

# Billboard

The International Music-Record Newsweekly

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

## Mercury to Do 'Yearling' Caster

CHICAGO—Mercury Records took a second big step into the Broadway theatrical field by acquiring the recording rights to "The Yearling," a musical drama based on the Pulitzer Prize winning novel of the same name.

Irving B. Green, Mercury president, said that the label is also a limited partner in the production and was putting up a "major portion" of the more than \$300,000 capitalization.

The move follows Mercury's plunge into "I Had a Ball," starring Buddy Hackett, which opened at New York's Martin Beck Theater last Dec. 15.

Lloyd Richards of "A Raisin in the Sun" fame has been signed as director for "The Yearling." The play will have a cast of some 30 persons, at least three of whom are slated to play major roles.

Green said the play will be presented before next October.

Music for "The Yearling" was written by Michael Leonard, who also provided background music for Pearl Buck's "Desert Incident," Durrenmatt's "The Visit" and the film "Moment of Love."

Lyricist and co-author is Herbert E. Martin, a five-year veteran of radio scripts and features who wrote the book and lyrics for the unproduced Duke Ellington musical "Saturday Laughter."

Producer and co-author is Lore Noto, who is also producer and sole general partner of "The Fantasticks," in its fifth year in New York's Sullivan Playhouse.



THE SUPREMES, Motown Records' sensational group, are the first female artists to have three No. 1 records in a four-month period. Their smash LP, "Where Did Love Go," is currently in the top five on Billboard's LP chart and contains all three of their No. 1 records. (Advertisement)

# Global Survey Forecasts Booming 1965

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## Chicago Aglow Over 1964; Heralds 1965

By NICK BIRO

CHICAGO—The record industry here has just finished the best year in its history and expects to use this as a springboard for an even better 1965.

A survey of the trade last week disclosed one dominant theme: Aggressive confidence. Be the spokesman a manufac-

(Continued on page 6)

## Luppino Joins Seeburg Corp.

NEW YORK—The appointment of Frank Luppino Jr., managing editor of Billboard, to the post of advertising and sales promotion manager of the Seeburg Corporation was announced by Tom L. Herrick, vice-president for marketing of the Chicago firm.

Luppino, who had been with the publishing firm for almost 17 years, assumes the new position Jan. 4. (See separate story coin machine section.)

## N.Y. Record Men View '65 With Qualified Optimism

By MIKE GROSS

NEW YORK — The forecast for 1965 was highly optimistic among record industryites canvassed here, although some admitted that there were still some basic problems to be hurdled during the coming year. George R. Marek, vice-president-general manager of RCA Victor Record Division, summed it up with "The outlook for 1965 was both rosy and gray."

Marek said, "After a year in which the RCA Victor Record Division enjoyed the biggest sales in its history, it is easy to view 'la vie' in the record business 'en rose'. The rosy view can be supported by several factors:

"(1) It is probably that the prosperous economy of the U. S. prevailing in 1964 will continue in 1965. (2) Many countries in the world are experiencing social and economic growth, though that growth is not troubled by strife. In many countries working hours are being shortened, leisure time is increasing, and consequently the demand for entertainment (high as well as low) is gaining. (3) Some ex-

citing new artists came onto the scene in 1964. This is the fresh blood of our business, and this fresh blood will continue to circulate and keep us healthy. (4) Gradually, the young people (without whom there would be no record industry) are widening their curiosity about music. Gradually, the salable repertoire is being widened. (5) Some new

ideas in record entertainment are finding favor: ideas such as plans, combinations of music and art, music and travel. While all of these are by no means 'commercial,' the bringing forth of these new ideas constitutes, in my view, a responsibility of the major record companies. Our catalogs are—or ought to be—

(Continued on page 4)

## Growth Picture Is Rated High By Nashville

NASHVILLE—This center of country music and the home of the highly commercial Nashville Sound abounds with optimism, with the outlook for continued growth reported from good to excellent by industry leaders as the new year rushes in.

(Continued on page 6)

## Coast Executives, Spurred By Boom, in Go Go Mood

By ELIOT TIEGEL

HOLLYWOOD — The record business will experience booming prosperity in 1965, according to Southern California disk industry executives. Major labels, independents and custom record pressers here, are all enthusiastic about the new year.

This attitude is pronounced at Capitol Records, where President Alan Livingston said 1965 could equal or top 1964's record-breaking sales "We have gone into the new year with the biggest November-December in our history," Livingston

said. "We look for a record breaking January-February and we expect this momentum to carry us through the year."

Livingston said the company's one price policy has been accepted, and that "retailers like it and are buying consistently and steadily."

