **Norm Petty**, and switched

to the Capitol label recently.

The **Chad Mitchell Trio** made a brief foray into Canada for appearances in London, Windsor, and at the University of Toronto. . . . **George Maharis**, in Toronto to promote his latest film, also got in a few good licks for his records. His "I'm Coming Back to You" has just been released here by Columbia. . . . Classical guitarist **Andres Segovia** drew SRO to the Great Hall of Hart House, University of Toronto, for a concert in the Celebrity Recital Series, a joint venture of the CBC and various universities. The concert was taped for future radio broadcast. . . . Over 100 extra seats were put on stage for the **Pete Seeger** concert at Massey Hall in Toronto and still ticket-seekers were turned away.

KIT MORGAN

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AND
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AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1		UNDER THE BOARDWALK	The Rolling Stones	Decca
2	1	THE WEDDING	Julie Rodgers	(Phillips)—Boosey & Hawkes
3	2	FERRY 'ROSS THE MERSEY	Gerry and the Pacemakers	(Columbia)
4	6	OVER THE RAINBOW	Billy Thorpe and the Aztecs	(Parlophone)—Alberts
5		SOMEWHERE	P. J. Proby	(Liberty)
6	3	I FEEL FINE	The Beatles	(Parlophone)—Leeds
7		HEART OF STONE	The Rolling Stones	(Decca)
8	4	WALK AWAY	Matt Monro	(HMV)—Castle
9	8	DOWNTOWN	Petula Clark	(Astor)—Leeds
10	7	TWENTY MILES	Ray Brown and the Whispers	(Festival)
11	5	REMINISCING	Jay Justin	(HMV)—Castle
12		YEH, YEH	Georgie Fame and Blue Flames	(Columbia)
13	9	SATURDAY NIGHT AT THE MOVIES	The Drifters	(Festival)—Tu-Con
14	11	ROSES ARE RED MY LOVE	The You Know Who's	(CBS)
15	12	ROUTE 66	The Rolling Stones	(EMI)

BAVARIA

This Week	Last Week	Title	Artist	Label
1	4	I FEEL FINE	The Beatles	(Odeon)—Budde
2	1	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo	(Electrola)—Gerig
3	5	KLEINE ANNABELL	Ronny	(Telefunken)—Idee
4	2	I SHOULD HAVE KNOWN BETTER	The Beatles	(Odeon)—Budde
5	12	DU, DU GEHST VORBEI	Suzie	(Vogue)—Montana
6	3	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard	(Columbia)—Aberbach
7	6	DO WAH DIDDY DIDDY	Manfred Mann	(Electrola)—Aberbach
8	9	VERGANGEN, VERGESSEN, VORUEBER	Freddy	(Polydor)—Esplanade
9	11	LETKISS	Anton Letkiss	(Barclay)
10		DIESE NACHT HAT VIELE LICHTER	Conny	(Electrola)—United Artists
11	7	PRETTY WOMAN	Roy Orbison	(London)—Acuff-Rose—Siegel
12	8	SKINNY MINNY	Tony Sheridan	(Polydor)

BRITAIN

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Brothers	(London)—Screen Gems
2	3	TIRED OF WAITING FOR YOU	Kinks	(Pye)—Kassner Music
3	1	GO NOW	Moody Blues	(Decca)—Sparta Music
4	9	KEEP SEARCHIN'	Del Shannon	(Stateside)—Vicki Music
5	4	COME TOMORROW	Manfred Mann	(HMV)—Belinda Music
6	5	CAST YOUR FATE TO THE WIND	Sounds Orchestral	(Piccadilly)—Mellin Music
7	6	YOU'VE LOST THAT LOVIN' FEELIN'	Cilla Black	(Parlophone)—Screen Gems
8	17	I'LL NEVER FIND ANOTHER YOU	Seekers	(Columbia)—Belinda Music
9	14	THE SPECIAL YEARS	Val Doonican	(Decca)—Shapiro-Bernstein
10	7	TERRY	Twinkle	(Decca)—Favourite Music
11	10	BABY PLEASE DON'T GO	Them	(Decca)—Leeds Music
12	8	YEH, YEH	Georgie Fame	(Columbia)—Roar Music
13	19	LEADER OF THE PACK	Shangri-Las	(Red Bird)—Mellin Music
14	12	FERRY CROSS THE MERSEY	Gerry and the Pacemakers	(Columbia)—Pacermusic
15	16	THE THREE BELLS	Brian Poole and the Tremeloes	(Decca)—Biem/Southern Music

16		DON'T LET ME BE MIS-UNDERSTOOD	Animals	(Columbia)—West One Music
17	11	GIRL DON'T COME	Sandie Shaw	(Pye)—Glissando Music
18	13	I FEEL FINE	The Beatles	(Parlophone)—Northern Songs, Ltd.
19	22	I'M LOST WITHOUT YOU	Billy Fury	(Decca)—Southern Mountain Music
20		FUNNY HOW LOVE CAN BE	Ivy League	(Piccadilly)—Southern Music
21		IT HURTS SO MUCH TO SEE YOU GO	Jim Reeves	(RCA)—California Music
22		GAME OF LOVE	Wayne Fontana and the Mindbenders	(Fontana)—Skidmore Music
23	29	YES I WILL	Hollies	(Parlophone)—Screen Gems
24	23	WHAT IN THE WORLD'S COME OVER YOU	Rockin' Berries	(Piccadilly)—Welbeck
25	18	DOWNTOWN	Petula Clark	(Pye)—Welbeck Music
26	20	GETTING MIGHTY	Crowded	Betty Everett (Fontana)—Belinda Music
27	15	SOMEWHERE	P. J. Proby	(Liberty)—Chappell
28	27	PROMISED LAND	Chuck Berry	(Pye Int.)—Jewel Music
29	25	COME SEE ABOUT ME	Supremes	(Stateside)—Belinda Music
30	26	WALK TALL	Val Doonican	(Decca)—Shapiro-Bernstein

EIRE

This Week	Last Week	Title	Artist	Label
1	1	I RAN ALL THE WAY HOME/HUCKLEBUCK	Brendan Bowyer and the Royal Showband	(HMV)—Dash/Leeds
2	3	NO ARMS CAN EVER HOLD YOU	Bachelors	(Decca)—Burlington
3	2	ROUND AND AROUND	Dickie Rock and the Miami Showband	(Pye)—Robbins
4	7	GO NOW	Moody Blues	(Decca)—Sparta
5		YOU'VE LOST THAT LOVIN' FEELING	Righteous Brothers	(London)—(London)—Screen Gems
6	6	YEH, YEH	Georgie Fame	(Fame) (Columbia)—Roar
7	4	TRIBUTE TO JIM REEVES	Larry Cunningham and the Mighty Avengers	(King)—Various
8	8	BOULAVOGUE	Tommy Drennan and the Monarchs	(Ember)—Walton's
9		TIRED OF WAITING FOR YOU	Kinks	(Pye)—Kassner
10		LOVE'S MADE A FOOL OF YOU	Brendan O'Brien and the Dixies	(Parlophone)—Knox

FLEMISH BELGIUM

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	TELL ME	The Rolling Stones	(Decca)—Southern
2	2	DOLCE PAOLA	Adamo	(HMV)—Ardmore & Beechwood
3	3	PRETTY WOMAN	Roy Orbison	(London)—World
4	5	I FEEL FINE	The Beatles	(Parlophone)
5	6	TIME IS ON MY SIDE	The Rolling Stones	(Decca)
6	4	THE DOOR IS STILL OPEN TO MY HEART	Dean Martin	(Reprise)—Bens
7	8	FRENCH SONG	Lucille Star	(London)
8	10	YOU'RE SO SYMPATICO	Ray Mondo	(Cardinal)—World
9	9	LES FILLES DU BORD DE MER	Adamo	(HMV)—Ardmore & Beechwood
10		MA PIPE	Henri Salvador	(Rigolo)

FRANCE

This Week	Last Week	Title	Artist	Label
1	1	VOUS PERMETTEZ MONSIEUR	Adamo	(Voix de son Maitre)—Pathe
2		UN AMI CA N'A PAS DE PRIX	Johnny Hallyday	(Phillips)—Labrador
3	5	LES FILLES DU BORD DE MER	Adamo	(Voix de son Maitre)—None
4	2	TOUJOURS UN COIN QUI ME RAPPELLE	Eddy Mitchell	(Barclay)—Salvet

5	7	NOTRE PLACE AU SOLEIL	Enrico Macias	(Pathe)—None
6		SACRE CHARLEMAGNE	France Gall	(Phillips)—Bagatele
7	3	DONNA DONNA	Claude Francois	(Phillips)—Mills
8	4	ECOUTE CE DISQUE	Sheila	(Phillips)—Tutti
9	8	TOMBE LA NEIGE	Adamo	(Voix de son Maitre)—Pathe
10		LA MONTAGNE	Jean Ferrat	(Barclay)—Halleluya
11	14	LA CORDE AU COU	Richard Anthony	(Columbia)—Ami
12	11	MA VIE	Alain Barriere	(RCA)—Tutti
13	10	J'Y PENSE ET PUS J'OUBLIE	Claude Francois	(Phillips)—Peter Morice
14	9	LETKISS	Anton Letkiss	(Barclay)—Contesse
15	13	VAGABONDS SANS RIVAGE	Enrico Macias	(Pathe)—Chappell

EAST GERMANY

This Week	Last Week	Title	Artist	Label
1	13	PARTY TWIST	Frank Schoebel	(Amiga)—Harth
2	6	BLONDER STERN	Frank Schoebel	(Amiga)—Harth
3	14	MICH HAT NOCH KEINER BEIM TWIST GEKUESST	Ruth Brandin	(Amiga)—Harth
4	10	TWIST GALLERINA	Volkmar Boehm	(Amiga)—Lied der Zeit
5	2	HALT MICH FEST, MEIN MATROSE	Rica Deus	(Amiga)—Harth
6	3	WER AN DIR VORUEBERGEHT	Christian Schafrik	(Rundfunk)—Lied der Zeit
7	1	OH SUSANN	Amigos	(Amiga)—Lied der Welt
8	15	MUENCHHAUSEN	Ruth Brandin	(Amiga)—Harth
9	4	WIESSE WOLKEN WANDERN	Rica Deus	(Amiga)—Harth
10	2	LOVE, LOVE, LOVE	Ruth & Volkmar	(Amiga)—Lied der Zeit
11	7	AM ABEND SPIELT EINER HARMONIKA	Roland Neudert	(Rundfunk)—Harth
12		LEILA	Perikles Fotopoulos	(Amiga)—Lied der Zeit

WEST GERMANY

This Week	Last Week	Title	Artist	Label
1	1	KLEINE ANNABELL	Ronny	(Telefunken)—Idee
2	3	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo	(Columbia)—Aberbach
3	5	I FEEL FINE	The Beatles	(Odeon)—Budde
4	2	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard	(Columbia)—Aberbach
5	4	VERGANGEN, VERGESSEN, VORUEBER	Freddy	(Polydor)—Esplanade
6	7	BABY LOVE	The Supremes	((CBS)—Aberbach
7	15	DAS WAR MEIN SCHOENSTER TANZ	Bernd Spier	(CBS)—Melodie der Welt
8	6	PRETTY WOMAN	Roy Orbison	(London)—Acuff-Rose-Siegel
9	10	KIDDY KID KISS ME	Ein Sonny Boy und eine Signorina	Rita Pavone & Paul Anka (RCA)—Arnie-Melodie der Welt
10	8	MAMA	Margot Eskens	(Polydor)—Sikorski
11		DIESE NACHT HAT VIELE LICHTER	Conny	(Electrola)—Melodie der Welt-United Artists
12	13	RAG DOLL	The Five Tops	(Phillips)—Accord
13	12	TENNESSEE WALTZ	Alma Cogan	(Columbia)—Peer
14		AUF DER HUETT'N	Vico Torriani	(Decca)—Melodie der Welt
15	19	GIB DEM BUB DIE GEIGE NICHT	Paul Kuhn	(Electrola)—Melodie der Welt
16	9	KENN EIN LAND	Ronny	(Telefunken)—Marbot
17	20	DON'T HA HA HA	The Governors	(Golden 12)—Mellin-Siegel
18	16	SCHENNMANN	Manuela	(Telefunken)—Intro
19	17	DO WAH DIDDY DIDDY	Manfred Mann	(Electrola)—Aberbach
20	18	ABENDS IN DER MONDSCHEN-ALLEE	Conny Francis	(MGM)—Schneider

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1		SE PIANGI SE RIDI	Bobby Solo	(Ricordi)
2	1	NON SON DEGNO DI TE	Gianni Morandi	(RCA)
3	2	CRISTINA	Bobby Solo	(Ricordi)
4	5	E SE DOMANI	Mina	(Ri Fi)
5		INVECE NO	Petula Clark	(Vogue)
6		AMICI MIEI	Gene Pitney	(Musicor)
7		HO BISOGNO DI VEDERTI	Giogliola Cinquetti	(CGD)
8	3	VIVA LA PAPPA COL POMODORO	Rita Pavone	(RCA)
9	6	BAMBINI MIEI	Adriano Celentano	(Clan)
10		L'AMORE HA I TUOI OCCHI	Bruno Filippini	(MRC)
11		LE COLLINE SONO IN FIORE	The Minstrels	(CBS)
12	8	PER UN PUGNO DI DOLLARI	Ennio Morricone	(RCA)
13	14	MEZZANOTTE A MOSCA	P. & V. Svetlanoff	(Mercury)
14		IO CHE NON VIVO SENZA TE	Pino Donaggio	(Columbia)
15		COMINCIAMO AD AMARCI	John Foster	(Style)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	ANKO TSUBAKI WA KOI NO HANA	Miyako Harumi	(Columbia)—Jasrac
2	1	OZASHIKI KOUTA	Mahina Stars & Matsuo Kazuko	(Victor)—Jasrac
3	4	LA PLUS BELLE POUR ALLER DANSER	Sylvie Vartan	(Victor)—Victor
4	5	YAWARA	Misora Hibari	(Columbia)—Jasrac
5	3	LA RAGAZZA DI BUBE	Sound Track	(Fontana)—Victor
6	7	UNA SERA DI TOKIO	Mahina Stars	(Victor); C. Valente (London); Milva (Seven Seas)—Jasrac
7	8	THE HOUSE OF THE RISING SUN	The Animals	(Odeon)—Shinko
8	6	OSAKA GURASHI	Frank Nagai	(Victor)—Jasrac
9		NANIMO IWANAIDE	Sono Mari	(Polydor)—Jasrac
10		YOAKE NO UTA	Kishi Yokko	(King)—Jasrac

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	I COULD EASILY FALL	Cliff Richard	(Columbia)
2	2	I FEEL FINE	The Beatles	(Parlophone)
3		AINT THAT LOVING YOU BABY	Elvis Presley	(RCA)
4		ALL MY LOVING	The Beatles	(Parlophone)
5	8	MOVE IT BABY	Simon Scott	(Parlophone)
6		SHANTY	The Quests	(Columbia)
7		CONSTANTLY	Cliff Richard	(Columbia)
8	3	I SHOULD HAVE KNOWN BETTER	The Beatles	(Parlophone)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	POLLERA COLORA	Carmen Rivero	(CBS)—Mundo Musical
2	1	I LOVE HER	Santo and Johnny	(Gamma)—Pending
3	5	NAVIDAD NEGRA	Carmen Rivero	(CBS)—Mundo Musical
4	4	PRETTY WOMAN	Roy Orbison	(London)—Mundo Musical
5		LA CUMBIA	Carmen Rivero	(CBS)—Pending
6	6	INVIERNO TRISTE	Blue Winter	—Connie Francis (MGM)
7		POLLERA AMARILLA	Sonia Lopez	(CBS)—Pending
8	7	I WANT TO HOLD YOUR HAND	The Beatles	(Musart)—Musicmex
9	3	COMO TE EXTRANO	Leo Dan	(CBS)—Mundo Musical
10	9	Y VOLVAMOS	Marie Laforet	(Gamma)—Pending

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	PERFIDIA	Trini Lopez	(Reprise)
2	1	MICHAEL	Trini Lopez	(Reprise)
3	2	TREM DAS ONZE	Demonios da Garaa	(Chantecler)
4	3	A HARD DAY'S NIGHT	The Beatles	(Odeon)
5	8	AMORE SCUSAMI	John Foster	(Fermata)
6		PRIMAVERA	Silvia Telles	(Elenco)
7	9	FROM RUSSIA WITH LOVE	Matt Monro	(Odeon)
8	7	RANCHO DA PRACA ONZE	Daiva de Oliveira	(Odeon)
9	10	CHARADE	Henry Mancini	(RCA Victor)
10		THE HOUSE OF THE RISING SUN	The Animals	(Odeon)

SINGAPORE

This Week	Last Week	Title	Artist	Label
1	3	YOU'RE MY REMEDY	The Marvelettes	(Tamla)
2	2	I COULD EASILY FALL	Cliff Richard	(Columbia)
3	4	LITTLE TEAHOUSE IN YOKOHAMA	Kirk Hansard	(CBS)
4	5	COME SEE ABOUT ME	The Supremes	(Motown)
5	6	COME GO WITH ME	Sugar 'n Spice	(Loma)
6	9	YOU NEVER CAN TELL	Chuck Berry	(Chess)
7	8	GONE, GONE, GONE	Everly Brothers	(Warner Bros.)
8		ROCK AND ROLL MUSIC	The Beatles	(Parlophone)
9		BONJOUR MADEMOISELLE	Jimmy Rogers	(Dot)
10	7	GOLDFINGER	Teresa Brewer	(Phillips)

SPAIN

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	3	LO ESPANOL	Duo	(Dinamico (Voz)—Musica Sur)
2	1	MA VIE	Alain Barriere	(RCA)—Quiroga
3		LA YENKA	Johnny and Charlie	(Hispanovox)
4	2	A HARD DAY'S NIGHT	The Beatles	(Voz)—Armonico
5	5	THE HOUSE OF THE RISING SUN	The Animals	(Voz)—Canciones del Mundo
6		FUEGO EN MI CORAZON	Duo Dinamico	(Voz)—Musica Sur
7	8	EL AMOR	Jazz Singers	(Belter) Canciones del Mundo
8	10	HELLO, DOLLY!	Luis Aguile	(Voz)—Canciones del Mundo
9	4	LA PLUS BELLE POUR ALLER DANSER	S. Vartan	(RCA)—Quiroga
10	7	TOMBE LA NEIGE	Lita Torello	(Vergara)—Pending

SWITZERLAND

This Week	Last Week	Title	Artist	Label
1	6	PRETTY WOMAN	Roy Orbison	(London)—Musikvertrieb
2	1	DU, DU GEHST VORBEI	Suzie	(Vogue)—Montana
3	7	VERGANGEN, VERGESSEN, VORUEBER	Freddy	(Polydor)—Esplanade-Coda
4	4	MEMPHIS TENNESSEE	Bernd Spier	(CBS)—Gerig
5	8	SEIN BESTES PFERD	Martin Laucer	(Polydor)—Sidem
6		DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard	(Columbia)—Aberbach
7	5	MAMA	Margot Eskens	(Polydor)—Sidem
8		THE HOUSE OF THE RISING SUN	The Animals	(Columbia)—Gerig
9		WENN DU MAL ALLEIN BIST	Manfred Schnelldorfer	(Decca)—Busse
10		KUESSE NIE NACH MITTERNACHT	Stiv Malmkvist	(Metronome)—Coda
11		KLEINE ANNABELL	Ronny	(Telefunken)—Helbling
12		MY BOY LOLLIPOP	Mitie	(Fontana)—Coda
13		J'Y PENSE ET PUIS J'OUBLIE	Claude Francois	(Phillips)
14		MAJORIE	Juergen Wagner	(Telefunken)—Idee
15		CINDERELLA BABY	Drafi Deutscher	(Decca)—Nero



**The Sound
That's Going Around
AL MARTINO'S
SEVENTH HIT IN A ROW**

MY HEART WOULD KNOW

(By The Late, Great HANK WILLIAMS)
c/w **HUSH . . . HUSH, SWEET CHARLOTTE**



5341

HOT 100

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

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

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

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-66.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensor)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from the Hot 100.

Table listing songs A-Z from the Hot 100.

Table listing songs A-Z from the Hot 100.

Table listing songs bubbling under the Hot 100.

Pick up your
HITS
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LONDON
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LONDON'S "CHART" PAK

The Zombies	TELL HER NO #9723 PARROT
The Rolling Stones	HEART OF STONE #9725 LONDON RECORDS
The Bachelors	NO ARMS CAN EVER HOLD YOU #9724 LONDON RECORDS

LONDON'S 10 PAK OF HOT NEW ITEMS

<p>The Moody Blues</p> <p>GO NOW</p> <p>#9726 LONDON RECORDS</p> <hr/> <p>SHINDIG FEB. 17th</p>	<p>Them (That's their name)</p> <p>BABY PLEASE DON'T GO</p> <p>#9727 PARROT</p>	<p>Bill Black's Combo</p> <p>COME ON HOME</p> <p>#2085 Hi THE AMERICAN LONDON GROUP</p>	<p>Marianne Faithfull</p> <p>COME AND STAY WITH ME</p> <p>#9731 LONDON RECORDS</p>	<p>The Nashville Teens</p> <p>FIND MY WAY BACK HOME</p> <p>#9736 LONDON RECORDS</p>
<p>Professor Longhair</p> <p>BIG CHIEF</p> <p>(Part Two)</p> <p>#1900 Watch THE AMERICAN LONDON GROUP</p>	<p>Don Randi</p> <p>MEXICAN PEARLS</p> <p>#2203 PALOMAR THE AMERICAN LONDON GROUP</p>	<p>Jean Knight</p> <p>T'AIN'T IT THE TRUTH</p> <p>#8306 Tribe THE AMERICAN LONDON GROUP</p>	<p>Donald Bryant</p> <p>I LIKE IT LIKE THAT</p> <p>#2087 Hi THE AMERICAN LONDON GROUP</p>	<p>Bobby Jameson</p> <p>ALL I WANT IS MY BABY</p> <p>#9730 LONDON RECORDS</p>

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AMERICAN LONDON GROUP

RCA CAMDEN'S LINE

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11 famous performances by this great cowboy star. "A Cashbox for A Heart," "This Ole House," "The Cattle Call." CAL/CAS-846(e)



Vintage Gibson that will thrill his legion of fans. "Wigglewag," "Roses Are Red," "Carolina Breakdown," 7 more. CAL/CAS-852(e)



His hit Hawaiian style, now with chorus background on 12 hits. "Pearly Shells," "Sleepy Lagoon" and "Aloha Oe." CAL/CAS-853

EXCITING NEW RELEASES

THE BLACKWOOD BROTHERS QUARTET
DO YOU THANK THE LORD EACH DAY?



Fans will again turn out to make this another best-seller for the boys. "God Is Right," "Paradise Awaits," 8 more. CAL/CAS-854(e)



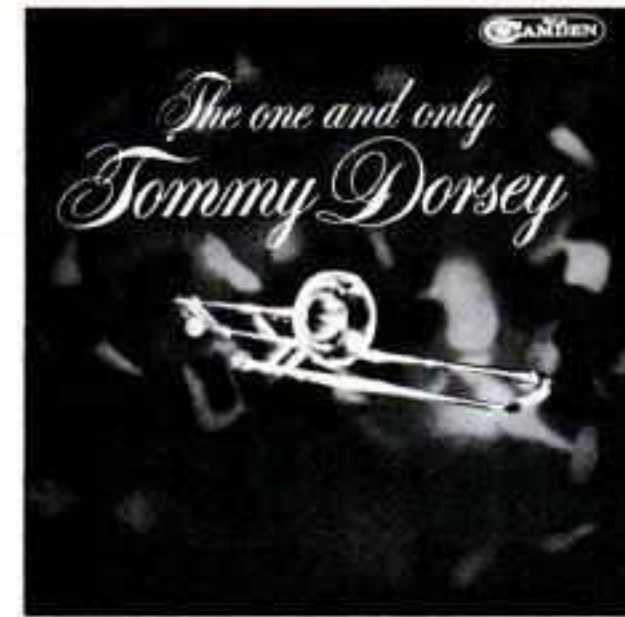
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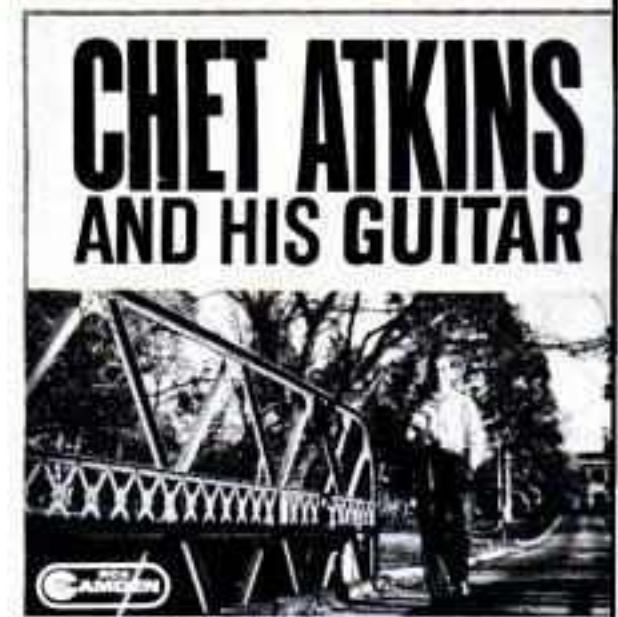
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CAL/CAS-450(e)



CAL/CAS-650(e)

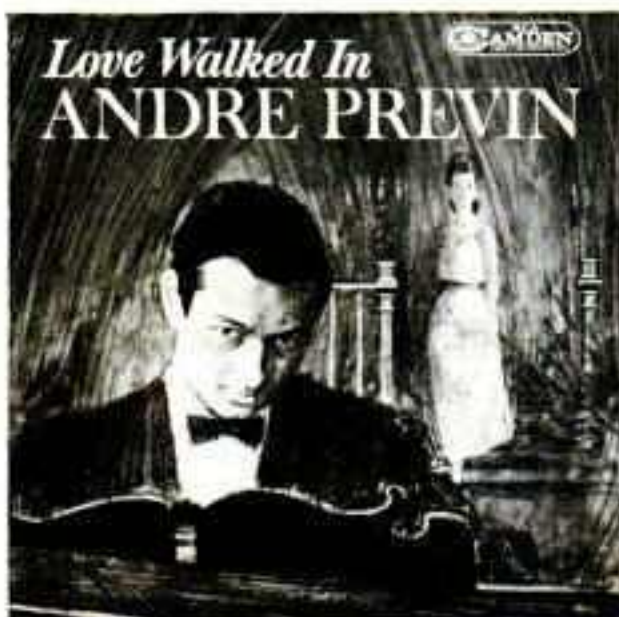


CAL/CAS-659(e)

A TREMENDOUS CATALOG OF EVERYONE!



CAL/CAS-781(e)



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CAL/CAS-793(e)



CAL/CAS-804



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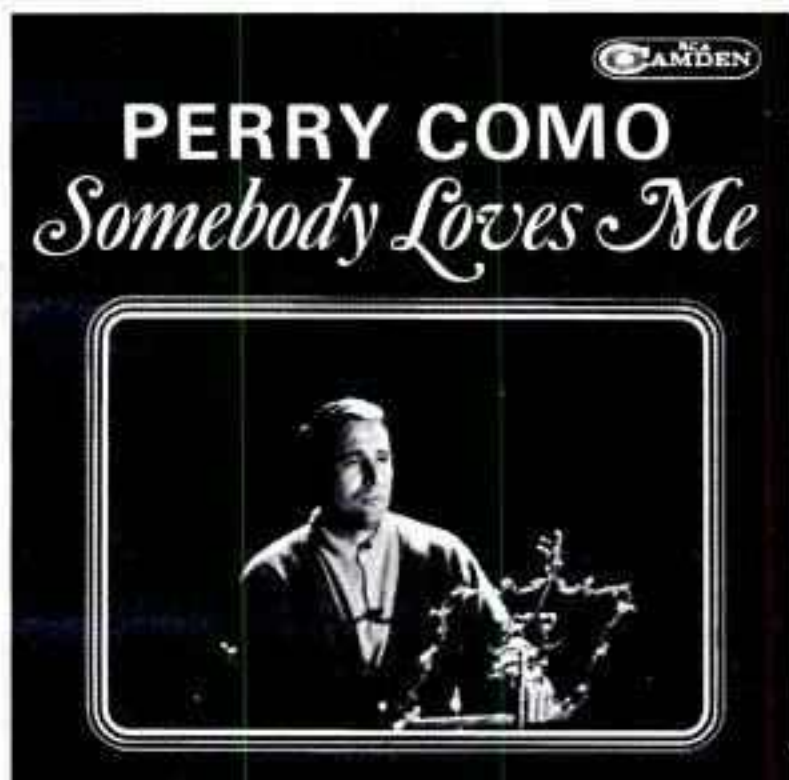
WORKS LIKE A CHARM



FROM EVERY FIELD OF MUSIC



From the Vienna of Strauss to the Broadway of "Hello, Dolly!" Just great. "Dancing," "The Girl That I Marry," 12 more. CAL/CAS-855



Mr. C. and ten songs that will attract everybody. "Here's to My Lady," "Carolina Moon" and "Juke Box Baby." CAL/CAS-858(e)



The combination of Living Strings with Erin's best packs a wallop! "My Wild Irish Rose," "The Rose of Tralee," 12 more. CAL/CAS-859



Country favorites that score big with the great sound of the Living Voices. "Slow Poke," "I Walk the Line," 8 others. CAL/CAS-860

FAVORITES—PRICED RIGHT FOR FAST TURNOVER



CAL/CAS-722(e)



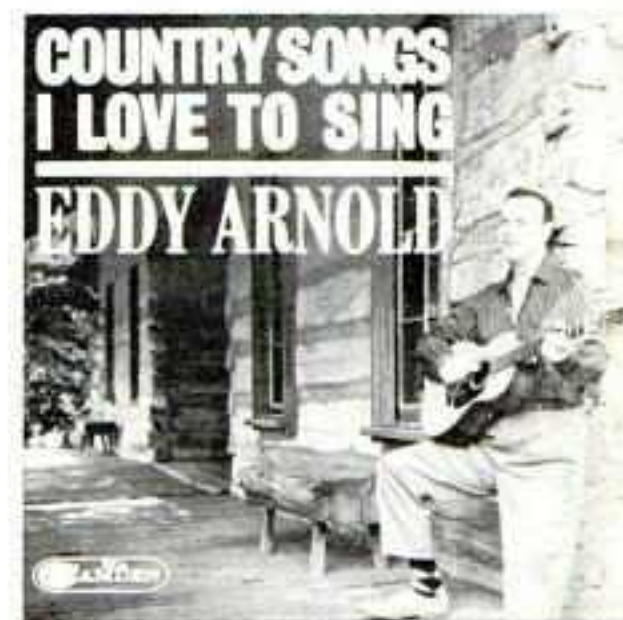
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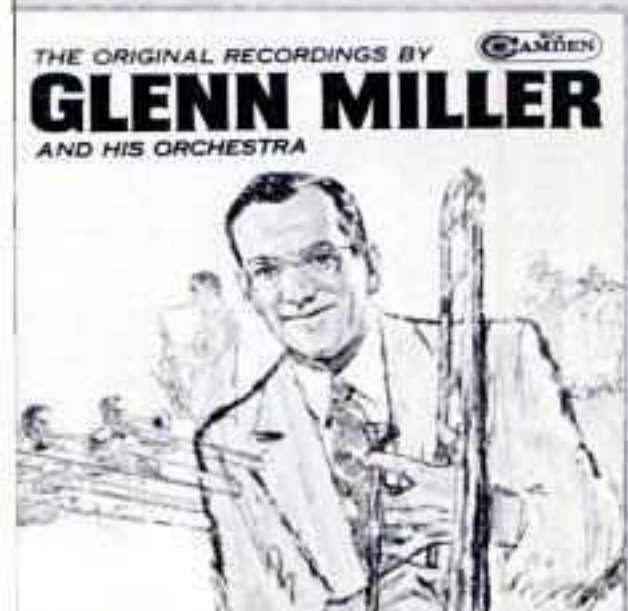
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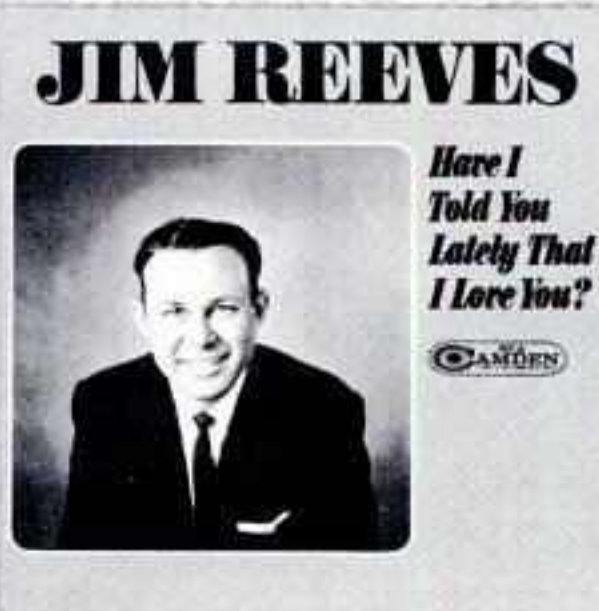
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CAL/CAS-741(e)



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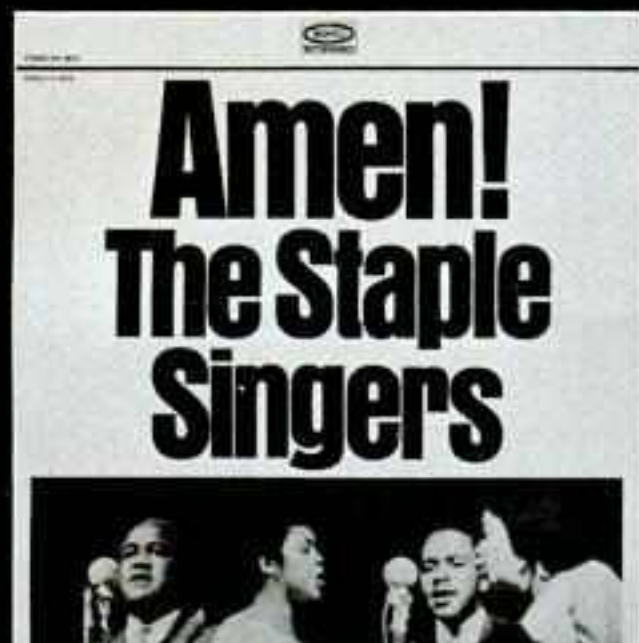
LN 24129/BN 26129*



LN 24130/BN 26130*



LN 24131/BN 26131*



LN 24132/BN 26132*



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LN 24136/BN 26136*



LN 24137/BN 26137*



LF 18032/BF 19032*



LF 18033/BF 19033*



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SC 6049/BSC 149* (A 2-Record Set)

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Kapp Records Hit Pick
ROGER WILLIAMS
PLAYS THE HITS
 KL-1414; KS-3414

Roger Williams puts his remarkably sensitive touch to work on such lovely numbers like "The Girl From Ipanema," "People," "Dear Heart." Chalk up another best seller to the Roger Williams hit parade.

ROGER WILLIAMS plays THE HITS

DEAR HEART · MR. LONELY · PEOPLE
 THE GIRL FROM IPANEMA and 7 more



Kapp Records Hit Pick
DEAR HEART
 Jack Jones
 KL-1415; KS-3415

Everybody's talking about the Jones boy. No wonder when he sings "Dear Heart" and 11 other great songs of love in one LP. "Love Is Here To Stay," "I'm Glad There Is You," "All The Things You Are," and other current favorites. This chart-busting album is already in the top 20!



Out of this great album
 a Kapp smash single.



DEAR HEART
 Jack Jones
 K-635

A hit single and a hit LP!



Kapp Records Hit Pick
THE HARRY SIMEONE
CHORALE GOES POP
 KL-1420; KS-3420

A first for Kapp Records: The Harry Simeone Chorale has a change-of-pace with a bright, new pop sound that's going to win them thousands of new fans. They bring their same high standard of musicianship and performance to "Walking Alone," "My Love, Forgive Me," "Try To Remember," and other favorites.

THE HARRY SIMEONE CHORALE GOES POP
 TRULY DO · WALKING ALONE · FIDDLER ON THE ROOF
 DEAR HEART and 8 others



Kapp Records Hit Pick
THE NEW
SEARCHERS LP
 The Searchers
 KL-1412; KS-3412

The Searchers continue their string of consecutive hits with their new LP. The new song, "What Have They Done To The Rain," is already riding high on the charts and is a sure bet for top ten! An exceptional winner for teenage market.



Out of this great album
 a Kapp smash single.



WHAT HAVE THEY
DONE TO THE RAIN
 The Searchers
 K-644

Just released and already shooting to the top of the charts.



Kapp Records Hit Pick
SEMI-CLASSICAL FAVORITES
 Hugo Winterhalter
 and the Concert Orchestra
 KL-1426; KS-3426

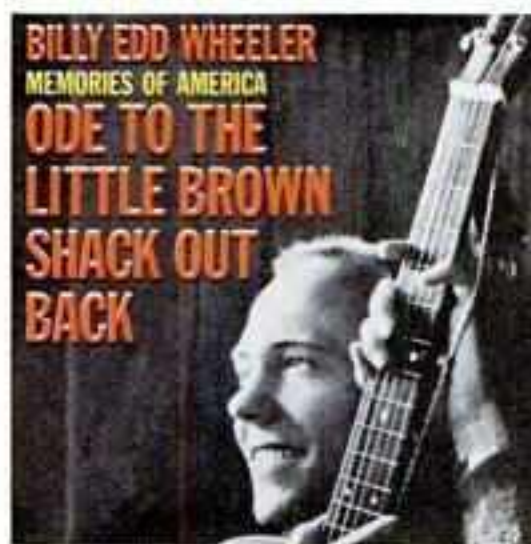
Music everyone knows and loves takes on a new freshness and excitement under the inspired baton of Hugo Winterhalter. Outstanding selections like "Reverie," "Estrellita," "Liebestraum (Dream Of Love)." This album is destined to be a solid seller for a long time to come.

HUGO WINTERHALTER
SEMI-CLASSICAL FAVORITES
 HUMORESQUE · INTERMEZZO · SONG OF INDIA · POLONAISE
 and 7 others



Kapp Records Hit Pick
ODE TO THE
LITTLE BROWN
SHACK OUT
BACK
 Billy Edd Wheeler
 KL-1425; KS-3425

Memories of America written and sung by one of the hottest new talents around. A minstrel man who can make folk art really pop. A whole grab bag of foot-tappin', hand-clappin' songs with right powerful sales appeal. Strong sales in many markets even without airplay.



Out of this great album
 a Kapp smash single.



ODE TO THE LITTLE BROWN
SHACK OUT BACK
 Billy Edd Wheeler
 K-617

Tops on the C&W charts and climbing fast into the top 40 on the pop chart.



Kapp Records Hit Pick
HEY, LOOK AT ME NOW!
 Linda Scott
 KL-1424; KS-3424

Linda makes the transition from top teen star to adult singing performer seem as easy as do-re-mi. She tells the stories of "That Old Feeling," "This Is My Prayer," "If I Love Again" with sensitivity and warmth. One of the few artists that can sell both adults and teens.