Concerning repertoire, Livingston said the company would remain in every field in which it is currently represented. He pointed to the Broadway original cast LP and the teen market as two vital areas. Capitol's two current major investments, "Funny Girl" (\$275,000) and "Golden

(Continued on page 6)

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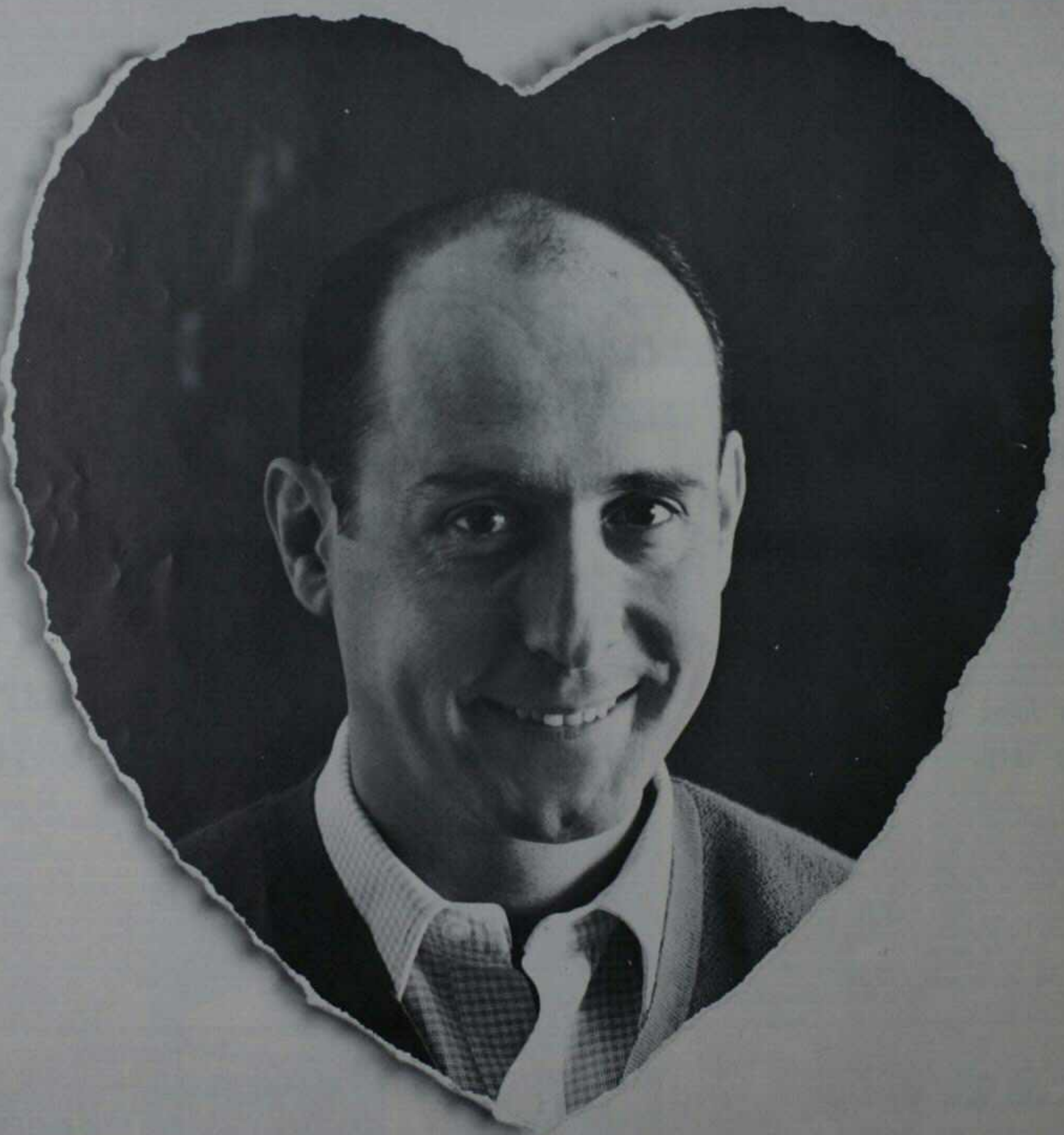
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# Colpix Begins New, 'Realistic Policies'

HOLLYWOOD — Colpix-Dimension Records has sharply revised its sales policies with the inauguration of reduced prices to distributors and the elimination of the "inconsistent and confusing practice of free-goods deals on singles." The changes were announced by Vice-President and General Manager Bob Yorke.

Yorke stated that the new, "realistic" policies include replacement of free-goods bonuses and discounts and allowances by a consistently maintained reduced price to distributors on albums as well as singles, increased return privilege on singles (from 10 to 15 per cent), and complete elimination of allocations and guaranteed sales. Colpix-Dimension will also recognize distributors' special needs with regard to quantity album sales to rack jobbers and one-stops, and provides a 10 per cent free merchandise allowances on such sales.

Under the new plan, distribution cost on 45 singles will be 42 cents, a drop of 6 cents from the former schedule. Album cost is cut by varying amounts, ranging from 9 cents on low price kiddie albums to 27 cents on top-listed stereo LP's. The popular-priced "400" series (suggested list \$3.98) will cost distributors 18 cents less per album; on the slightly higher priced "500" series (including soundtracks) the reduction comes to 22 cents per unit.

Yorke finds flaws in manufacturers' practice of basing sales programs on free goods. He said: "For one thing, no one knows where they are at, particularly with singles, where almost every label has a different policy and is apt to change it from record to record. Distributors are not consistent about passing on all, some, or none of a deal to their customers. Distributors tend to avoid buying at all when the quantity they want is too small to rate free goods, thus keeping many records from getting a start and almost destroying bread and butter sales of staples. At the other extreme, they tend to overbuy on any number that looks promising.

"That inflationary approach is even more dangerous with albums," Yorke notes. He added: "Buy so many and get one free has become so usual that distributors' shelves are bulging. . . . It's far more practical to offer our distributors the same profit margin on 10 per cent less stock.

## GALLICO FORMS 2 NEW FIRMS

NEW YORK—Al Gallico, vet music publisher and head of Gallico Music, has formed two new BMI-affiliated publishing firms. These are Lorne Green Music, Inc., and Mainstay Music, Inc. First action in connection with the former firm is the tune, "The Man," by Merle Kilgore, being rushed out on RCA Victor.

Mainstay Music has been organized together with Joe Roncorni, who is connected with the Zombies, one of the British groups scoring in the United States. Gallico will have access to the Zombies' music.

Gallico, in business for himself about one year, was ranked in ninth spot in Top Publishers of 1964, a feature of Billboard's Who's Who in the World of Music.

Besides reducing their cost of maintaining inventory, it actually gives a distributor who is turning over his inventory nine or 10 times a year the equivalent of a full extra turn."

Only exception to the no free-goods policy (aside from promotional disks, which are not affected) will be an allowance on proved rack jobber sales. Yorke said: "This is a matter of meeting an issue that can't be avoided today . . . every label is doing something about it . . . our plan is the most liberal I know of. . . ."

Details of the Colpix-Dimension policy changes were finalized during meetings in December by Yorke; Ben Hurwitz, general sales manager, and Orrin Keepnews, merchandising manager. Yorke foresees other "Equally unorthodox moves in promotion, a&r and elsewhere."

# Milwaukee Prospects Bright

By BENN OLLMAN

MILWAUKEE — Phonograph record and juke box spokesmen here are enthusiastic about 1965 prospects. The conviction that a prosperous year lies ahead is shared by all elements of Milwaukee's recorded music industry.

Business closed on a healthy note during the final weeks of 1964. Disk dealers, wholesalers and juke box operators and distributors see no major barriers ahead to obstruct the industry's upward stride.

"The 1965 outlook is good. I'm expecting a strong year," says Sam Hastings, Hastings Distributing Company. Hastings heads one of the territory's largest music and games firms. He's also a Rock-Ola juke box jobber, a distributor for Valley pool tables, and the perennial president of the Milwaukee Phonograph Operators Association.

**Seeburg Distrib Reports**  
Seeburg distributor, Nathan Victor, S. L. London Music

# Mass. Businessmen Waxing Enthusiasm

By CAMERON DEWAR

BOSTON — Enthusiasm and confidence mark the attitude of Massachusetts coin machine, record and vending businessmen. The year 1965 is generally hailed as one in which the industry will find its biggest growth by virtue of a plenitude of money in the hands of consumers, an economy that would appear to be headed in an upward direction and a determination by all firms to exceed their achievements in the past year.

Most music machine distributors look to a record year since they feel many operators have retrenched in the past few years because of heavy buying and are now ready to get into the market for new pieces. Record distributors emphasize that their industry has climbed steadily in recent years and feel sure that the new acquisition of new talent and an ever-widening interest in records by the public can only spell the greatest sales year ever experienced. However, there is a note of caution in the fact that the business has become more competitive and it will require harder work and more and better ideas for marketing the product.

The average music operator is perhaps less enthusiastic than the distributors, and in fact, some of the smaller operators are looking ahead with some trepidation since unless he diversifies, he sees himself being swallowed up by larger concerns. But the small operator with the small music route is becoming scarcer in this area, and there are few indeed who have not gone into at least cigaret vending. Many see hope in the new Massachusetts State cigaret tax of 2 cents.

As well as feeling great confidence in the coming year, W. S. (Si) Redd of Redd Distributing Company of Watertown (Wurlitzer) has put that feeling into practice and is in the process of a large expansion of his relatively new plant. "There is no doubt that 1965 should herald the greatest year in the history of our business," says this veteran of the music industry.

In the record industry optimism is high. "We are setting

our sights for a 50 per cent increase over the first quarter of last year," says Asher Shuffer, RCA Victor's factory outlet chief here. "This should be our biggest year in business," he continued. This strong feeling also pointed up by Alan Ross, Boston manager for Decca, Roy Molomo of Columbia and Si Spiegelman of Dot Records.

The city's foremost recording studio, Ace Recording Company, operated by Milt Yakus, described business as excellent and predicted the biggest year in recording for 1965.

### Fiore Hails Diversity

One operator who finds diversification vital to his continued success is veteran music man John Fiore of Medford. "A new approach to this whole business is essential to stay in the swim," says he. "It isn't a bit like the old days when there was big money in music and you could leave it at that." Fiore has long since gone into cigarets and is one who feels that the new tax will subsequently benefit the operator. Walter Strauss of Strauss Vending Company, Boston, felt that opportunities were greater than ever and that after perhaps a somewhat slow start that the year ahead would in all likelihood work out as one of the best the industry has seen.

Marshall Caras, assistant general manager of Trimount Automatic Sales Corporation in Boston (AMI) was generally enthusiastic about the new year. "There is no doubt in my mind that sales will continue to rise," he declared, "but whether it will also show an increase in the profit level is another matter." The firm is expanding in its various departments and is confident of an ever increasing upward trend.