Kapp Records Hit Pick
THE RHYTHM AND THE FIRE
 Joe Harnell
 and his Orchestra
 KL-1416; KS-3416

Conductor-pianist Joe Harnell brings a new piano magic with a special rhythmic excitement to old and new favorites. Inspired performances of "St. Thomas," "Ill Wind," "The Girl From Ipanema," and others. Heavy airplay and counter calls show this LP to be a winner!



Out of this great album
 a Winners Circle single.



WHEN SUNNY GETS BLUE
 Joe Harnell and his Orchestra
 KJB-45

Heavy radio play on this cut out of the album forced its release as a single. Markets already reporting sales action—Buffalo, New York, Washington, Atlanta.



Kapp Records Hit Pick
GREAT SONGS FROM THE
ALL TIME ITALIAN
HIT PARADE
 Robertino
 KL-1423; KS-3423

The big news in Italy is going to be even bigger here. Robertino has grown up. Listen to his electrifying renditions of "Ciao, Ciao Bambina," "Arrivederci, Roma," "Cin, Cin," and other greats. An album to watch for steady sales.



Kapp Records Hit Pick
HAVE YOU HEARD THE
GREENWOOD COUNTY
SINGERS
 KL-1422; KS-3422

Big favorites with West Coast audiences already, the Greenwood County Singers are now breaking out with great new, young talent. Add bright, fresh arrangements and you get strong sales potential.



Out of this great album
 a Winners Circle single.



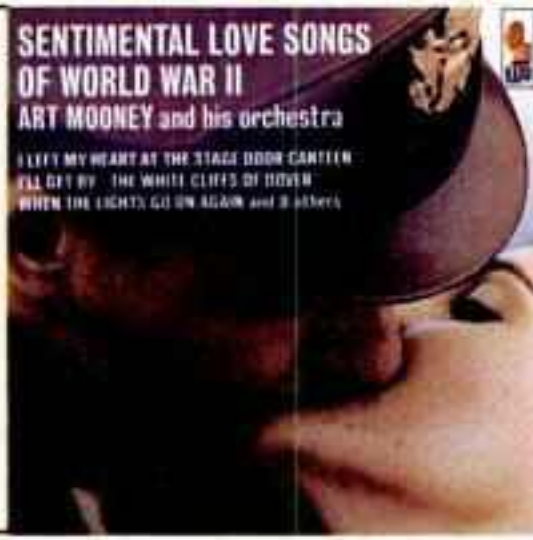
SEVEN DAFFODILS
 The Greenwood County Singers
 KJB-47

Brand new release—excellent air play and store calls in California already.



Kapp Records Hit Pick
SENTIMENTAL LOVE SONGS
OF WORLD WAR II
 Art Mooney
 and his Orchestra
 KL-1421; KS-3421

Remember those great war-time tunes? Remember the port of embarkation, the stage door canteen, coming home? This album recreates these moments in song. Remember, nostalgia sells!



Kapp Records Hit Pick
THE BOY FROM
IPANEMA BEACH
 Menescal
 KL-1418; KS-3418

Impressive American debut of a big talent group from Brazil. Combines American jazz with the rhythms of their homelands. The bossa nova beat predominates as they offer click renditions of "The Girl From Ipanema," "Quiet Heart," "Desafinado," "O Amer Que Acabou," and others. Strong airplay.



Out of this great album
 a Winners Circle single.



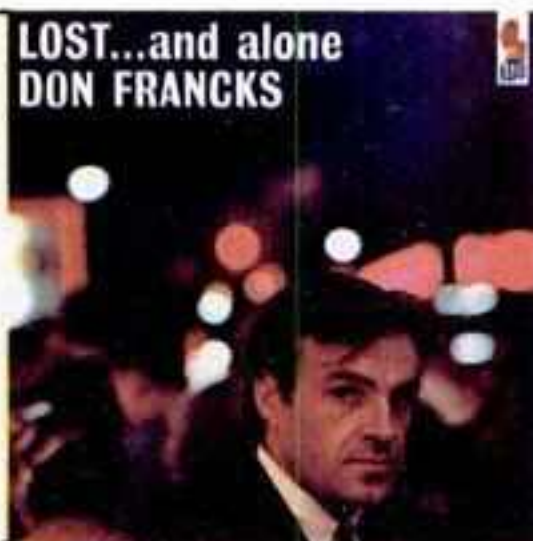
QUIET HEART
 Menescal and his Group
 KJB-46

Heavy radio play on this cut out of the album forced its release as a single. The stores report it's already getting fast action in several markets.



Kapp Records Hit Pick
LOST... AND ALONE
 Don Francks
 KL-1417; KS-3417

No shaggy hair, no greasy hips, no gimmicks at all. Just the freshest sound on the musical scene. Every song a "performance" with a kick like 110 proof bourbon. Exciting new treatments of such old standbys as "All Alone," "What'll I Do," "Nobody Knows You When You're Down and Out," and many others. There is no one on records like Don Francks!



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NARM
CONVENTION
ISSUE
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**... INCLUDING
THE
CHILDREN'S
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CHECKLISTS
OF TOP
KIDDIE
PRODUCT**

**... AND
THE
BUDGET
RECORD
MARKET**

**PROFILE OF
THE RACK JOBBER
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OF THE
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AND ITS
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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

**CONNIE FRANCIS & HANK WILLIAMS
JR. SING GREAT COUNTRY FAVORITES**

MGM E 4251 (M); SE 4251 (S)

Two top performers team up for a concert of pop-country music. Both Connie and Hank do great jobs with the great songs. Fine backing by massed strings and the Jordanaires. Tunes include "Wolverton Mountain," "Mule Skinner Blues," "Singing the Blues."



POP SPECIAL MERIT

MY FIRST OF 1965

Lawrence Welk. Dot DLP 3616 (M); DLP 25616 (S)

The sound of Lawrence Welk cannot be denied. In his inimitable fashion he takes such pop hits as "People," "Dear Heart" and "Alley Cat" and gives them the a-one and a-two rhythm that his TV fans go for, which in the long run adds up to sales.



POP SPECIAL MERIT

**THE ROMANTIC STRINGS OF
ANDRE KOSTELANETZ**

Columbia ML 6111 (M); MS 6711 (S)

Kostelanetz has his finger on the pulse of mass tastes. It's proved once again here as his lush string sounds make a romantic holiday of a repertoire that ranges from "Greensleeves" to the "Ave Marias" of Bach and Schubert.



POP SPECIAL MERIT

THE OTHER SIDE OF RAY PETERSON

MGM E 4277 (M); SE 4277 (S)

This is Ray's debut album aimed at the adult market. He shows a fine sensitivity for the excellent material herein. He has a tender, appealing voice. Standards include "That's All," "I'll Get By," "Fly Me to the Moon," "If I Loved You."



POP SPECIAL MERIT

THIS IS . . . GIA

Gia Maione. Prima P 3004 (M); PS 3004 (S)

The singer puts forth a lovely sound on this, her first album. Her vocal treatments of such great tunes as "How High the Moon," "Moonglow" and "My Funny Valentine" are warm and appealing. Soft strings and chorus accompany her on the brace of tender standards.



POP SPECIAL MERIT

BALLADS MY WAY

Charles Brown. Mainstream 56035 (M); S/6035 (S)

Charles Brown, who is best known as a rhythm and blues vocalist, departs from the expected to offer a brace of well sung, romantic ballads. Effectively supported by a large string section, augmented by sax, flute, vibes, bass and drums, Brown sings "Cottage for Sale," "Harbor Lights," "Pledging My Love," "Glory of Love," among others.



POP SPECIAL MERIT

**DRIVE TIME . . . RADIO SMASH
FLASHBACKS**

Various Artists. Laurie LLP 2028

More valuable programming fodder for pop stations and contemporary nostalgia for the younger set. This is one of two similar albums released by Laurie. Performances on both albums include "He's So Fine," the Chiffons; "I Wonder Why," Dian and the Belmonts; "Gee Whiz," Carla Thomas; "Over the Rainbow," The Dimensions; "Without Love," Clyde McPhatter.

**SEE ALBUM REVIEWS
ON BACK COVER**



POP SPECIAL MERIT

RUTH BROWN '65

Mainstream 56034 (M); S/6034 (S)

A new and more interesting Ruth Brown emerges on this disk. Well known as the top-selling rhythm and blues vocalist, she sheds the blues mantle for smooth, sophisticated ballads. Peter Matz's arrangements and instrumentation are excellent, and Ruth is wonderful.



CLASSICAL SPECIAL MERIT

**PIERRE MONTEUX CONDUCTS THE
MUSIC OF RAVEL**

London Symphony Orch. (Monteux). Philips PHM 500-059 (M); PHS 900-059 (S)

Pairing of favorites of classical music buyers. The venerable Pierre Monteux conducting the London Symphony in the ever popular Ravel trio, "Bolero," "La Valse" and "Ma Mere L'Oye." Exotic ballet music superbly done.



CLASSICAL SPECIAL MERIT

CONCERT AT CARNEGIE HALL

Jan Peerce. United Artists UAL 3412 (M); UAS 6412 (S)

There are few tenors around who have the sustaining power of Jan Peerce. Therefore, the package of his excellently received Carnegie Hall concert last November should be picked up by many. The repertoire is broad and covers many languages, and Peerce is at home in each.



JAZZ SPECIAL MERIT

SWINGING THE BARD

Various Artists. Atco 171 (M)

Jazz fans will enjoy the Ken Jones big band interpretations of Bardsville. The entire album is highly imaginative. In addition, Elaine Delmar's cool vocals with the Elizabethan Consort of Violas and Geoffrey Emmott's Recorder Consort are all contributive to the light-hearted yet highly creative attempt at honoring Shakespeare.



SPIRITUAL SPECIAL MERIT

SPIRITUALS THAT WILL LIVE FOREVER

The Harmonizing Four. Vee Jay VJ 5069

One of America's top gospel-spiritual vocal organizations offering stirring renditions of such widely known fare as "Tone the Bell," "City Called Heaven," "He's Got the Whole World in His Hands," "Closer Walk With Thee" and others.



SPOKEN WORD SPECIAL MERIT

THE WHITE HOUSE SAGA

Various Artists. Caedmon TC 11945 (S)

Julie Harris, Hal Halbrook, Kevin McCarthy and Edward Woodward combine to present an effective narration tracing the history of the White House. The album makes an excellent gift for a school child.



CHILDREN'S SPECIAL MERIT

**WALT DISNEY PRESENTS RUDYARD
KIPLING'S JUST SO STORIES**

Sterling Holloway. Disneyland DQ 1268 (M)

Interesting stories well told by Holloway with musical punctuation by Camarata. The two fine stories are "The Cat That Walked by Himself" and "The Elephant's Child."

Continued

ALBUM REVIEW POLICY

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

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.

Billboard Award

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BEATLES '65 Capitol T 2228 (M); ST 2228 (S)	8
2	2	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	21
3	8	GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	11
4	3	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	23
5	10	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philips PHLF 4007 (M); PHLF 4007 (S)	5
6	6	MY LOVE FORGIVE ME Robert Goulet, Columbia CL 2296 (M); CS 9096 (S)	9
7	7	COAST TO COAST Dave Clark Five, Epic LN 24128 (M); BN 26128 (S)	8
8	5	THE BEACH BOYS CONCERT Capitol TAO 2198 (M); STAO 2198 (S)	16
9	4	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	20
10	9	ROUSTABOUT Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)	15
11	13	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1092 (M); LSO 1092 (S)	17
12	12	PEOPLE Barbra Streisand, Columbia CL 2213 (M); CS 9013 (S)	21
13	11	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 6366 (S)	32
14	15	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	53
15	20	RIGHT NOW Righteous Brothers, Moonlight M 1001 (M); S 1001 (S)	8
16	17	DEAR HEART AND OTHER GREAT SONGS OF LOVE Jack Jones, Kapp KL 1415 (M); KS 3415 (S)	7
17	14	THE ROLLING STONES 12 X 5 London LL 3402 (M); PS 402 (S)	15
18	18	MR. LONELY Bobby Vinton, Epic LN 24136 (M); BN 26136 (S)	6
19	26	SOME BLUE-EYED SOUL Righteous Brothers, Moonlight MLP 1002 (M); SLP 1002 (S)	6
20	16	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 6130 (M); RS 6130 (S)	28
21	21	A BIT OF LIVERPOOL Supremes, Motown MLP 623 (M); SLP 623 (S)	13
22	25	SOFTLY, AS I LEAVE YOU Frank Sinatra, Reprise F 1013 (M); PS 1013 (S)	10
23	23	CHAD & JEREMY YESTERDAY'S GONE Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 3002 (S)	22
24	22	THE DOOR IS STILL OPEN TO MY HEART Dean Martin, Reprise R 6140 (M); RS 6140 (S)	15
25	24	JOAN BAEZ/5 Vanguard VRS 9160 (M); VSD 9160 (S)	14
26	40	THE BEST OF AL HIRT RCA Victor LPM 3309 (M); LSP 3309 (S)	4
27	19	BOBBY VINTON'S GREATEST HITS Epic LN 24098 (M); BN 26098 (S)	21
28	36	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	41
29	30	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	30
30	28	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	75
31	27	SOMETHING NEW Beatles, Capitol T 2108 (M); ST 2108 (S)	29
32	38	GETZ AU GO GO Stan Getz, Verve V 8600 (M); V6-8600 (S)	10
33	35	I STARTED OUT AS A CHILD Bill Cosby, Warner Bros. W 1567 (M); (no Stereo)	14
34	48	DEAR HEART AND OTHER SONGS ABOUT LOVE Ork & Chorus of Henry Mancini, RCA Victor LPM 2990 (M); LSP 2990 (S)	4
35	33	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	38
36	39	GOLDEN BOY Original Cast, Capitol VAS 2124 (M); SVAS 2124 (S)	10
37	49	SAM COOKE AT THE COPA RCA Victor LPM 2970 (M); LSP 2970 (S)	17
38	55	YOU REALLY GOT ME Kinks, Reprise R 6143 (M); RS 6143 (S)	11
39	31	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	40
40	32	GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS Andy Williams, Columbia CL 2205 (M); CS 9005 (S)	22
41	64	BLUE MIDNIGHT Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	5
42	42	WHO CAN I TURN TO Tony Bennett, Columbia CL 2285 (M); CS 9085 (S)	10
43	34	PETER, PAUL & MARY IN CONCERT Warner Bros. W 1555 (M); WS 1555 (S)	28
44	61	THE NANCY WILSON SHOW! Capitol KAO 2136 (M); SKAO 2136 (S)	3
45	45	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	43
46	29	THE BEATLES' STORY Capitol TBO 2222 (M); STBO 2222 (S)	11
47	41	THE SIDEWINDER Lee Morgan, Blue Note 4157 (M); 84157 (S)	20
48	66	YOUR CHEATIN' HEART Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	8
49	51	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	56
50	56	LOUIE LOUIE Kingsmen, Wand 657 (M); (no Stereo)	58
51	44	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	146

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	43	SUGAR LIPS Al Hirt, RCA Victor LPM 2945 (M); LSP 2945 (S)	27
53	57	PEARLY SHELLS Billy Vaughn, Dot DLP 3405 (M); DLP 25405 (S)	8
54	54	"POPS" GOES THE TRUMPET Al Hirt/Boston Pops Orch. (Fiedler), RCA Victor LM 2729 (M); LSC 2729 (S)	22
55	37	THE MANFRED MANN ALBUM Ascot AM 13015 (M); ALS 16015 (S)	14
56	65	THE KINGSTON TRIO Decca DL 4613 (M); DL 74613 (S)	6
57	80	THE FOLK ALBUM Trini Lopez, Reprise R 5147 (M); RS 6147 (S)	4
58	60	TOUR DE FARCE AMERICAN HISTORY AND OTHER UNRELATED SUBJECTS Smothers Brothers, Mercury MG 20948 (M); SR 60948 (S)	10
59	52	THE INCOMPARABLE MANTOVANI London LL 3392 (M); PS 392 (S)	16
60	72	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	42
61	58	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC 493 (M); ABCS 493 (S)	29
62	59	KINGSMEN, VOL. 2 Wand LP 659 (M); LP 659 (S)	22
63	62	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	44
64	71	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	433
65	91	L-O-V-E Nat King Cole, Capitol T 2195 (M); ST 2195 (S)	3
66	46	THE PEOPLES CHOICE Ferreola & Teicher, United Artists UAL 3385 (M); UAS 6385 (S)	13
67	67	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	29
68	79	A LITTLE BIT OF HEAVEN John Gary, RCA Victor LPM 2994 (M); LSP 2994 (S)	5
69	50	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	46
70	104	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SR 67061 (S)	3
71	97	STANDING OVATION! Jerry Vale, Columbia CL 2273 (M); CS 9073 (S)	4
72	78	TRINI LOPEZ AT PJ'S Reprise R 6093 (M); RS 6093 (S)	79
73	73	SHE CRIED Letterman, Capitol T 2142 (M); ST 2142 (S)	15
74	77	TRINI LOPEZ LIVE AT BASIN ST. EAST Reprise R 6134 (M); RS 6134 (S)	18
75	53	THE KENNEDY WIT John F. Kennedy, RCA Victor VDM 101 (M); (No Stereo)	9
76	47	FOR SWINGIN' LIVERS ONLY! Allan Sherman, Warner Bros. W 1569 (M); WS 1569 (S)	13
77	76	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123 (M); CS 8634 (S)	355
78	82	SOUTH OF THE BORDER Herb Alpert's Tijuana Brass, A&M LP 108 (M); ST 108 (S)	6
79	74	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	174
80	83	THE GREATEST LIVE SHOW ON EARTH—JERRY LEE LEWIS Smash MGS 27056 (M); SR 67056 (S)	12
81	81	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	52
82	75	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); SLP 18000 (S)	130
83	85	LICORICE STICK Pete Fountain, Coral CRL 57460 (M); CRL 737460 (S)	27
84	88	DREAM WITH DEAN Dean Martin, Reprise R 6123 (M); RS 6123 (S)	26
85	117	SHAKE Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S)	2
86	63	HOW GLAD I AM Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	25
87	84	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	70
88	90	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	98
89	87	IT MIGHT AS WELL BE SWING Frank Sinatra, Count Basie & His Ork, Reprise F 1012 (M); PS 1012 (S)	27
90	86	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	148
91	69	WELCOME TO THE PONDEROSA Lorne Greene, RCA Victor LPM 2843 (M); LSP 2843 (S)	13
92	89	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	70
93	99	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	36
94	94	MORE OF ROY ORBISON'S GREATEST HITS Monument MLP 8024 (M); SLP 18024 (S)	27
95	92	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	53
96	68	THE CAT Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	23
97	70	INVISIBLE TEARS Ray Conniff & The Singers, Columbia CL 2264 (M); CS 9064 (S)	21
98	93	BURL IVES SINGS PEARLY SHELLS AND OTHER FAVORITES Decca DL 4578 (M); DL 74578 (S)	12
99	105	SONGS FOR LONESOME LOVERS Ray Charles Singers, Command RS 874 (M); RS 874 SD (S)	12
100	110	HAWAII TATTOO Walkie, Kapp KL 1366 (M); KS 3366 (S)	6

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	108	WALK, DON'T RUN, VOL. 2 Ventures, Dolton BLP 3031 (M); BST 8031 (S)	20
102	102	RUNNIN' OUT OF FOOLS Aretha Franklin, Columbia CL 2281 (M); CS 9081 (S)	10
103	101	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	29
104	127	THE NEW CHRISTY MINSTRELS SING AND PLAY COWBOYS AND INDIANS Columbia CL 2303 (M); CS 9103 (S)	2
105	103	HERE WE A GO GO AGAIN! Johnny Rivers, Imperial LP 9274 (M); LP 12274 (S)	19
106	106	IT HURTS TO BE IN LOVE Gene Pitney, Musicor MM 2019 (M); MS 3019 (S)	15
107	98	I DON'T WANT TO SEE YOU AGAIN Peter & Gordon, Capitol T 2220 (M); ST 2220 (S)	8
108	96	SO TENDERLY John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	28
109	123	DEAN MARTIN HITS AGAIN Reprise R 6146 (M); RS 6146 (S)	2
110	136	WE COULD Al Martino, Capitol T 2200 (M); ST 2200 (S)	3
111	119	DOWNTOWN Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S)	2
112	107	SURFIN' U.S.A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	78
113	95	LITTLE OLD LADY FROM PASADENA Jan & Dean, Liberty LRP 3377 (M); LST 7377 (S)	20
114	112	THIS IS LOVE Johnny Mathis, Mercury MG 20942 (M); SR 60942 (S)	19
115	114	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 (M); SE 4232 (S)	32
116	121	THE GOOD LIFE WITH THE DRIFTERS Atlantic 8103 (M); SD 8103 (S)	3
117	100	PETER AND THE COMMISSAR Allan Sherman/Boston Pops Orch. (Fiedler), RCA Victor LM 2773 (M); LSC 2773 (S)	14
118	109	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	92
119	113	THE ANIMALS MGM E 4264 (M); SE 4264 (S)	25
120	124	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	138
121	122	OLDIES BUT GOODIES, VOL. 7 Various Artists, Original Sound OSR-LPM 3012 (M); OSR-LPE 8837 (S)	7
122	138	KNOCK ME OUT! Ventures, Dolton BLP 2033 (M); BST 8033 (S)	2
123	134	HAWAII TATTOO Martin Denny, Liberty LRP 3394 (M); LST 7394 (S)	6
124	111	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	30
125	120	WE'LL SING IN THE SUNSHINE Gale Garnett, RCA Victor LPM 2833 (M); LSP 2833 (S)	22
126	146	I HAD A BALL Original Cast, Mercury OCM 2210 (M); OCS 6210 (S)	4
127	125	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	239
128	—	THE BEST OF PETER NERO RCA Victor LPM 2978 (M); LSP 2978 (S)	1
129	126	THE IKE & TINA TURNER SHOW... LIVE Warner Bros. W 1579 (M); WS 1579 (S)	3
130	128	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	213
131	130	PETER NERO PLAYS SONGS YOU WON'T FORGET RCA Victor LPM 2935 (M); LSP 2935 (S)	20
132	142	HOLD WHAT YOU'VE GOT Joe Tex, Atlantic LP 8106 (M); SD 8106 (S)	3
133	137	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SR 67049 (S)	34
134	140	ODE TO THE LITTLE BROWN SHACK OUT BACK Billy Edd Wheeler, Kapp KL 1425 (M); KS 3425 (S)	2
135	131	AMERICAN TOUR Dave Clark Five, Epic LN 24117 (M); BN 26117 (S)	26
136	133	THE ROLLING STONES London LL 3275 (M); (No Stereo)	35
137	148	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	96
138	141	BEST OF SAM COOKE RCA Victor LPM 2625 (M); LSP 2625 (S)	33
139	—	KINGSMEN, VOL. III Wand 662 (M); 662 (S)	1
140	147	THIS IS US—THE SEARCHERS Kapp KL 1409 (M); KS 3409 (S)	11
141	—	INTRODUCING HERMAN'S HERMITS MGM E 4282 (M); SE 4282 (S)	1
142	—	JOHNNY RIVERS IN ACTION! Imperial LP 9280 (M); LP 12280 (S)	1
143	—	BAJOUR Original Cast, Columbia KOL 6300 (M); KOS 2700 (S)	1
144	149	THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY ELVIS PRESLEY Capitol T 2221 (M); ST 2221 (S)	2
145	145	RIDE THE WILD SURF Jan & Dean, Liberty LRP 3368 (M); LST 7368 (S)	19
146	—	RAY CHARLES LIVE IN CONCERT ABC-Paramount ABC 500 (M); ABCS 500 (S)	1
147	—	GOIN' OUT OF MY HEAD Little Anthony & The Imperials, DCP DCL 3808 (M); DCS 6808 (S)	1
148	150	SHE UNDERSTANDS ME Johnny Tillotson, MGM E 4270 (M); SE 4270 (S)	3
149	—	BLUE RABBIT Johnny Hodges/Wild Bill Davis, Verve V 8599 (M); V6-8599 (S)	1
150	—	ANYONE FOR MOZART Swingle Singers, Philips PHM 200-149 (M); PHS 600-149 (S)	1

ALBUM REVIEWS (continued)



POP SPOTLIGHT
CINDERELLA

CBS Television Production. Columbia OL 6330 (M); OS 2730 (S)

This album has much to commend it commercially and artistically. The musical was written expressly for TV by Rodgers and Hammerstein. An illustrious cast, starring Ginger Rogers, Walter Pidgeon, Celeste Holm, Jo Van Fleet and others are drawing cards enough. The biggest boost, however, will be the airing of the production on CBS-TV next month.



POP SPOTLIGHT
PAPER TIGER

Sue Thompson. Hickory LPM 121 (M)

Sue, who sounds like a "Boop De Doop" gal of the '20's, is currently registering strongly with her "Paper Tiger" single. The arrangements are sprightly and so is Sue's unusual vocalizing.



COUNTRY SPOTLIGHT
I WANT TO LIVE AND LOVE

Carl Smith. Columbia CL 2293 (M); CS 9093 (S)

Smith is among the top-selling artists in the country field. Little can be said about his ability that has not been said before. He's in his usual great form on this album, singing such favorites as "I Want to Live and Love," "B.J. the D.J.," "Waterloo."



JAZZ SPOTLIGHT
I HAD A BALL

Bobby Scott Quartet with Michel Legrand. Mercury MG 20995 (M); SR 60995 (S)

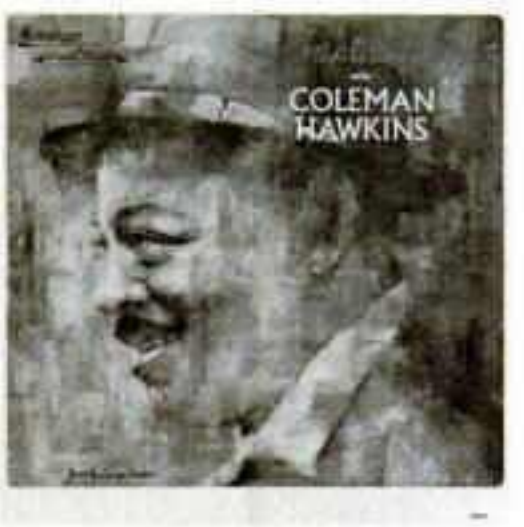
Broadway show scores have been fair game, especially for jazzmen this season. The Buddy Hackett vehicle is enjoying financial success and appears destined for a healthy run. Scott, with pianist Legrand in tow, romp through the cheerful Lawrence-Freeman score. Guitarist Mundell Lowe is at his best, as are Don Payne and Mickey Roker.



POP SPOTLIGHT
CAROLI

Carol Ventura. Prestige PR 7358 (M); PR 7358 (S)

Here's a singer to watch. After a start a few years ago as a rock 'n' roller, Carol now seems to have developed a pattern that makes her a singer of high style. Working with arrangements by Benny Golson, Miss Ventura has come forth with a set of unusual quality.



JAZZ SPOTLIGHT
MEDITATIONS

Coleman Hawkins. Mainstream 56037 (M); S/6037 (S)

A great one for the archives of jazz collectors. Hawkins, backed by such illustrious jazz greats as Cootie Williams, Art Tatum, Roy Eldridge, Big Sid Catlett, Benny Carter, to name a few, offer their unforgettable performances of "I Surrender Dear," "My Ideal" and "Mop Mop."



POP SPOTLIGHT
MUSIC TO READ JAMES BOND BY

Various Artists. United Artists UAS 3415 (M); UAS 6415 (S)

And fine reading it is too! U.A.'s musical giants Ferrante and Teicher, John Barry, Perez Prado, Al Caiola, Shirley Bassey, LeRoy Holmes and others offer exciting renditions of the stimulating Bond scores. Selections include "The James Bond Theme," "Goldfinger," "From Russia With Love."



CLASSICAL SPOTLIGHT
BEETHOVEN: PIANO SONATAS, OPUS. 10, COMPLETE

Glenn Gould. Columbia ML 6086 (M); MS 6686 (S)

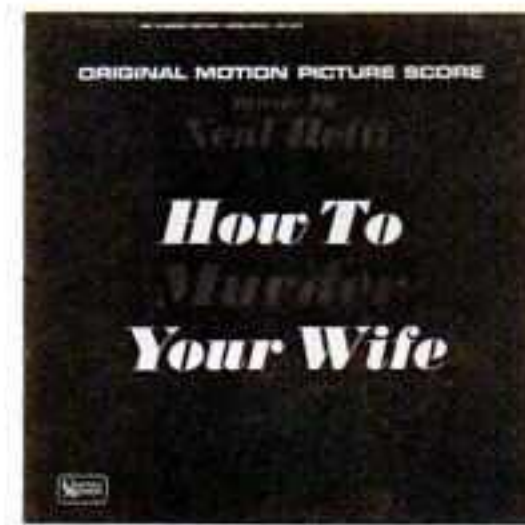
Glenn Gould is fast becoming one of the most controversial figures among performing talents. His many eccentricities have won a large public for the young pianist. Here he plays sonatas 3, 6 and 7, three of the lesser recorded, with dash and brilliance.



CLASSICAL SPOTLIGHT
HOROWITZ PLAYS SCARLATTI

Vladimir Horowitz. Columbia ML 6058 (M)

The blending of two majestic names, Horowitz and Scarlatti, puts this in the best seller category right from the start. Horowitz's pianistic virtuosity hits new highs as he delineates the works of this 18th century composer for a 20th-century audience.



SOUNDTRACK SPOTLIGHT
HOW TO MURDER YOUR WIFE

Soundtrack. United Artists UAL 4119 (M); UAS 5119 (S)

The film is a box-office success and should no doubt be one of the giant money-makers of the season. Hefti has come up with a savory, pop-jazz performance of the score. Excellent listening, whether one has seen the film or not.



SPIRITUAL SPOTLIGHT
AMEN!

The Staple Singers. Epic LN 24132 (M); BN 26132 (S)

The Staple Singers' spiritual style is packed with sincerity and emotion. This set brings to the fore some of the more famous spiritual songs and the group delivers them with a rousing reverence.



COMEDY SPOTLIGHT
VAUGHN MEADER SAYS

"IF THE SHOE FITS" Verve V-15050 (M)

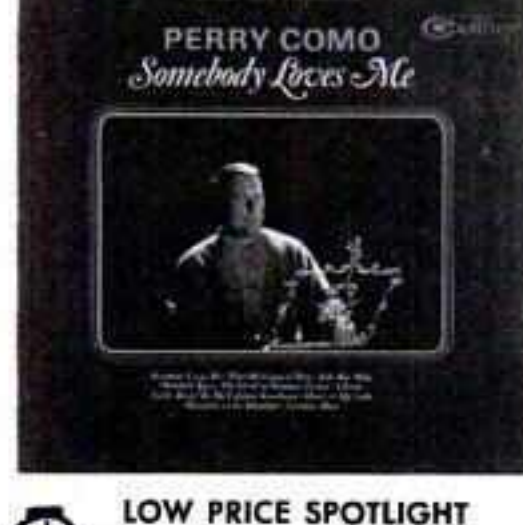
Meader carries the ball on all of the very funny comedy bits with ace backing and line support from Renee Taylor and Reni Santoni. The team works well together and they make the routines come off like clockwork.



SPOKEN WORD SPOTLIGHT
I CAN HEAR IT NOW

Winston Churchill. Columbia KOL 7000 (M)

Another fine addition to the Churchill catalog, the Churchillian excerpts and bits of vocal history, including the voices of Franklin Roosevelt, Dwight Eisenhower and Neville Chamberlain, are all well woven by the narration of Edward R. Murrow. The package includes a special text and photos by John Beavan.



LOW PRICE SPOTLIGHT
SOMEBODY LOVES ME

Perry Como. RCA Camden CAL 858 (M); CAS 858 (e) (S)

The budget-line buyers will find this one hard to resist. The accent is on the romantic mood, which Como plays for all he's got but there are also some bright rhythmic numbers in which he excels, too.

BREAKOUT ALBUMS

★ **NATIONAL BREAKOUTS**

NO NATIONAL BREAKOUTS THIS WEEK

★ **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.

BIZET: CARMEN . . .
Maria Callas, Angel CLX 3650 (M); SCLX 3650 (S)

FERRY CROSS THE MERSEY . . .
Soundtrack, United Artists UAL 3387 (M); UAS 6387 (S)

TEEN BEAT '65 . . .
Sandy Nelson, Imperial LP 9278 (M); LP 12278 (S)

COMMAND PERFORMANCE . . .
Jan & Dean, Liberty LRP 3403 (M); LST 7403 (S)

I'LL BE THERE . . .
Gerry & the Pacemakers, Laurie LLP 2030 (M); SLP 2030 (S)

HOW SWEET IT IS TO BE LOVED BY YOU . . .
Marvin Gaye, Tamla TM 258 (M); TMS 258 (S)

JAZZ IMPRESSIONS OF NEW YORK . . .
Dave Brubeck Quartet, Columbia CL 2275 (M); CS 9075 (S)

SEVEN LETTERS . . .
Ben E. King, Atco 174 (M); SD 174 (S)

THEMES FROM THE JAMES BOND THRILLERS . . .
Roland Shaw & His Ork, London LL 3412 (M); PS 412 (S)

GENE PITNEY'S BIG SIXTEEN, VOL. 2 . . .
Musicor MM 2043 (M); MS 3043 (S)

GOLDFINGER AND OTHER GREAT MOVIE THEMES . . .
Jack LaForge, Regina R 139 (M); RS 319 (S)

THE HULLABALLOOS . . .
Roulette R 25297 (M); SR 25297 (S)

MUSIC TO READ JAMES BOND BY . . .
Various Artists, United Artists UAL 3415 (M); UAS 6415 (S)

THE NAME GAME . . .
Shirley Ellis, Congress CGL 3003 (M); (No Stereo)

THIS IS DAMITA JO . . .
Epic LN 24131 (M); BN 26131 (S)

TWANGIN' GOLDEN HITS . . .
Duane Eddy, RCA Victor LPM 2993 (M); LSP 2993 (S)

THOU SHALT NOT STEAL . . .
Dick & Deedee, Warner Bros. W 1586 (M); WS 1586 (S)

OUR SHINING HOUR . . .
Sammy Davis/Count Basie, Verve V 8605 (M); V6-8605 (S)

(continued)

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NEXT**

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climbing
all charts

**Jimmy
Witherspoon**



• ALBUM REVIEWS

• Continued from page 34



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

LOST . . . AND ALONE
Don Francks. Kapp KL 1417 (M); KS 3417 (S)

JONI JAMES—BOSSA NOVA STYLE
MGM E 4286 (M); SE 4286 (S)

WHISKY A'GO-GO PRESENTS BILLY LEE RILEY
Mercury MG 20985 (M); SR 60985 (S)

THE NEW BAND OF SPIKE JONES PLAYS HANK WILLIAMS HITS
Liberty LRP 3401 (M); LST 7401 (S)

BEFORE AND AFTER
The Fleetwoods. Dolton BLP 2030 (M); BST 8030 (S)

IT'S A SMALL WORLD
Leroy Holmes Children's Chorus. United Artists UAL 3413 (M); UAS 6413 (S)

AND NOW I SING!
Chita Rivera. Seeco SCLP 92580 (S)

LITTLE RICHARD—HIS GREATEST HITS
Vee Jay VJ 1124 (M)

WORLD WAR I
Morton Gould. RCA Victor LM 2791 (M); LSC 2791 (S)

CORCOVADO TRUMPETS
Vic Schoen. Mainstream 56036 (M); S/6036 (S)

THE WONDERFUL WORLD OF MOTION PICTURES
Various Artists. United Artists UAL 3392 (M); UAS 6392 (S)

MOTION PICTURE THEMES ON THE MARCH
Paul Lavalle and the Band of America. RCA Victor LPM 3304 (M); LSP 3304 (S)

LOW PRICE POPULAR

DOROTHY COLLINS
Vocalion VL 3724 (M)

THE BUDDIES AND THE COMPACTS
Mercury Wing MGW 12293 (M); SRW 16293 (S)

COUNTRY

WE REMEMBER JIM
Jim Reeves' Blue Boys. RCA Victor LPM 3331 (M); LSP 3331 (S)

LOW PRICE COUNTRY

I DON'T HURT ANYMORE AND OTHER COUNTRY FAVORITES
Living Voices. RCA Camden CAL 860 (M); CAS 860 (S)

CLASSICAL

TELEMANN: THE PASSION ACCORDING TO MARK
Various Artists. Philips PHM 2-530 (M); PHS 2-930 (S)

COPLAND: LINCOLN PORTRAIT; OTHERS
Philadelphia Orchestra (Ormandy). Columbia ML 6084 (M); MS 6684 (S)

CHARPENTIER: MUSIC FOR PORT-ROYAL
Andre Vessieres, Bass; Instrumental and Vocal Ensemble (Blanchard). Nonesuch H 1040 (M); H 71040 (S)

ERKEL: BANK BAN
Various Artists. Bruno BR 23016-17L (M)

KODALY: JANOS HARY (2-12")
Bruno BR 23018-19L

LOW PRICE CLASSICAL

COUPERIN: LES FASTES DE LA GRANDE ET ANCIENNE MENESTRANDISE
Almee Van De Wiele, Harpsichord. Nonesuch H 1037 (M); H 71037 (S)

JAZZ

JAZZ ORIENT-ED
Eddie Bonnemere. Prestige PR 7354 (M); PR 7354 (S)

SITTIN' IN
Chu Berry. Mainstream 56038 (M); S/6038 (S)

Triton Label Formed

HOLLYWOOD—Triton Records has been formed to develop Top 40 material. Owner is Bill Hughes, former vice-president of Crusader Records. Hughes is seeking artists and masters. His office is at 1680 North Vine. Hughes' two publishing interests are Neptune (BMI) and Nerid (ASCAP). His partner in both publishing companies is Frank Roman.

FOLK

HARD TRAVELIN'
Woody Guthrie. Disc D 110 (M)

OLD TIME MUSIC
The New Lost City Ramblers. Disc D 114 (M)

SPIRITUAL

IT TOOK A MIRACLE
The Banks Brothers & the Greater Harvest Baptist Church Choir. Savoy BG 14102

SACRED SPOKEN WORD

THEY HAD A THING GOING ON
Rev. Edmond Blair. Mayo-Simpson SS 3 (M)

LOW PRICE CHILDREN'S

WALT DISNEY PRESENTS BEST OF BROADWAY
Various Artists. Disneyland DQ 1267 (M)

WALT DISNEY PRESENTS PECOS BILL AND OTHER STORIES IN SONG
Fess Parker. Disneyland DQ 1269 (M)

NEW ALBUM RELEASES

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

AUDIO SPECTRUM

BUDDY COLE—Hits From Golden Age of the Dance Bands; SAS 603

U. S. REGIMENTAL FIELD BAND—Sousa Marches; SAS 604

MONTY KELLY ORCH. WITH BUDDY COLE—Pipe Organ Plus; SAS 601

GEORGE MONTALBA—The Best of American Theatre; SAS 602

AVOCA

FINTAN LALOR PIPE BAND—Bagpipe Music of the Gaels; AV 150

WILLIE BRADY—If You're Irish! AV 151

BLUE NOTE

DONALD BYRD—I'm Tryin' to Get Home; 4188

BRUNO

VARIOUS ARTISTS—Tchaikovsky: Pique Dame; BR 23004-6L

VARIOUS ARTISTS—Requested From Warsaw; BR 50203

BACH: CONTATAS NO. 111 & NO. 51—Thomaner Chorus & Gewandhaus Orch. (Thomas); BR 23034L, SBR 32015L

CAEDMON

VARIOUS ARTISTS—Shaw: Caesar & Cleopatra; TRS 3045

CAPITOL

SIR WINSTON CHURCHILL—A Selection From His Famous Wartime Speeches; TBO 2192

VARIOUS ARTISTS—Brasil '65; T 2294, ST 2294

COLUMBIA

EDDIE HARRIS—Cool Sax From Hollywood to Broadway; CL 2295, CS 9095

THELONIOUS MONK—Monk; CL 2291, CS 9091



THREE-STAR ALBUMS

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

POPULAR

OFF AND RUNNING
Vito Mamone Trio. Avernus ALP 101

EVENING IN THE ISLANDS
Malle Serenaders. Warner Bros. W 1584 (M); WS 1584 (S)

GATHER YE ROSEBUDS
Various Artists. Golden Crest CR 31010 (M)

LOW PRICE POPULAR

DANCING 'ROUND THE WORLD
Jack Dorsey & His Top Rank Dance Ork. Mercury Wing MGW 12294 (M); SRW 16294 (S)

LOW PRICE CLASSICAL

WALT DISNEY PRESENTS FAMOUS ARIAS FROM "CARMEN"
Various Artists. Disneyland DQ 1265 (M)

WALT DISNEY PRESENTS FAMOUS ARIAS FROM "AIDA"
Various Artists. Disneyland DQ 1266 (M)

JAZZ

LENINGRAD JAZZ FESTIVAL
Golstain-Nosov Quintet & Yusef Wainstrin Ork. Vee Jay VJ 2504 (M)

SPOKEN WORD

UNDERSTANDING AND APPRECIATION OF SHAKESPEARE
Morris Schreiber. Folkways FL 9124 (M)

WINSTON CHURCHILL—I Can Hear It Now; KOL 7000

VARIOUS ARTISTS—The Original Sound of "The Twenties"; C3L 35

RAY CONNIFF, HIS ORCH. & CHORUS—Friendly Persuasion; CL 2210, CS 9010

MONGO SANTAMARIA—El Pussy Cat; CL 2298, CS 9098

MARTY ROBBINS—Turn the Lights Down Low; CL 2304, CS 9104

KIRBY GRIFFIN—Great Songs of the '60's; CL 2290, CS 9090

ANDRE PREVIN—The Popular Previn; CL 2294, CS 9094

CBS TV PRODUCTION—Cinderella; OL 6330, OS 2730

COMMAND

LEE EVANS . . . Plays the Best in "Pops"; RS 878, RS 878 SD

CONSOLE

GEORGE BROADBENT—Old Fashioned Hymns; CM 5004

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CONTINENTAL

YURI YAMAMOTO—Japan—Yesterday and Today; CST 2013
THE FOLK SINGERS OF WASHINGTON SQUARE; CST 2010

CORAL

PHIL REGAN—When Irish Eyes Are Smiling CRL 57459, CRL 757459
MICHAEL COLEMAN/THE McNULTY FAMILY—Irish Dance Party; CRL 57464

DCP

LITTLE ANTHONY & THE IMPERIALS—Goin' Out of My Head; DCL 3808, DCS 6808
VARIOUS ARTISTS—The Monster Album; GCS 6805
DON COSTA—Themes From the Umbrellas of Cherbourg; DCS 6806
Who Is DONNA FULLER; DCS 6807

DECCA

THE SURFARIS—Hit City '65; DL 4614, DL 74614
EARL GRANT—Trade Winds; DL 4623, DL 74623
LORETTA LYNN—Songs From My Heart; DL 4620, DL 74620
KITTY WELLS—Burning Memories; DL 4612, DL 74612
BRENDA LEE—Top Teen Hits; DL 4626, DL 74626
BURL IVES—My Gal Sal and Other Favorites; DL 4608, DL 74608
WEBB PIERCE—Memory #1; DL 4604, DL 74604
RANDY BOONE AND ROBERTA SHORE—The Virginian; DL 4619, DL 74619
WILBURN BROTHERS—Country Gold; DL 4615, DL 74615
QUARTETTE TREA BIEN—Spring Into Spring; DL 4617, DL 74617
PAGANNI: VIOLIN CONCERTO NO. 2/
SAINT-SAENS: VIOLIN CONCERTO NO. 1
—Ricci/Cincinnati Symphony Orch.
(Rudolf); DL 10106, DL 710106
DON COSSACK CHORUS/SERGE JAROFF,
conductor—On the River Don; DL 10105, DL 710105

FANTASY

VINCE GUARALDI & BOLA SETE—From All Sides; 3362, 8362
PAUL BRYANT—Groove Time, 3363, 8363

FOLKWAYS

THE PHIPPS FAMILY; FA 2375
VARIOUS ARTISTS—The Story of Greenwood, Mississippi; FD 5593
JAY ROBINSON—Shakespeare: Richard 111; FL 9874
PROFESSOR ERIC BAUER & MISS BRIGITT SCHAIDNAGL—The German Ballads/The Classical Age; FL 9918
MOVING STAR HALL & ALAN LOMAX—Sea Island Folk Festival; FS 3841
ERIC W. BAUER—Speak and Read German; FL 9210

GRECOPHON

NICK GOUNARIS—Sings His New Songs of Greece; GR 303, GRS 303

HOLLIDAY

Two Shades of BUD GREEN; HOLP 1001

JAY JAY

THE BELL HOPS—Polka Hops; 1084
AL GREBNIK—Czech Polka Spectacular; 1085
SAM & HIS BAND—Polkas Slovenian; 1083
SYL RUTKESKI & HIS BAND—Polkas From the East; 1082

LONDON

VARIOUS ARTISTS—'65 San Remo Festival—The 12 Winning Songs; TW 91372
SOUNDTRACK—Slave Trade in the World Today; M 76006
LUIGI ALVA—A program of Popular Spanish and Latin American Songs; 5868, OS 25868
FRANK CHACKSFIELD & HIS ORCH.—The First Hits of 1965; LL 3416, PS 416
MANTOVANI—Greensleeves; LL 570
MANTOVANI—Strauss Waltzes; LL 685, PS 118
MANTOVANI—Some Enchanted Evening; LL 766
MANTOVANI—An Album of Favorite Tangos; LL 768
MANTOVANI—Romantic Melodies; LL 979
MANTOVANI—Charmaine; LL 1094
MANTOVANI—Songs Hits From Theatreland; LL 1219, PS 125
MANTOVANI—Lonely Ballerina; LL 1259
MANTOVANI—Gershwin Rhapsody in Blue & Concerto in F; LL 1262
MANTOVANI—Operatic Arias; LL 1331
MANTOVANI—Candlelight; LL 1502
MANTOVANI—Music From the Films; LL 1513, PS 112
MANTOVANI—Plays Music From the Ballet; LL 1525
MANTOVANI—Film Encores, Vol. 1; LL 1700, PS 124
MANTOVANI—The World's Favorite Love Songs; LL 1748
MANTOVANI—Concert Encores; LL 3004, PS 133

MERCURY

BOBBY SCOTT QUARTET WITH MICHEL LEGRAND—I Had a Ball; MG 20995, SR 60995

MONITOR

YULYA SINGS KALINKA & Other Russian Folk Songs; MF 422
FERNANDA MARIA Sings Fadista; MF 425
OLGA PAVLOVA Sings Ukrainian Songs; MF 426
A Philippine Christmas with BAYANIHAN; NF 427
BAYANIHAN On Tour; MF 428
JACQUES DUVALIAN—Evenings in Erevan; MF 429

ARIRANG—Korean Song & Dance Ensemble; MF 430

MARIA LUISA BUCHINO & LOS AQUILILLOS TRIO—Mexicol; MF 431
FESTA ITALIANA; MF 433
BOLEK Sings Polish Favorites; MF 435
Christmas in Portugal; MF 437
THE KASZOWSKI BROTHERS—Let's Dance the Polka; MF 438

MOTOWN

FOUR TOPS: 622

MUSICOR

GEORGE JONES—Mr. Country & Western Music; MM 2046, MS 3046

NELBRO

NELSON BROTHERS QUARTET — May We Sing to You?; NBM 1001

PHILIPS

USTINOV, COCTEAU—Soldiers' Tale; 500-046, 900-046
WOODY HERMAN—Swinging Herman Herd; 200-131, 600-131
DUSTY SPRINGFIELD — Dusty; 200-156, 600-156
NINA SIMONE — Broadway-Blues-Ballads; 200-148, 600-148
SERENDIPITY SINGERS—Take Your Shoes Off, Etc.; 200-151, 600-151

PRESTIGE

ERIC DOLPHY & BOOKER LITTLE Memorial Album; PR 7334
LUCKY THOMPSON QUARTET—Lucky Strikes; PR 7365
WILLIS JACKSON—Boss Shoutin'; PR 7329

REQUEST

AMERICO LIMA—A Great Voice Sings the Greatest Fados; RLP 8065

ROULETTE

HUGO & LUIGI CHORUS—Cascading Voices; R 25283, SR 25283

(Continued on page 39)

With quiet awe for a long-neglected near-genius, observers and critics are beginning to suspect that Thelonious Monk may be the dominant jazz musician of his time. His lifework of more than 50 compositions...his inimitable piano style are, to those who know him, a complex testimony to a swooping, spirited, enigmatic life. BMI is intensely proud of Thelonious Monk and all the many other great jazz musicians whose music we are entrusted to license for performance.

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HOT RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/20/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	MY GIRL Temptations, Gordy 7038	4	20	—	PEOPLE GET READY Impressions, ABC-Paramount 10622	1
2	2	SHAKE Sam Cooke, RCA Victor 8486	4	21	22	HE WAS REALLY SAYIN' SOMETHIN' Velvelettes, VIP 25013	4
3	3	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philles 124	4	22	23	MR. PITIFUL Otis Redding, Volt 1244	3
4	8	TWINE TIME Alvin Cash & the Crawlers, Mar-V-Lus 6002	4	23	—	STOP! IN THE NAME OF LOVE Supremes, Motown 1074	1
5	18	SHOTGUN Jr. Walker & the All Stars, Soul 35008	2	24	25	I'M OVER YOU Jan Bradley, Chess 1919	4
6	7	THE BOY FROM NEW YORK CITY Ad Libs, Blue Cat 102	4	25	26	STRAIN ON MY HEART Roscoe Shelton, Sims 217	3
7	6	HOLD WHAT YOU'VE GOT Joe Tex, Dial 4001	4	26	10	AT THE CLUB Drifters, Atlantic 2268	3
8	5	HOW SWEET IT IS (To Be Loved by You) Marvin Gaye, Tamla 54107	4	27	28	I KNOW WHY Springers, Way Out 2699	3
9	17	DON'T MESS UP A GOOD THING Fontella Bass & Bobby McClure, Checker 1097	3	28	14	THE JERK Larks, Money 106	4
10	4	THE NAME GAME Shirley Ellis, Congress 230	4	29	30	NO FAITH, NO LOVE Mitty Collier, Chess 1918	4
11	15	HURT SO BAD Little Anthony & the Imperials, DCP 1128	3	30	16	SEVEN LETTERS Ben E. King, Atco 6328	4
12	12	I WANNA BE (Your Everything) Manhattans, Carnival 507	4	31	31	LET HER LOVE ME Otis Leavill, Blue Rock 4002	3
13	9	A CHANGE IS GONNA COME Sam Cooke, RCA Victor 8486	4	32	34	FLY ME TO THE MOON LaVern Baker, Atlantic 2267	2
14	11	THE "IN" CROWD Dobie Gray, Charger 105	4	33	—	YOU BETTER GET IT Joe Tex, Dial 4003	1
15	24	ASK THE LONELY Four Tops, Motown 1073	3	34	37	TIME WAITS FOR NO ONE Eddie & Ernie, Eastern 602	3
16	13	SOMETIMES I WONDER Major Lance, Okeh 7209	4	35	35	I LOVE YOU BABY Dottie & Ray, LeSage 701	2
17	20	DON'T ANSWER THE DOOR Jimmy Johnson, Magnum 719	3	36	36	I DO LOVE YOU Billy Stewart, Chess 1922	3
18	19	THAT'S HOW STRONG MY LOVE IS Otis Redding, Volt 124	4	37	32	I FOUND A LOVE, OH WHAT A LOVE Jo Ann & Troy, Atlantic 2256	3
19	21	I WANT YOU TO HAVE EVERYTHING Lee Rogers, D-Town 1035	4	38	—	IT'S GONNA BE ALRIGHT Maxine Brown, Wand 173	1
				39	—	WE ARE IN LOVE Bobby Byrd, Smash 1964	1
				40	—	HOW DO YOU QUIT (Someone You Love) Carla Thomas, Atlantic 2272	1

NEW ACTION R & B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.

<p>WE CAN'T BELIEVE YOU'RE GONE Bobby Harris, Atlantic 2270</p> <p>MY SMILE IS JUST A FROWN (TURNED UPSIDE DOWN) Carolyn Crawford, Motown 1064</p> <p>IT'S BETTER TO HAVE IT Barbara Lynn, Jamie 1292</p> <p>DON'T WAIT TOO LONG Betty Swann, Money 108</p> <p>CRY b/w TEARDROPS FROM MY EYES Ray Charles, ABC-Paramount 10615</p> <p>SHE'S GONE Nolan Chance, Constellation 144</p> <p>DANNY BOY Jackie Wilson, Brunswick 55277</p> <p>GIRLS HAVE FEELINGS TOO Barbara Mason, Arctic 102</p>	<p>DO-DO DO BAH-AH Bert Keyes, Clock 1048</p> <p>THE BIRDS AND THE BEES Jewel Akens, Era 3141</p> <p>THE WORST THING IN MY LIFE B. B. King, Kent 415</p> <p>TEASIN' YOU Willie Tee, Atlantic 708</p> <p>POOR UNFORTUNATE ME J. J. Barnes, Ring 101</p> <p>RUN MY HEART Baby Washington, Sue 119</p> <p>I'VE BEEN TRYING Impressions, ABC-Paramount 10622</p>
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TOP R&B JOCKEYS'S PICK-OF-THE-WEEK

<p>E. RODNEY JONES, WYON, Chicago "Shotgun," Jr. Walker & the All Stars, Soul 35008 LP—"B. B. King at Regal Theater," ABC-Paramount ABC 509 (M); ABCS 509 (S). Station Pick: "Do You Wanna Dance," L. C. Cook, Destination</p> <p>ERNIE DURHAM, WJLB, Detroit "You Better Get It," Joe Tex, Dial 4003 "We Are in Love," Bobby Byrd, Smash 1964 LP—"Four Tops," Motown 622 (M)</p> <p>GEORGE HUDSON, WNJR, Newark, N. J. "Ttop! In the Name of Love," Supremes, Motown 1074 LP—"Intimately Yours," Arthur Prysock, Old Town LP 2008 (M); LP 2008 (S)</p> <p>JACK WALKER, WLIB, New York "Stop! In the Name of Love," Supremes, Motown 1074 "Little Sally Walker," Rufus Thomas, Stax 167 LP—"Sensitive Sound of Dionne Warwick," Scepter 528 (M)</p> <p>AL JEFFERSON, WWIN, Baltimore "You Don't Miss a Good Thing," Irma Thomas, Imperial LP—"Nobody But Lou," Lou Rawls, Capitol T 2273 (M); ST 2273 (S)</p> <p>GENE NOBLES, WLAC, Nashville "You Better Get It," Joe Tex, Dial 4003 "Baby Walk," Rufus Thomas, Stax 167</p>	<p>BOB KING, WOOK, Washington "Ask the Lonely," Four Tops, Motown 1073 "Stop! In the Name of Love," Supremes, Motown 1074 "Let's Twine," Dee Dee Sharp, Cameo 357 LP—"Sensitive Sound of Dionne Warwick," Scepter 528 (M)</p> <p>GENE POTTS, WGIV, Charlotte "People Get Ready," Impressions, ABC-Paramount 10622 "How Do You Quit (Someone You Love)," Carla Thomas, Atlantic 2272 LP—"Funny (How the Time Slips Away)," Joe Hinton, Back Beat BLP 60 (M)</p> <p>CHUCK MOORE, KPMS, Kansas City, Mo. "You Got What It Takes," Joe Tex, Dial 4003 "I'm Comin' Home," Olympics, LOMA 2010 LP—"Billy Preston (The Most Exciting Organ Ever)," Vee Jay VJ 1123 (M)</p> <p>PEE WEE HARRIS, WABY, Albany, Schenectady, Troy, N. Y. "Shotgun," Jr. Walker & the All Stars, Soul 35008 "That's How Strong My Love Is," Otis Redding, Volt 124 LP—"Hold What You've Got," Joe Tex, Atlantic LP 8106 (M); SD 8106 (S) "How Sweet It Is to Be Loved by You," Marvin Gaye, Tamla TM 258 (M); (No Stereo)</p> <p>BOB McKEE, WAOK, Atlanta "Big Chief," Professor Longhair, Watch 1900 LP—"Hold What You've Got," Joe Tex, Atlantic LP 8106</p>
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HOT R&B LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	SAM COOKE AT THE COPA, RCA Victor LPM 2970 (M); LSP 2970 (S)...	4
2	2	HOLD WHAT YOU'VE GOT, Joe Tex, Atlantic LP 8106 (M); SD 8106 (S)	4
3	3	WHERE DID OUR LOVE GO, Supremes, Motown MT 621 (M); S 621 (S)	4
4	4	SHAKE, Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S).....	2
5	10	HOW SWEET IT IS TO BE LOVED BY YOU, Marvin Gaye, Tamla TM 258 (M); (No Stereo)	2
6	6	THE NANCY WILSON SHOW! Capitol KAO 2136 (M); SKAO 2136 (S)...	3
7	7	A BIT OF LIVERPOOL, Supremes, Motown MLP 623 (M); SLP 623 (S)	4
8	9	GOIN' OUT OF MY HEAD, Little Anthony & the Imperials, DCP DCL 3808 (M); DCS 6808 (S)	2
9	5	THE BEST OF SAM COOKE, RCA Victor LPM 2625 (M); LSP 2625 (S)...	4
10	8	THE IKE & TINA TURNER SHOW... LIVE, Warner Bros. W 1579 (M); WS 1579 (S)	3

HOT SPIRITUAL SINGLES

1. PEACE, BE STILL James Cleveland, Savoy 4217
2. WAITING FOR MY CHILD Consolers, Nashboro 800
3. MORE THAN A HAMMER AND NAIL Staple Singers, Epic 9748
4. I'LL GO Mighty Clouds of Joy, Peacock 3025
5. PRAY FOR ME Little Abraham Swanson, King 5884

HOT SPIRITUAL LP's

1. PEACE, BE STILL, VOL. 3 James Cleveland, Savoy MG 14076
2. HEAVEN, THAT WILL BE GOOD ENOUGH FOR ME James Cleveland, Savoy MG 14103
3. ON THE BANKS OF JORDAN, VOL. 4 James Cleveland, Savoy MG 14096
4. SOUL STIRRERS WITH SAM COOKE Specialty 2106
5. WALK AROUND HEAVEN ALL DAY Caravans, Vee Jay 5058



CHUCK JACKSON, Wand recording star, re-signed his exclusive pact with the label last week. Looking on, standing left to right, are Marvin Schlacter, national sales manager for the label; Paul Canter, Wand Management Corporation, and Florence Greenberg, seated, president of the label.

**JOIN UP
JOIN IN**
SUPPORT YOUR  RED CROSS

NEW ALBUM RELEASES

• Continued from page 37

KENNY GARDNER—Songs I Sang With Guy Lombardo; R 25282, SR 25282
KIM CARDELL—I Sing in a Pub; R 25284, SR 25284
VARIOUS ARTISTS—20 Original Winners of 1964; R 25293
THE HULLABALLOOS; R 25297, SR 25297

SUPREME

CARL E. OLIVEBRING—I Sing With Joy and Gladness; SM 1028
HELENE LANDRUM—His Love Is in My Heart; SM 1012

SWA-RAY

JIMMY PELHAM . . . Calling Prez Collect; SR 1002

TAMLA

MARVIN GAYE—How Sweet It Is to Be Loved by You; 258

UNITED STATES

GEORGE JONES—Trouble in the Wind; UAL 3408, UAS 6408
VARIOUS ARTISTS—Full House; UAL 3414, UAS 6414
VARIOUS ARTISTS—The Wonderful World of Motion Pictures; UAL 3392, UAS 6392
LEROY HOLMES CHILDREN'S CHORUS—It's a Small World; UAL 3413, UAS 6413
FAMOUS THEATRE COMPANY & THE HOLLYWOOD STUDIO ORCH.—Baron Munchausen; UAC 11046
FAMOUS THEATRE COMPANY & THE HOLLYWOOD STUDIO ORCH.—The Story of the Old Testament as Told to Young People, Part 2; UAL 11031
FAMOUS THEATRE COMPANY & THE HOLLYWOOD STUDIO ORCH.—Brave Little Tailor; UAL 11047
VARIOUS ARTISTS—Beauty & the Beast; UAC 11045
MIKE CLIFFORD—For the Love of Mike; UAL 3409, UAS 6409
FERRANTE & TEICHER—Springtime; UAL 3406, UAS 6406
JAN PEARCE—Concert at Carnegie Hall; UAL 3412, UAS 6412
PEREZ PRADO—Lights! Action! Pradol; UAL 3394, UAS 6394
TITO RODRIGUEZ—Tito Tito Tito; UAL 3411, UAS 6411
DICK RUEDEBUSCH—Happy Horn; AM 13017, ALS 16017
SOUNDTRACK—How to Murder Your Wife; UAL 4119, UAS 5119
VARIOUS ARTISTS—Music to Read James Bond By; UAL 3415, UAS 6415
SOUNDTRACK—Ferry Across the Mersey; UAL 3387, UAS 6387
SIR PULIAN—Organ in Orbit; UAL 3334, UAS 6334
PETER BENNETT—The Melodies of 50 Beautiful Hymns; UAL 3393, UAS 6393
LA PLAYA SEXTET—Sil Sil La Playal; UAL 3410, UAS 6410
ALCAIOLA—Guitar for Lovers; UAL 3403, UAS 6403

VEE JAY

GIANTS OF THE SAXOPHONES—Leonard Feather's Encyclopedia of Jazz/Jazz of the 60's, Vol. 1; VJ 2501
THE HIGHWAY QCS Sing From the Top of the Hill; VJLP 5071

VEGA

SOUNDTRACK—One Naked Night; VLP 2002

VERVE

JOHNNY HODGES/WILD BILL DAVIS—Blue Rabbit; V 8599, V6-8599
GARY McFARLAND—Soft Samba; V 8603, V6-8603
SAMMY DAVIS/COUNT BASIE—Our Shining Hour; V 8605, V6-8605
ELLA FITZGERALD—Ella at Juan-Les-Pins; V 4065, V6 4065
VAUGHN MEADER Says "If the Shoe Fits"; V 15050

VOCALION

KENNY BASS & HIS ORCH.—Dancing Doll Polka; VL 3707, VL 73707
DOROTHY COLLINS; VL 3724
JUSTIN TUBB; VL 3741

WAND

THE KINGSMEN, VOL. 3; 662, S 662

WARNER BROS.

The Golden Guitar of BILLY BYRD; W 1576, WS 1576
JIMMY DURANTE'S Way Of Life; W 1577, WS 1577
EVERLY BROS.—Gone, Gone, Gone; W 1585, WS 1585
LONDONDERRY STRINGS—The Liverpool Song Book; W 1580, WS 1580
MAILE SERENADERS—Evening in The Islands; W 1584, WS 1584
PAUL SYKES—Candy Man; W 1583, WS 1583
The IKE & TINA TURNER Show—Live; W 1579, WS 1579

PETULA CLARK—Downtown; W 1590, WS 1590
DICK & DEEDEE—Thou Shalt Not Steal; W 1586, WS 1586
The Fantastic and Exciting Debut of MARILYN MICHAELS; W 1582, WS 1582

WESTMINSTER

BADURA-SKODA Plays Haydn; Sonata 20, C Minor; 19077, 17077
Scherchen Conducts SCHUMANN'S MANFRED—Vienna Academy Chamber Choir Vienna Radio Orch. (Scherchen); 19088, 17088
J. S. BACH: THE MUSICAL OFFERING—European String Quartet (Scherchen); 19089, 17089
MOZART: WORKS FOR ORGAN & ORCH., VOL. 1—Chamber Orch. of Jean-Francois Paillard; 19090, 17090
MOZART: WORKS FOR ORGAN & ORCH., VOL. 2—Chamber Orch. of Jean-Francois Paillard; 19091, 17091
STICH-RANDALL Sings Handel/Mozart/Schubert; 19092, 17092
BRAMMS: HUNGARIAN DANCES—Gerle (violin), Shefler (piano); 19093, 17093
HAYDN: QUARTETS OP. 54 (complete); 19094, 17094
BUXTEHUDE: COMPLETE ORGAN WORKS, VOL. 6—Aif Linder (organ); 9339
MONTEVERDI: LAGRIME D'AMANTE AL SEPOLCRO DELL'AMATA—Masterwork Chorus (Randolph); 9622
BEETHOVEN: GROSSE FUGE, B FLAT OP. 113—English Baroque Orch. (Scherchen)/Septet E Flat Op. 20—Vienna Philharmonic Wind Group; 9711
BADURA-SKODA Plays Haydn; 19077, 17077
Scherchen Conducts Schumann's Manfred—Vienna Academy Chamber Choir, Vienna Radio Orch. (Hermges); 19088, 17088
J. S. BACH: THE MUSICAL OFFERING—European String Quartet (Scherchen); 19089, 17089
MOZART: WORKS FOR ORGAN & ORCH., VOL. 1—Chamber Orch. of Jean-Francois Paillard; 19090, 17091
STICH-RANDALL Sings Handel/Mozart/Schubert; 19092, 17092
BRAMMS—Hungarian Dances; 19093; 17093
HAYDN: QUARTETS OP. 54; 19094, 17094
BUXTEHUDE: COMPLETE ORGAN WORKS, VOL. 6; 9339
MONTEVERDI: LAGRIME D'AMANTE AL SEPOLCRO DELL'AMATA SCHULTZ—Masterwork Chorus (Randolph); 9622
BEETHOVEN: GROSSE FUGE B FLAT OP. 133; 9711

CMA Adds 27 Members

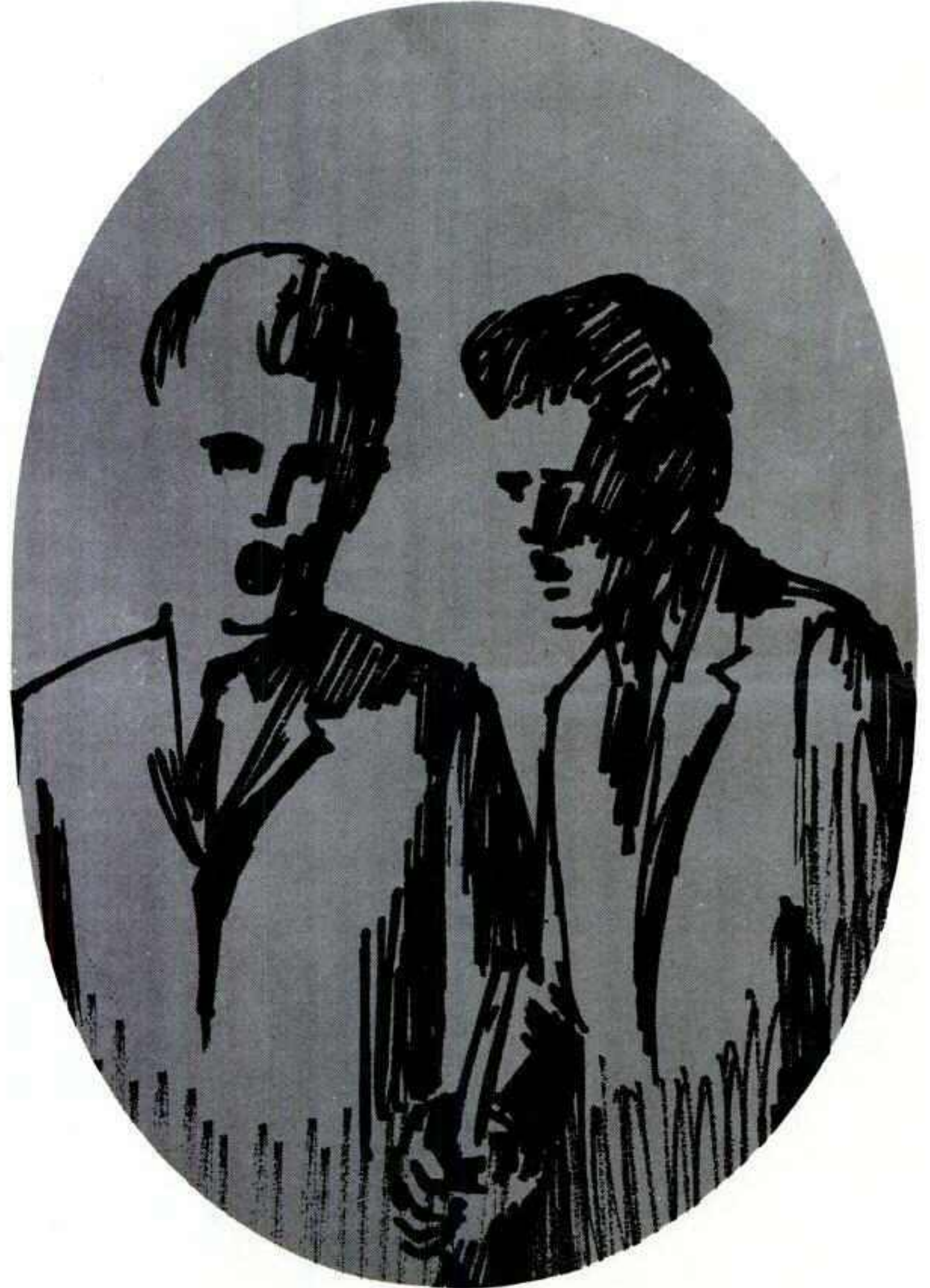
CINCINNATI — Mrs. Jo Walker, executive secretary of the Country Music Association, with headquarters in Nashville, last week announced the addition of 27 new members to the association's membership ranks, bringing the over-all total to more than 1,500. Some 200 new members have been added in the last three months.

Those issued CMA memberships last week were: Jim Boyd, Phoenix, Ariz.; Stew Carnell, Hollywood; Laurie Collins, Thousand Oaks, Calif.; Ed Gregory, Radcliff, Ky.; John D. Johnson, Tacoma, Wash.; John E. Price, Dallas; Tom Segroves, Shelbyville, Tenn.; Gary Williams, Spokane, Wash.; Pinky Herman, Yonkers, N. Y.; F. Barry Lehlbach, Vance A.F.B., Oklahoma; Richard B. Gregory, Nashville; Carl E. Thomas, Nashville; Harris Gilbert, Nashville; Gary L. Shore, Pittsburgh; Bill Blake, Wood River, Ill.; Joyce Moore, Nashville; Harry W. Noble, Waukesha, Wis.; John F. Frye, Detroit; Al Johnson, Savannah, Ill.; T. Texas Tyler, Covina, Calif.; Dewey Bergman, New York; Peter Kuykendall, Falls Church, Va.; Robert J. Maickel, Riverhead, N. Y.; Ray Black, Stanley, N. C.; Bob Connors, Pittsburgh; Leona F. Farler, Commerce City, Okla., and Jack Brown, Nashville.

Wm. B. Tapes to GI's

NEW YORK — William B. Williams' WNEW show will be aired in Viet Nam by special tapes sent at the request of an infantry officer who wrote expressing how much he and other New Yorkers missed this show. Program director Varner Paulsen immediately dispatched tapes of the show to the troops.

Every so often
a record comes along
which evokes the comment
"Why didn't I think of that?"



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RAMBLIN' LOU (left), deejay at WWOL, Buffalo, and prominent country music promoter in the Buffalo and Niagara Falls sector, snapped here with his wife-assistant Joan, and Buck Owens, who with his Buckeroos played to SRO business in three performances on a recent Ramblin' Lou promotion in Niagara Falls, N. Y. Lou's next promotion is at Fire Hall, Pembroke, N. Y., Saturday (20), when David Houston and Tillman Franks will headline.

Outlook Is Bright for C&W Music in Japan, Says Pierce

NASHVILLE—Don Pierce, Starday Records president, returned last week from a month's trip through the Pacific Islands and Japan. Pierce commented on the tremendous upsurge in interest and sales for country

music in that part of the world. He said that country music seems to be the fastest growing in that area and shows the most promise for foreign sales.

In Tokyo, Pierce gave country music a shot-in-the-arm by working with Michio Matsueda, head of Starday Music and Hill & Range publishing interests in Japan, and by visiting JASRAC, the performing rights society for Japan. He also made arrangements with Kazuo Takeda, of King Record Company, to step up release of Starday products in that territory.

Pierce was interviewed by several well-known Japanese c&w personalities during his stay there. He also renewed his acquaintance with Michio Higashi, a leading c&w performer in Japan, who was a smash hit when he appeared on "Grand Ole Opry" about three years ago.

The Japanese interest in c&w music is growing considerably, says Pierce. At JASRAC, it was shown that nearly 5 per cent of Japan's record sales are in the c&w category. Japan is a growing market with purchasing power, and the outlook for c&w is bright there.

When Pierce returned to Nashville, he opened up a new office and conference room, complete with kitchen, bar, dressing room and practice putting green.

Things Look Rosier for Eddie Bond

MEMPHIS — Country music artist and deejay, Eddie Bond, who recently filed a petition in bankruptcy, said last week he has high hopes a single he just made will help solve his problems.

The disk has already led to some "Grand Ole Opry" dates next month, he said, and he is negotiating for an appearance on the Jimmy Dean and other TV shows.

The single is "Cold, Dark Waters," on the Memphis Records label. It was recorded at the Columbia studios in Nashville. Bond is backed by the Wilburn Brothers and one of the Anita Kerr singers.

The tune, ironically, was writ-

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/20/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	I'VE GOT A TIGER BY THE TAIL..... 5 Buck Owens, Capitol 5336	5	26	26	I'LL GO DOWN SWINGING.....20 Porter Wagoner, RCA Victor 8432	20
2	1	YOU'RE THE ONLY WORLD I KNOW.....15 Sonny James, Capitol 5280	15	27	40	WALK TALL..... 4 Faron Young, Mercury 72375	4
3	3	ODE TO THE LITTLE BROWN SHACK OUT BACK.....13 Billy Edd Wheeler, Kapp 617	13	28	30	WHAT MAKES A MAN WANDER?..... 6 Jan Howard, Decca 31701	6
4	4	HAPPY BIRTHDAY.....12 Loretta Lynn, Decca 31707	12	29	42	THE WISHING WELL..... 2 Hank Snow, RCA Victor 8488	2
5	5	I WON'T FORGET YOU.....13 Jim Reeves, RCA Victor 8461	13	30	32	I'LL WANDER BACK TO YOU..... 5 Earl Scott, Decca 31693	5
6	7	SITTIN' IN AN ALL NITE CAFE.....13 Warner Mack, Decca 31684	13	31	33	HALF OF THIS, HALF OF THAT.....14 Wynn Stewart, Capitol 5271	14
7	6	ONCE A DAY.....22 Connie Smith, RCA Victor 8416	22	32	39	LEAST OF ALL..... 4 George Jones, United Artists 804	4
8	8	I'LL REPOSSESS MY HEART..... 9 Kitty Wells, Decca 31705	9	33	29	CAUSE I BELIEVE IN YOU.....13 Don Gibson, RCA Victor 8456	13
9	9	IT AIN'T ME, BABE.....16 Johnny Cash, Columbia 43145	16	34	44	PASS THE BOOZE..... 9 Ernest Tubbs, Decca 31706	9
10	14	DO WHAT YOU DO DO WELL..... 6 Ned Miller, Fabor 137	6	35	35	JUST BETWEEN THE TWO OF US.....24 Merle Haggard & Bonnie Owens, Tally 181	24
11	13	TRUCK DRIVING MAN.....12 George Hamilton IV, RCA Victor 8462	12	36	36	GO CAT GO.....20 Norma Jean, RCA Victor 8433	20
12	21	THEN AND ONLY THEN..... 5 Connie Smith, RCA Victor 8489	5	37	37	THAT'S WHERE MY MONEY GOES..... 4 Webb Pierce, Decca 31704	4
13	19	(My Friends Are Gonna Be) STRANGERS. 8 Merle Haggard, Tally 179	8	38	38	LESS AND LESS.....11 Charlie Louvin, Capitol 3296	11
14	11	FOUR STRONG WINDS.....15 Bobby Bare, RCA Victor 8443	15	39	34	MULTIPLY THE HEARTACHES.....11 George Jones & Melba Montgomery, United Artists 784	11
15	20	(From Now On All My Friends Are Gonna Be) STRANGERS..... 6 Roy Drusky, Mercury 72376	6	40	48	10 LITTLE BOTTLES..... 3 Johnny Bond, Starday 704	3
16	12	THE RACE IS ON.....22 George Jones, United Artists 751	22	41	41	TINY BLUE TRANSISTOR RADIO..... 3 Connie Smith, RCA Victor 8489	3
17	18	CLOSE ALL THE HONKY TONKS.....11 Charlie Walker, Epic 9727	11	42	46	SWEET, SWEET JUDY..... 4 David Houston, Epic 9746	4
18	23	A TIGER IN MY TANK..... 4 Jim Nesbitt, Chart 1165	4	43	43	A TEAR DROPPED BY..... 7 Jean Shepard, Capitol 5304	7
19	10	THREE A. M.....15 Bill Anderson, Decca 31681	15	44	—	ORANGE BLOSSOM SPECIAL..... 1 Johnny Cash, Columbia 43206	1
20	31	KING OF THE ROAD..... 2 Roger Miller, Smash 1965	2	45	45	SHE CALLED ME BABY..... 2 Carl Smith, Columbia 43200	2
21	15	PUSHED IN A CORNER.....16 Ernest Ashworth, Hickory 1281	16	46	27	DO-WACKA-DO.....11 Roger Miller, Smash 1947	11
22	17	CROSS THE BRAZOS AT WACO.....20 Billy Walker, Columbia 43120	20	47	47	BROKEN ENGAGEMENT..... 3 Webb Pierce, Decca 31704	3
23	24	WHAT I NEED MOST..... 9 Hugh X. Lewis, Kapp 622	9	48	28	ONE OF THESE DAYS.....17 Marty Robbins, Columbia 43134	17
24	22	I THANK MY LUCKY STARS.....16 Eddy Arnold, RCA Victor 8445	16	49	49	I'M GONNA TIE ONE ON TONIGHT.....15 Wilburn Brothers, Decca 31674	15
25	16	I DON'T CARE.....26 Buck Owens, Capitol 5240	26	50	50	TAKE YOUR HANDS OFF MY HEART..... 2 Ray Pillow, Capitol 5323	2

WQIK Fest Plans

JACKSONVILLE, Fla. — Plans have been completed for Station WQIK's Fifth annual Southeastern Country Music Festival to be held at the Coliseum here Saturday, March 13. Featured will be Ray Price, Sonny James, Dave Dudley, Porter Wagoner, Norma Jean, Connie Smith and Roy Drusky.