An unqualified nod to an excellent year ahead was given by W. S. (Bill) Swartz of W. S. Music Distributing of Brighton (Seeburg). He pointed to the rising income level in the area as a key to increased business, sees a wonderful potential in the new Seeburg Discotheque, which he is introducing to New England, and is prepared to back up his views with continued expansion of his firm.

Company, reports, "There has never been so much enthusiasm among music operators as we have noticed in recent months. Personally, I don't think the coin machine industry has even scratched the surface. If our Discotheque promotion goes over as well as we anticipate, we can look for a 10 to 15 per cent boost in business during 1965."

Leo Dinon, H. & G. Amusement Company, says a healthy year is ahead for all music and games operating firms. Much of his bright forecast, he says, is based on a determination to continue upgrading of H. & G.'s locations during 1965.

"Better front money and guarantee deals are essential nowadays," Leo Dinon insists. "With the cost of equipment and labor moving up, we plan to eliminate our low volume spots and aim for more quality locations during the coming year."

Doug Opitz, head of Wisconsin Novelty Company, one of Wisconsin's major music, games and cigaret operating concerns,

is unreservedly optimistic over 1965 prospects.

Stu Glassman, manager of the downtown Radio Doctors, one of the Midwest's top volume record retail and one-stop outlets, also looks to a strong volume surge during 1965. He cites a "fulfillment of many ambitions" in Radio Doctors new, expanded store during 1964.

For the coming months, says Stu Glassman, his plans include greater stress on trained sales help, and a wider spread of disk merchandise.

"We discovered during our first year in this new location," Stu Glassman notes, "that there is a tremendous unfilled demand for classical, language and international records, along with a growing market for pre-recorded tapes. Our goal in 1965 is to continue to promote our store as the place where the public can get any type of music it wants, not just the best sellers. The independent dealer with a complete stock does not need to worry too much about the discount store competition."

# ABC-Paramount Will Reactivate Apt Label

NEW YORK — Larry Newton's first move as president of ABC-Paramount Records was to announce the reactivation of Apt Records as a West Coast-based subsidiary. The label will be teen-oriented and will produce singles and albums.

Irwin Garr, who was vice-president in charge of ABC-Paramount's West Coast distributors, will be vice-president in charge of Apt. Joe Carlton, veteran record executive who recently joined ABC-Paramount, will be in charge of Apt a&r and work from New York.

In 1958 Apt had a million-seller single in "Little Star" with the Elegants.

Newton, who has been vice-president in charge of sales, officially assumed the presidency of the label Monday (4). His predecessor, Sam Clark, had been promoted to director of theater operations for ABC-Paramount Records' parent company, American Broadcasting-Paramount Theaters.

### Miami Meet

When ABC-Paramount executives meet with their distributors at Miami's Eden Roc Hotel, Jan. 13-15, the top brass roster won't be changed too much.

Harry Levine continues as executive vice-president and handles relations with foreign licensees and affiliates. Enoch Light still heads the subsidiary, Command Records, as vice-president in charge of artists relations.

The line-up for ABC-Paramount and Impulse, its jazz subsidiary, now reads: Albert Genovese, administrator and comptroller; Allan Parker, director of album sales; Howard Stark, director of singles sales and promotion; Sid Feller, a&r director; Bob Thiele, Impulse a&r director; Johnny Pate, Midwestern a&r director; Felton Jarvis, Southern a&r director; Paul Wexler, director of diversification; Rick Ward, director of publicity and advertising; Mel Cheren, production director; Eddy Thomas, national promotion; William Kaplan, general attorney, and Mike Graziadei, office manager.

### Stark Returns

Parker and Stark will also handle Tangerine Records, an-

other ABC-Paramount subsidiary. Stark returns to the ABC-Paramount staff after heading Jet Record Distributors, the company's New York branch.

The label's classical labels, Westminster and Music Guild, will have the following executive line-up: James Grayson, managing director; John Natoli, director of promotion and publicity, and Marty Goldstein, director of sales.

The publishing subsidiary line-up is unchanged, with Aaron (Goldie) Goldmark as professional manager of Ampco Music (ASCAP) and Pamco Music (BMI), and Paul Vance professional manager of Apt Music (ASCAP) and Ampar Music (BMI).

Walter Lam becomes branch manager for Jet Record Distributors in New York.

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# N.Y. Record Men View '65 With Qualified Optimism

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be—treasure troves which offer the strange jewels as well as the standard demands.

"But we cannot ignore the gray clouds, we cannot shut our eyes to the problems. Among these I see:

"(1) Steadily rising costs. They are everywhere—in paper, in raw material, in wages, in services and in talent. We must address ourselves to the task of increasing efficiency to offset this cost-price squeeze. (2) The industry is being unfairly taxed. There is no reason why records must carry excise tax when books do not. I do not pretend that all records are educational, but then, is James Bond educational? (I have nothing against Agent 007.) (3) I think the industry must do a better job in public relations. This has often been said, but it's difficult to do. The fact remains that the industry's contribution to education and to man's happiness is insufficiently appreciated and that we are too often judged by our faults and not by our virtues."