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#110 LUCKY GUY
(Bobby Johnson)
#124 DIG ME A HOLE (I've Got a Heartache to bury)
(Dick Mitchell)
#128 VALENTINE WALTZ
(Jim Weathers)
#120 IT'S A LITTLE MORE LIKE HEAVEN
(Moyt Johnson)
#108 CLOSE UP THE HONKY TONKS
(Tex Thurman)
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MONTY LEE
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HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE.....13 Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	13	11	9	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	22
2	4	THE FABULOUS SOUND OF FLATT & SCRUGGS..... 8 Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	8	12	12	TRAVELIN' WITH DAVE DUDLEY.....24 Mercury MG 20927 (M); SR 60927 (S)	24
3	3	TOGETHER AGAIN/MY HEART SKIPS A BEAT.....25 Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	25	13	13	FAITHFULLY YOURS..... 9 Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	9
4	2	BITTER TEARS.....15 Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	15	14	14	LESS AND LESS AND I DON'T LOVE YOU ANYMORE..... 3 Charlie Louvin, Capitol T 2208 (M); ST 2208 (S)	3
5	5	THE BEST OF JIM REEVES.....29 RCA Victor LPM 2890 (M); LSP 2890 (S)	29	15	15	THE JUDY LYNN SHOW..... 3 United Artists UAL 3390 (M); UAS 6390 (S)	3
6	6	HAVE I TOLD YOU LATELY THAT I LOVE YOU.....10 Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	10	16	16	TALK OF THE TOWN..... 5 Dave Dudley, Mercury MG 20970 (M); SR 60970 (S)	5
7	7	R. F. D.....25 Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	25	17	18	TROUBLE & ME..... 2 Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	2
8	8	LOVE LIFE.....25 Ray Price, Columbia CL 2189 (M); CS 8989 (S)	25	18	19	THE PICK OF THE COUNTRY..... 7 Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	7
9	10	YOU'RE THE ONLY WORLD I KNOW..... 4 Sonny James, Capitol T 2209 (M); ST 2209 (S)	4	19	17	SONGS OF TRAGEDY.....19 Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	19
10	11	THE BEST OF BUCK OWENS.....33 Capitol T 2105 (M); ST 2105 (S)	33	20	20	I GET LONELY IN A HURRY.....13 George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	13

ten by the late Don Owens, former Washington deejay. The song is about a depressed man who jumped in the cold, dark water of a lake. Owens wrote the song when he was depressed. He had been divorced a month before. Soon after he wrote it he

was killed when he lost control of his car and it ran into a tree. Bond's financial trouble stemmed from his operation of a night club and death of a partner who had taken on the debt with him. When the partner, Baxter Turnage, died last

year, Bond found it too much for him. His petition listed assets of \$2,921 and debts of \$29,197. Bond, in addition to recording and playing show dates, is a deejay at KWAM, local country music station.



HONORARY MAINE CITIZENS—Maine Gov. John H. Reed (right) presents honorary Maine Citizenship Certificates to Doc and Chickie Williams, regulars on WWVA's "Jamboree," Wheeling, W. Va., during their visit to the State Capitol in Augusta, during their recent tour of that State.

Leon Ashley Weds Margie Singleton

NASHVILLE — Margie Singleton, Mercury recording artist, and Leon Ashley, who records for Dot, were married last week in Montgomery, Ala. Ashley is known in the radio business as Leon Walton, and he owns several radio stations, including WAPX in Montgomery.

Montgomery City Commissioner Sullivan awarded honorary citizenship certificates to the two artists. The couple returned to Nashville Tuesday (9), and Miss Singleton left later in the week for appearances in Des Moines and Minneapolis. Both artists will continue to record and work out of Nashville.

Kathy Dee Set For Greenland

FORT DIX, N. J.—Country singer Kathy Dee, who records for United Artists, left McGuire Air Force Base here Tuesday (9) for a four-week stay in Greenland, where she will play military installations. She will be accompanied by her own band.

The overseas tour was arranged by Kathy's personal manager, Quentin (Reed) Welty, of B-W Music, Inc., Wooster, Ohio. Miss Dee recently made her bow as a writer with her country tune, "Multiply the Heartaches," which George and Melba have cut for United Artists.

NASHVILLE SCENE

By DON LIGHT

Capitol's Sonny James will tape the Jimmy Dean show Feb. 22 for an early-March showing. . . . Hit record producer Bill Justis is recovering from recent surgery. . . . Charlie Walker, currently in the charts with "Close All the Honky Tonks," is in Music City this week for a recording session for Epic's Billy Sherrill.

Loretta Lynn is working a 10-day Hap Peebles tour thru the West. . . . RCA Victor's Nashville boss Chet Atkins was busy last week producing sessions on the label's Perry Como. This was Como's first Music City recording and had record row writers and publishers scrambling to get songs on the dates. . . . Roger Miller recently taped the Andy Williams show, which will be shown March 1. The Williams show adds to Miller's impressive list of TV exposure, which includes the "Tonight" and the Jimmy Dean and Tennessee Ernie shows.

Earl Scott, Decca artist, has just returned from a 20-day tour of California set by Smiley Wilson, of the Wil-Helm Agency. . . . Dallas Frazier, writer-artist, recorded last week under the direction of Capitol's Marvin Hughes and Billy Graves. Tompall and the Glaser Brothers' new Decca release is entitled "Baby, They're Playing Our Song." The group played the Flame Club, Minneapolis, this week and opens at Milwaukee's Nick's Nickabob this week.

Recording activity at Hickory last week included session for Ernest Ashworth and newcomer Mickey Newberry. The sessions were directed by Wesley Rose. Joe Tex, Dial recording artist and exclusive Tree writer, appears on "Shindig" March 17. . . . Lefty Frizzell recorded an album last week under the direction of Columbia's Don Law and Frank

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES

5 Years Ago

February 22, 1960

1. He'll Have to Go, Jim Reeves, RCA Victor
2. El Paso, Marty Robbins, Columbia
3. Same Old Me, Ray Price, Columbia
4. No Love Have I, Webb Pierce, Decca
5. Riverboat, Faron Young, Capitol
6. Wishful Thinking, Wynn Stewart, Challenge
7. Another, Roy Drusky, Decca
8. You're the Only Good Thing, George Morgan
9. Amigo's Guitar, Kitty Wells, Decca
10. There's a Big Wheel, Wilma Lee & Stony Cooper

COUNTRY SINGLES

10 Years Ago

February 19, 1955

1. Loose Talk, Carl Smith, Columbia
2. In the Jailhouse Now, Webb Pierce, Decca
3. More and More, Webb Pierce, Decca
4. If You Ain't Lovin', Faron Young, Capitol
5. Let Me Go, Lover, Hank Snow, RCA Victor
6. Hearts of Stone, Red Foley, Decca
7. I've Been Thinking, Eddy Arnold, RCA Victor
8. I Don't Hurt Anymore, Hank Snow, RCA Victor
9. This Ole House, Stuart Hamblen, RCA Victor
10. You Are Mine, George Wright & Tom Tall, Fabor

Station WTID, Newport News, Va., sponsored the Virginia Tidewater premiere of the Hank Williams story, "Your Cheatin' Heart," Friday (5) at the Paramount Theater, Newport News. Crowds in the theater lobby were greeted by WTID "T" men—Gus Thomas, Dick McClain, Johnny Eustace, Tommy Dee and Bruce Wright. Fred Newton and talent from "Tidewater Barn Dance" also entertained at the premiere.

Jones. . . . RCA's Justin Tubbs has just returned from a six-week tour of U. S. bases in Europe.

Roy Drusky and manager Hubert Long were among Nashvillians attending week-long auto racing activities in Daytona Beach, Fla., last week. Drusky will record a new album this week under the direction of Mercury's Jerry Kennedy. . . . Local Decca head Owen Bradley produced sessions for Burl Ives last week and directs platter production for Brenda Lee this week.



AL ROGERS, president of Arsak Music, Amarillo, Tex., this month celebrated his 25th year in the country music field. In recent years Rogers has diversified his interests to publishing, booking and artist management. He still holds his band, radio and television interests.

Dave Dudley's country single
"Two Six Packs Away" 72384
 is rollin' down the road
 to a **STRAIGHT** pop hit.



Angel 20-Track Sampler Gets Strong Air Reaction

HOLLYWOOD—Angel Records' "World of Classical Music" sampler LP and catalog have gained initially strong reaction in broadcasting-consumer ranks.

The 20-track sampler disk has gained the favor of important AM classical Station KFAC in Los Angeles, and KCBH, an FM classical outlet broadcasting from Beverly Hills, Calif., reports Jack Brandvein, Angel's merchandising director. Both stations have been programming tracks, much to the surprise and delight of the Angel staff. "We didn't expect this airplay," Brandvein commented, noting the stations were playing the sampler like a regular album.

The catalog which comes with the LP for \$1.98 in the stores, is well on its way to becoming a success, Brandvein said. The catalog may be sold separately, the LP only with the package.

The sampler LP is the second promotional product devised by Angel in recent months to help boost catalog sales. Last November, the sampler, "Listen to

the November Angels," was issued to consumers for \$1. A February version will follow. The monthly sampler is designed to boost sales at the dealer level. References that the complete LP's may be purchased from record stores are made on the sampler plus in related advertising.

Nonesuch on Baroque Kick

NEW YORK — Nonesuch, budget-priced classical music label, has released three special Baroque music albums to keep pace with the current popularity surge of the musical form.

Prominent among the three is a George Philipp Telemann concert by Jean-Pierre Rampal, flutist and harpsichordist Robert Veyron-LaCroix, playing "Sonata in F Minor for Flute and Continuo," "Sonata in B Minor for Flute and Continuo," "Trio Sonata in B Flat Major for Flute and Harpsichord," and "Concerto No. 1 in D Major for Flute and Harpsichord."

Though all four works are played by flute and harpsichord, there are in the Baroque fashion, wide differences in style and effect.

Another release features the Ancient Instrument Ensemble of Paris in performances of "French Dances of the Renaissance" and other well-known pieces of the Renaissance and Baroque.

Rounding out the Nonesuch spotlight on Baroque is "Ceremonial Music of the French Baroque," as performed by The Roger Blanchard Vocal Ensemble and the Orchestre de la Societe des Concerts du Conservatoire.

Works include Charpentier's "Epithalamium," "Plaudes, Laetare, Gallia," by Lully, and "Concert d'Esculape," attributed to Delalande.

Melcher Back With Columbia

HOLLYWOOD—Terry Melcher has rejoined Columbia's Coast a&r staff to handle teen projects. For the past several months he was with Bobby Darin's T. M. Music as a producer.

Melcher now works under executive producer Al Stanton. He fills the void left by the departure of a&r man Bruce Johnston. Among the artists working under Melcher's direction are the Birds, a five-man vocal group who just cut a previously unreleased Bob Dylan tune for their first single, and the Rip Chords and the Rogues.

Layne Joins Marks Music

NEW YORK — Bob Layne has joined E. B. Marks Music's professional department. He'll work with firm's general professional manager Arnold Shaw, keeping recording companies and deejays aware of the Marks catalog as well as looking for new material.

Layne previously was affiliated with Cambridge Distributors and A-1 One-Stop, where he handled the promotion of recording artists Maxine Brown and the Chimes, among others.

Layne's major assignment at Marks now will be on its "Baker Street" score.

COUNCIL VOTES TO SUE MacNEIL

PARMA, Italy—City council has voted to bring legal action against Cornell MacNeil, American baritone, who walked out of opening night production of "The Masked Ball" here. Teatro Reigo, universally known for its tough audiences, is owned by the municipality.

Each of the three pieces is set to a different language—Italian, Latin and French. The choice of language at the time was keyed to the musical function. In the 17th century (France of the Kings), music was as necessary to the aristocratic life as furniture. This is the ceremonial music, sometimes referred to as "occasional music," from which this record selects three notable examples.

Discos, CBS Gets Award

NEW YORK—Discos, CBS, S.A., Columbia Records' Argentine subsidiary, was recipient recently of a Silver Record by the magazine Buenos Aires Musical for the best classical recording of 1964.

The award was presented for the CBS album, "Mahler: Symphony No. 2 in C Minor (Resurrection)," as performed by the late Bruno Walter conducting the New York Philharmonic.

Ed Michel To Caedmon

NEW YORK — Ed Michel, formerly production head at Riverside Records, has been appointed head of production for Caedmon Records. Michel had also been an executive with the European-based Interdisc organization and was managing director of the firm's London branch. He has produced album packages in jazz, folk and kiddie records for various labels.

Caedmon also named Sam Alexander art director. Alexander, a former graphic arts instructor at the Pratt Institute, has had his prints and posters exhibited at the Library of Con-dation Press.

GOLD RECORD FOR CLARK 5

NEW YORK — The Dave Clark Five has been awarded a gold record for the LP, "Glad All Over." The record was the first album in 1965 to be certified by the Record Association of America for album sales of over \$1 million. It is also the first LP to win a gold record in the history of Epic Records. The label won its first gold record for a single in 1962 with Bobby Vinton's hit "Roses Are Red."

"Glad All Over" was the first in a series of successful albums by the English group. Their other top sellers are "The Dave Clark Five Return!" "American Tour," and their current release, "Coast to Coast."

BEST SELLING CLASSICAL LP'S

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

This Week

OPERA, VOCAL AND CHORUS

- BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonia Orch. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- THE AGE OF BEL CANTO**; Sutherland, Horne, Conrad, London Sym. Cho. & Orch., New Sym. Orch. of London (Bonyng): London (2-12") OSA 1257 (S), A 4257 (M).
- DONIZETTI**—Lucia di Lammermoor; Sutherland, Cioni, Merrill, Siepi, Accad. St. Cecilia (Pritchard): London (3-12") 1327 (S), 4355 (M).
- PUCCINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M).
- VERDI**—Aida; Price, Corr, Vickers, Tozzi, Rome Op. (Solti): RCA Victor (3-12") LSC 6158 (S), LM 6158 (M).
- PUCCINI**—Tosca; Price, DiStefano, Taddei, Vienna Phil. (Karajan): RCA Victor (2-12") LDS 7022 (S), LD 7022 (M).
- VERDI**—Otello; Del Monaco, Tebaldi, Protti, Vienna Phil. (Karajan): London (3-12") 1324 (S), 4352 (M).
- PLAY OF HEROD**; N.Y. Pro Musica (Greenberg): Decca DXSA-187 (S), DXA-187 (M).
- WAGNER**—Die Meistersinger von Nurnberg; Watson, Thomas, Wiener, Hotter, Munich Nat'l Th. (Keilberth): RCA Victor LSC 6708 (S), LM 6708 (M).

SYMPHONIC AND ORCHESTRAL

- RESPIGHI**—Pines, Fountains and Festivals of Rome; Philadelphia Orch. (Ormandy): Columbia MS 6587 (S), ML 5987 (M).
- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-19 (M).
- STRAVINSKY**—Sacre du Printemps; Berlin Phil. (Karajan): D.G.G. 138920 (S), 18920 (M).
- BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
- BEETHOVEN**—Symphony No. 5; N.Y. Phil. (Bernstein): Columbia MS 6468 (S), ML 5868 (M).
- PAS DE DEUX**; London Sym. Orch. (Bonyng): London CS 6418 (S), CM 9418 (M).
- RESPIGHI**—Ancient Airs and Dances; Hungarica Phil. (Dorati): Mercury 90199 (S), 50199 (M).
- GROFE**—Grand Canyon Suite; N.Y. Phil. (Bernstein): Columbia MS 6618 (S), ML 6018 (M).
- BEETHOVEN**—Symphony No. 6; Chicago Sym. (Reiner): RCA Victor LSC 2614 (S), LM 2614 (M).
- TCHAIKOVSKY**—Serenade in C for Strings; Phil. Orch. (Ormandy): Columbia MS 6224 (S), ML 5624 (M).

SOLO INSTRUMENT AND CONCERTI

- CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
- BARBER**—Concerto for Piano and Orchestra, Op. 38; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B Flat for Piano & Orch.; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
- MOZART**—Concerti: (4) for Horn; Brain, Phil. Orch. (Karajan): Angel 35092 (M).
- JULIAN BREAM CONSORT**—An Evening of Elizabethan Music: RCA Victor LDS 2656 (S), LD 2656 (M).

CHAMBER MUSIC

- BRAHMS**—Quintet in F for Piano & Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- BEETHOVEN**—Quartet No. 14 in C sharp; Budapest Quartet: Columbia MS 6385 (S), ML 5785 (M).
- HAYDN**—Quartets 33/2, 3/5 and 76/2; Janacek Quartet; London 6385 (S), 9385 (M).
- TARTINI**—Sonata in G for Violin (Devil's Trill); Morin; Pommers: Westminster 9070 (M).
- STOLZEL**—Concerto Grosso/**TELEMANN**—Concerto for Three Trumpets/Suite in A Minor; Chamber Orchestra of Versailles (Wahl): Nonesuch H 1017 (M).

Gilbert Opens 3d Philly Store

PHILADELPHIA — Mitch Gilbert, president of the Gilbert Piano Company opened his third musical instrument store in Philadelphia. With the opening of the local store on Wednesday (Feb. 3), in addition to his stores in Pennsauken and Pitman in New Jersey, Gilbert bowed a full line of Vox guitars and amplifiers. All Gilbert stores will carry the Vox line, in addition to Thomas Organs and a full line of pianos.

For the opening of the local store, personal appearances were made by Larry Ferrari, popular organ personality on WFIL-TV here. Opening promotion included registration for the free Arthur Godfrey Trip sponsored by the Thomas Organ Company, along with full page ads in the local dailies.

Sparks Launches Record Firm

LOS ANGELES — Randy Sparks, folk music impresario, and Randy Sparks Associates, Inc., have launched a record company. The Gramophone Label, with its first release a pop rocker by Humpty and the Ivanhoes. The initial release will be followed in several weeks by a waxing of another new group, The Cottonblossoms."

BAEZ SALES NEARS 100,000

NEW YORK — The "Joan Baez Songbook," released by Vanguard Records only three months ago, is nearing the 100,000 mark in sales, according to Herb Corsack, sales manager of the label. The book sells for \$3.95 paperbound and \$5.95 clothbound. The book is being distributed to the book trade by Crown Publishers, to the music trade by Consolidated Music Publishers, and to record stores by Vanguard distributors.

audio / video retailer

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

EQUIPMENT NEWSLETTER

Sleeping Giant: Auto-Phono Mart

By DAVID LACHENBRUCH
Contributing Editor

There's a big sleeper of a music market which is going to wake up some day. When it does—wow!

I'm talking about the automobile market—records, tapes and equipment to play them with.

For years, various companies—big and small—have tried to crack this market, but without much success. But there are some early signs that it will open up soon.



The transistor, of course, has made possible compact music systems with low power drain.

The public is becoming increasingly accustomed—through battery-operated tape recorders and phonographs—to out-of-home recorded music. More and more companies are beginning to dip their feet tentatively into this area. To understand why, just look at the dimensions of the potential market:

There are more than 80 million vehicles registered in the United States—about 40 per cent more than the number of homes. Last year, Americans bought 8.1 million automobiles, and they're expected to exceed that number this year. In a year when 8.1 million domestic and foreign autos were sold in the United States, the domestic car radio industry alone turned out 8.3 million auto radios.

This seems to prove that Americans like music in their cars. They like it in their homes, too, and buy 5 million phonographs and at least 1 million tape recorders annually. Americans are becoming conditioned to good sound. FM auto radios are capturing an increasing, though still small, share of the market. Chevrolet is even offering an FM stereo car radio at \$250 and is satisfied with results to date.

THERE HAVE been several attempts to break into the auto-phono market in the past. The two most notable were Columbia Records' 16 $\frac{2}{3}$ r.p.m. Highway Hi-Fi system featured by Chrysler in 1956, and the RCA 45 r.p.m. changer unit sold

as an accessory with Chrysler's various lines in 1960. Neither was particularly successful.

Now may be the time to try again—at least judging from the number of companies beginning to nudge their way into the car music business this year. It may come as a surprise, but two of the largest retailers in the United States—Sears, Roebuck and Montgomery Ward—both offer 45 r.p.m. record changers for automobiles in their latest catalogs at \$69.95 and \$59.95 respectively. The Leonard Orman Company in Philadelphia also has a 45 r.p.m. changer for autos at a suggested retail price of \$59.95.

There are at least six tape music systems—mono and stereo—for automobiles, with list prices ranging from \$59.95 to \$130. All of these units use tape cartridges—but there's no standardizations of cartridges among them.

ONE OF THE latest to be announced is made by Automatic Radio Manufacturing Company, of Boston, large independent auto radio manufacturer, using the standard RCA tape cartridge. Car tape players are also offered by New-Tronics Corporation, Cleveland; Miller International, Runnymede, N. J.; Orr Industries, Opelika, Ala.; Autostereo, Inc., Los Angeles, and others.

When will the big boys come into the market? Too early to say, but they're obviously watching the present small-scale sales of these traveling music systems closely.

When auto hi-fi becomes an important market, the car manufacturers obviously are going to try to grab off as much of it as possible, in terms of accessory sales. (One such deal is widely rumored today.) But this doesn't preclude sales of such systems through independent home entertainment dealers. Such sales will help to build repeat business, too, in terms of records or tapes.

Today's American is affluent. He loves his leisure, and has plenty of it. He travels extensively. His car is his second home. He listens to recorded music at home, in the restaurant, in the supermarket, in the plant or office. He's a prime prospect for travel music he can program himself.

It's only a matter of time—and probably not a very long time, at that—before this big new market of Americans-on-the-move opens up to recorded music. And what a market that will be.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

GNP CRESCENDO—Expiration date indefinite. Started Jan. 1, 1964. The 600 series—buy five, get one free. Regular series—buy nine, get one free.

GATEWAY—Expiration indefinite. Started March 13, 1964. Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

DOOTO—Expiration indefinite. Started May 23, 1964. Buy five, get one free on all Comedy Records.

FOLKWAYS—Expiration indefinite. Started July 7, 1964. Eight pre-packed units (10 records per pack), one pre-pack free with purchase of five pre-packs, rest of Folkways catalog at 12 $\frac{1}{2}$ per cent additional discount.

GATEWAY—Started Oct. 5, 1964. Expiration date indefinite. Two free records for every 10 purchased on entire LP catalog.

ARHOLIE RECORDS—Started Sept. 1, 1964. Expiration date indefinite. Distributor receives two free with every 10 bought on new product, one free with 10 on catalog items.

COIN COLLECTOR?

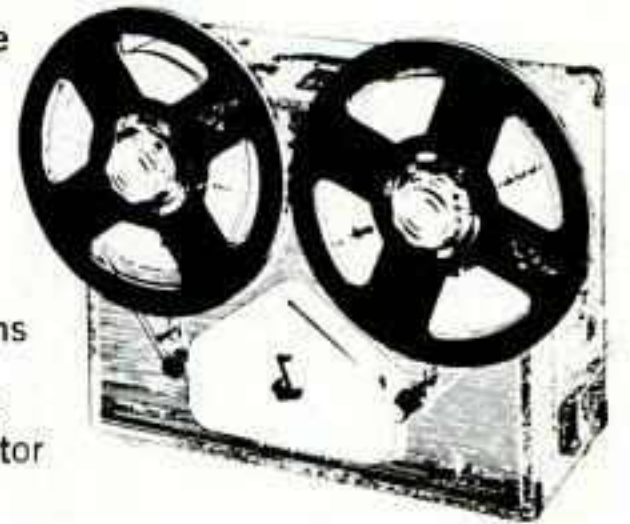
or

BUSINESSMAN?

Guaranteed Profits!

Sure, you can go on emptying coin boxes for years and eventually it might add up to a significant total. Or—you could just sell every customer on your list Tape-Athon Customized Background Music and have your monthly checks mailed right to the club house door.

Tape-Athon Background is simple to install, requires minimum service and returns a whopping 120% on investment. For details, see your local juke box distributor or return the completed coupon below.



Tape-Athon, Corp.

523 SOUTH HINDRY, INGLEWOOD, CALIFORNIA

Tape-Athon, Corp. 523 South Hindry
Inglewood, California

Yes, I'd like the complete story—

Name _____

Address _____

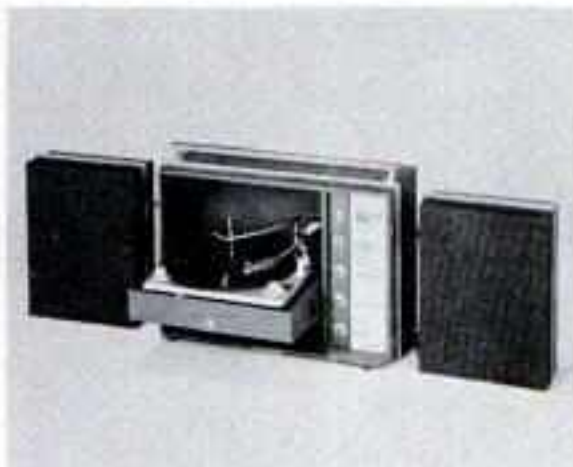
City _____

State _____

NEW PRODUCTS

Zenith Bows Moderaire

Zenith's new Moderaire, listed at \$159.95, features a solid-state amp with 32 watts peak music power (16 EIA),

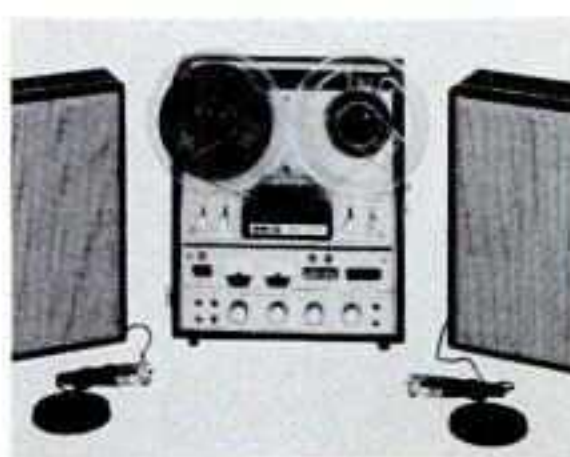


Stereo - Precision four-speed changer, Micro-Touch 2G tone arm with free-floating ceramic cartridge and six-speaker sound system. Cabinet comes in grained walnut with olive green grille cloth.

Chancellor Has Oki Exclusively

The four Oki solid-state tape recorder models currently marketed in the U. S. are handled only by Chancellor Electronics,

Inc., Newark, N.J. Topping the quarter is the model 555 27-transistor, four-track stereo unit (shown above) with an inverter



permitting operation from auto electrical systems. Also available are the model 333, 17-transistor, 4-track stereo unit; model 222 8-transistor, 4-track monophonic unit and the model 111 2-track, 7-transistor monophonic unit.

V-M Unveils 'Swing-Down'

V-M's new swing-down portable stereo phonograph is finished in black and has accents of turquoise. Front to back dimension is only 7 $\frac{3}{8}$ inches. Unit is designed to retail at \$75. Features include lightweight tubular

(Continued on page 44)



The Pfanstiehl needle catalog is cross indexed in every possible way for quick identification of a customer's needle . . . by brand number, cartridge or needle number, or by picture . . . for exact replacement with a new Pfanstiehl diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it's received.

DIRECT-TO-DEALER
Pfanstiehl

CHEMICAL CORPORATION • BOX 498
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS
Originators of the \$9.95 Diamond Needle

when answering ads . . .
Say You Saw It in
Billboard

February 20, 1965, BILLBOARD

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

ACTIVE COMPOSER WANTED. I HAVE lyrics for you. Ballads, shows, rock & roll. Call: Area Code 914; EL 9-5226 after 5:30 p.m. mh20

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

MAIL COPY AND PAYMENT TO: Billboard Classified Mart 165 W. 46th St. New York, N. Y., 10036

LEAVING FOR MIAMI BEACH FEB. 28. Record promotion in this area for March, April, May, 1965. Charles Huffman & Associates, 563 Hippodrome Building, Cleveland, Ohio, MA 1-8876. mh6

LEADING PUBLISHER IS NOW SELECTING songwriters to expand its operation. Send only demonstration records. We are interested in teen writers or C&W writers. Anyone selected will be given a standard songwriter's contract. Write: Leon Ethridge, P. O. Box 434, Galveston, Texas. mh13

RECORD MAN WITH GOOD FOLLOWING in both sales and promotion in both Carolina's and S.W. Virginia seeks position with record mfg. to handle sales or promotion or both in Southeast or will relocate. George Duncan, Rt. 6, Box 607N, Charlotte, N. C. 704-392-6502. fe20

TO A RECORD MANUFACTURER

HERE'S RELIEF FOR AN OVERBURDENED PRESIDENT OR V.P.

Former General Manager of successful independent label will consider position as No. 2 man. Can give you time and money-saving help in any one or all of these areas: 12 years top level management, all phases production, national distribution, A&R, developing merchandising programs and contracting for copyrights.

Age 35 yrs. old, married, two children. Excellent references. Write Box 161, Billboard 165 West 46th Street New York, N.Y. 10036

HELP WANTED

GREEK NIGHT CLUB WISHES TO hire an experienced Female Duet to sing native folk songs in Greek. Contact: Miss Elsie Rutsis, Grecian Gardens, 404 S. Halsted, Chicago, Ill.

MECHANIC WANTED — EXPERIENCED in juke boxes and amusement machine services. Good job, steady work, regular hours. Vacation plan. Life and health insurance, reliable company. Please give reference and details in first letter. Write: Billboard, Box 224, 188 W. Randolph, Chicago, Ill.

UNUSUAL OPPORTUNITY for East Coast Record Rack Man.

Must be experienced in all phases of record merchandising.

Our people know of this ad. State experience and salary desired.

BOX 163

Billboard, 165 W. 46th St. New York, N. Y. 10036

WANTED: MUSIC PUBLISHER FOR MY many original unpublished songs. Possible hits. Will send 7" 45 RPM or 10" 78 RPM demos and lead sheets on request. Write Henry J. Spanberger, 1255 W. 3rd St., Los Angeles, Calif. 90017. fe20

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

ATTENTION, DISTRIBUTORS: LIL'S Platter House is interested in selling records. Send me your price list and a list of the labels you handle to: Lil's Platter House, 314 Mobile St., Hattiesburg, Miss.

DISTRIBUTION ARRANGED

CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

NATIONAL RECORD PROMOTION & PUBLICITY PRESSING

No job too small



MORTY WAX PROMOTIONS
1650 Broadway
N.Y., N.Y. 10019
CI 7-2159

RECORD RIOT! 45 CLOSEOUTS, BRAND new, some late hits. \$6.80 per assorted hundred; \$65 per thousand. Send check with order for prepaid postage. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, New York 11004.

WANT SURPLUS 45's & LP's IN QUANTITY. Knickerbocker Music Co., 453 McLean Ave., Yonkers, N. Y. Phone: 914; GR 6-7778. mh6

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

INDIES, STUDIOS, ARTISTS, AGENCIES: Let Factor do your lab. work. We make acetates, duplicate tapes, pressings, etc. Our prices reflect the low overhead of the South and our small size makes us try harder to please you. Remember we aren't yet even number two! Drop us a card. We're still giving away steak dinners. Factor, Pawleys Island, S. C. ch-ewf

when answering ads . . . Say You Saw It in Billboard

RECORDING FACILITIES & SUPPLIES

SEND US YOUR TAPE . . . We do the rest!

All speeds, all quantities. Masters, nickel stampers, attractive labels, pressings. Prompt and reliable.

SONG CRAFT

1650 Broadway N. Y. C. 19

MISCELLANEOUS

C&W AND FOLK ARTISTS. WRITE FOR copies of my new song "Don't Talk About Me." Contact: V. Pontano, General Delivery, St. Louis, Mo.

OFFICE SPACE AVAILABLE IN KEY modern music building in New York City. Phone weekdays: CI 7-2140 between 10 a.m. to 6 p.m. or write: Box 164, Billboard, 165 W. 46th St., New York, N. Y. 10036.

USED JUKE BOX 45 RPM'S 12" EACH. R&B, Pop, West. Free postage on orders of 50 or more. New 45's assorted 20¢ each. Free postage on orders of 25 or more. Send cash or money order to: Freitas Music Co., 17 S. San Joaquin St., Stockton, Calif. 95202. On orders of 100 (either offer), 20 free DJ copies. mh13

500 NAME AND ADDRESS LABELS, in handy pad form. \$1. Free record with each order: A rhythm and blues tune, Cha-Cha. A solid smash by the Nat Story Organ Trio. Story Records, 651 Judson St., Evansville, Ind. 47713. fe27

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. "Beatles for Sale," 14 track album; Rolling Stones' new album, \$6.15 including airmail. Singles, 98 cents. Send 35 cents for catalogs. John Lever, Gold St., Northampton, England. jal5-66

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

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

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____
 Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036. ADVERTISING RATES INTERNATIONAL EXCHANGE Classified: Per line \$1. Minimum 4 lines per insertion. DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$301 and \$400

POSITION			BRAND	% OF TOTAL POINTS
This Issue	10/10/64 Issue	6/20/64 Issue		
1	1	1	Magnavox	54.5
2	2	2	RCA Victor	10.0
3	2	6	Zenith	9.0
4	—	—	Pilot	5.1
5	9	—	General Electric	4.6
6	—	—	Voice of Music (V-M)	3.8
7	4	3	Fisher	3.3
8	5	5	Curtis-Mathes	3.1
			Others	6.6

10/10/64 Issue: Packard-Bell (6); Masterwork (7); Motorola (7). 6/20/64 Issue: Motorola (4).

PHONOS LISTING BETWEEN \$401 and \$500

POSITION			BRAND	% OF TOTAL POINTS
This Issue	10/17/64 Issue	6/27/64 Issue		
1	1	1	Magnavox	59.1
2	4	5	Zenith	7.7
3	—	—	Pilot	6.4
4	3	2	Fisher	6.2
5	—	3	General Electric	5.1
6	2	4	RCA Victor	3.1
6	6	6	Motorola	3.1
			Others	9.3

10/17/64 Issue: Masterwork (4); Curtis-Mathes (6). 6/27/64 Issue: All brands represented in current chart.

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

NEW PRODUCTS

• Continued from page 43

tone arm, dual channel amps, 45 spindle adaptor, two 4x6-inch speakers and a carrying weight of 20 pounds.



Mailbox Tape Display

A recent merchandising award winner in an Advertising Insti-



tute contest is this miniature mailbox display unit for 3M Company's Living Letters sound recording tapes. The mailbox is available to dealers and is especially suitable for small-space displays.

Sylvania Solid State Portable

Sylvania's new solid-state portable delivers 35 watts of peak power (20 EIA), has a Garrard changer and two independent air-suspension speaker systems.



The changer tilts down and the speakers fold out. Diamond stylus is included, an output jack system is optional. List price is \$161.70.



KRLA Debuts Wide Changes; Other Coast Stations Shift PD's

Shifts News, Music Slots; Adds Biondi

LOS ANGELES — KRLA radio leveled two blockbusters at the broadcasting world this week with the introduction of an unorthodox programming concept and the announcement of the signing of Dick Biondi for an across-the-board evening deejay show.

The new programming concept involves beginning shows at ten minutes before the hour, slashing the traditional pattern of programming on the hour and half hour. In further changing its schedule, KRLA's five-minute news capsules are at 45 minutes before the hour and 15 after the hour.

The shifting of news and music is a result of a University of Southern California-sponsored study into listener accessibility, explains general manager John Barrett. "The USC study showed that general work hours begin on the hour and half hour," Barrett said. "Because of the lack of adequate public transportation, most workers drive to their jobs, the executive noted, adding the study showed drivers were keenly interested in news reports. The average drive encompassed 20 minutes, with the listener arriving at his office just when

KRLA AHEAD, RATING SHOWS

LOS ANGELES—The latest Hooper report on Los Angeles radio has KRLA rocking ahead of KFVB all day, seven days a week. The December-January book gives KRLA an over-all 20.3 rating as compared to KFVB's 14.6. Broken down farther, the Pasadena-based outlet leads the pack Monday through Friday from 7 a.m.-noon with a 13.7 mark, with KFVB second, 12.0. From noon to 6 it's KRLA 19.5; 'WB 14.4. The biggest margin is from 6 p.m. to 11 p.m. Sunday through Saturday, with the figures showing KRLA 27.0, KFVB 15.2.

conventional newscasts were beginning on the hour or half hour.

"So this desired news is unavailable," Barrett emphasized. "Our reasoning was that if the driver is in his car for 20 minutes, by scheduling the news at 45 and 15, he's in his car and capable of hearing this programming."

"There's no written rule you have to start on the hour," Barrett stated. "Our concern is for continuous programming, with our personalities free to operate within the framework of news and service features."

(Continued on page 46)

Managem'ts Name 4 to 'Hot Seats'

By ELIOT TIEGEL

LOS ANGELES—Four new program directors have filled their respective station's "hot seats" in recent weeks. The four program directors are Don French, switching to KFVB from Crowell Collier's KDWB in Minneapolis; Mel Hall, moving to KRLA, Pasadena from channel 6 in San Diego; Don Otis, taking the reins at KHJ, from local ad agency business and John Hokum, moving down the hall at KNX from the information services director slot.

As each PD station hopes, speculation within the industry is that format changes are soon to follow.

In the case of KFVB, French, who replaced Jim Hawthorne, believes in a broader playlist and has expanded the top 40 outlet's disk list. At KHJ, the RKO General station which has undergone several managerial switches in the last few years, Otis was hired by a new general manager, Ira Laufer, and installed with the title of operations director. He replaced Geoff Edwards, fired two weeks

(Continued on page 46)

Radio-TV

PROGRAMMING

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

WKNR Finds Way to Beat Old Man Winter



WKNR PERSONALITY JERRY GOODWIN shivers in near-zero temperatures as model points to the station's "Think Summer" billboard campaign.

DETROIT — WKNR has found a way to help take the severe bite out of Old Man Winter with its "Think Summer" campaign.

The station has distributed some 77,000 "Think Summer" buttons in conjunction with extensive newspaper ads and billboard displays. On-the-air, WKNR is conducting a contest and awarding barbecue grills, badminton sets, and other summertime items. To keep things psychologically warm, weather

forecasts include the more desirable temperatures of Hawaii, Florida, Southern California and other southern resort areas.

As a result of the promotion, Russ Yerge, Columbia Records promotion director for Detroit, suggested that his label cut a record on the theme. Clyde Otis obliged and the label has released a single by Susan Wayne entitled "Think Summer." A special tie-in promotion has been arranged by Columbia with 65 radio stations on the "Think Summer" theme and the Wayne single.

Meader on WJZ

NEWARK, N. J.—Recording and night club comedian Vaughn Meader, assisted by Renee Taylor and Rini Santoni, will do live comedy improvisations on WJZ radio between 3 p.m. and 4 p.m. Saturday. Vaughn's current Verve album, "If the Shoe Fits," created such a reaction on Bob Brown's Comedy Corner he invited the team to do some fast talking live from the studio.

WLIB Stages Charity Gala

NEW YORK—WLIB staged a special concert Saturday at Carnegie Hall starring comedian Dick Gregory and Broadway star Diana Sands of the current hit "The Owl and the Pussy Cat."

The sold-out festival, completely underwritten by the Negro-oriented station, was geared to the three-hour 12th annual Festival of Negro Performing Artists, which the station regularly schedules as one of its contributions to the national Negro History Week celebration.

Also featured performers at the Festival were Johnny Cash, Joe Williams, Jerry Butler, Betty Everett, the Chantells and the Billy Taylor Trio, plus other recording artists. A major highlight of each Festival is a portion dedicated to the presentation of gospel groups, with the Clara Ward Singers leading the bill this year.

The Festival, whose proceeds will go to a camp for underprivileged Negro children, was broadcast by WLIB in its entirety. The station's general manager Harry Novik said that all future Carnegie Hall concerts staged by WLIB will be used to raise funds for worthy Negro causes.

PROGRAMMING NEWSLETTER

Middle-of-Road Stop, Go Signs

By BILL GAVIN

(First of two installments)

During the past several weeks I have talked with a number of radio people about new approaches to programming problems. While no two people see things in precisely the same way, there is enough general agreement among program planners to indicate the development of a new trend. There appears to be a growing interest in applying the objective approach of the pop format operators to the field of so-called middle-of-the-road music.

Strictly speaking, there is nothing new about such an idea. It has been applied successfully for a number of years by some of the leading stations in the U. S. and Canada. Among the better known pioneers in the field have been WIP-Philadelphia, WIND-Chicago, WEW-St. Louis, KSFO-San Francisco, CFRB-Toronto and CKNW-Vancouver. While not all these stations rate No. 1 in their markets, they deliver a sufficiently large audience to their advertisers so that their net revenues are highly gratifying to the owners.

There are many other stations, some with big power and preferential dial position, and most with a fine tradition of public service and community leadership, that have watched their audiences gradually slipping away through the years without doing much of anything about it. They have noted with envy the strides that have been made by their competitors, yet until recently have taken few steps toward modernizing their program content and personnel.

Stations in major markets, in their attempts to streamline their operations, have encountered union problems. The technical and performer unions had established jurisdiction over various operational tasks, and they were unwilling to relinquish contract provisions that gave employment to their members. Some New York stations at one time were required to have four or five men in the control room for a DJ show or a newscast. In Chicago, the musician's union has jurisdiction over the record spinning assignment. In San Francisco, some stations must have staff announcers in the booth to handle station breaks for the DJ shows. However, most of these prob-

lems have been worked out so that stations are not placed at a competitive disadvantage by virtue of the old union distinctions between network stations and independents.

One manager, who doesn't have the problem of union contracts, sees it this way: "The big money in radio doesn't necessarily go with the big ratings. We're doing just about as well right now as the leading top 40 station, and we show only about a third of their audience. But we should be doing better. So we're hiring some new people—a program director, a music director and DJ's—and try to sound as modern as we can without programming that greasy kid stuff."

NBC's appointment of Mike Joseph to head up its owned radio stations illustrates the growing acceptance by conservative ownership of the fact that modern radio demands certain progressive changes in conventional patterns of operation. Mike has had extensive experience as a program consultant in setting up top 40 operations. It was under his guidance that WABC-New York broke away from its traditional pattern and entered the pop format field, where it thrived under the program direction of Sam Holman. Mike later set up the new format for WKNR-Dearborn, which proved an immediate success. He has also worked with middle-road stations such as WINZ-Miami and WEW-St. Louis, although this fact is not so generally known. With NBC he has brought Mark Olds, Glenn Bell and Bob Hale into WMAQ-Chicago. It was rumored, because of Mike's former successes with top 40 stations, that he would direct his NBC stations along the same course, but such has not proved to be the case in Chicago.

Nor is it likely to be the case with KNBR-San Francisco, where Joseph is currently at work setting up changes in policy and personnel. He recently told me, "We're not expecting to be an overnight sensation. We're building carefully for the future. It takes a lot of time and hard work to make changes in a big station." He also emphasized, "Just because we may hire some people with a top 40 background doesn't mean that we're going to be a top 40 station. Practically everybody today who is qualified as a modern radio man has gotten at least a part of his experience with top 40 radio."

In my next Newsletter I'll have more to say about the problems and challenges of middle-road programming.

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DUKE & PEACOCK RECORDS

2809 ERASTUS
HOUSTON, TEXAS

Four Named to 'Hot Seats'

• Continued from page 45

after new management took over.

One KHJ innovation, a new program featuring Steve Allen and wife Jayne, has begun Monday-Friday from 9:05 to 10 a.m. It features homespun gab, comments and music from the couple's Encino home. Allen said the idea for the show was first presented to him by Marty Fliesler, formerly KHJ general manager, before he was promoted to RKO's New York head quarters.

The new program cuts into Red McIlvaine's last hour. His show now starts at 6 a.m., ending at 9 a.m.

Allen, who recently departed night time TV show to host the CBS show, "I've Got a Secret," in New York, is heard Saturdays on KRHM-FM.

The new line-up includes McIlvaine, 6-9; the Allens 9-10; Michael Jackson, 10-2 p.m.; Don Ross, 2-5; Joe Dolan, 7-midnight and Paul Compton, midnight-6 a.m.

KNX, the CBS-OCO AM-FM outlet, the emphasis is on "trying to modernize the station to give it the musical sound of today," Hokum said. From Friday to Sunday evening, KNX runs "Weekend," the key time block offering music, in addition to the late evening American Airlines "Music Till Dawn." Through "Weekend," with various disk jockey hosts, KNX is slowly developing its new music policy to include more chart material of a non-rock nature, Hokum explained. The station has been airing standard repertoire.

The new approach as Hokum, who replaced Harfiled Weedon,

upped to a new post with the network, related is for exposure of new pop material in single and LP form. Weekdays the afternoon-evening programming is of an informational-educational nature.

Dale Stevens Back on WNOP

CINCINNATI — Dale Stevens, bearded amusement editor of The Cincinnati Post & Times-Star, has resumed microphone duties on WNOP on the Saturday afternoon show he originated in 1959 and quit in 1962 to go into local television.

His show, a celebrity interview session from 2 to 6 p.m., from the downtown La Normandie supper club, is a mixture of live interviews and taped excerpts of talks with performers he runs into around the country.

Producer of the WNOP "Dale Stevens Show" is Al Schenk, veteran comic and dancer who was assistant banana on Milton Berle's old "Texaco Theater" on NBC-TV for five years.

Among the personal features of Steven's Saturday show are exclusive recorded comedy sessions with touring comics; his theme, "The Dale Stevens Song," composed by pianist Frank Vincent and soon to be released on the Fraternity label, and a minimum of eight taped celebrity interviews to be spliced around the live interviews he does at La Normandie.

He will be in New York, at the Regency Hotel, the week of Feb. 22, for interviews with Rock Hudson, Gina Lollobrigida, Carol Channing and Jack E. Leonard.

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago February 22, 1960

1. Theme From A Summer Place, Percy Faith, Columbia
2. Teen Angel, Mark Dinning, MGM
3. Handy Man, Jimmy Jones, Cub
4. He'll Have to Go, Jim Reeves, RCA Victor
5. What in the World's Come Over You, Jack Scott, Top Rank
6. Running Bear, Johnny Preston
7. Let It Be Me, Everly Brothers, Cadence
8. Beyond the Sea, Bobby Darin, Atco
9. Lonely Blue Boy, Conway Twitty, MGM
10. Where or When, Dion and the Belmonts, Laurie

POP SINGLES—10 Years Ago February 19, 1955

1. Sincerely, McGuire Sisters, Coral
2. Hearts of Stone, Fontane Sisters, Dot
3. Melody of Love, Billy Vaughn, Dot
4. Ko Ko Mo, Perry Como, RCA Victor
5. That's All I Want From You, J. P. Morgan, RCA Victor
6. Let Me Go, Lover, Joan Weber, Columbia
7. Tweedlee Dee, Georgia Gibbs, Mercury
8. Earth Angel, Penguins, Dootone
9. Mr. Sandman, Chordettes, Cadence
10. Melody of Love, David Carroll, Mercury

R&B SINGLES—5 Years Ago February 22, 1960

1. Baby, Brook Benton & Dinah Washington, Mercury
2. Sweet Sixteen, B. B. King, Kent
3. Just a Little Bit, Roscoe Gordon, Vee Jay
4. Handy Man, Jimmy Jones, Cub
5. Teen Angel, Mark Dinning, MGM
6. Money, Barrett Strong, Anna
7. Running Bear, Johnny Preston, Mercury
8. Theme From A Summer Place, Percy Faith, Columbia
9. What in the World's Come Over You, Jack Scott, Top Rank
10. You Got What It Takes, Marv Johnson, United Artists

POP LP's—5 Years Ago February 22, 1960

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

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
1	1	KING OF THE ROAD, Roger Miller, Smash 1965	4
2	2	LEMON TREE, Trini Lopez, Reprise 0336	4
3	5	RED ROSES FOR A BLUE LADY, Bert Kaempfert & His Ork, Decca 31722	5
4	4	NO ARMS CAN EVER HOLD YOU, Bachelors, London 9724	9
5	6	FOR LOVIN' ME, Peter, Paul & Mary, Warner Bros. 5496	5
6	3	HAVE YOU LOOKED INTO YOUR HEART, Jerry Vale, Columbia 43181	10
7	10	WHOSE HEART ARE YOU BREAKING TONIGHT? Connie Francis, MGM 13303	5
8	12	GOLDFINGER, Shirley Bassey, United Artists 790	4
9	9	FANCY PANTS, Al Hirt, RCA Victor 8487	6
10	7	SOMEWHERE IN YOUR HEART, Frank Sinatra, Reprise 0332	10
11	11	MY HEART WOULD KNOW, Al Martino, Capitol 5341	6
12	14	RED ROSES FOR A BLUE LADY, Vic Dana, Dolton 304	3
13	13	GOLDFINGER, Billy Strange, Crescendo 334	5
14	—	SEND ME THE PILLOW YOU DREAM ON, Dean Martin, Reprise 0344	1
15	15	MARRIED MAN, Richard Burton, MGM 13307	4
16	19	CRY, Ray Charles, ABC-Paramount 10615	3
17	17	TRY TO REMEMBER, Ed Ames, RCA Victor 8483	5
18	—	IF I LOVED YOU, Chad & Jeremy, World Artists 1014	1
19	22	IF I RULED THE WORLD, Tony Bennett, Columbia 43220	2
20	18	HELLO DOLLY, Bobby Darin, Capitol 5359	3
21	21	LIKE A CHILD, Julie Rogers, Mercury 82380	2
22	—	GOLDFINGER, Jack LaForge, Regina 1323	3

KRLA in Wide Changes

• Continued from page 45

KRLA is currently the top-rated contemporary music station in the market.

Biondi Into Fold

The signing of Biondi, who moves into the 8:50-11:50 p.m. slot Monday (15), gives the Pasadena-based station a disk jockey with proven pulling power. Biondi's most recent affiliation was with the Mutual Network as the only coast-to-coast disk jockey in the business. He was formerly with WLS in Chicago but worked for KRLA for three months in the summer of 1963 while waiting for the Mutual job.

Moving out of the 9-midnight slot is Dave Hull, transferred to the 2:50-5:50 slot, replacing Reb Foster, who leaves the station. Foster (whose real name is James Bruton) has not announced his plans although it is known he has been pitching for an East Coast job. He was with KRLA three years, coming here after stints with KYW, Cleveland and the McClelland chain. Hull, with KRLA one and a half years, had the highest evening rating according to Hooper (see separate story). Barrett anticipates Biondi build-

ing this mark while Hull falls into a more desirable slot for catering to his young following.

Claiming strong adult listenership, Barrett instructs his personalities to stay clear of teen-age or hippy expressions. "We program for a wide audience," Barrett said. "So why should a kid be forced to identify with a teen-age sounding disk jockey? If a deejay uses teen expressions he's going to be looking for another job!"

Cinderella for TV

NEW YORK — Rodgers and Hammerstein's "Cinderella" starring Ginger Rodgers, Walter Pidgeon, Celeste Holm, Stuart Damon and Leslie Ann Warren will be shown Monday, Feb. 22 on the CBS Television Network. The original cast album of the 90-minute color show has been cut by Columbia.

FORT BRAGG, N. C.— WCSW, operated by the 10th Radio Broadcasting Company of the 13th Psychological Warfare Battalion, will soon begin non-commercial broadcasting on the military base.

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RADIO RESPONSE RATING

BUFFALO SECOND CYCLE

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WKBW	86%
2.	WNIA	14%
★ POP LP's		
1.	WEBR	52%
2.	WYSK	26%
3.	WBEN	12%
4.	WNIA	10%
★ R&B		
1.	WUFO	67%
2.	WBLK-FM	33%
★ C&W		
1.	WWOL	53%
2.	WMMJ	29%
3.	WBLK-FM (New Station)	13%
4.	WNIA	5%
★ CONSERVATIVE		
1.	WYSL-AM-FM	82%
2.	WADV-FM	12%
★ CLASSICAL		
1.	WBEN-FM	69%
2.	WHLD-FM	25%
Others 6%		

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Joey Reynolds	WKBW	49%
2.	Dan Neaverth	WKBW	32%
3.	Rod Roddy	WKBW	14%
Others 5%			
(Stan Roberts, WKBW, Freddy Klestine, WKBW)			
BY TIME SLOT			
Morning	Stan Roberts, WKBW		
Mid-Morning	Fred Klestine, WKBW		
Early Afternoon	Rod Roddy, WKBW		
Traffic Man	Dan Neaverth, WKBW		
Early Evening	Joey Reynolds, WKBW		
Late Evening	Joey Reynolds, WKBW		
★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN			
(Most Co-Operative in Exposing New Records)			
Mary Lounsbury, WNIA	Librarian		
Dave Sennett, WKBW	Program Director		
Dan Neaverth, WKBW	Music Director		
Jack Gold, WEBR	Program Director		
Kaye Lapping, WBEN	Librarian		
★ TOP TV BANDSTAND SHOW			
(Exposing Artists & Records)			
The Joey Reynolds Show, WKBW-TV..Sat. 5-6 p.m.			
★ POP LP's			
1.	Carroll Hardy	WEBR	38%
2.	Rick Bennett	WYSL	20%
3.	Clint Buehman	WBEN	16%
4.	Jack Eno	WEBR	12%
Others 14%			
(Bill Kimball, WEBR, Jerry Glenn, WYSL)			
BY TIME SLOT			
Morning	Clint Buehman, WBEN		
Mid-Morning	Jack Eno, WEBR		
Early Afternoon	1. Rick Bennett, WYSL (Tie)		
	1. Jack Eno, WEBR (Tie)		
Late Afternoon	Carroll Hardy, WEBR		
Early Evening	1. "Radio PM," WEBR		
	2. Jerry Glen, WYSL		
Late Evening	1. "Radio PM," WEBR		
	2. Jerry Glen, WYSL		
★ R&B			
1.	Bill Curtis	WUFO	63%
2.	George (Hound Dog)	WBLK-FM (New Station)	37%
★ JAZZ			
1.	Carroll Hardy	WEBR	92%
2.	Jeff Reed	WBLK-FM (New Station)	8%
★ C&W			
1.	Ramblin' Lou	WWOL	50%
2.	Lee Forster	WMMJ	35%
3.	Ron Kitson	WBLK-FM (New Station)	15%
★ FOLK SHOW			
No Folk in This Market.			

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 called primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrumental music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

STATIONS BY FORMAT

BUFFALO: Nation's 17th Record Market. (6 AM, 8 FM). 1 Contemporary, 4 Pop Standard, 1 Standard, 3 Conservative, 1 Pop Standard-Country-R&B, 1 Standard-Classical, 1 Country-Foreign Language.

WADV-FM: ERP 17,600 watts. Independent. Music format: Pop Standard. Special programming includes "Public Information," sponsored by Chamber of Commerce, 2:05-2:20 p.m. Sun. Gen. Mgr., Daniel J. Lesniak. Send 1 copy of stereo LP's to Prog. Dir., Nancy Lesniak, 126 Pearl St., Buffalo.

WBEN: 5,000 watts. CBS affiliate. Independent. Music format: Standard. Special programming includes Niagara University basketball, Buffalo Bills AFL

pro football, Notre Dame football, New York Yankees night and weekend baseball games in season. "Breakfast at the Yankee Doodle Room," audience participation show in its 16th year, 9:15-9:55 a.m., M-Sat. "Statler Hilton Luncheon Club," audience participation show in its 10th year, 12:15-12:55 p.m., M-F. "Jack Ogilvie's Party Line" 10 a.m.-12 noon, Sat. "Off the Wing Tip" an interview show with Ken & Jeanadele Magner, 11:35 a.m., M-F. "Kaleidoscope," with Tom Jolls—interviews, comedy, drama, music & commentary 3:10 to 4 p.m., M-F. Ski, boating & fishing news with Howie Howard in season. Vaun Wilmont is in charge of 16-man (TV and radio) news dept. 15-min. news at 6, 7, 8, 9 a.m., 12 noon, 6, 11 p.m., M-Sat.

Gen. Mgr., C. Robert Thompson. Prog. Dir., William Peters. Send 1 copy each of 45's and LP's to Librarian, Kaye Lapping, 2077 Elmwood Ave., Buffalo.

WBEN-FM: ERP 110,000 watts. Music format: Conservative. Special programming includes "Grand Ole Opry," 7:30-10 P.M., Sat. "Boston Symphony Concerts," 8 p.m., Wed. "Buffalo Philharmonic Concerts," 8:30 p.m., Fri. "Metropolitan Opera," 2 p.m., Sat. Simulcast with WBEN before 10 a.m. and after 1 p.m. daily Personnel and address same as WBEN.

WBLK-FM: ERP 50,000 watts. Independent. Music format: Pop-Standard-Country-R&B. Editorializes occasionally. Special programming includes "The Dora Richardson Show," woman interest, 7-7:30 p.m., Sun. Live religious services on Sunday morning. Ray Marks in charge of 3-man news dept. 1 mobile unit. 5-min. news at 15 and 45 past the hour daily. Pres. & Exec. Ofcr., George F. Lorenze. Send 4 copies of 45's and 2 copies of LP's to Prog. Dir., George F. Lorenz, 814 Rand Bldg., Buffalo.

WEBR: 5,000 watts. Mutual affiliate. Independent. Music format: Pop Standard. Special programming includes University of Buffalo football, Canisius College and St. Bonaventure basketball in season. Golf and bowling specials occasionally. Ron Arnold in charge of 7-man news dept. Trafficopter reports in its 6th year. 1 mobile unit. 5-min. news on the hour. 10-min. news at 7, 8, 9 p.m. 15-min. news at noon, 6 p.m. 5-min. news every half hour at night. Gen. Mgr., David F. Leopold. Send 2 copies each of 45's and LP's to Prog. Dir., Jack Gold, 23 Worth St., Buffalo.

WEBR-FM: ERP 105,000 watts. Simulcast with WEBR.

WGR: 5,000 watts. NBC affiliate. Taft Broadcasting. Music format: Pop Standard. Station predominantly news and talk station. Editorializes daily. Special programming includes Buffalo Bison hockey & baseball. University of Buffalo basketball in season. Six audience call-in—interview shows daily. "Art of Living," with John Gill, 9:05-10 a.m. "At Your Service," with John Otto 10:05-11 a.m. "Good Living," with John Fill, 11:05-12 noon. "Family Service Hour," with John Otto, 1:05-2 p.m. "Meet the Men," with Joe Brush, 2:05-3 p.m. "Open House," with Phil Soisson 3:05-4 p.m., M-F. "Open Line," with Cy Buckley and Jack Gilmour 9:05 p.m.-1 a.m. "Monitor," 9 a.m.-1 p.m. & 3-10:30 p.m., Sat. and 2-10 p.m., Sun. 7-man news dept. under direction of John Gill (a.m.) and Joe Brush (p.m.). 4 mobile news units. News blocks 6-9 a.m., 12-12:30 p.m. and 4-7 p.m. daily. Gen. Mgr., Bill McKibben. Send records to Prog. Dir., Bruce Still, 2065 Elmwood Ave., Buffalo.

WGR-FM: ERP 16,000 watts. Simulcast with WGR.

WHLD: 5,000 watts. Northeast Network affiliate. Independent. Music format: Conservative. Special programming includes "Iney Wallens Show," woman's interest, 11:30-noon on Mon., Wed. & Fri. "Eddy Jo Show," interviews and sports, 8:15-9 a.m., M-F. "Around the Town," community service show, 11:30 a.m.-noon, Tues. & Thurs. Foreign language shows Mon.-Sat. Italian 10:20-11:30 a.m., Polish 1 p.m.-2:15 p.m., Ukrainian 2:15-3:15 p.m. Peter Nolan in charge of news dept. 3 mobile units. 15-min. news 8 a.m., noon & 4 p.m. 5-min. news on the hour. Gen. Mgr., Earl C. Hull. Send 1 copy of LP's to Prog. Dir., Edward Joseph, Parkway Inn, Niagara Falls.

WHLD-FM: ERP 46,000 watts. Send 1 copy of LP's to Prog. Dir., Edward Tucholka. Gen. Mgr. and address same as WHLD.

WKBW: 50,000 watts. Capitol Cities Broadcasting. Music format: Contemporary. Special programming includes "Panorama," public service news and interviews 7-10 p.m., Sun. W. Hal Youngblood in charge of 5-man news dept. 3 mobile units. News at 45 and 15 past the hour. "Insight," news in depth show, 7:30-8 p.m., Sun. Gen. Mgr., Herbert Mendelson. Prog. Dir., Dave Sennett. Send 6 copies of 45's and 1 copy of LP's to Music Dir., Dan Neaverth, 1430 Main St., Buffalo.

WMMJ: 1,000 watts. Independent. Music format: Standard-Classical. Editorializes daily. Special programming includes "Mickey Walter Sports," news on all local sports, 3:30-3:35 p.m., M-F. "Polka Beehive," 10:30 a.m.-2:30 p.m., M-F. German language show, 3:30-4:30 p.m., Sat. & 4-5 p.m., Sun. Hungarian language show 10-11 a.m., Sun. Steve Bracken in charge of 4-man news dept. 20-min. news at noon. 15-min. news at 5:30 p.m. News on the hour, headlines on the half hour. Pres. & Gen. Mgr., Stan Jasinski. Prog. Dir., Lee Forster. Send 1 copy each of 45's and LP's to Stan Jasinski, 5360 Williams St., Lancaster.

WNIA: 5,000 watts. Independent. Music format: Pop Standard. Special programming: local news every 15 mins. throughout the day. "Melody Corner," with Mike Melody, requests by letter, 6:30-10:30 p.m., Mon.-Sat. Gen. Mgr., Gordon P. Brown. Send 3 copies of 45's and 1 copy of LP's to Prog. Dir., Mary Lounsbury, 2900 Genesee St., Buffalo.

WUFO: 1,000 watts. Dynamic Broadcasting, Inc. Music format: Rhythm & Blues. Special programming includes "Woman Talk," with Mrs. Clara Fowler, fashion, cooking and household hints,

VOX JOX

By GIL FAGGEN



KDKA's Rege Cordic officially opened his Fort Duquesne Bridge Leap contest by placing an entry sticker on the auto that made the first successful jump from the uncompleted span. (Looks like the KQV Aqua Car.) More than 5,000 Pittsburgh listeners have signed up to take the Cordic plunge in an effort to equal or better the 90-foot leap made by a Pitt student (with car) last fall.

John Kranz, WPAT (N.Y.C.) music director, returned from the 16th Annual Northwest Band Clinic in Moorhead, Minn., with raves about Paul Behm's 110-piece Mason City Symphonic Band. John was commissioned by Nels Vogel, clinic organizer, to write a special work for the event. Kranz was on hand to conduct the band in his composition, "Symphonic Fanfare." Another Kranz work, "Dialogue for Trumpet," was also performed before the 8,000 in attendance by Carl (Doc) Severinsen.

9:50-10 a.m., M-F. Don Mullins in charge of news dept. News at 55, headlines at 25 past the hour, M-Sat. 15-min. news round-up, 3-3:15 p.m., Sun. Gen'l Mgr., James Corrin. Send 2 copies of 45's and 1 copy of LP's to Prog. Dir., Bill Curtis, Box 186, Buffalo.

WYSL: 1,000 watts. ABC affiliate. A McLendon station. Music format: Conservative. Editorializes bi-weekly. Rick Bennett in charge of a 4-man news dept. Network news at 55, headlines on the hour, local news on the half hour. Gen. Mgr., Art Holt. Prog. Dir., J. Tyler Dunn. Send 1 copy each of 45's and LP's to Music Dir., Jean Pope, Statler Hilton Hotel, Buffalo.

WYSL-FM: ERP 5,000 watts. Simulcasts with WYSL.

WWOL: 1,000 watts. ABC-Mutual affiliates. Rust Craft Broadcasting Company. Music format: Country-Foreign Language. Special programming: "Bible Phone Quiz," 11:40-11:55 a.m., M-F. "Luncheon at the Lafayette," 12:35-1:15 p.m., M-F. "Life Line," 11-11:15 a.m., M-Sat. Gen. Mgr. & Prog. Dir., Gene Kline. Send 2 copies each of 45's and LP's to Gene Kline, Lafayette Hotel, Buffalo.

WWOL-FM: ERP 250 watts. Simulcast with WWOL except for 5:45-8 p.m. Sundays only.

DISK TALENT ON TV THIS WEEK

RED SKELTON HOUR (CBS-TV, Tues.): Robert Goulet.
HULLABALOO (NBC-TV, Tues.): Frankie Avalon, Annette Funicello, the Brothers Four, the Kinks, Band of Angels.
SHINDIG (ABC-TV, Wed.): Peter and Gordon, Vic Dana, Steve Alaimo, Dee Dee Sharp, Sonny and Cher, Jerry Lee Lewis, Glen Campbell, Linda Gail, the Echoes, Leon Russell, Jerry Mason, Moody Blues.
PATTI DUKE SHOW (ABC-TV, Wed.) Chad and Jeremy.

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Due to the overwhelming number of requests from media buyers, sponsors, radio stations, record companies, record promotion men and recording artists—

for Billboard's weekly

RADIO RESPONSE RATINGS

to be made available in book-binder form—the project is now in the final phase of preparation and will be ready for distribution shortly.

The book will contain the latest rating information on the top radio markets as compiled from Billboard's weekly RRR feature, plus an additional cross-reference breakdown by seven musical categories. The binder design will allow for easy insertion of updated statistics.

If you would like full details and prices on this important new research service when literature is available, write to:

ANDY CSIDA

Special Projects Div.,
165 W. 46th St.,
N. Y., N. Y. 10036

NVA Names Rep. Rostenkowski To Keynote 1965 Convention

CHICAGO—The keynote address of the 1965 convention of the National Vendors Association will be delivered by Congressman Dan Rostenkowski (D), Representative of the Illinois 8th District.

Representative Rostenkowski's topic, according to an announcement by NVA general counsel Don Mitchell and program chairman Pat Bolin Jr., will be "The Effect of Trade Associations on Legislation."

Currently the whip of the Illinois Congressional delegation,

MORE ABOUT THE KEYNOTER

Rep. Daniel Rostenkowski, at 36, represents Chicago's largest congressional district. With some 490,000 residents, the 8th District has more people than Indianapolis. He entered politics at age 23, the youngest Senator ever elected to the Illinois State Assembly. In 1958, and only 30 years old, Rostenkowski was elected by 8th District voters after the retirement of Democrat Thomas S. Gordon. He gained prestige rapidly as a young solon, climaxed by his appointment last year to the House Ways and Means Committee. This automatically gave him solid influence with the House Democratic majority. Rostenkowski also fills the unofficial post of leader of the Chicago Democratic delegation in the House. In a nonpartisan view, he is considered a hard-working legislator with a keen grasp of issues. He delights reporters with his easy sense of humor. He is married and has four daughters.

Rostenkowski was appointed last year to the influential Ways and Means Committee of the House, which among other significant function initiates all tax bills and revenue legislation.

Friend of Trade

In his committee position, Rostenkowski has been instrumental in obtaining a sympathetic hearing of bulk vending problems and had much to do with favorable legislative attitudes toward vending taxation. He was re-elected to his fourth term in November.

It is expected that part of Rostenkowski's speech will deal with revenue bills currently before Congress.

Plans for the April 1-4 convention, meanwhile, are progressing smoothly, according to NVA publicity chief Bob Kantor.

"All the major manufacturers will be represented," he reported. He also announced that special emphasis on social meet-



REP. DANIEL ROSTENKOWSKI

ings and similar events during the convention will make out-of-towners feel quite well entertained.

"We expect attendance at this convention to be the largest on record," Kantor added.

FLORIDA

A Survey of State Business Regulations

Third in a series of special reports on State legislation bearing on the operation of bulk vending equipment. By no means exhaustive, each article is accompanied by the name and address of the State official from whom complete and specific information may be obtained. Clip and save.

TALLAHASSEE, Fla.—State sales tax as well as machine licensing statutes must be clearly understood by the current or erstwhile bulk vending operator here in the Sunshine State.

"Sales through vending machines of taxable items having a sales price of 10 cents or more are taxable," declares section 318-1.44 of the Florida Sales and Use Tax Law. Lest this seem overly discouraging, however, it should be hastily pointed out that section 318-1.01 of the same document specifically exempts: "candy, including loose, bulk and packaged candy and candy bars when sold for 25 cents or less.

Chewing gum, unfortunately, is taxable. Since the tax does not apply to any purchase under 10 cents, however, the law is no menace to the bulk vending industry.

"A sign or sticker conspicuously displayed on the vending machine which states the amount of sales tax collected on each item dispensed by the machine is considered substantial compliance with the law, which requires that the sales tax be stated and charged separately from the sale price of the property sold," declares the statute previously cited.

An operator need obtain only one dealer's certificate of registration for his machines—not one for each machine. However, he must post his name and address on each machine with the serial number of his dealer's registration certificate.

When applying for this certificate, the operator must declare the number of machines he locates in the State.

Machines purchased in the State are subject to sales and use tax.

Vending machines located in licensed stores are subject to a \$2 per-machine tax if the purchase price exceeds a penny. Penny purchase machines are licensed at 50 cents each.

Interested parties are strongly

(Continued on page 49)

NEW PRODUCTS

This form is designed for the convenience of bulk operators

EPHY

COLLEGE FOOTBALL EMBLEMS. Press-on, football-shaped decals representing 24 colleges with authentic sports colors. May be ironed on sweaters, shirts or jackets—almost any garment. Each emblem bears the college's sports nickname, such as Notre Dame "Irish." A 5-cent capsule item, it is priced at \$18 per thousand and comes with four free pennant display fronts.

ROCKET CHARM MIX. Consisting of 18 ring styles with center plugs inserted plus 18 charms—all vended singly at 5 cents. Priced at \$14.50 per thousand.

LUCKY BUDDHA. Ivory and gold Ho Tai charms on a black ebony base are available in two sizes for 10-cent capsule machines and 1-cent charm machines. A simulated precious stone is set in the charm's expansive abdomen, which, when rubbed, tradition says, brings good luck. One thousand filled capsules is priced at \$38. The 1-cent charms are \$10.50 per thousand. They come with free merchandise display fronts for the capsules and printed labels for the charms. Eppy Charms, Inc., 91-15 144th Place, Jamaica, N. Y.

PAUL A. PRICE

SCAREY MONSTER FACES. The type seen during prime evening television time. Available in 10-cent capsules that will not separate, the variety includes faces of "Cyclops," "Fishman," "Frankenstein," "Lagoon Creature," "Colossal Beast," as well as large skeletons, bats, spiders, etc. Distortable into many grotesque shapes, the faces adhere to hand and face, etc. Price is \$38 per thousand. Paul A. Price Company, Inc., 5 Skillman Street, Roslyn, N. Y.

PENNY KING

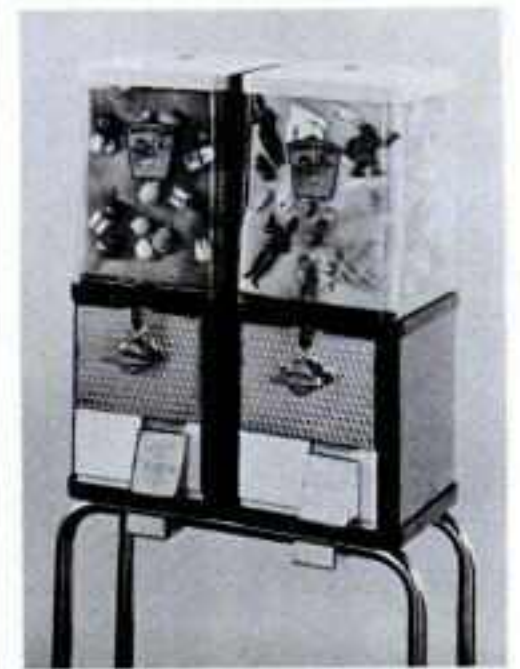
TWO 10-CENT MIXES. These new capsule mixes bear article Nos. 112 and 113. The former includes three types of brooches, a butterfly pin, colored hair mummy's head, boy's diamond ring, babe in bottle, big nose-little man and a girl's diamond

ring. The latter mix features cocktail shaker with oranges, necklace with Bible, V-ring with five stones, four different brooches, bracelet with Bible, an inflatable play ball and a boy mask ring. Both mixes in bags of 250 with a display front are \$8. Penny King Company, 2538 Mission Street, Pittsburgh 3, Pa.

COME OUT OF THE VENDING WOODS with . . .

SQUEAKY THE CLOWN

(Copyrighted)



MULTI-COLORED FOR KID SALES APPEAL. NEW CONCEPT IN BULK VENDING

VENDS complete bulk merchandise line. All coin denominations from penny up to and including 25 cents. One price on all coin denominations.

OPERATORS: It will pay you to investigate this new machine. Try one, two, three or 10 on your low yield locations and see the gross rise. A trial will convince you.

Distributors' Inquiries Invited.

Write TODAY for free color photo and single and quantity prices.

MERDEAN CORPORATION

Executive Offices and Showrooms:
1710 North LaBrea Ave.
Los Angeles, Calif. 90046
Phones: (Area Code 213) 466-4253

when answering ads . . .

Say You Saw It in Billboard

Northwestern
HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.



BIRMINGHAM VENDING COMPANY
520 Second Avenue, North, Birmingham, Alabama
Phone: FAirfax 4-7526

YOU COUNT MORE WITH OAK



STANDARD ACORN VENDOR

This is a machine with many purposes. It vends all bulk merchandise; all parts are interchangeable. You have a choice of several eye-catching colors. It features a wide top globe and easy portion adjustment. It stands 15" high, is 7" wide and 7" deep. It can be ordered with a 6, 8, 9½ or 11 lb. glass globe—300 or 450 plastic globe.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

MONSTERS

FOR 1c
5c & 10c
VENDING



Loose \$8.50 Per M. Attractive Stickers	Capsuled \$4.00 Bag 250 Display Card	Capsuled with Key Chain \$6.00 Bag 250 with display card
--	--	---

Beautiful Colors with Key Chain Loops

AVAILABLE IN SOFT VINYL—LARGER SIZE FOR 10c CAPSULE VENDING. BAG OF 250 WITH DISPLAY CARD \$8.00.

OAK SALES CO. 2033 Fifth Avenue
Pittsburgh 19, Pa. ATLantic 1-6478

ZZ-ZOOM

TO HIGH PROFITS

with
Northwestern's
ROCKET VENDOR



Will hold 1800 pieces of gum

NOW IN STOCK!

\$39.95 F.O.B. Factory
WRITE, WIRE OR CALL
H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N.E.
Atlanta 7, Ga.
Phone: DRake 7-4300

TRADE SURVEY

1964 Vender Placement Profile

Second in a series of reports based on the findings of Billboard's annual year-end survey of the bulk vending business. Facts are based upon a 10 per cent response to confidential questionnaires mailed to operators throughout the United States.

By RAY BRACK

CHICAGO — The average bulk businessman's route last year consisted of 2,500 machines, according to Billboard's late-1964 survey of the industry.

The figure is derived from a lumping together of full-time and part-time operator enter-

prises ranging from 140 to 25,000 machines. Responding to the Billboard poll were operators from all major metropolitan markets as well as remote areas.

It should be noted that a handful of large operators reporting boosted the average higher than would seem accurate. Actually, 80 per cent of the businessmen reporting had under 2,000 machines on location and a third of the total responding to the pool route under a 1,000 pieces.

Equipment placed on location in greatest numbers was that vending ball gum and charm mixes, followed closely by straight 100-count ball gum machines. The average operator had 320 gum-charm mix machines on location in 1964. The average for 100-count ball gum was 301.

The third most commonly located machine was the 10-cent capsule vender. Bulk businessmen had 250 of these out on the average. In fourth place was equipment vending 210-count ball gum, averaging 197 on location for every operator.

Five-cent capsule venders were placed to the tune of 150 per operator, followed by nut vending equipment with 108 average placement.

Capsule machines of the 25-

cent class were placed at the average figure of 24 per operator.

These Also Vended

Additional machines operated in smaller quantities were scales, stamp machines, two-for-one cent chiclet venders, pan candy machines, pen and card equipment, jelly bean venders, comic book venders, Boston bean machines, and other specialties.

It should be noted that individual operators frequently specialize in a less-popular type of vending machine, placing it on location in greater numbers than types of equipment operated, on the average, more widely. This is dictated by the character of the trade territory, location types and occasionally operator prejudice.

Next week: What products provided top volume in 1964?

SCHOENBACH COMPANY

Distributor for
Oak Manufacturing Co., Inc.

715 LINCOLN PLACE
BROOKLYN 16, N. Y.

PResident 2-2900

PHONE or WRITE FOR PRICES



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

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

NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.
NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V-1" Capsules . . . \$ 4.50 per M (5M Lots)
"V-1" Capsules \$ 8.00 per M (5M Lots)
"V-2" Capsules \$13.50 per M (2M Lots)
Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea.10

LOGAN DISTRIBUTING, INC.
1850 W. Division St., Chicago, Ill. 60622
Phone: (312) HU 6-4870

SPECIALS!



1c Victor Vendoramas, 100 Ct. B/G and 210 Ct. B/G. When new \$18.50 ea.
Now \$10.00 ea.

1c Victor Baseball-Football Flipper Game. When new \$29.50 ea.
Now \$19.95 ea. with 10 lb. B/G

ACORN NEW VISTA LINE!
A new concept in vending. Write for descriptive literature #101 and prices.

1/3 deposit with order, balance C.O.D. State your ZIP Code
RAKE COIN
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Philadelphia, Pa. 19123
CEnter 6-4493

Maine Mulls 15% Cig. Tax

AUGUSTA, Me. — Cigarette vending machine operators here are watching the fate of a new bill in the Maine Legislature which would put a 15 per cent tax on tobacco products.

The measure, introduced by Rep. Frank Wood of Webster at the request of Gov. John Reed, would remove the present 4 per cent sales tax on these products, but produce an estimated net gain of \$700,000 in revenue under the proposed levy during the next two years.

Florida Survey

• Continued from page 48

advised to consult local authorities for details of ordinances supplementary to State laws.

Complete information on Florida laws may be obtained from L. H. Paul Jr., Supervisor of Registrations, Use Tax Division, Florida Revenue Commission, Tallahassee.



Direct Low Factory Prices
Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . 30 1/2 lb.
Chicle Ball Gum, 130 ct. . . 38 1/2 lb.
Clear-Vend Ball Gum . . . 43 1/2 lb.
Clear-Vend Chicks, 320 ct. . . 43 1/2 lb.
Chicle Chicks, 320 & 520 ct. . . 39 lb.
Bubble Chicks, 320 & 520 ct. . . 31 1/2 lb.
Tab (short stick), 100 ct. . . 40c box
5-stick Gum, 100 packs . . . \$2.00
F.O.B. Factory 150 lb. lots
AMERICAN CHEWING PRODUCTS
40 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

You Helped RED CROSS . . .
The UNITED WAY . . . Thanks



UNIQUE NEW VENDOR is demonstrated by Logan Distributing's Dick Boylan (left) for bulk operator Gary Radloff, of Ponderosa Vendors, Ringwood, Ill.



MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



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CORPORATION

2253 Armstrong St. Morris, Ill.
Phone: WHITney 2-1300

WHY PAY MORE?

OAK'S ROCKET MIX WITH TWO DISPLAY CARDS

\$12.50

Oak Sales Co. 2033 Fifth Ave. Pittsburgh, Pa.	Oak Sales of Florida 1121 71st St. Miami Beach, Fla.
---	--

MANDELL GUARANTEED USED MACHINES

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

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.73
Pistachio Nuts, Jumbo Queen, White	.66
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.34
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

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

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.
Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

NEW VICTOR L. C. TOPPER

1c Mechanism
New large capacity for 1175 BALLS of 100-COUNT GUM
Equipped with De Luxe base. Standard base optional at same price.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

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

— WANTED: COIN MACHINE MECHANICS —

Despite high pay, skilled servicemen are scarce . . .

EDITORIAL

Wanted Mechanics

"Wanted mechanics" is a phrase you're apt to read in a Billboard want ad, or a comment made by an operator or a distributor, or even a manufacturer. It sums up in two words what has always been a headache in the coin machine industry: Namely, getting qualified technical personnel to service what are some of the most complicated pieces of electrical and electronic machinery made.

It's not simply a matter of getting a man who "has a knack with gadgets," or even training a qualified electrician. A good coin machine mechanic is much more. He has to deal with a variety of equipment, he works under trying circumstances, he's apt to be called at all hours, and his problems are seldom the same. He also has to be a sort of public relations man for his company (when talking to disgruntled location owners), an equipment purchasing adviser for his employer (telling him what to buy and not buy), and in addition to this, be sober, honest, reliable and not unlike a doctor or engineer, always ready to learn the latest techniques.

The rewards for good coin machine mechanics are high—

Attracting Trainees

Poses Problem . . .

New equipment also

requires constant

retraining . . .

higher than for any comparable trade. But it's not surprising that such people are still in short supply.

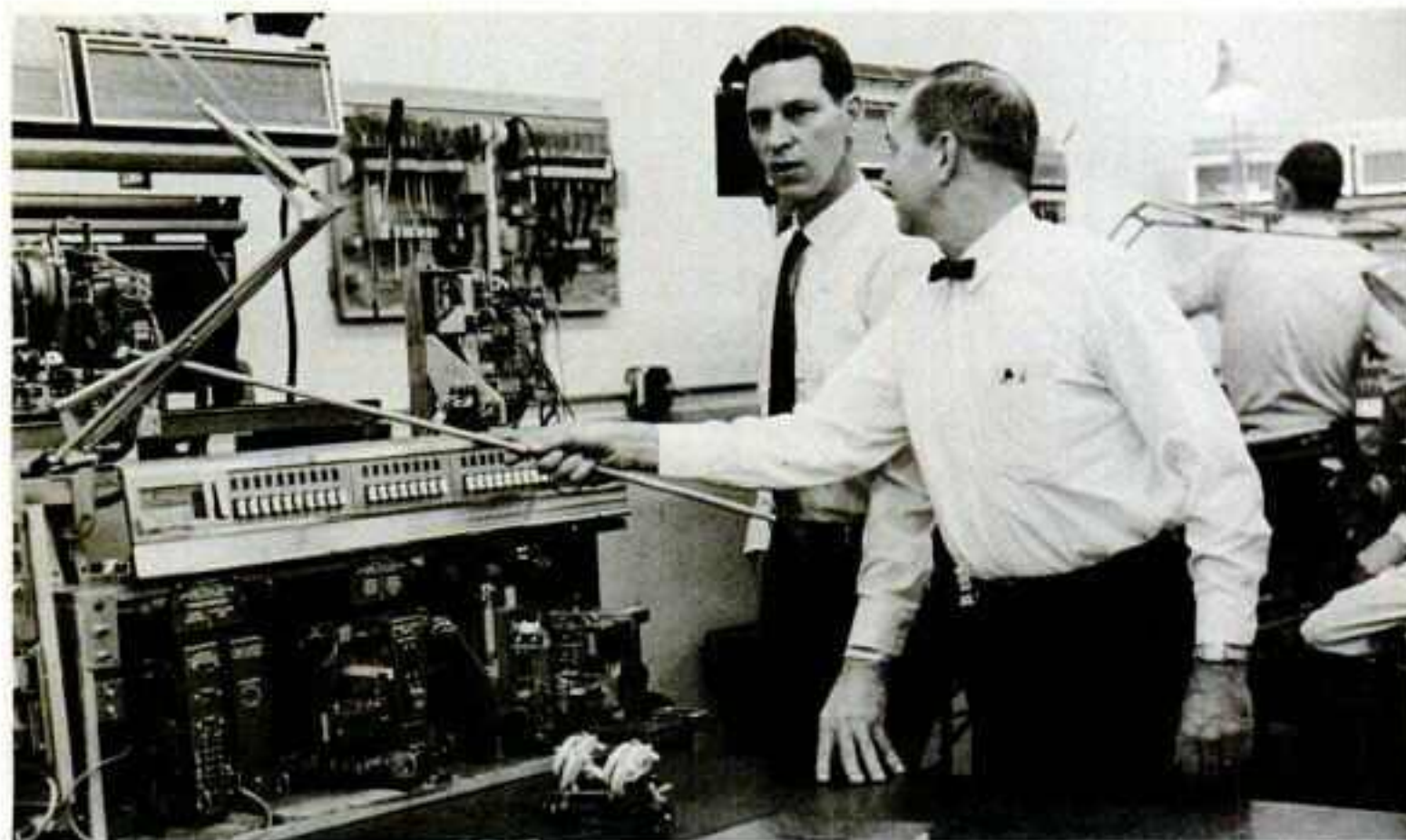
The problem has many facets. For one, there is the original recruiting. People have to be attracted into the field. Once recruited, they have to be kept up to date. Much of the burden of training mechanics falls on local distributors. The rest is taken up by manufacturers who have varying programs. In addition, there are trade schools, and now, a special coin machine school in Denver, unique in the industry. There is even talk about the coin machine industry's single national trade association—Music Operators of America—sponsoring some sort of program.

One centrally located school would have many advantages, but it would also be costly. Perhaps a better answer would be an MOA-co-ordinated program carried out locally through distributors, large operators and trade associations.

In this issue Billboard presents an in-depth look at the problem of training—and keeping—good mechanics. Billboard editors have interviewed countless mechanics, operators, distributors, manufacturers, association officials and even professional people from outside the industry. The project has been under the direction of Billboard's assistant coin machine editor Ray Brack, who even went so far as to enroll in a factory mechanics' school and later made service calls in the field.

Seeburg Program Turning Out Top-Notch Trade Technicians

Class No. 48 was recently graduated under the extensive service school program conducted by the Field Engineering and Training Department of the Seeburg Corporation (See Billboard, Nov. 21, 1964). A Billboard reporter mingled with the men in training, talked to instructors and administrators and brought back the following photo-report on "Seeburg University."



TYPICAL OF TRADE TALENT being sharpened by Seeburg factory service school is John J. Kandrac of Brown Novelty Co., Trenton, N. J., here receiving pointer from instructor Bob Zeising.

CHICAGO—As fifteen trainees postured and poked over specially-designed demonstration phonograph mechanisms, instructor Bob Zeising, one of 10 Seeburg field engineers specializing in music equipment, explained . . .

"Leo Halper (another Seeburg field engineer) and I have just 'bugged' this equipment. That is, we've deliberately created trouble in the mechanism in order to test the trouble-shooting skills of these men. Yesterday we lectured on the LPC 480 mechanism: take-down, assembly, adjustment and troubleshooting. Today we're letting the students put the principles into practice."

Professional Philosophy

This simulation of on-location trouble, Zeising went on to explain, is basic to the company's training philosophy. Equally important, Zeising stressed, "is the development of professional service methods."

This was elaborated on by Woody Woodhull, training division manager.

"We want these men to leave here with good working habits and scientific trouble-shooting procedures. This will give them confidence, and their competence will make a highly favorable impression on location owners," he said.

(Continued on page 51)

What About a Trade-Sponsored School?



CANNON:
An MOA model?



PTACEK:
"Takes two years . . ."



GEFKE:
"Anywhere in the U.S. . . ."

CHICAGO—The current shortage of highly-skilled coin machine mechanics is not a simple problem of inadequate labor supply. It is more pointedly a problem of unskilled job applicants and the high cost of their apprenticeship, a situation not unique to the coin machine industry.

The problem is further complicated by the mechanic casualty rate. "He drank." Or "he stole," are too often the succinct explanations offered for the discharge of another route man.

Above-Scale Wages

The operating firm, even by offering above-scale wages, experiences difficulty in landing conscientious young high school graduates. And even after a sharp young man is hired, a prolonged period of training in the highly specialized skills demanded by the trade precedes his becoming a money-making employee.

"We take two years to train a new man on the job," declared A. L. Ptacek, a Manhattan, Kansas operator since 1937. A Music Operators of America vice-president, Ptacek has suggested that the MOA, perhaps through a working arrangement with a well-known centrally-located trade school, co-ordinate efforts toward an industry-sponsored training school for servicemen.

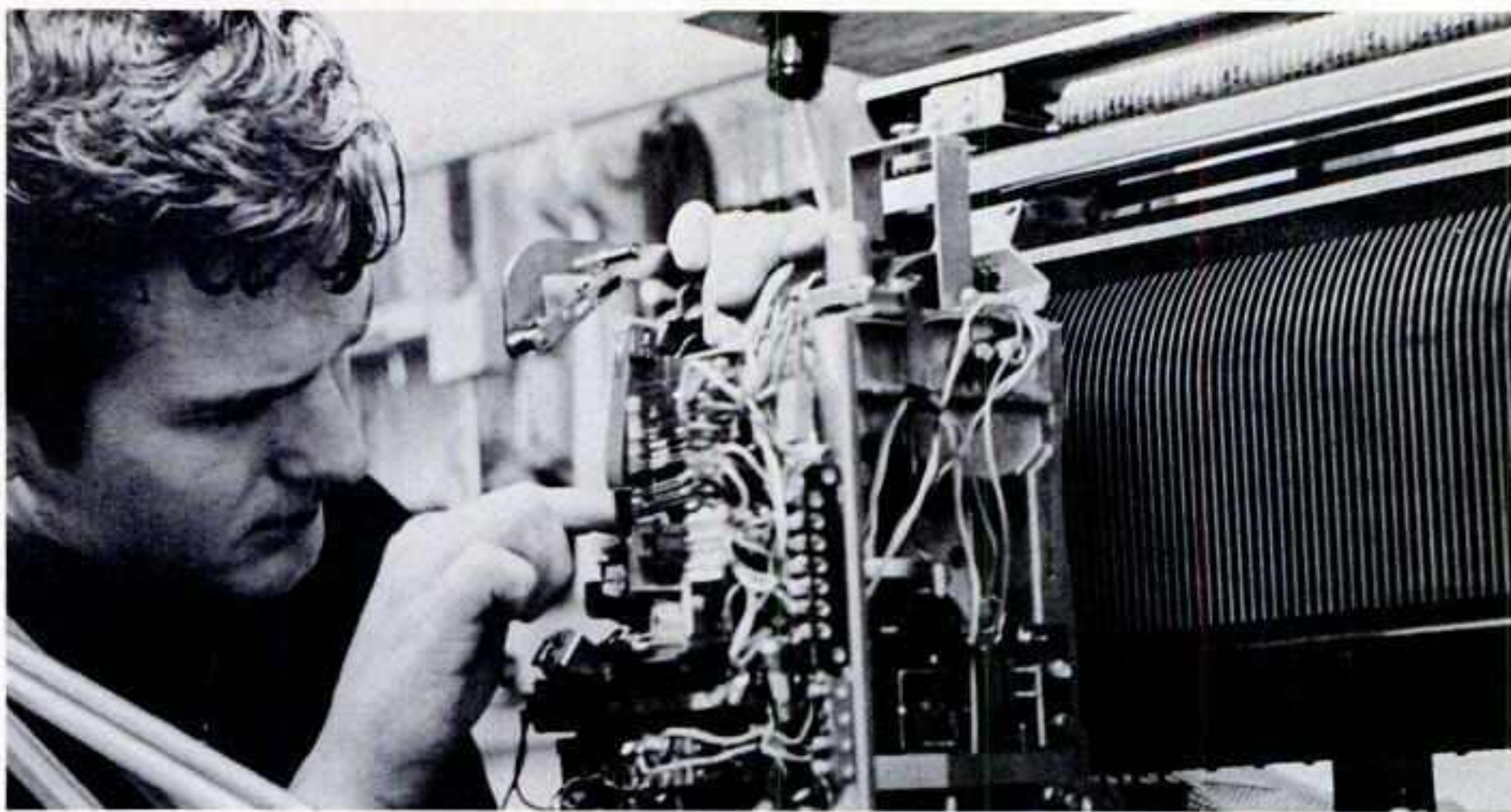
This idea, in various forms, is not a new one. Such a school, veteran businessmen suggest, would not only lift the burden of training from the operating firm but would perhaps help to supply the glamour needed to attract solid young men into the profession.

MOA Help

Well and good, declares MOA managing director Fred Granger. "The national association actively seeks to provide membership services, as, indeed, this would be." Then he raises the obvious question: "What about financing such a project?"

MOA treasurer James F. Tolisano, a 33-year business veteran, said in a recent Billboard interview that "One of the crying needs of the industry is a decent service man—and a sober service man." And he added: "I think many operators would be willing to subsidize the training of their new men at a first rate school, for such training is very difficult for the busy operator to handle by himself."

(Continued on page 56)



SECOND GENERATION student at Seeburg factory training center is Art Jones Jr., Marinette, Wis., whose father recently attended the music division school.



ADMINISTRATION of the training program at Seeburg is handled by John Chapin, right, director of the department of field engineering and training, and training division manager Woody Woodhull, dean of the school.

Seeburg Trade Technicians

• Continued from page 50

"Most of these men have been in the business for some time and have picked up a lot of experience by the seat of their pants. They can find a lot of trouble by sight. We teach them to check out the machine systematically," he added.

All-Expense Paid

The 15 men in Seeburg's 48th factory service school had come highly recommended by Seeburg distributors, their travel expenses divided 50-50 by distributor and manufacturer. All living expenses incurred in Chicago by the students were borne by Seeburg.

During the five-day school the trainees stayed at the posh Knickerbocker Hotel and were whisked to and from the near North Side classrooms in Seeburg autos.

On the fourth evening, after the strain of assimilating intensive instruction began to tell, class No. 48 was dined and entertained at the famed London House, courtesy Seeburg.

Such has been the routine with every phonograph and vending class hosted by Seeburg during the past two years plus.

Highly Selective

"We organized these factory schools in 1963," declared John Chapin, director of the Department of Field Engineering and Training. "Last year we trained 245 men in music and 300 on vending equipment. We limit each class (three a month in each type of equipment) to about 15 men, which means we must be highly selective."

Chapin's division will soon begin offering similar training on amusement games produced

by the Seeburg subsidiary, Williams Electronics Manufacturing Corporation.

A trip to Chicago is out of the question for many mechanics, however. For that reason, Seeburg has built mobile classrooms, complete with machines and test equipment, which extend the training facilities directly to the distributor or operating firm. Ten of these units are available exclusively for vending, 10 for music, and a like number are now being readied for amusement games.

Beneficiaries of this extensive program are men like John J. Kandrac, 40-year-old father of four from Robbinsville, N. J., who was a member of class No. 48. Kandrac has been in the business since 1940, is employed by Brown Novelty Company in

Trenton. Four of his brothers are also in the trade, one of whom has attended the Seeburg school and another who will enroll soon.

A serious and articulate technician, Kandrac, when asked to comment on the Seeburg program, remarked: "The impressive thing about this school is the thoroughness of the instruction. They get down to the last screw."

A rundown over the curriculum illustrates what he meant. The first two days, as mentioned, were taken up with thorough theoretical and functional familiarization with the mechanism.

Third Day: The selection system, coin and credit take-down, assembly and trouble shooting. And again the instructors

"bugged" the equipment.

Fourth Day: Electronic components. Trouble-shooting, take-down and assembly of auto-speed unit, album scanner, amplifier, etc. More "bugging," not neglecting the mechanism and selection system covered earlier.

Fifth Day: Remote control—the console. Also the new Seeburg discotheque accoutrements. Plus the basic differences between the LPC 480 and the new compact, Mustang 100-play. More theory followed by practice. Incessant emphasis on scientific procedure, with the two-inch-thick training manuals taking on a dog-eared look.

"All I need to remember all this is a Tormat Control Center for the brain," quipped Dick Arnold of Port Arthur, Tex.,

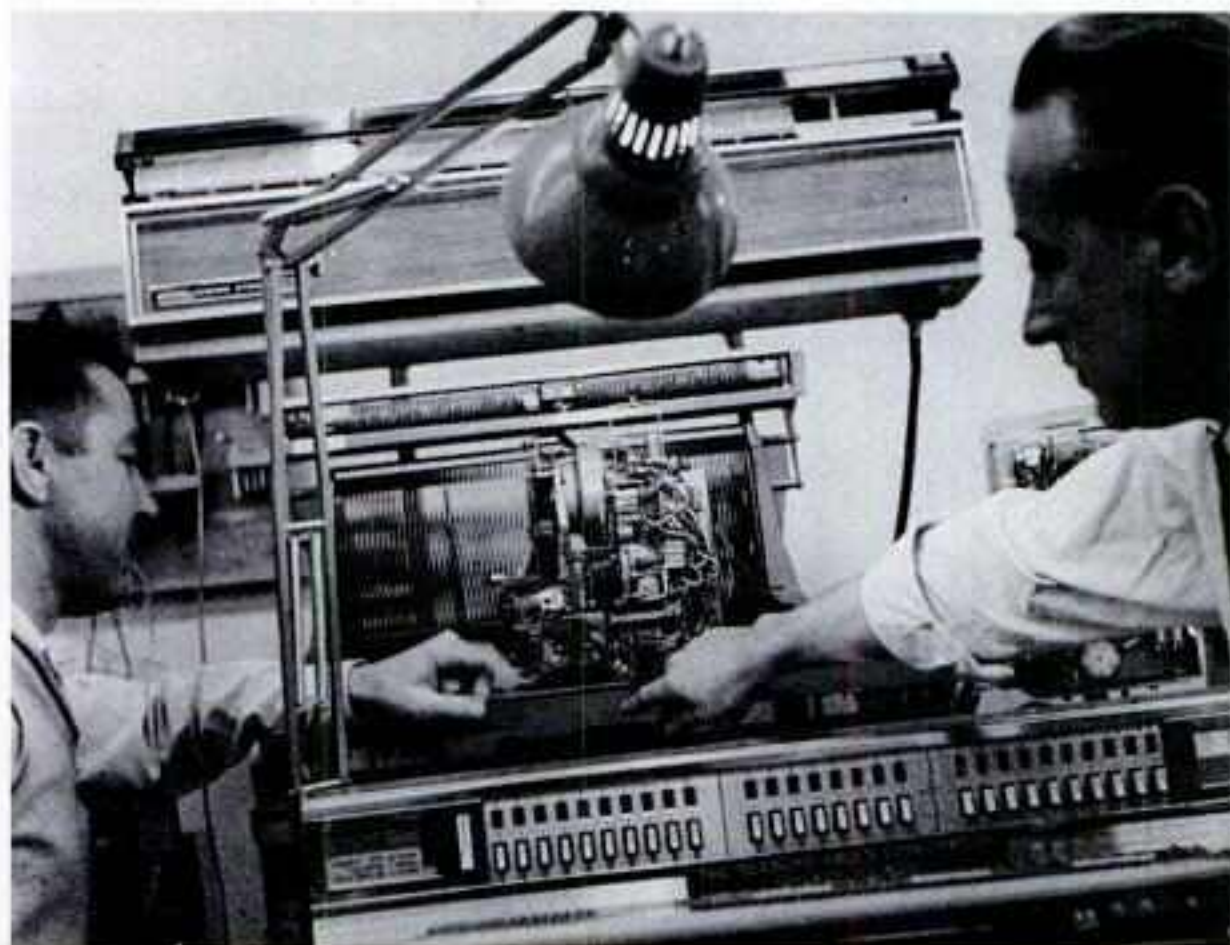
just before the brief graduation ceremonies on the fifth day. (He referred to the electronic brain of the LPC 480.)

"Come back next year and Seeburg'll have one for you," drawled Don Frost of Wichita Falls.

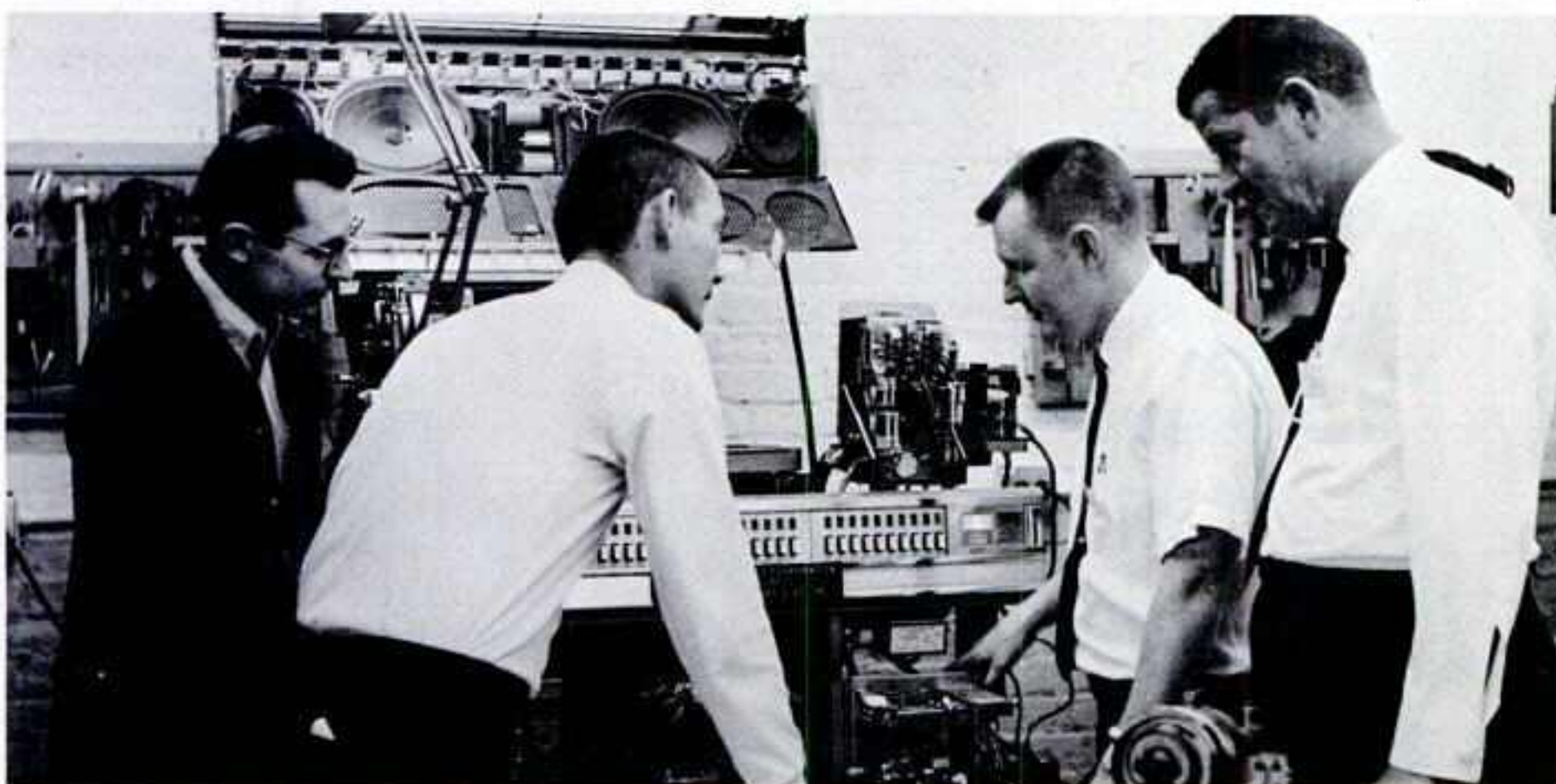
Both walked up shortly with the rest of class No. 48 to receive a handshake and new briefcase from Woody Woodhull, symbolic of a "master's degree" from "Seeburg U."

"We've never flunked a student," Woodhull observed as the men filed out. "They are carefully selected, they come here to learn—and they do. They'll go back to their jobs with increased pride and professionalism."

He added, "That's good not only for Seeburg, it's good for the industry."



INDIVIDUAL ATTENTION is assured by keeping classes small. Student's question is answered here by instructor Leo Halper.



TROUBLE-SHOOTING simulating actual field conditions was rapidly mastered by this crack quartet from the Southwest (left to right): Art Jentzen, Clovis, N. Mex.; Laurance Ray, San Antonio, Tex.; Don Frost, Wichita Falls, Tex., and Dick Arnold, Fort Worth, Tex.

February 20, 1965, BILLBOARD

NEW! DIFFERENT!

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**NEW 2 PLAYER
ADJUSTABLE 3-or-5 BALL**

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Do You Need Mechanics Who Have Recently Completed a Thorough Training Course in The Denver Area?

All are skilled in servicing major phonographs, pinballs, arcade, cigarette and vending equipment.

These men are well qualified and dependable.

PLEASE CONTACT JACK MORAN IMMEDIATELY.

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INSTITUTE OF COIN OPERATIONS
110 West Alameda Ave.
Denver, Colorado 80223

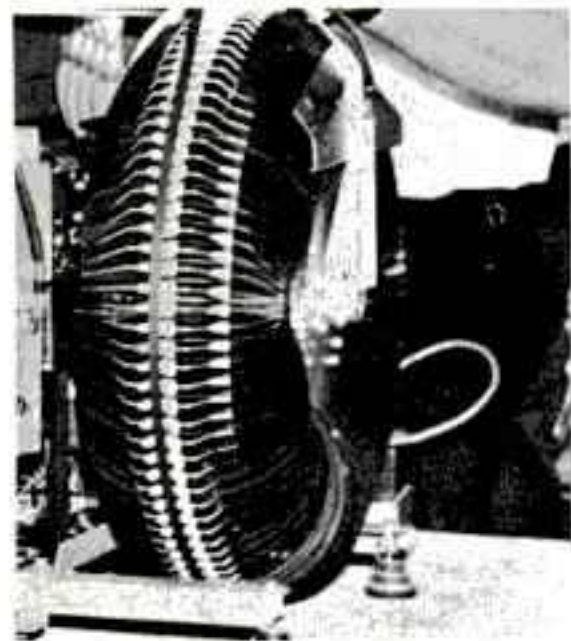
WANTED: MECHANICS

Jack Moran's Denver Training School: Model for the Trade

DENVER—A solution to the inadequate apprenticeship system and the resulting shortage of competent coin machine technicians may have been found by James Moran of Appolo-Stereo here.

Moran, a 25-year veteran in coin-operated equipment maintenance, recently organized a five-month training school for rank novices. The first class of 15 men is now being trained in the Institute of Coin Operation.

"The idea of a school for mechanics in the coin machine industry has been on my mind for



COMPLEX EQUIPMENT demands expert servicemen.

several years, and at last I have come to the point of starting one," Moran said recently as the first class enrolled.

Distributors Help

Organization of the academy, as Moran recounts it, was greatly aided by Colorado distributors and operators who, from long experience, know the true worth and scarcity of top-notch technicians.

"The first organizational phase included contacting all the distributors here in the Denver area to see what response I would get, and whether or not they could furnish me the equipment necessary to use for instruction purposes," Moran explained. "They proved to be most co-operative and assured me that they would furnish any machines that they had available. That was the first big hurdle."

Later on, Moran noted, after the school was further organized, area operators offered equipment for the school's use.

Checked Labor Market

After getting distributor commitments, Moran checked the regional labor market.

"I wanted to find out how many men were needed, and my first survey showed that I could place 45 men immediately."

Moran's next hurdles were finding trainees with promise, acquiring classroom space and obtaining a faculty.

Advertised for Students

"My observation was that this area had a potential for men with some background in electronics. With this in mind we advertised for students. We screened them as to their background and habits, trying to select prospects with a strong desire to enter the coin machine field. It was from this category that we drew our first class."

Classroom space was acquired

near downtown Denver and expert instructors were brought in from major operating firms in the city. The staff includes such veterans as Paul Storea, Paul Vidman, Carl Katt and Ed Zoback.

Classes are held five days a week and include instruction on phonographs, amusement games and vending machines. Much of the curriculum is devoted to theory, basic electronics systems, reading of schematics and VOM's. Then the theories are applied to actual equipment.

No Previous Experience

Each student has had no previous experience in the coin machine field (in contrast to distributor and manufacturer training programs). The men range in age from 25 to 35.

Cost of the five-month course is \$500, a fee which operating firms are eagerly subsidizing. In return, each student is guaranteed placement with a Denver or suburban operating firm.

Moran is also thinking of placing some graduates with firms in remote sections of the State as an aid to publicizing the school.

Can Expand

As word of the training academy got around, Moran was contacted by a large vending firm which offered to hire all the graduates Moran can turn out. Obviously, the school can expand successfully.

"We ask that operating firms send us detailed requirements on the type of mechanic they need. We try to pick the right man for each operation," Moran said.

"The day of the apprentice is over, as far as I can see," he added. "We are training men of all races and we're making qualified personnel available to an industry that sorely needs them."

IRS Amends Bingo Tax Law

WASHINGTON—The Dec. 28 issue of the Internal Revenue Bulletin carried an announcement clarifying sections 45-4901-1 and 45.6071-2 of the Miscellaneous Stamp Tax Regulations (26 CFR Part 45) relating to the payment of and time for filing returns in the case of coin-operated gaming devices defined in section 4462 (bingo equipment).

An amendment to the paragraph entitled "Condition Precedent to Carrying on Certain Business" was changed to require that the special tax imposed by section 4461 (recorded on Form 11-B) "must be paid before such device is permitted to be used."

beauty!
big sound!
wide selection!



Model 424

new
ROCK-OLA
Princess Royal

Never before has such beauty, quality of sound, compactness and versatility been combined in one phonograph! Rock-Ola's new Princess Royal plays 100 selections of 33 1/2 or 45 RPM, 7" albums or singles, stereo or monaural. Exclusive Rock-Ola Mech-O-Matic Intermix. Only 30 1/2" wide and 43 1/2" high. Famous Rock-Ola quality and design mean less servicing... longer, trouble-free life. Beautiful Walnut Conolite sides.

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Pistol Pete, United Sky Raider, Bonus Gun, Carnival, Pirate Gun, Auto, Sky Fiter, Seeburg Coon

Gun, Wms. Crusader, Hercules, Polar Hunt, Safari Gun, Space Glider, Titan Gun & Vanguard.

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Auto Test
Bally Bucky
Bally Little Champ
Bally Fire Chief
Bally Hot Rod
Bally Western Express
Bally Speed Boat
Boat Ride
Big Broncho, Ex.
Chuck Wagon
Cow Pony
Champion Horse
Donald Duck
Elsie the Cow
Fire Engine (All Tech)
Highway Patrol
Helicopter
Indian Scout
Junior Jet
Lightning Horse
King's Choo-Choo
Moon Rocket
Meteor Hot Rod

Motorcycle
Miss America Boat
Musical Ferris Wheel
Model T Ford
Midget Racer
Old Smokey
Pony Express
Red Nose Reindeer
Satellite
Space Ship
Sandy Horse
Sit Down Drive Yourself
Scientific Boat
See Saw
Stone Age, new
Twin Merry-Go-Round
Toonerville Trolley
Twin Horse Stage Coach
Turnpike Auto Test
Tusko Elephant
Bert Lane Fire Engine
Bert Lane Lancer Horse
Bert Lane Whirlpool



M. S. GISSER
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\$4.00 postpaid.

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1140 N. Kostner Ave., Dept. B
Chicago, Illinois 60651, U. S. A.

School Directory

BALLY MANUFACTURING COMPANY

Where—Domestic and foreign distributors.

When—On demand by operators and distributors. (The relative simplicity of most pin games, a factory executive explained, negates the need of extensive maintenance training.)

Enrollment—By invitation from distributor.

Cost—Instruction is free.

Curriculum—Pin games, bowlers, shuffle alleys and bingo equipment.

CHICAGO DYNAMIC INDUSTRIES (Chicago Coin)

Where—Distributors and, in the near future, at Chicago factory.

When—As requested by distributors and operators. (Factory school will be on fairly regular schedule.)

Enrollment—By invitation to regional schools. (Details of factory school not available yet.)

Cost—Instruction is free.

Curriculum—Pin games, bowling and shuffle alleys, arcade equipment.

D. GOTTLIEB & COMPANY

This long-established firm conducts no formal schools, either at plant or distributors, following instead the custom of personalized instruction. Questions from operators are answered by distributor experts or, when need be, forwarded to factory technicians.

Supplementing this arrangement is the firm's newly published Instruction and Service Manual, which may be used as a reference by veteran mechanics or as a text by beginners. It may be obtained at a cost of \$4 by writing D. Gottlieb & Co., 1140 N. Kostner Ave., Dept. B, Chicago, Illinois 60651.

MIDWAY MANUFACTURING COMPANY

Where—At distributor offices. (Factory classes contemplated when firm moves to larger plant.)

When—Scheduled as requested by operators and distributors.

Enrollment—By distributor invitation. (Factory school plans not available.)

Cost—Instruction is without charge.

Curriculum—Baseball and target type arcade equipment. Bowler and shuffle alleys in the future.

ROCK-OLA MANUFACTURING COMPANY

Where—At distributors and operating firms.

When—Scheduled upon request from the field.

Enrollment—By invitation of distributor or operator.

Cost—Borne by manufacturer and distributors.

Curriculum—Music and vending equipment.

ROWE AC MANUFACTURING

Where—At Grand Rapids, Michigan factory as well as distributor and operating firm offices.

When—Scheduled according to demand. (Program soon to be expanded to regular schedule.) Distributor and operating firm instruction conducted by request.

Enrollment—Students in factory school selected by distributors. Distributor and operator schools attended by invitation.

Cost—Transportation costs to and from factory are borne by student or distributor. Manufacturer pays living expenses during school. There is no charge for distributor and operating firm instruction.

Curriculum—Music equipment. (Vending equipment classes will begin under enlarged program at Whippany, N.J.)

SEEBURG CORPORATION

Where—Factory service school near Chicago factory. Distributor and operating firm instruction regularly conducted by field men. (Unique mobile classrooms may be driven directly to distributor or operating firm offices.)

When—Several regularly scheduled five-and-six-day schools are conducted at the Chicago training division headquarters every month. Instructors for distributor and operating firm schools are supplied when requested.

Enrollment—Factory trainees are selected by distributors. Distributor and operating firm sessions may be attended by invitation.

Cost—All transportation costs are shared by manufacturer and distributors. Seeburg underwrites all living expenses for men in training in Chicago. Distributor and operating firm training services are free.

Curriculum—Music, vending and amusement game equipment. (Amusement game instruction via mobile classrooms now being made available in all field service regions and regularly scheduled factory schools will soon be organized.)

WILLIAMS ELECTRONIC MANUFACTURING (see Seeburg)

THE WURLITZER COMPANY

Where—Distributor and operating firm headquarters. (With occasional technical seminars held at North Tonawanda, New York factory.)

When—Scheduled per requests of operators and distributors.

Enrollment—By invitation.

Cost—Expenses borne by manufacturer and distributors.

Curriculum—Music equipment.

Joseph Panarinfo,
 originator
 of Discothèque,
 reminds you of a
 very profitable point:



Monsieur Joseph Panarinfo, the originator of Discothèque, is in the U.S.A. as an exclusive consultant to Seeburg. His services are available to every operator in the U.S.

« Only Seeburg has a Discothèque switch! »

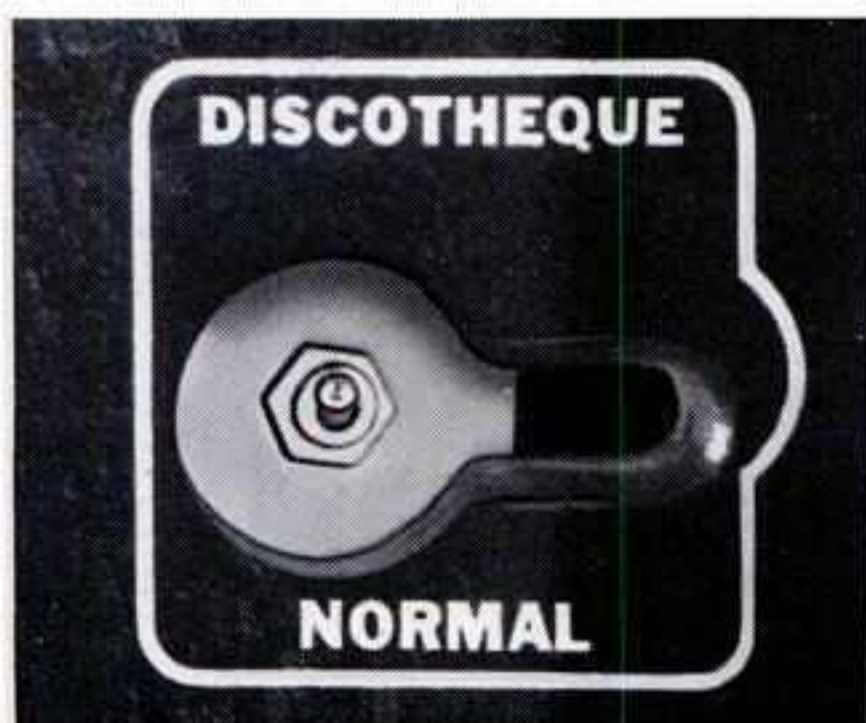
The LP Console/480D is actually 2 profitable phonographs in one! It plays your regular programming in the daytime. Then, at the flip of the switch, it becomes a nighttime Discothèque phonograph, playing only Rec-O-Dance albums.*

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SEEBURG

DISCO THÉQUE

Only Seeburg, with the LP Console/480D, lets you profitably tailor the music to the time of day! In the evening hours—it's a great Discothèque delivering the Big Sound for dancing. Regular single and album play is suspended. In the daytime—at the flip of the switch—it's a great phonograph offering diversified programming in superb stereo. You and your locations get the earning power of 2 phonographs in one! Around the clock, Seeburg is always set to attract maximum play for maximum income!



NEW! Discothèque Switch Conversion Kit!

Available now for installation on Seeburg LPC/480 models to add the profitable features of Discothèque operation!

Call your SEEBURG Distributor . . . N-O-W!