Leonard W. Schneider, executive vice-president of Decca Records, said, "1964 was exciting and profitable for Decca. It was the year that Decca signed one of the biggest selling acts in the business, the Kingston Trio, whose very first album for us, released in the latter part of December, already looms as a runaway best seller. It was a year that saw Robert Maxwell emerge as a best selling artist, with his hit record of 'Shangri-La,' followed by the best selling album of the same name. It was a year in which Sammy Kaye brought forth an exciting new sound with his hit recording of 'Charade.' It was the year that Loretta Lynn exploded into the hottest new female vocalist in c&w music. It was the year that Bobbi Martin developed into a bright, new star, through her Coral recording of 'Don't Forget I Still Love You.' While her record broke nationally in December, it will undoubtedly be one of the biggest hits of the new year. It was also the year in which Decca began a concerted effort to capture the rhythm & blues market. One of our first releases, 'Baby Don'tcha Worry,' by Vernon Harrell and Little Gigi, is already showing every indication of breaking into a hit.

"There is also indication that the level of business at both the manufacturer's and the dealer's end will be one of the best in recent years, and the outlook for restocking depleted inventories appears much more promising than in the past. Another favorable sign is the fact that our phonograph business in 1964 attained one of the highest volumes in our history, which would indicate that the future of the recording industry is certainly on the upswing.

"We have vastly improved the production facilities at our factories in this country, and at our newest plant in Canada. Our distribution setup is probably the most complete and most powerful operation of its kind, and we are second to none in our ability to blanket the market with product whenever necessary.

"Our goal is continued progress, not only in 1965, but in the many years ahead. We are currently negotiating with several outstanding million-selling recording artists, and we will

continue in our search for, and the development of, new talent. Our aim is to provide the public with the biggest and the best selling names in the entertainment world on Decca Records."

Columbia Records reported that 1964 was the most successful in its history, with retail sales in the U. S. up 36 per cent over last year and sales by CBS Records' wholly owned subsidiaries throughout the world up 30 per cent over 1963. Columbia expects to do even better in 1965.

Arnold Maxin, president of MGM Records, said that 1965 shows every promise of continuing the growth pattern in every phase of the operation. Maxin reported that MGM, Verve and DGG Records, trading under the MGM banner, had one of the most profitable years in the history of the organization during 1964. In the area of product for the coming year, MGM will release the original Broadway cast album of "Baker Street," and the original cast album of "The Cradle Will Rock." Up-

coming on Verve will be releases by Sammy Davis with Count Basie, and Wes Montgomery and Astrud Gilberto, who have been added to the label's roster. DGG will act as host to the Berlin Philharmonic. The orchestra will appear in the U. S. on a 21-city tour. Also, the expansion in MGM's overseas operation leads Maxin to believe that 1965-1966 will be two of the greatest years in the record business.

According to Larry Newton, president of ABC-Paramount, the sales figures for all of the company's labels gave the firm one of its best years in 1964 and, he said, "We're extremely optimistic about 1965. There are still many problems which have to be solved in the industry. However, I think that discussions which have taken place within various companies, as well as the industry itself, have gone a long way toward correcting many situations which have plagued manufacturers and distributors. Only time will tell whether recent FTC rulings will once again put the industry on a profitable basis."

## Bobby Weiss Named By Rogers & Cowan

NEW YORK—Bobby Weiss will join Rogers & Cowan as vice-president in charge of international operations. Weiss, who assumed his new post Jan. 4, will headquarter in the company's Beverly Hills office. In February he will visit the firm's offices in London, Paris, Madrid, Rome and Tokyo with an eye to expanding the foreign chain of operation by eventually opening bureaus in other areas.

Weiss, a show business veteran, for the past 12 years has headquartered abroad, maintaining residence in Paris. While there he was European director of Capitol for five years; international manager of the Edwin H. Morris Music Publishing companies for two years, and

since 1958 has been international director of Warner Bros. Records in which post he was responsible for the liaison with more than 75 marketing areas. Prior to going overseas, Weiss headed his own public relations company in Hollywood.

In addition to supervising international operations, Weiss will supervise special promotional activities for Roger & Cowan clients in the music and recording field.

Because of his knowledge of foreign marketing and licensing of record and music publishing catalogs, Weiss will also be available to clients for foreign consultation on the placement or acquisition of material—as an additional service of the office.

Weiss pioneered the "American on the European Scene" liaison for major American record-music publishing companies beginning in October 1952, when he went to Paris as European director of Capitol Records, establishing the Capitol distribution and merchandising program. Weiss, via Capitol, became the first to introduce the European record market to the use of four-color art sleeves for the LP production, heretofore limited to one or two-color printed word jackets. Also, during Weiss' stint with Capitol, he established the first contact with Radio Luxembourg in behalf of a new record company and through his efforts the station started devoting special programs to the exclusive use of Capitol artists as emcees and Capitol recordings as programming material for a three-times weekly 30-minute program series without any charge.

As a result of his past 12 years on the global scene, Weiss has established contacts in the fields of music, radio, TV, press, etc., which he'll utilize in his new post.

Weiss is already reviewing plans for expansion of Roger & Cowan's foreign offices with President Warren Cowan, with an eye to the markets in the Orient and South America.

## Registration Forms Sent By NARM

NEW YORK—Advanced registration forms are in the mail for the Seventh Annual Convention of the National Association of Record Merchandisers Convention, to be held Feb. 28 through March 4 at the Fairmont Hotel, San Francisco, it was announced by Jules Malamud, NARM executive director.

The attendance is expected to be the greatest ever.

Registration on Sunday (28) will be followed by a cocktail party. The general business sessions will be held Monday and Tuesday mornings, following organized breakfasts for all registrants. After luncheon on Monday and Tuesday, person-to-person talks will be held in the hotel's grand ballroom.

Registrants will relax during evenings at cocktail and dinner parties. The NARM Awards Banquet will be held Wednesday (3).

A schedule of activities has been set up for the wives of registrants.

## Decca to Release LP's Under New Plan

NEW YORK—Decca Records will spearhead its mid-winter restocking program with the release of 27 pop and classical albums going out under the theme of "Sales Powered Proven Product for '65."

The program will encompass the entire Decca-Coral-Brunswick long play, extended play and Vocalion catalogs, in addition to the 27 January releases, and will be offered to the dealers under the terms of an attractive incentive plan. Details of the plan are now available through all Decca branches and distributors.

The new product from Decca includes albums by Carmen Cavallaro, Guy Lombardo, Sam (The Man) Taylor, Sammy Davis, Les Brown, Jesse Crawford, Joe Maize and his Cordsmen, Dave Pike and his Orchestra, Herbert Rehbein and his Orchestra, the Goldman Band, Florian Zabach and Danny Kaye's "Hans Christian Andersen," released for the first time in stereo. In the c&w field, Decca has albums by Kitty Wells, Loretta Lynn, Webb Pierce, Ernest Tubb and Bill Anderson, among others. In the classical field, Decca has albums by Sylvia Marlowe, Benno and Sylvia Rabinoff, Erica Morini and the Abbey Singers.

From Coral comes sets by Buddy Holly, Al Morgan, Charley Weaver and Dick Kesner.

In support of the midwinter program, full color litho books have been prepared spotlighting all the new products. The company's field force will begin contacting their respective accounts Jan. 4 with complete details of the program. National consumer and trade advertising has been scheduled to coincide with the release, along with an extensive promotion and publicity campaign, to run for the length of the program.

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## RCA Reports 20% Hike in Profits in '65

NEW YORK—In a year-end statement to RCA stockholders last week, Chairman David Sarnoff announced that operating profits for the corporation in 1964 are expected to exceed eighty million, marking a 20 per cent increase over the previous year.

On the record end, Sarnoff mentioned that the RCA Victor Record Division achieved the highest sales volume in its history. He also pointed out that Victor currently leads in the lucrative Broadway show album field with two, "Hello Dolly" and "Fiddler on the Roof."

RCA's operating earnings per common share for 1964 should increase to a new record high of approximately \$1.50, as compared with \$1.20 in 1963, according to Sarnoff's report. RCA's total sales will approximate \$1.8 billion compared with \$1.789 billion for the previous year.

## BOOTLEGGING PROBE BEGINS


NEW YORK—An investigation into alleged bootlegging is being conducted by the District Attorney's office, it was confirmed late last week. The DA's office released no details.

It was learned that one of the records involved was the Joe Tex disk of "Hold What You've Got." This is distributed by Atlantic Records and has moved up the Hot 100 chart very rapidly in the last several weeks. In the current chart it is listed at 28, whereas one week ago it was at 40.



## ARETHA'S AT IT AGAIN!

Aretha Franklin  
sings her latest hit  
"Can't You  
Just See Me"  
c/w "Little Miss  
Raggedy Ann"  
4-43203

...and her last smash  
single is now a  
sensational new album  
on Columbia Records 



CL 2281/CS 9081 Stereo

# Coast Executives, Spurred By Boom, in Go Go Mood

• Continued from page 1

Boy" (\$200,000) will pay off handsomely, the executive said. Capitol's third investment, "Ben Franklin in Paris" (\$19,000) is a question mark at this point. However, Livingston was optimistic over Capitol's two play investments this year, "Skyscraper" and "Hopson's Choice."

At the pistol hot Warner Bros.-Reprise combine, President Mike Maitland looked to surpass in 1965 the company's excellent position attained during the past year. He felt the momentum generated during the company's greatest six months (latter half of the year) would extend well into the new year.

The executive explained that Reprise would shoot for a strengthening of its domestic artist singles roster while WB would aim at solidifying its role in the pop LP field. He said the company would like to get into the jazz area.

At Dot Records, President Randy Wood was confident over the acquisition of Eddie Fisher to bolster his pop line. "Fisher will be an important name for Dot's newly organized record club," Wood said. The president himself will produce Fisher's sessions.

Contrary to other label's beliefs anent teen product, Wood said teen material will drop in sales this year, "because the good songs appear on the horizon again." He also felt the good music stations may have more impact on the market as a result of this.

Dot's building plans call for all-out emphasis on the record club, the Hamilton (low price) line, and expansion into the country field through the acquisition of a c&w label. Wood said December was one of the company's biggest months.