*TM

NEW AND USED COIN-OPERATED PHO

PHONOGRAPHS

Model	Selections	Year	Remarks
AMI			
E-40	40	1953	
E-80	80	1953	
E-120	120	1953	
F-40	40	1954	
F-80	80	1954	
F-120	120	1954	
G-80	120	1955	
G-120	120	1955	
G-200	200	1956	
H-120	120	1957	
H-200	200	1957	
I-100M	100	1958	
I-200M	200	1958	
I-200E	200	1958	
J-120	120	1959	
J-200K	200	1959	
J-200M	200	1959	
K-120	120	1960	
K-200	200	1960	
Continental	200	1960	
Lyric	100	1960	
Continental 2	100	1961	
Continental 2	200	1961	
Rowe AMI	200	1962-63	
Rowe AMI	160	1962-63	
Rowe AMI	100	1962-63	
Tropicana	200	1963-64	
Tropicana	160	1963-64	
Tropicana	100	1963-64	
Diplomat	200	1965	

ROCK-OLA

1463A Fireball	120	1953	
1438 Comet	120	1954	
1446 HiFi	120	1954	
1448 HiFi	120	1955	
1452	50	1955	
1454	120	1956	
1455	200	1957	
1458	120	1958	
1465	200	1958	
1468 Tempo 1	120	1959	
1475 Tempo 1	200	1959	
1478 Tempo 11	120	1960	
1485 Tempo 11	200	1960	
1488 Regis	120	1961	
1495 Regis	200	1961	
1493 Princess	100	1962	
1496 Empress	120	1962	
1497 Empress	200	1962	
404 Capri	100	1963	
408 Rhapsody	160	1963	
404 Capri	100	1964	
418 Rhapsody	160	1964	
424 Princess	100	1964	
Royal	100	1964	
425 Grand Prix	160	1964	

SEEBURG

HF100G	100	1953	
HF100W	100	1953	
HF100R	100	1954	
V200	200	1955	
100J	100	1955	
VL200	200	1956	
L100	100	1957	
KD200	200	1957	
161	160	1958	
201	200	1958	
220	100	1958	
222	160	1958	
Q-100	100	1959	
Q-160	160	1959	
AY100	100	1961	
AY160	160	1961	
DS 100	100	1961	
DS 160	160	1961	
LPC-1	160	1962	
LP-480	160	1964	
U-100	100	1964	

WURLITZER

1500 A	104-45 & 78 Intermix	1953	
1600	48-45 & 78 Intermix	1953	
1650	38	1953	
1650 A	48	1954	
1700	104	1954	
1800	104	1955	
1900	200	1956	
2000	200	1956	
2100	200	1957	
2104	104	1957	
2150	200	1957	
2200	200	1958	
2204	104	1958	
2250	200	1958	
2300	200	1959	
2304	104	1959	
2310	100	1959	
2400	200	1960	
2404	104	1960	
2410	100	1960	
2500	200	1961	
2504	104	1961	
2510	100	1961	
2600	200	1962	
2610	100	1962	
2700	200	1963	
2710	100	1963	
2800	200	1964	
2810	100	1964	
2900	200	1965	
2900-A	100	1965	

PIN GAMES

Game	Year	Remarks
BALLY		
Acapulco	5/61	
Ballerina	6/59	
Barrel-O-Fun	9/60	
Barrel-O-Fun '61	4/61	
Barrel-O-Fun '62	11/61	
Beach Beauty	11/56	
Beach Time	9/58	
Beauty Contest	1/60	
Big Day 4P	9/64	
Big Show	9/56	
Bongo 2P	3/64	
Bounty (Bingo)	10/63	
Bull Fight 1P	1/65	
Bus Stop 2P	1/65	
Can-Can	10/61	
Carnival	11/57	
Carnival Queen	11/58	
Circus	8/57	
Circus Queen	2/61	
County Fair	10/59	
Cross Country	4/63	
Crossroads	1/56	
Cue-Tease 2P	7/63	
Cypress Gardens	6/58	
Double Header	7/56	
Funspot '62	11/62	
Flying Circus 2P	6/61	
Golden Gate	6/62	
Grand Tour	7/64	
Happy Tour 1P	7/64	
Harvest 1P	10/64	
Hay Ride 1P	10/64	
(Add-A-Ball Model)		
Hootenanny (Pin) 1P	11/63	
Key West	12/56	
Laguna Beach	3/60	
Lido	2/62	
Lite-A-Line	2/61	
Letta-Fun	9/59	
Mad World 2P	9/64	
Miami Beach	9/54	
Miss America	2/58	
Monte Carlo 1P (Pin)	2/64	
Moonshot	3/63	
Night Club	4/56	
Parade	6/56	
Queens (Ch., Is., Trop.)	3/60	
Roller Derby	6/60	
Sea Island	2/59	
Ship Mates 4P	2/64	
Shoot-A-Line	6/62	
Show Time	3/57	
Silver Sails	11/62	
Sky Diver 1P	4/64	
Star Jet (Pin) 2P	12/63	
Sun Valley	7/57	
Target Roll	1/58	
2 in 1 2P	8/64	
3-in-Line 4P	8/63	
Touchdown	11/60	
Twist	11/62	
U.S.A.	8/58	

CHICAGO COIN

Bronco 2P	5/64	
Firecracker 2P	12/63	
Mustang Pin 2P	10/64	
Pop Up 1P	10/64	
Royal Flash Pin 2P	8/64	
Sun Valley	8/63	

GOTTLIEB

Around World 2P	7/59	
Atlas 2P	5/59	
Big Top 1P	1/64	
Bonanza 2P	6/64	
Bowling Queen 1P	8/64	
Brute Star 2P	4/58	
Captain Kidd 2P	7/60	
Contest 4P	10/58	
Continental Cafe 2P	7/57	
Cover Girl 1P	7/62	
Cris Cross 1P	3/58	
Dancing Dolls 1P	6/60	
Double Action 2P	1/59	
Egg Head 1P	12/61	
Fair Lady	12/56	
Falstaff 4P	11/57	
Fashion Show 2P	6/62	
Flagship	1/57	
Flipper 1P	11/60	
Flipper Clown	4/62	
Flipper Cowboy 1P	10/62	
Flipper Fair 1P	11/61	
Flipper Parade	5/61	
Foto Finish 1P	1/61	
Flying Chariots 2P	10/63	
Gaucho 4P	1/63	
Gigi 1P	12/63	
Gondolier 2P	8/58	
Happy Clown 4P	11/64	
Hi-Diver 1P	4/59	
Kewpie Doll 1P	10/60	
Lancer 2P	9/61	
Liberty Belle 4P	3/62	
Lightening Ball 1P	12/59	
Lite-A-Card 2P	3/60	
Mademoiselle 2P	11/59	
Majestic	4/57	
Majorettes 1P	8/64	
Melody Lane 2P	9/60	
Merry-Go-Round 2P	12/60	
Miss Annabelle 1P	8/59	
North Star 1P	10/64	
Oklahoma 4P	2/61	
Olympics 1P	9/62	
Picnic 2P	10/58	
Preview 2P	8/62	
Queen of Diamonds	6/59	
Race Time 2P	3/59	
Rack-A-Ball 2P	12/62	
Rocket Ship 1P	5/58	
Roto Pool 1P	7/58	
Royal Flush	5/57	
Sea Shore 2P	9/64	
Seven Seas 2P	1/60	
Ship-Mates 4P	2/64	
Showboat 1P	4/61	
Silver 1P	10/57	

Pin Games (Cont.)

Game	Year	Remarks
Sittin' Pretty 1P	11/58	
Skyline 1P	1/65	
Slick Chick 1P	4/63	
Spot-A-Card 1P	3/60	
Spr. Circus 2P	10/57	
Straight Flush 1P	12/57	
Straight Shooter	2/59	
Sunset 2P	11/62	
Sunshine 1P	10/58	
Sweet Hearts 1P	9/63	
Sweet Sioux 4P	9/59	
Swing Along 2P	7/63	
Texas 4P	4/60	
Tropic Isle 1P	5/62	
Universe 1P	10/59	
Wagon Train 1P	4/60	
Whirlwind 2P	2/58	
World Beauties 1P	2/60	
World Champ 1P	8/57	
World Fair 1P	5/64	

KEENEY

Black Dragon	8/62	
Colorama		
2-Player Pin	12/63	
El Rancho Hacienda	11/62	
Flash Back	8/61	
Go-Cart 1P	5/63	
Old Plantation	2/61	
Poker Face 2P	9/63	
Rainbow	6/62	

MIDWAY

Rodeo	11/64	
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WILLIAMS

Beat the Clock 1P	12/63	
Big Daddy 1P	9/63	
Big Deal 1P	2/63	
Black Jet 1P	1/60	
Casino 1P	10/58	
Club House 1P	10/59	
Coquette	4/62	
Crossword 1P	4/59	
Darts 1P	6/60	
El Toro 2P	8/63	
Fiesta 2P	12/59	
Four Roses 1P	12/62	
Four Star 1P	7/58	
Gay Paree	6/57	
Golden Bells 1P	9/59	
Golden Gloves 1P	1/60	
Grand Slam		
Baseball	2/64	
Gusher 1P	9/58	
Heat Wave 1P	7/64	
Jig Saw 1P	12/57	
Jumpin' Jacks 2P	4/63	
Jungle 1P	9/60	
Kingpin	9/62	
Kings 1P	8/57	
Mardi Gras 4P	11/62	
Merry Widow 4P	10/63	
Music Man 4P	8/60	
Naples 2P	9/57	
Nags 1P	3/60	
Oh, Boy 2P	2/64	
Palooka 1P	5/64	
Pretty Baby 2P	2/65	
Reno 1P	10/59	
River Boat 1P	9/64	
Rocket 1P	11/59	
San Francisco 2P	5/64	
Satellite 1P	7/58	
Sea Wolf 1P	7/59	
Serenade 2P	5/60	
Skill Pool 1P	6/63	
Soccer 1P	3/64	
Space Ship 2P	12/61	
Starfire	1/57	
Steeplechase 1P	11/57	
Stop & Go	8/64	
Swing Time 1P	5/53	
10 Strike 2P	1/58	
3-D 1P	11/58	
Tic-Tac-Toe 1P	1/59	
Tom-Tom 2P	1/63	
Top Hat	10/58	
Trade Winds	6/62	
Turf Champ	8/58	
Twenty-One 1P	2/60	
Vagabond	10/62	
Valiant 2P	8/62	
Viking 2P	10/61	
Wing Ding 1P	12/64	
(Add-A-Ball Model)		
Whoopee 4P	10/64	
Zig-Zag 1P	12/64	
(Free Play Model)		

SHUFFLEBOARDS & BOWLERS

Game	Year	Remarks
BALLY		
ABC Bowler	7/55	
ABC Bowl Lane	1/57	
ABC Champion	10/57	
ABC Spr. Del	9/57	
ABC Tournament	6/57	
All-Star Bowling	12/57	
All-Star Deluxe	2/58	
All-The-Way	10/64	
Big 7 Shuffle	9/62	
Challenger	9/59	
Club Bowler	2/59	
Club Deluxe	5/59	
Del. Bally Bowler— 16' length	1/64	
Jumbo Bowler	9/55	
Jumbo Deluxe	9/60	
King Pin Bowler	9/55	
Lucky Alley	8/58	

Shuffleboards & Bowlers (Cont.)

Game	Year	Remarks
Lucky Shuffle	9/58	
Monarch Bowler	11/59	
Official Jumbo	9/60	
Pan American	6/59	
Speed Bowler	11/58	
Star Shuffle	10/58	
Strike Bowler	11/57	
Super 8 Shuffle	4/63	
Super Shuffle	12/61	
Trophy Bowler	4/58	

CHICAGO COIN		
Arrow	2/55	
Blinker	8/55	
Bonus Score	4/55	
Bowl Master	8/59	
Bowling League	2/57	
Bowling Team	10/55	
Bull's-Eye Drop Ball	12/59	
Cedillac Ball Bowler	1/64	
Championship	11/58	
Citation	10/62	

NOGRAPHS AND AMUSEMENT GAMES

Shuffleboards & Bowlers (Cont.)

Game	Year	Remarks
Top Notch	10/55	
Topper	2/64	
Tornado Bowler	3/64	
Tropic Bowler	9/62	
Ultra	8/63	
Zenith	6/59	

WILLIAMS

Roll-A-Ball 6P	12/56	
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POOL TABLES

ALL-TECH INDUSTRIES

Model	Details	Remarks
Gold Crest (3 1/2'x6', 6 pocket)		
Gold Crest (4 1/2'x9', 6 pocket)		
Gold Crest (3 1/2'x7', 6 pocket)		
Gold Crest (4'x8', 6 pocket)		

AMERICAN SHUFFLEBOARD

Bank Shot	(9')	
Classic "6"	(6', 6 pocket)	
Classic "7"	(7', 6 pocket)	
Classic "8"	(8', 6 pocket)	
Electra "6"	(6', 6 pocket)	
Electra "7"	(7', 6 pocket)	
Electra "8"	(8', 6 pocket)	
Imperial Cushion	12'	
Imperial Shuffleboard	16' to 22'	

FISCHER SALES & MFG. CO.

Crown Eighty-Five	85"	
Crown Fiesta—Reg. Bumper	—	
Crown Ninety	90"	
Crown One Hundred	100"	
Empress 101	101"	
Empress 92	92"	
Empire VII	92"	
Empire VIII—(Non-Coin)	101"	
Regent 91	91"	
Regent 77	77"	
Royal 76	76"	
Royal 90	90"	

IRVING KAYE CO., INC.

Non-Coin Models	
Ambassador 70	85"x47"
Ambassador 75	92"x52"
Ambassador 80	106"x58"
Ambassador 90	114"x64"
Deluxe Continental	108"x54"
Coin-Op Models	
Deluxe Regular Klub Pool	56"x40"
Deluxe Jumbo Klub Pool	73"x43"
Deluxe Eldorado Mark I	77"x45"
Deluxe Eldorado Mark II	85"x47"
Deluxe Eldorado Mark III	92"x52"
Deluxe Eldorado Mark IV	105"x57"
Deluxe Eldorado Mark V	114"x64"
Deluxe Satellite	77"x45"
El Dorado Shuffle Board	—
Ring-O Round Pool Table	56" diameter

U.S. BILLIARDS INC.

Pro 1	78"x46", 6 pocket
Pro 2	88"x51", 6 pocket
Pro 3	93"x53", 6 pocket
Pro 4	103"x58", 6 pocket
Pro 5	114"x64", 6 pocket
Model 6700 Comet	6 pocket series
Model 7700 Comet	6 pocket series
Model 8200 Comet	6 pocket series
Model 9100 Comet	6 pocket series
Club Pool	56x40, 75x43
Deluxe Rotation Bumper	Model 48
Deluxe Rotation Bumper	Model 67

VALLEY SALES CO.

Bumper Pool Series	
5225/W Reg. Size	
785A	78"x45"
875A	88"x50"
935A	93"x53"
1035	100"x57"
El Magnifico Series	
884	88"x50"
934	93"x53"
1014	101"x57"

UPRIGHTS

AUTO BELL

Model	Year	Remarks
Circus	5/56	
Circus Play Ball	4/59	
Circus Wagon Wheels	12/58	
County Fair	3/57	
Galloping Dominos	3/59	
Magic Mirror Horoscope	11/59	
Mermaid	3/60	

BALLY

Jamboree	10/60	
Jumbo	5/59	
Sportsman	6/59	
Super Jumbo	11/60	

Uprights (Cont.)

Model	Details	Remarks
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CHICAGO COIN

Star Rocket	5/59	
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GAMES INCORPORATED

Double Shot	4/58	
Skeet Shoot	1/57	
Super Hunter	6/57	
Super Wild Cat	—	
Twin Wild Cat	7/59	
Wild Cat	12/58	
Trail Blazer	12/60	
Twin Trail Blazer	2/61	

KEENEY

Black Dragon	'60	
Big Dipper	10/59	
Big Roundup	3/59	
Big Tent	—	
Big 3	5/59	
Criss Cross Diamond	1/60	
Del. Big Tent	5/59	
Flashback	6/61	
Little Buckaroo	4/59	
Red Arrow	4/60	
Shawnee	1/59	
Spr. Big Tent	6/57	
Sweet Shawnee	'60	
Touchdown	9/59	
Twin Big Tent	—	
Twin Red Arrow	5/60	

ARCADE EQUIPMENT

ABT

Model	Year	Remarks
Air Football	—	
Air Hockey	—	
6 Gun Rifle Range	—	

AMERICAN SHUFFLEBOARD

Situation	5/61	
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AUTO PHOTO

Auto Photo Model 9	—	
Model 12 Studio	—	

BALLY

Ball Park	4/60	
Bank Ball	1/63	
Batting Practice	8/59	
Big Inning	5/58	
Bull's-Eye Shooting Gallery	9/55	
Del. Skill Parade	4/59	
Derby Gun	2/60	
Fun Phone	3/63	
Golf Champ	8/58	
Heavy Hitter	4/59	
Moon Raider	7/59	
Sharpshooter	2/61	
Skill Derby	10/60	
Skill Parade	1/59	
Skill Roll	3/58	
Skill Score	6/60	
Spinner Novelty	2/63	
Spook Gun	9/58	
Table Hockey	2/63	
Target	10/59	
Undersea Raider	—	

T. H. BERGMAN CO.

(NAT'L SALES AGENTS, DUNCAN SALES CO.)

Arizona Gun—(Live action pellets)	—	
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CAPITOL

Midget Movies	—	
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CHICAGO COIN

All-Star Baseball	1/63	
Basketball Champ	—	
Batter Up	4/58	
Big Hit	10/62	
Big League	5/55	
Bull's-Eye Baseball	—	
Champion Rifle Range	1/64	
Criss Cross Hockey	10/58	
Croquet	8/58	
4-Player Derby	—	
Goatee	—	
Long Range Rifle Gallery	1/62	
Midget Skee Super Model	—	
Playland Rifle Gallery	8/59	
Pony Express	4/60	
Pro Basketball	6/61	
Ray Gun	10/60	
Riot Gun	6/63	
Shoot the Clown	—	
Steam Shovel	5/56	
Twin Hockey	5/56	
Wild West	5/61	

EXHIBIT SUPPLY

"500" Shooting Gallery	3/55	
Gun Patrol	—	
Jet Gun	—	

Arcade Equipment (Cont.)

Model	Year	Remarks
-------	------	---------

Jungle Hunt	3/57	
Pony Express	—	
Pop Gun	9/57	
Ringer Ball	11/56	
Shooting Gallery	6/54	
Six Shooter	—	
Space Gun	—	
Sportland Shooting Gallery	11/54	
Star Shooting Gallery	9/54	
Treasure Cove	—	
Shooting Gallery	6/55	

J. F. FRANTZ MFG. CO.

ABT Challenge	—	
Pistol	—	
ABT Guesser	—	
Scale	—	
ABT Rifle Sport	—	
Aristo Scale	—	
Double Header	—	
Kicker & Catcher	—	
Little Leaguer	—	
U.S. Marshal	—	
Sc Gum	—	
Save Our Business	—	

GENCO

Big Top Rifle Gallery	6/54	
Big Top Rifle Gallery Super Model	12/55	
Championship Baseball	9/55	
Circus Rifle	3/57	
Davy Crockett	10/56	
Fun Fair	3/58	
Gun Club	—	
Gun Fair	5/58	
Gypsy Grandma	5/57	
Hi Fly Baseball	5/56	
Lucky Seven	—	
Motorama	10/57	
Night Fighter	—	
Quarterback	10/55	
Rifle Gallery	6/54	
Sky Gunner	—	
Sky Rocket Rifle Gallery	5/55	
Space Age Gun	6/58	
State Fair Rifle Gallery	6/56	
2-Player Basketball	—	
Wild West Gun	2/55	

PAUL W. HAWKINS MFG.

Ben Hur Chariot	—	
Derby Pony Jr.	—	
Rodeo Pony	—	
Sam the Clown	—	
Twin Quarter-horse	—	

J. H. KEENEY

Air Raider	—	
Jungle Joe	—	
League Leader	4/58	
Ranger	3/58	
Ranger Deluxe Model	3/55	
Sportland	—	
Sportland Deluxe Model	—	
Sub Gun	—	
Two-Gun Fun	3/62	

MARVEL MFG. CO.

Sluggo—Counter	—	
Baseball (1, 5c, 10c)	—	

MIDWAY

Bazooka	10/60	
Carnival Target Gallery	2/63	
Deluxe Baseball	5/62	
Flying Turns	10/64	
Joker Ball	11/59	
Raceway	10/63	
Red Ball	5/59	
Rifle Champ	1/65	
Rifle Range	6/63	
Shooting Gallery	2/60	
Sluggo Baseball	3/63	
Target Gallery	7/62	
Top Hit	—	
Baseball	3/64	
Trophy Gun	6/64	
Winner 2P	12/63	

MILLS

Panorama Peak	11/54	
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MUNVES

Bike Race	5/58	
Satellite Tracker	5/59	

MUTOSCOPE

Ace Bomber	—	
Atomic Bomber	—	
Bang-O-Rama	4/57	
Drive Yourself	—	
Drive Mobile	—	
Flying Saucers	—	
K.O. Champ	—	
Lord's Prayer	—	
Photo (Deluxe)	—	
Photo (Pre-War)	—	
Silver Gloves	—	
Sky Fighter	—	
Voico-O-Graph (Prewar Model)	—	
Voico-O-Graph (Postwar Model)	—	

PHILADELPHIA TOBOGGAN

Skee Alley	—	
------------	---	--

Arcade Equipment (Cont.)

Model	Year	Remarks
-------	------	---------

SCIENTIFIC

Pitch 'Em	—	
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SEEBURG

Bear Gun	—	
Coon Hunt	—	
Set Shot Basketball	—	

SOUTHLAND ENGINEERING

Fast Draw	'63	
Little Pro	3/64	
Orbiting Gemini	—	
Ride	—	
Space Ship	—	
Speedway	6/63	
Telquiz	—	
Time Trials	9/63	
Travel Pony	—	
Adaptable to other rides	—	
Travelling	—	
Dinosaur	—	
Travelling Frog	—	

UNITED MANUFACTURING

Bonus Baseball	3/62	
Bonus Gun	1/55	
Carnival Gun	10/54	
Jungle Gun	—	
Pirate Gun	10/56	
Sky Raider	10/58	

A Needed Reform

Williams venture into Philadelphia this week to preach the gospel of game minimums and dime play marks the beginning of an ambitious but very necessary program. Williams is scheduled to go also into Miami, Dallas and St. Louis. Other cities will follow.

The Williams proposals are very realistic in terms of today's rising costs and diminishing coin machine profits. The operator like all businessmen is caught in a profit squeeze. To realistically survive, something has to be done.

Williams' Bud Lurie points out that minimums can be negotiated with locations by contract. He notes that all Williams distributor personnel will be at the disposal of operators for conferences with location owners. It's up to the operators to make it work.

Big Philly Operators Favor Game Minimum, 10c Play

PHILADELPHIA—The gospel of \$5 game minimums was brought to the City of Brotherly Love by Williams Electronic Manufacturing Corporation sales manager Bud Lurie last Tuesday (9).

Returning to Chicago later in the week, Lurie left behind a strong band of believers, including several of this city's largest operators and the president of the local coin machine operators' association.

"These key businessmen not only plan to initiate game location minimums," Lurie declared after a trade meeting at the office of Eastern Music Systems Corporation, "they are going across the board with 10-cent play as well."

Nickel Obsolete

Williams has for years advocated the obsolescence of the 5-cent slot on amusement games.

Among the operators present at the meeting were Stan Harris, Allen Brock, Lee Wiener, Joe Levin and Bill Cannon, Music Operators of America vice-president and influential businessman from Haddonfield, N. J.

All expressed strong support

for location minimums and dime play, Lurie said.

Throwing association support behind the two Williams concepts, Joseph Silverman, business manager of the Amusement Association of Philadelphia, offered to discuss the proposals with regional operators in a series of meetings during coming weeks. Silverman's opinion of \$5 first-money and dime play is quite favorable, Lurie disclosed.

Revolution Due

"Five-cent play is still quite prevalent in this city," Lurie said. Which means that if a considerable number of Philly operators desist from nickel sales, a significant amusement game operation revolution is due here.

Lurie will take the Williams games doctrine to three more major markets this week. On Monday (15) he was to be in Miami talking to operators at London Distributing Company. Lone Star State businessmen were to catch the Lurie presentation at O'Connor Distributing Company, Inc., in Dallas on Wednesday (17). On Friday he'll be in St. Louis discussing the

game proposals at Central Distributors, Inc.

"The \$5 minimum — which we advocate across the board for all types of locations—is not intended to apply only to marginal locations. Neither does it apply to strictly \$100 per week game locations," Lurie explained. He asserted that minimum contracts can be negotiated with locations offering a a greatly variety in income potential.

In negotiating such contracts, Lurie disclosed, distributor personnel will be at the disposal of operators for conferences with location owners.

Scott-Crosse Makes Move

PHILADELPHIA — Scott-Crosse Company, amusement and vending machine distributorship, has leased new quarters at 1618 North Broad Sareet. The first floor and basement of the property is occupied. Scott-Crosse has been located at 1732 Fairmount Avenue.

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Stockholders To View New Seeburg Plant

CHICAGO—Seeburg will be unveiling its new multimillion-dollar plant and announcing the addition of a piano to its home entertainment line during an annual stockholders' meeting here Wednesday (17).

On display will be the entire line of Seeburg music, game, vending, home entertainment and electronic equipment. Delert Coleman, board chairman, will conduct the meeting.

What About A Sponsored School?

• Continued from page 50

Ptacek has offered the additional suggestion: "Financing help may have to come from the manufacturers."

It has been pointed out that an industry-wide academy for novice mechanics would not duplicate the training programs now carried on by manufacturers and distributors, which are basically designed for experienced personnel.

An alternative to a single centralized service school, should financial and organizational problems prove insurmountable immediately, has been offered by MOA director William B. Cannon. In a recent Billboard interview he suggested that the national association sponsor the preparation of a "manual of or-

United Tours Wisconsin

MILWAUKEE — A tri-city swing through Wisconsin with the new 2900 Wurlitzer was recently completed by Harry Jacobs Jr., United, Inc., Wisconsin distributor.

Aided by Reid Whipple, new service manager for United, Inc., and Wurlitzer field salesman, Vern Beckwith, Jacobs scheduled trade showings January 19, 20 and 21, in Green Bay, Wausau and Madison.

"Instead of taking the chance that bad weather would ruin our attendance at a week-long open house in Milwaukee, this year we went directly into the territory. This proved more convenient for our customers, especially at this time of the year when sudden blizzards can make highway travel treacherous. We were able to show the new 2900 to more operators and their service help this way than would have been possible by inviting them to Milwaukee," Jacobs said.

ganization and operation" for use by State and local trade associations in forming regional service training institutions.

"Most local and State associations don't know how to begin forming a service school, even if they have the finances." And he added that such facilities might be sponsored collectively by operators, distributors and manufacturers in the region.

Plenty of Jobs

Could graduates of a coin machine trade school be sure of jobs? All operating firms tapped by Billboard on the subject emphatically agreed that they could. The comment of MOA vice-president Norman Gefke was typical.

"A trained coin machine mechanic would have no trouble getting a job anywhere in the United States," he said.

As a result of increasing trade dialogue on the problem, the Music Operators of America board of directors will discuss the technical training school topic at its next regular meeting.

Apprenticeship, progressive operators suggest hopefully, will soon go the way of nickel play.



AT THE WAUSAU, WIS., SHOWING of the new 2900 Wurlitzer: Bob and Nick Bergquist, Bergquist Amusement Company, Ironwood, Mich.



UNITED, INC.'S REID WHIPPLE, in white shirt, poses with Art Jones and Lyle Olsen, M. & W. Novelty Company, Green Bay, Wis., during the Northland Hotel showing in Green Bay.



BELOIT OPERATORS, Len and Don Tamulis, Tam Enterprises, found a lot to smile about at United, Inc.'s unveiling of the 2900 Wurlitzer model in Madison, Wis.

when answering ads . . .
Say You Saw It in Billboard

Side - Mount SCOREBOARD
NEW!
Fits ANY Shuffleboard!

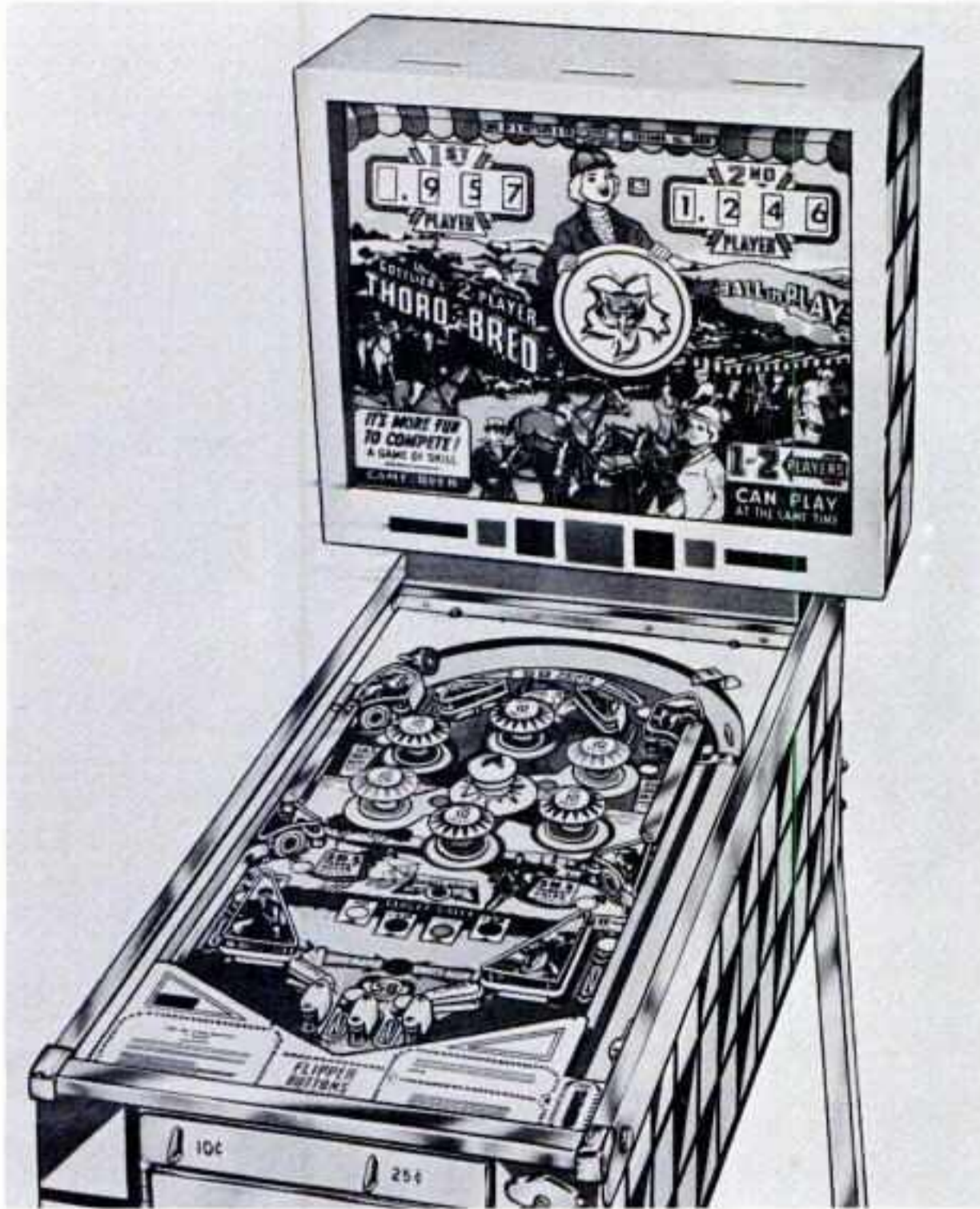
Completely equipped with chrome stands and scoring buttons for each end of shuffleboard.

- Scores 15-21 points only.
- Cabinet finished in walnut Formica—easy to clean.
- "Game Over" light flashes on at completion of game.
- Light control switch built in, turns off fluorescent lights when game is over.
- Easily serviced.
- Large coin box with counter installed . . . holds \$500.00 in dimes.
- 10¢ 1-player, or 10¢ 2-player by simple plug switchover.

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Also available OVERHEAD SCOREBOARD 15-21 and/or 50 pts., \$169.50

MARVEL Mfg. Co. 2845 W. Fullerton, Chicago, Ill. 60647
Phone: Dickens 2-2424

Gottlieb Marketing New Multi-Bumper 2-Player



GOTTLIEB'S THORO-BRED

CHICAGO—With the introduction of D. Gottlieb and Company's newest product last week came word from company officials that the game's new multi-bumper is appearing "for the first time on a two-player game."

The product is identified as "Thoro-Bred" and carries the equine theme graphically on back glass and playfield. The touted six-position multi-bumper feature lights pop bumpers and rollovers, activates shoot-again device and multiplies the value of target scoring.

To stimulate competitive play, the game carries in bold type on the back glass the suggestion, "It's more fun to compete!"

The manufacturer also called attention to the new shoot-again feature, which is described as creating "extra mystery action."

Forsythe Is Man of Year

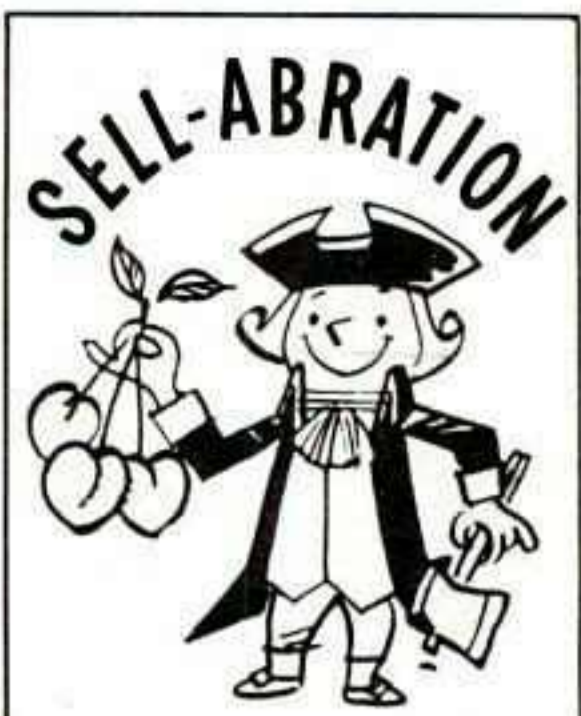
MILLINGTON, Tenn.—William V. Forsythe, owner of Forsythe Vending Company, was named "Man of the Year" for 1964 last week by the Millington Chamber of Commerce.

Millington is a small city about 20 miles from Memphis and is the site of one of the largest U. S. Naval Air Stations in the world.

The Chamber cited Forsythe for his work in helping the city acquire its largest industry, Sandusky Metal Products Company.

Forsythe is a member of the City Board of Aldermen, is a vice-president of the Chamber of Commerce and a past president. He is a member of the Lions Club, Exchange Club and First Methodist Church of Millington.

He and his wife have two daughters.



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MEMPHIS DISCOTHEQUE BOWS IN BIG FASHION

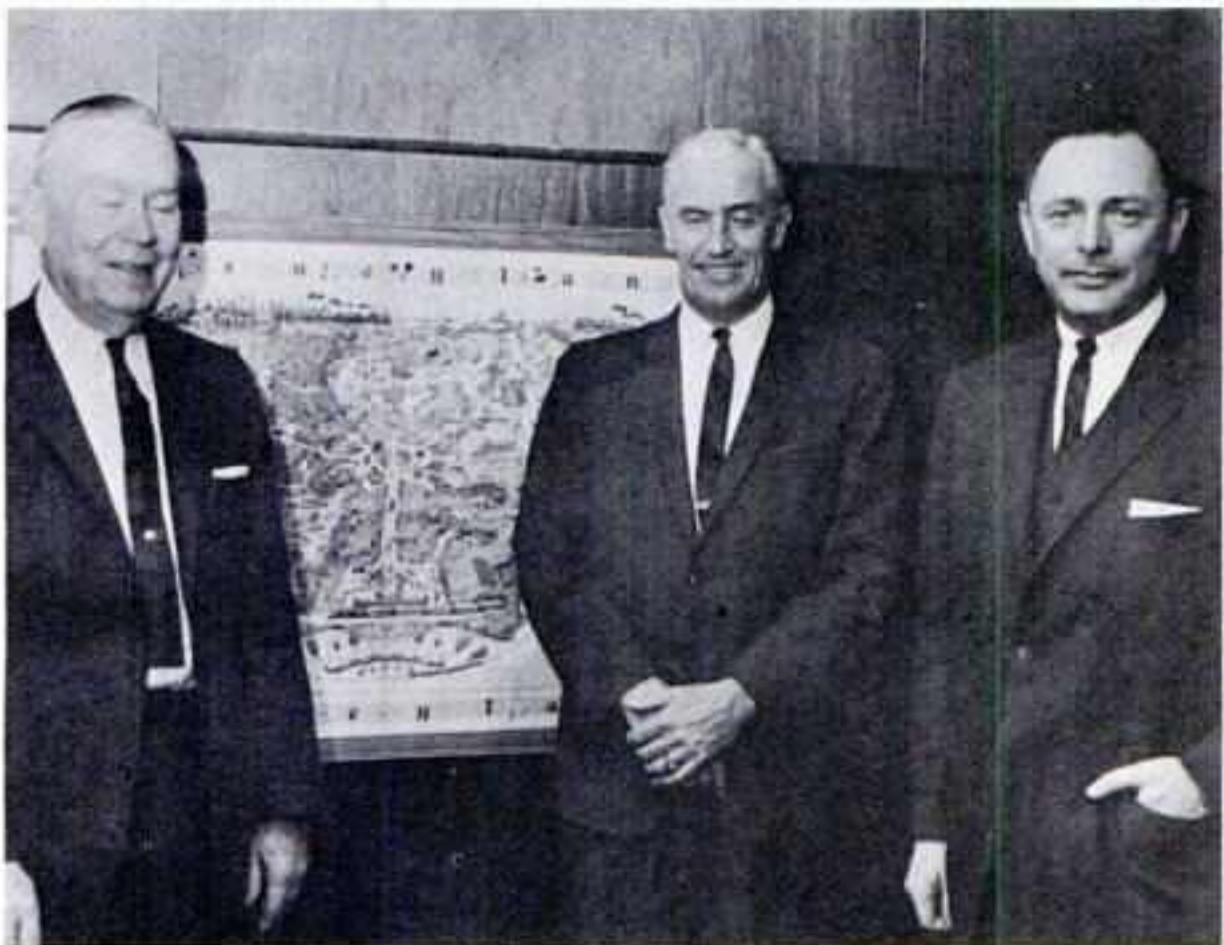
MEMPHIS—The discotheque craze arrived in Elvis Presley's home town with the opening here last week of the El Capitan Club, 1354 Poplar. The music operator is Drew Canale, president of Canale National Tobacco, Inc., and Canale Amusement, Inc.

The club's exquisite decor, intimate atmosphere, dance floor and music were a big hit with first-nighters, which included City Attorney and Mrs. Patrick Johnson, State Sen. and Mrs. Joe M. Pipkin, County Trustee and Mrs. Riley Garner, County Assessor and Mrs. George LaManna, Canala and his wife and Mr. and Mrs. George Sammons. Sammons is president of Sammons-Pennington Company, Seeburg distributor.

Canale hopes to form a Memphis Discotheque Club, Inc., and open several similar locations in Memphis.

Canale said: "This music is so superior there is no comparison to it and the regular juke box."

The club was full for its opening. A large crowd had dinner while they enjoyed the music and dancing.