Al Bennett, Liberty Records' president believes the industry will continue its sales upsurge and that within this decade, sales will hit the one billion dollar mark. This, of course, is contingent on no major economic setback, he said.

Liberty's major aim in 1965 is for greater consumer penetration through greater talent diversification. This expansion will be in the pop and jazz fields, he said. Liberty hopes to acquire an established jazz label including its trained personnel, rather than developing its own jazz roster. He said product diversification would also involve the Imperial subsidiary.

Bennett also was optimistic about the development of better business practices. "The industry has become more stable," he says because collections and payments of accounts have improved. "The wheeler-dealers have settled down in their methods of doing business and this is a very healthy sign in the growing up of our industry."

## Nashville Leaders Rate Growth Outlook High

• Continued from page 1

Fred Foster, president of Monument Records, one of the most successful indie companies in the States, expects 1965 to be "an exciting and promising year." He said 1964 was the biggest year in Monument's history.

Foster says he plans to step up album production and that

he will be more selective with single releases. Among Monument's top artists are Roy Orbison, Boots Randolph and Lloyd Price.

Bill Denny, who heads Cedarwood Publishing Company, one of Nashville's oldest and most successful music publishing houses, said he expects the new year to be the best ever.

Denny said he could see no

Jay Lasker, executive vice-president of Vee Jay Records echoed the feeling of greater sales in the months to come. "Vee Jay will have its biggest year because of the broad approach to repertoire we're taking," he said. The label is in the pop, r&b, c&w and now classical field. He said the teen market was growing in "fantastic proportions."

Tollie, the Vee Jay subsidiary, will enter the pop LP market this year, Lasker said and the Interphon label of foreign imports is "gaining momentum." Lasker feels 1964 was the best year in terms of industry stabilization, citing the FTC's rules as a prime reason.

At Colpix Records, a new management team faces the challenge of launching the label with impact this year with optimism. Ben Hurwitz, general sales manager, says the company will deal with every area of repertoire while building a catalog slowly and meticulously.

"We will make a strong attempt to approach the record industry on a sound, practical basis," he said. The Colpix operation, which includes the Dimension r&b subsidiary, will attempt to initiate business practices unusual for record industry, Hurwitz noted. He called the industry a strengthening business, citing the "crux of the matter is that the product is as universal as razor blades and cigarettes."

In the children's field, Jimmy Johnson, president of Walt Disney music operations, said his company was anticipating a 20-25 per cent increase in business this year. Last year, Disney record sales shot up 25 per cent over 1963, he pointed out.

In the jazz field, Dick Bock, World Pacific's president, forecast a good year for his company and jazz itself. He noted the increased jazz activity of Mercury and Capitol. Bock's major aim will be to expand in the singles field, primarily through his Aura r&b line which headlines Sonny Knight. He forecast good sales for his LP catalog as well.

In the custom pressing field, Mike Coolidge, Columbia's Western manager, predicted 1965 as a good year for his end of the business. "Based on the number of phonographs sold during Christmas, there should be enough new record customers to affect our business," he said. Coolidge estimated a 10 per cent jump in custom activity here. "Liberty and Warners-Reprise are the labels that will grow," he said in reference to some of his accounts. The days of the quick custom sale to press a one-shot record are passing. Coolidge noted, because costs are prohibitive, leaving only the financially able independents as custom clients.

significant changes ahead for 1965. He said he is looking for more national TV exposure during the year for the Cedarwood catalog.

Another growth factor in the Nashville music scene is in the service area. One of the newest service enterprises, Sound of Nashville, Inc., an independent record pressing plant, looks for steady increase in business.

Bob Nelson, president of the firm, was obviously pleased with a prosperous 1964 and said prospects for 1965 are excellent.

# Chi Aglow Over 1964; Heralds 1965

• Continued from page 1

turer, distributor, rack jobber, one-stop or dealer, the attitude was bullish.

Industry problems were cited, but they were almost lost in the over-all aura of optimism.

### Rack Jobbing Cited

With manufacturers the theme was expansion—both in markets and in types of product. With distributors, the talk was of expansion into rack jobbing.

Many distributors spoke more confidently of a stabilized market marked by less cutthroat price cutting and transshipping. All spoke of a better dealer structure.

Large department store chains were cautious and many spoke of turning to rack-jobbing in an effort to control their complex operations, but here too the caution was mixed with the undeniable fact that sales were up and the forecast was for an even better year ahead.

### Best Christmas for Dealers

Even the small dealers who supposedly can't survive in today's mass-merchandised economy, were not complaining and many were reporting the best Christmas business in their history.

Dean of the record manufacturers here is Irving B. Green, head of the large Mercury Recording Corporation stable of labels which includes Mercury, Philips, Smash, Fontana, Cumberland, Limelight, Blue Rock and Wing.

The Chicago executive cites the mushrooming teen-age population and the ever-increasing rate of phonograph sales as two prime reasons for a "bigger and better 1965."

Green noted that phonograph records and phonograph equipment now constitutes an even bigger business than the entire entertainment industry combined.