WURLITZER PRESIDENT R. C. ROLFING (left) and Executive Vice-President W. N. Herleman (right) with the firm's Los Angeles branch manager, Clayton Ballard, oblige the Billboard photographer before an illustrated map of Disneyland, where Wurlitzer has displayed equipment for 10 years.



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New **TARGET SELECTOR**
powerful repeat-play magnet

New Rotary Target Selector does more tricks on the playfield than any skill feature in recent years. Lights top scoring Targets. Lights all Targets when Star is selected. Lights Special Rollover. Opens Free-Ball Gate. Rings up 30 points for each advance of Selector.

Skilled player can advance Target Selector to desired position or hold Selector at favorable position ball after ball. Target Selector advantages in effect at end of each game carry over to next game... insuring long sessions of repeat play. Get Bally BULLFIGHT busy for you now.

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FRONT MOULDING
BACKGLASS

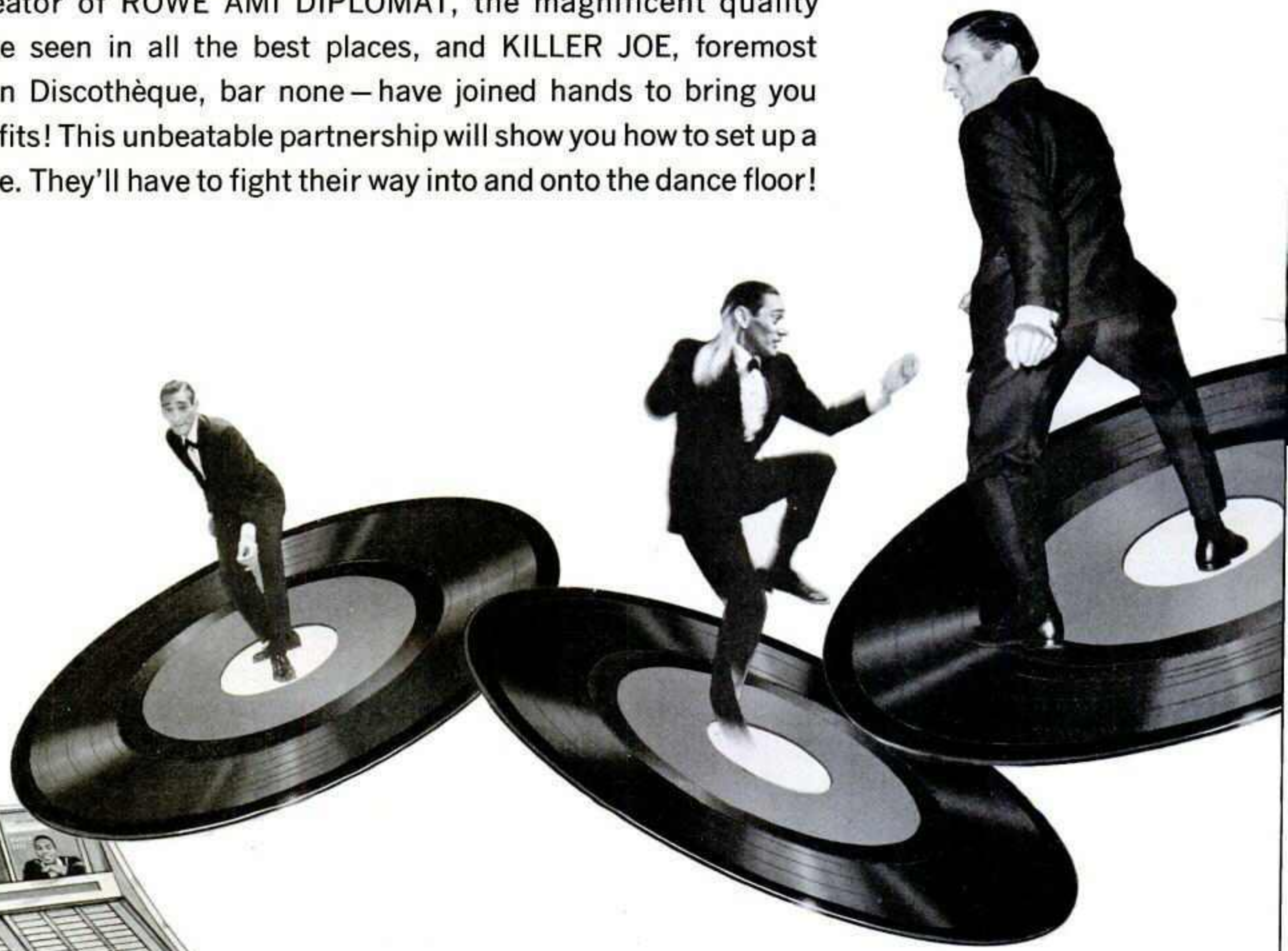
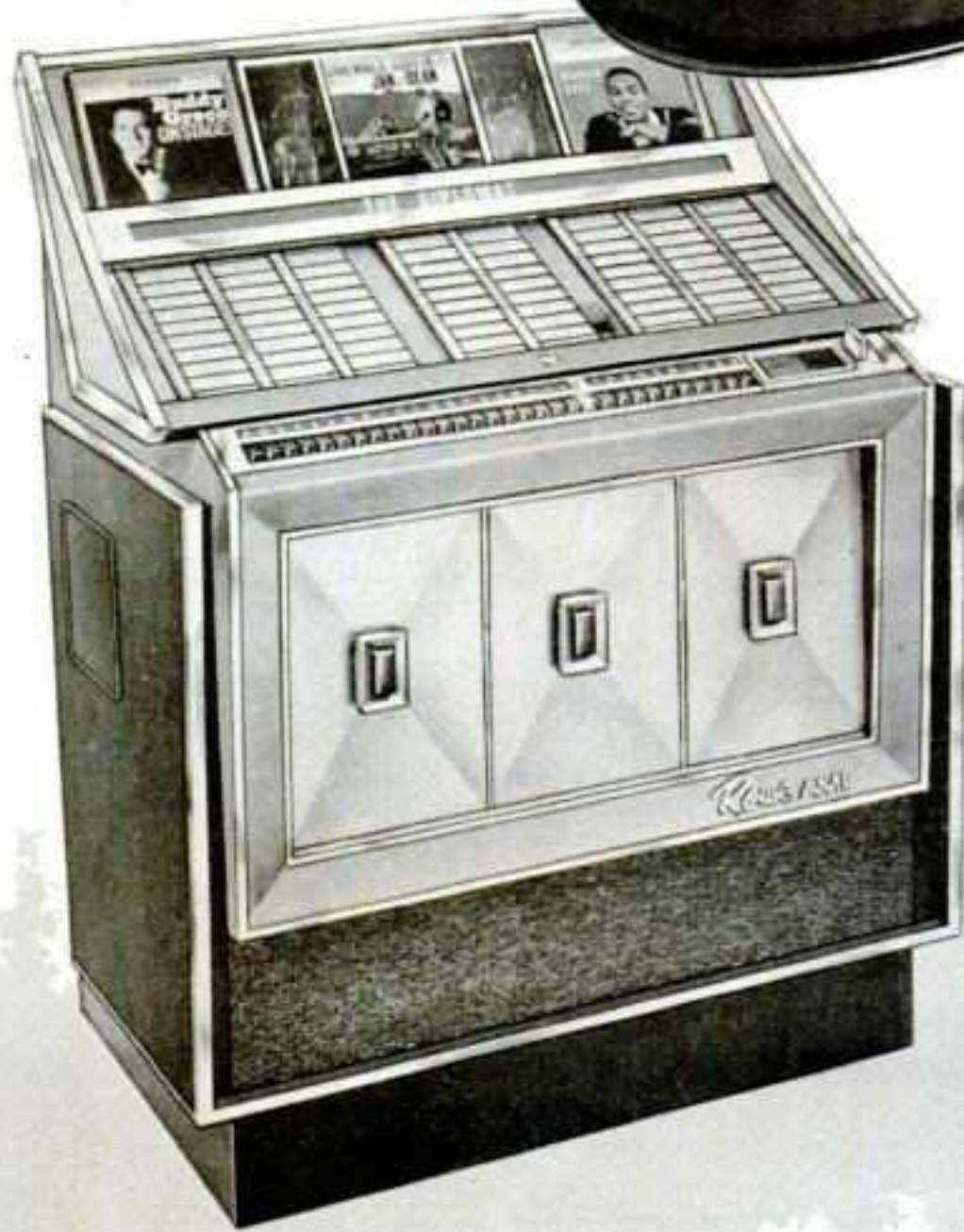
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200 SELECTIONS ... Overall maximum flexibility and tremendous variety for Discothèque programming.

* Stereo Round Sound System
U.S. Patent No. 3,153,120



KILLER JOE...

Top Man — Master — King of Disqueville, says: "It's here! Music with a beat — to knock you off your seat and on your feet! That's what you get with the NEW, exciting ROWE AMI DIPLOMAT PACKAGE!"

Earl Wilson
World-famous Columnist:

TIME

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McCall's

GLAMOUR

LIFE

"LUCY BAINES JOHNSON'S FAVORITE DANCE TEACHER."

"Killer Joe should know. A lithe, electric homunculus, he is Diskville's No. 1 dancing master, a hierophant of the subtle shades of difference between the Chicken and the Bird, etc."

"America's Dancing Master!"

"The Maestro taught more than one million Americans how to do the Frug, Mlle and Mule."

"Major magazine editors thank you . . . outstanding."

"The dance master of the Discothèque is . . . Killer Joe."

Take advantage of this remarkable combination of ROWE and KILLER JOE... and find out how you can double your business—triple your profits!

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Gottlieb Flipper Clown	195
Gottlieb Gaucho	345
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Seeburg B	75
Seeburg V200	95
Seeburg 220	395
Seeburg Model 161	465
AMI F120	95
AMI H200	200
AMI XJJB, 100	455

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Wurlitzer Sales Climb

CHICAGO — The Wurlitzer Company last week reported third quarter (October, November and December) sales up 6 per cent from last year and R. C. Rolfing, president, said the firm had a backlog of orders for its coin-operated phonographs as well as music equipment.

Wurlitzer sales hit \$13,580,325, compared with last year's restated figure of \$12,774,263. Net earnings for the third quarter were \$668,818, equal to 74 cents a share on 903,691 shares of common stock, compared with net earnings of \$683,335 (restated) or 76 cents a share on 897,390 shares for the same period last year.

Sales for the first nine months of the current fiscal year (April to December) were \$29,971,977, up slightly from \$29,811,026 (restated) for the same period last year. Net earnings for the first nine months of the current fiscal year were \$832,054, equal to 92 cents a share on 903,691 shares of common stock, compared with net earnings of \$1,071,341 (restated), or \$1.19 a share for the same period last year.

Rolfing noted that "present indications are that sales for the full year of all products will exceed those of last year, with the exception of pianos, which were affected adversely by a strike in Wurlitzer's De Kalb, Ill., plant last fall.

"Net earnings for the year ending March 31 will be good but slightly less than last year," Rolfing said. He predicted increased sales and earnings for the next fiscal year.

when answering ads . . .
Say You Saw It in Billboard

Plan V-Back Leagues

DETROIT — Protocision Engineering, manufacturer of the coin-operated V-Back Professional Shuffleboard, is rushing preparation of organizational details and rules for officially sanctioned V-Back leagues.

According to Jerry Stein, Protocision president, requests



DENVERITES GET READY TO GO-GO . . .

Denver Goes Discotheque

DENVER — There's nothing small about the folks out West. When Aaron Skura and Art Smith, of Modern Music, and Frank Orehek, of Melody Music, opened their first Seeburg Discotheque locations, Struve Distributing Company figured everybody should know about it.

Accordingly, Struve hired a bus, held a cocktail party, imported a host of Seeburg officials, added a touch of radio and TV, and kicked off discotheque in a manner reminiscent of Howard Hughes' ballyhoo for Jane Russell some years ago.

Some 60 operators, location owners and guests turned out for cocktails at the Gaslight Lounge, then climbed on a bus for a trip to the Embers and Four Seasons restaurants where the discotheque installations had been made.

A week later, Sonny Singer, owner of the Embers, reported the best week in his restaurant's history with one night that even topped his New Year's Eve.

Al Morrison and Jim Phillips supervised the entire project and even used some 250 radio spots and four newspaper ads to announce the openings.

A week later, Modern Music made its second discotheque installation in Denver's Peppermint Cave, and a third firm, Skyline Music, headed by Johnny Knight, made an installation at the Club A Go-Go.



EVEN TV COVERAGE . . . KCTO staff announcer Bobby Beers (left) interviews Joseph Panarinfo, Seeburg's "Mr. Discotheque," and Stan Jarocki, Seeburg promotion chief.



"DISCOTHEQUE" IS KICKED OFF by Joseph Panarinfo, Struve's Jim Phillips and Stan Jarocki.



BEHIND DENVER'S FIRST DISCOTHEQUE INSTALLATION were Doug Heiliger, emcee at the Four Seasons, and Frank Orehek, Melody Music head.



DISCOTHEQUE AT THE EMBERS—Art Smith, Modern Music, Al Morrison of Struve Distributing Company, Don Cunningham, Embers manager and Aaron Skura, Modern Music.

Lewis Rosen Joins Service

PHILADELPHIA — Lewis Rosen, son of distributing head David Rosen here, is taking a leave of absence as export representative for the Rosen firm for a tour of duty with the Army.

A member of the National Guard, Rosen was called for active duty while visiting the Amusement Trades Exhibition in London last week. His duties with the Rosen firm will be taken over by his brother Elliot.

Bilotta Bows 2900 Sans Big Blowout



JOHN BILOTTA: Appreciation

BUFFALO — Showroom introductions of the new Wurlitzer 2900 phonograph by Bilotta Enterprises here; in Syracuse and Albany, N. Y., and Newark, N. J., late last month were without the traditional social hoop-la.

"Instead, we called each operator individually and talked over the features of the new machine," declared the firm's top executive, John Bilotta.

This deviation from past years brought gratifying results, Bilotta said.

Shown with the 2900 was the new Automatic Products Candy-

Stein Honored In Philly

PHILADELPHIA — Marvin Stein, executive officer of Eastern Music Systems, Inc., local Seeburg distributor and chairman of the Coin Machine Division of the 1965 Allied Jewish Appeal, will be honored Tuesday (16) at an industry dinner at the Warwick Hotel. The dinner, which will climax the industry's participation in the current Allied Jewish Appeal campaign, is sponsored by the Amusement Machines Association of Greater Philadelphia.

Stein will be honored for his leadership in the amusement machine industry and for his outstanding dedication to vital Jewish causes exemplified by the Allied Jewish Appeal. Joseph Silverman, executive secretary of the association, will be chairman of the testimonial dinner.

Ralph W. Pries, vice-chairman of Allied Jewish Appeal's Trade Council, which includes the Coin Machines Division, hailed the association's selection of Stein as recipient of the group's Humanitarian Award.

"Marvin Stein has played a key leadership role in Allied Jewish Appeal affairs for many years," declared Pries, who is also vice-president of the Berlo Vending Company. "His devotion to the campaign that aids millions of Jews in need is worthy of the high tribute awarded by the Amusement Machines Association."

The testimonial dinner will be preceded by a reception in the Washington Room of the Warwick Hotel. Each year the Amusement Machines Association gathers industry support for Allied Jewish Appeal at what is now regarded as one of the local industry's key annual functions.

Rowe Signs Gotham Discotheque Expert

NEW YORK — "Killer Joe" Piro, billed the world's foremost authority on discotheque, has been signed by Rowe AC Manufacturing to supervise its program

"Killer Joe" has been called

Luci Baines Johnson's favorite dance teacher by New York Post columnist Earl Wilson. He's considered the darling of Gotham's columnists, and the toast of cafe society.

Fred Pollak, Rowe AC Manu-

ufacturing vice-president, said "Killer Joe" would advise and supervise the discotheque package which the firm is promoting with its new Rowe-AMI Diplomat phonograph.

Piro is expected to open discotheque locations around the country and demonstrate the various dances involved.

Say You Saw It in Billboard

MORE Play—MORE Revenue—MORE Profit with CHICAGO COIN'S Exciting

TRIUMPH

6-PLAYER PUCK BOWLER



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COMMITTEE MEMBERS of the United Jewish Appeal coin machine division in the Greater New York area are, seated (l. to r.): Lou Wollberg and Nate Sugerman, Runyon Sales; Bill Kobler, Jabco Vending Service, Inc.; Irving Holzman, chairman, United East Coast; Al Denver, president of Music Operators of New York; Teddy Blatt, Standing (l. to r.): Joe Albino; Harold Kauffman, Musical Distributors, Inc.; Gil Sonin, Gil Music Company; Marty Toohey, Cash Box; Denis Hyland, Billboard; Ben Chikofsky, Music Operators of New York; George Nemzoff, UJA, and John Kraushar, UJA.

Donate Juke to Hospital

NEW YORK — An example of what can happen when an

operator engages in a little goodwill public relations is illustrated in this letter received by Meyer Parkoff, head of Atlantic New York Corporation, Seeburg outlet here.

Writes Dr. H. A. LaBurt, director of Creedmoor State Hospital, Queens: "I wish to take this occasion to thank you for the repairs that you recently made to the juke box located in our children's unit. As you know, you also donated this juke box to us some time ago and it has been immensely enjoyed by the children.

"It was indeed most kind and thoughtful of you to have this done for us. On behalf of the patients and the administration of this hospital, please accept our profound gratitude for your kindness and generosity."

March Meet Set for South Dakota Trade

ABERDEEN, S. D.—The Music and Vending Association of South Dakota will be held here March 28 and 29, announced association President John Trucano last week.



Hosted by association director Dean Schroeder, the convention will combine business and social events. The Ward Hotel is set as the site for the gathering. During the State group's last convention last Dec. 6 in Pierre, a legislative vigilance committee was appointed to represent the trade's interests during the current session of the Legislature, which opened Jan. 19.

Other association officers are Darlo Maxwell, of Pierre, vice-president, and Earl Porter, of Mitchell, secretary-treasurer.

Directors, in addition to Schroeder, are Elmer Cummings, Brookings, and Ronald Manolis, of Huron.

France May Go It Alone

PARIS—French coin machine manufacturers are considering the staging of a separate coin machine equipment show along lines of that scheduled by the German trade for Hamburg in the autumn.

Heretofore, the French coin machine industry has been exhibiting at the annual Paris restaurant and hotel equipment fair. The trade has decided, however, that coin machines are being shunted into the background by restaurant steam tables and hotel laundry installations, among other equipment.

As a matter of prestige, French coin machine manufacturers have decided they must have an independent exhibition, and debate now concerns whether it should be restricted to French-made equipment or opened to international exhibitors. A majority of manufacturers apparently favor restricting it to European Common Market manufacturers.

Coming Soon:

Feb. 11—Music Operators of Northern Illinois meeting; Al's Restaurant & Lounge; 7372 West Grand Avenue, Chicago

Feb. 16—Coin Machine Division of Philadelphia Allied Jewish Appeal annual dinner, Warwick Hotel, Philadelphia, Pa.

Feb. 21—North Carolina Coin Operators Association Meeting, Charlotte, N. C.

Feb. 28 — Music Operators of America begin three-day meeting, Washington.

March 16—Associated Buyers Club of Chicago meeting; Gunnell's Restaurant, Rand and Elmhurst roads; Mount Prospect, Ill.

March 20—Connecticut Automatic Merchandising Council meeting, Hartford, Conn.

March 27—Minnesota Vendors Association annual meeting, Minneapolis.

March 28, 29—Music and Vending Association of South Dakota, business and social meeting, Ward Hotel, Aberdeen.

COINMEN in the news

BOSTON



Donald Oliver is taking congratulations for his splendid job of running the Cumberland (Portland, Me.) Motor Club's noted sports car endurance rally. Under Don's direction, the event has gained national prominence. Don and his brother Laurin assist papa Martin in their extensive music routes in the Maine area. . . . Al Levine, Rock-Ola distributor here, scouting the territory in the interest of his new acquisition, U. S. Billiards' pool tables and doing very well. Rock-Ola's "Buy 2 or 5 in '65" also is perking business up quite a few notches. Al will move shortly with his wife into the posh, new Charles River Park apartment house with the splendid river view. . . . W. S. Music's Bill Swartz has even soft-talked a New Bedford spot with a live band into taking on the Seeburg discotheque, says the musicians even like the break. The owner loves it and is saving a fortune in musicians' wages. . . . David J. Baker of Melo-Tone Vending, a fast man with a protest, giving the Boston Globe a sharp answer on its editorial implying that the cigaret vendors were taking advantage of the recent cigaret tax hike to "increase their already swollen profits. Baker pointed out that cigaret sales in machines dropped 35 per cent and that actual profit per machine at the moment is less than it was before the hike.

CAMERON DEWAR

DETROIT

Charles Hickle has bought out the long-established Carlson Music Company and moved headquarters to Livonia. Hickle has managed the business since 1950 for his uncle, Edward Carlson, who has now retired and moved to Florida.

Among the Detroit operators present at the showing of new equipment at Angott Distributing Company on the 17th were Mr. and Mrs. John Wagner and family, John Swiatkowski, Dominic Mazzara, Thomas Panton, Morris Goldman, Tony Mi-

lazzo, Mr. and Mrs. Ed Vernon, Harry Riche, Marty Moss, Mr. and Mrs. Jake Dumler, Joe Boyle, Eugene Wagner, Mr. and Mrs. George Ballas, Mr. and Mrs. Will Johnson, and Joe Auton.

Upstate operators present were: Harold Shank, Kalamazoo; Mr. and Mrs. John Black, Battle Creek; Mr. and Mrs. William Mitchell, Battle Creek; Bill Bryan, Cadillac; Mr. and Mrs. Fred Gerling Jr., Muskegon; Mr. and Mrs. Fred Heiss, Cedar Springs; Mr. and Mrs. Cliff Irwin, Port Huron; Al and Ray Vollmen, Pigeon; Mrs. Bernice Wissner, Mount Clemens; Mr. and Mrs. Fred Hunt, Muskegon; Mr. and Mrs. Mike Ambro, Kalamazoo; Mr. and Mrs. Herb Engelhardt, Flint; Mr. and Mrs. Fred Turek, Pontiac; Ed Leyanna, Flint; Mr. and Mrs. Glenn Jessup, Jackson; Mr. and Mrs. John Pierce, Lansing; Mr. and Mrs. Clarence Wickware, Flint; Harry and Reggie Niedzinski, Bay City; Mr. and Mrs. Robert Andre, Muskegon; Alfred Turner, St. Clair Shores; Mr. and Mrs. Don Cochrane, Almont; Mr. and Mrs. Fred Warren Jr., Saginaw; Mr. and Mrs. Russ Knechtel, Lansing; Mr. and Mrs. Jake Visser, Lansing; Mr. and Mrs. Henry Lewis, Flint; Mr. and Mrs. Ken Roe, Clare; Mrs. Ivan Hunter, Port Huron; Mr. and Mrs. Victor Muscat, Walled Lake, and Mr. and Mrs. Ed Oliver, Pontiac.

HAL REVES

DES MOINES

Area operators turned out in typically large numbers for service schools held recently at the offices of Philip Moss, Inc., here and in Omaha. Instruction on the Seeburg cold drink and cigaret machines was conducted by Leonard Kennard, sales engineer for the manufacturer. Emphasis in the classes was laid on trouble-shooting.

A number of regional businessmen are still talking about the New Year's excursion to the Cotton Bowl game organized by Philip Moss distributors. A plane was chartered for the trip to Dallas for the Nebraska-Arkansas game. The event was less than perfect, however, because of the defeat sustained by the Cornhuskers.

JEAN HOLMSTRAND

Atlas Discotheque A Roaring Success

CHICAGO—When Chicago's society invaded the Lincoln Park Zoo here recently for a posh benefit dance, Atlas Music's Eddie Ginsburg and Stanley Levin were on hand to supply discotheque music for the gathering.

The affair was termed a "roaring success" by the local society press. From the lion house, guests overflowed into the monkey house—and more discotheque music.

Atlas' Levin—himself quite a social lion—said it was the most unusual discotheque installation he had ever seen. No one doubted him.

Atlas had a Rowe-AMI Diplomat phonograph with a pair of huge discotheque speakers blaring the Hully-Gully, Frug and Jerk at the zoo inmates. While the cream of Chicago's society danced into the night, lions blinked and monkeys looked bewildered.

"Just think, it could start a trend, a discotheque in every zoo," Levin mused.

State Bows Coin Machine Cleaner

BALTIMORE—A new, multi-purpose cleaner for wood, metal, chrome, plastics, glass, tile, walls and other hard surfaces has been perfected by Dave Koenigsberger, State Sales and Service, Baltimore. According to Sam Weisman, president of the firm, the cleaner, called D-K-904, is nontoxic, noncorrosive and nonflammable. It is ideal for coin-operated equipment. State Sales is the world-wide distributor for D-K-904 which is available in spray-top plastic quarts, plastic gallon jugs, five-gallon metal containers and 55-gallon drums.

BILLBOARD, February 20, 1965

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STAR JET, 2-PI.	320
SKY DIVER	275
MAD WORLD, 2-PI.	395
GRAND TOUR	325
2-IN-1, 2-PI.	425
HARVEST	335

WILLIAMS

"21"	\$125
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CARAVELLE, 4-PI.	235
RESERVE	170
METRO, 2-PI.	250
TRADE WINDS	220
VALIANT, 2-PI.	260
MARDI GRAS, 4-PI.	370
4 ROSES	245
SWING TIME	275

GOTTLIEB

FALSTAFF, 4-PI.	\$125
RACE TIME, 2-PI.	195
ATLAS, 2-PI.	195
SEVEN SEAS, 2-PI.	205
LITE-A-CARD, 2-PI.	205
KEWPIE DOLL	175
SHOW BOAT	185
ALOHA, 2-PI.	265
FASHION SHOW, 2-PI.	295
OLYMPIC	250
GAUCHO, 4-PI.	395
SWING-A-LONG, 2-PI.	350
SWEETHEART	265
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KEENEY

COLORAMA, 2-PI.	\$185
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SAVOY	390
TIP TOP	425
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CLASSIC	460
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UNITED

STAR SLUGGER	\$125
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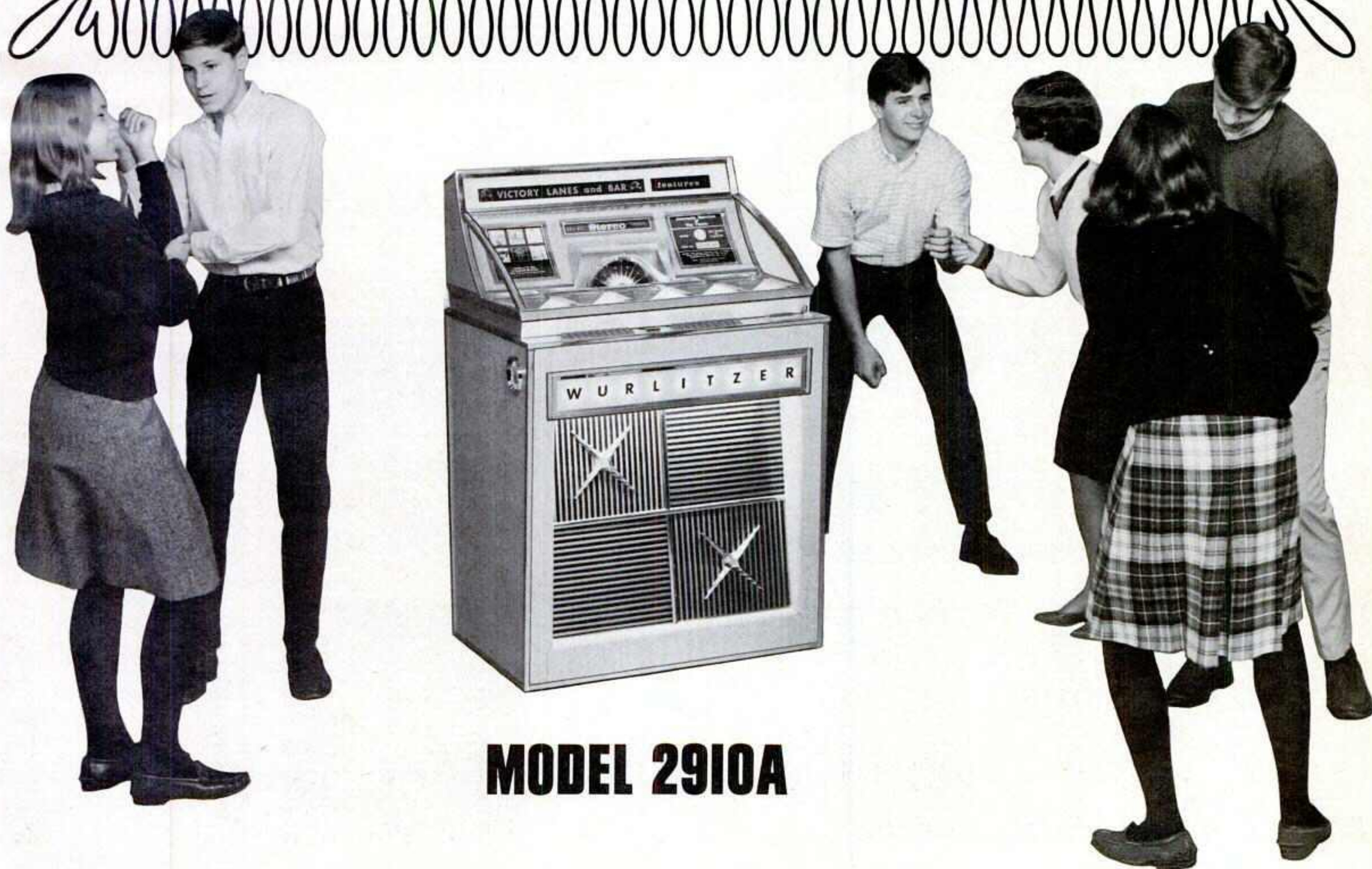
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JM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a top listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT
TOP TEEN HITS

Brenda Lee. Decca DL 4626 (M); DL 74626 (S)

A dozen top teen hits of the past are given the inimitable Lee styling and the result is a powerful package of good material and exceptional performances. "Dancing in the Streets" and "Can't Buy Me Love" are stand-outs, as is her current hit single "Thanks a Lot," which is included.



POP SPOTLIGHT
SPRINGTIME

Ferrante & Teicher. United Artists UAL 3406 (M); UAS 6406 (S)

Elegantly plush arrangements of shimmering strings and muted brass spotlighting the sensitive dual pianos of Ferrante and Teicher. A few of the seasonal favorites are "Younger Than Springtime," "April in Paris," "When It's Springtime in the Rockies."



POP SPOTLIGHT
HOW SWEET IT IS TO BE LOVED BY YOU

Marvin Gaye. Tamla TM 258 (M)

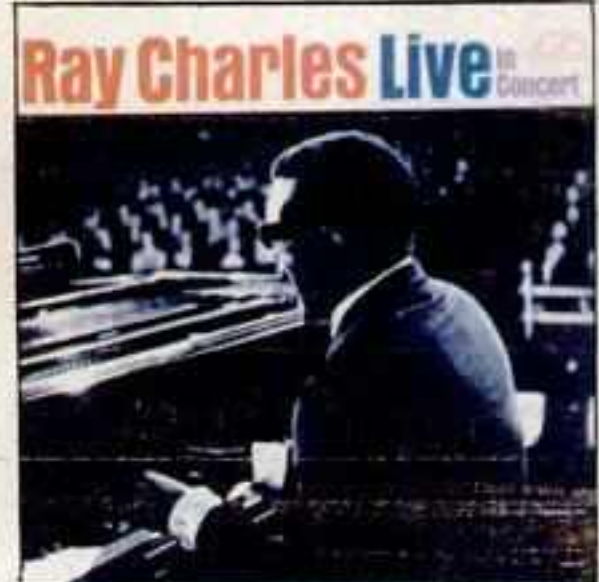
His single hit, "How Sweet It Is," is momentum enough to carry this album into the best seller chart. Gaye is a first-rate talent who packs an emotional punch. It's Gaye at his rackiest, bluesy best.



POP SPOTLIGHT
RAY CHARLES LIVE IN CONCERT

ABC-Paramount ABC 500 (M); ABCS 500 (S)

Recorded live at the Shrine Auditorium, Charles opens with an instrumental swinger. From this point the vocals start with "Gotta Woman" and the electricity of his performances sell to the finale, "What'd I Say." The program is ad lib and it includes his hits of "Makin' Whoopee" and "You Don't Know Me."



POP SPOTLIGHT
THE BEATLES SONG BOOK—VOL 2
The Hollyridge Strings. Capitol T 2202 (M); ST 2202 (S)

Following up the tremendous success of the first "Beatles Song Book" album, this beautifully arranged package contains the most recent Beatles hits. Once again Stu Phillips embellishes upon the writing ability of John Lennon and Paul McCartney as evidenced in "A Hard Day's Night," "She's a Woman" and "I Feel Fine."



POP SPOTLIGHT
GOIN' OUT OF MY HEAD
Little Anthony & the Imperials. DCP DCL 3808 (M); DCS 6808 (S)

Although the group and its leader still are that youthful look and sound, they are seasoned vets with a large and loyal following. Their current hit, to which this album is dedicated, is one of the best selling singles in the country today.



POP SPOTLIGHT
LEADER OF THE PACK
Shangri-Las. Red Bird RB 20-101 (M)

A socko album debut for the younger set by one of the most popular of the new rock vocal teams. Two of the gals' hits are represented: "Walking in the Sand" and "Leader of the Pack." One side features the trio in live concert in New York. The concert lends added excitement to such teen favorites as "Shout," "Twist and Shout," "Maybe" and others.



POP SPOTLIGHT
THE HULLABALOOOS
Roulette R 25297 (M); SR 25297 (S)

Another commercially exciting British rock group. The group has been receiving wide exposure via network TV appearances and their single release, "Did You Ever," contained here. Other selections on this, their debut album, include "Party Doll," "Why Do Fools Fall in Love," "Every Night."



POP SPOTLIGHT
PEOPLE GET READY
The Impressions. ABC-Paramount ABC 505 (M); ABCS 505 (S)

One of the hottest groups in rhythm and blues and pop music circles is the Impressions. Their newest single, "People Get Ready," is rapidly climbing BB's Hot 100 chart. Curtis Mayfield, Samuel Gooden and Fred Cash sing with penetrating emotion and deep conviction. All of the tunes herein have been penned by the talented Mayfield.

POP SPOTLIGHT
SENTIMENTAL LOVE SONGS OF WORLD WAR II
Art Mooney & His Ork. Kapp KL 1421 (M); KS 3421 (S)

Art recreates the music, circa World War II. Songs such as "You'll Never Know," "I'll Never Smile Again," "I Left My Heart at the Stage Door Canteen," and the never-to-be-forgotten "Sentimental Journey." Nostalgic fare.



POP SPOTLIGHT
FOUR TOPS
Motown 622 (M)

The group is currently riding the BB pop chart with a top hit, "Ask the Lonely," which is featured in the album. The boys are well co-ordinated, professionals who have been singing together for more than 10 years. They keep the musical mood romantic and bluesy throughout.



POP SPOTLIGHT
... NOW
Clea Bradford. Mainstream 56042 (M); S/6042 (S)

New and refreshing talent on records, Clea, however, is no teen-aged whiner. She possesses impeccable tone control and phrases with a spine-tingling emotional feeling. Jim Tyler gives her fine singing the proper atmosphere to prosper and grow with excellent arrangements and instrumentation.



POP SPOTLIGHT
SOFT SAMBA
Gary McFarland. Verve V 8603 (M); V6-8603 (S)

A pair of stretch socks, two ounces of sherry and a "Soft Samba" cocktail recipe are offered as premiums. But Gary McFarland's treatment of motion picture themes on the vibes would curry public favor without the promotion incentives. The artist's humming helps, too.



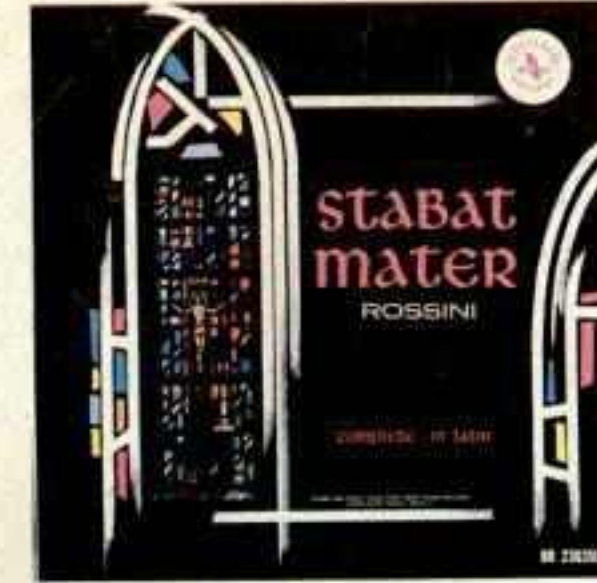
SOUNDTRACK SPOTLIGHT
FERRY CROSS THE MERSEY
Soundtrack. United Artists UAL 3387 (M); UAS 6387 (S)

The boys have had a string of hits to their credit and it appears their latest single after which their film and this album is named should follow suit. George Martin, who also does the arranging honors for the Beatles, is music director of the forthcoming film. The music, as expected, is exciting and right in the commercial groove.



JAZZ SPOTLIGHT
PREFACE:
The Morris Nanton Trio. Prestige PR 7345 (M); PR 7345 (S)

This is the debut of the trio on Prestige and an auspicious one it is. They play with meaning and convey tremendous feeling and depth via the well-co-ordinated Nanton piano; Norman Edge, bass, and drums of Oliver Jackson. The tunes are fine too. Selections include "Lawrence of Arabia," "Gone With the Wind," "The Sweetest Sounds," "Ja Da."



CLASSICAL SPOTLIGHT
ROSSINI: STABAT MATER
Various Artists. Bruno BR 23035L (M); SBR 320161L (S)

A beautiful work of Rossini's highly melodious work. Tenor Josef Traxel's performance is particularly outstanding and reveals a voice and sense of interpretation which deserves far more recognition. Soprano Pilar Lorengar, alto Betty Allen, and basso Grendi are capable. The Berlin Symphony Orchestra, as conducted by Karl Forster, is superb.



CLASSICAL SPOTLIGHT
THE GREAT ROMANTIC PIANO CONCERTOS (3-12")
Philippe Entremont / Eugene Ormandy / Leonard Bernstein. Columbia D3L 315 (M); D3S 715 (S)

Entremont has a deft and controlled touch. In a separate performance with Ormandy's Philadelphia and the New York Philharmonic under the baton of Leonard Bernstein, he does an outstanding job with three classical stalwarts.



CLASSICAL SPOTLIGHT
BRAHMS: SYMPHONY NO. 3; HAYDN VARIATIONS
Cleveland Orchestra (Szell). Columbia ML 6085 (M); MS 6685 (S)

There are more than a dozen recordings of the Third Symphony currently available. George Szell has another listing in catalog, but this is his first in stereo and his first with the superb Cleveland Orchestra. There is always room for one more when it is of this caliber.



CLASSICAL SPOTLIGHT
RIMSKY-KORSAKOV: SCHEHERAZADE
London Symphony Orchestra (Stokowski). London SPC 21005 (S)

Stokowski gets off to a fine start, in this, his first recording for London's Phase 4 series. The work is lush and romantic and the maestro makes it even more so by taking advantage of the excellent London Symphony Orchestra and an ear-arresting sound technique.