### Mercury Plans

Green said his own company's activities would be marked by: Increased activity in the jazz and r&b field through Mercury's Limelight and Blue Rock labels respectively, expansion into the Broadway show and spoken word fields, increased emphasis on the firm's new air-freighting program whereby product is shipped to dealers direct from the Mercury factory, and a greater effort in the international area whereby more and more European talent is brought to the U. S.

Dick LaPalm of Chess, Checker and Argo (Chicago-based diskeries) also spoke of the European market, though from a different angle. LaPalm noted that Chess, which up to now has had its material released and distributed in Europe by Pye International, will in February be releasing overseas material on the Chess label.

Pye will continue to handle distribution, but control of the operation, including choice of material to be released, will be with Chess.

### Push Into Pop

LaPalm noted too that Chess was planning a full-scale push into the pop field. "We'll continue our r&b concentration, but we'll augment with pop merchandise," LaPalm said.

He noted that the Chess move was in many ways the exact opposite of what many of the majors were doing. "The majors are finally realizing the importance of r&b stations and outlets and are setting up special departments, and sometimes special labels, to record this type

merchandise. We're starting to do the same thing with pop."

LaPalm predicted an even better 1965 despite the fact that Chess has just finished one of the best years in its history. Like Mercury's Green, he cited increased phonograph sales as a prime indicator.

He noted too that people were tired of just listening to radio for entertainment—they want to supplement their enjoyment with their own records and their own programming.

### Juke Product Grows

LaPalm also predicted growth for the Little LP designed for juke boxes—a factor which he said would be very helpful to the entire record industry.

A typical dealer comment came from Merrill Rose, Rose Radio, one of the city's largest dealers in records and home entertainment equipment. Rose said his two stores just finished their "best Christmas ever," and he saw no let-up for 1965.

Rose said his LP business was good "across the board," though he had peak action on the "Mary Poppins" and "Beatles '65" disks. Rose said the dealers' biggest problem would be the "discounting and price cutting by the big chains," but he noted, "I don't let it bother me, we're still making money."

### Phonos Move

Rose supported the Green and LaPalm comments on phonograph sales, noting that his own phono sales were the highest in his firm's history. "The trend seems to be away from lower priced merchandise and more toward high-ticket items," Rose said.

Stan Morris, chief record buyer for the 30-store, four-State Goldblatt chain, based his prediction for a "bigger and better 1965" on a general climb in the economy, better product and more promotion of merchandise.

The entire Goldblatt chain is serviced by rack jobbers, primarily, Morris said, because it provides better control and "a cleaner operation." Morris said the system eliminates the inventory problem and leaves such things as securing co-operative advertising allowances, ticketing and bagging to an outside firm.

### Racking Cut Costs

Morris said that much of Goldblatt's optimism was based on the savings resulting from a switch to racks last year.

The record department head of another large retail chain which is serviced by racks, noted that the limited mark-up prevented the firm from hiring enough qualified personnel—"by using racks, we pay a premium, but the rack gets the grief."

Jim Tiedjens, speaking for Musical Isle, one of the area's biggest rack-jobbing operations, substantiated these comments, noting that his firm's biggest area of growth in 1965 would be with department stores and variety chains.

He described racks as "single-source suppliers that furnished more than just product. We furnish trained people and experience." Tiedjens said that Musical Isle's volume would continue to expand in 1965—based primarily on the fact that the firm "fulfilled a major marketing need and as a consequence is successful."

Milt Salstone, a co-owner of Musical Isle and head of M-S Distributing Company, one of the city's biggest independent outlets, described his outlook simply as "bullish."



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TOP LP's

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

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

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 51 entries for the first chart.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 51 entries for the second chart.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 51 entries for the third chart.



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**"TELL  
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**"LEAVE  
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**"THE MAN"**

**LORNE GREENE**

RCA Victor

**"HERE SHE COMES"**

**DUSTY SPRINGFIELD**

Philips

**"YA GOTTA BELIEVE ME"**

**THE YOUNGER BROTHERS**

Scepter

**"BUSY LINE"**

**THE LOLLIPOPS**

RCA Victor

**"THINKING OF YOU"**

**THE RAMBLETTES**

Decca

\*BILLBOARD'S  
WHO'S WHO IN THE  
WORLD OF MUSIC  
TOP PUBLISHERS-1964

\*\*BILLBOARD'S  
WORLD OF COUNTRY  
MUSIC-1964

## WE'RE #8 FOR '64 IN COUNTRY MUSIC!

**"SWEET SWEET JUDY"**

**DAVID HOUSTON**

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**"WHIRLPOOL (OF YOUR LOVE)"**

**CLAUDE KING**

Columbia

**"WHY CAN'T YOU FEEL  
SORRY FOR ME"**

**CARL SMITH**

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**"IT'S ALL OVER NOW"**

**MERLE KILGORE**

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LONDON: Jimmy Phillips, Managing Director  
Peter Maurice Music Co., Ltd., 21 Denmark St., London, England

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: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'I Feel Fine', 'Come See About Me', 'Mr. Lonely', etc.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'Dance, Dance, Dance', 'Wild One', 'Hawaii Tattoo', etc.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'I Found a Love Oh What a Love', 'Little Bell', 'Paper Tiger', etc.

HOT 100—A TO Z—(Publisher-Licensor)

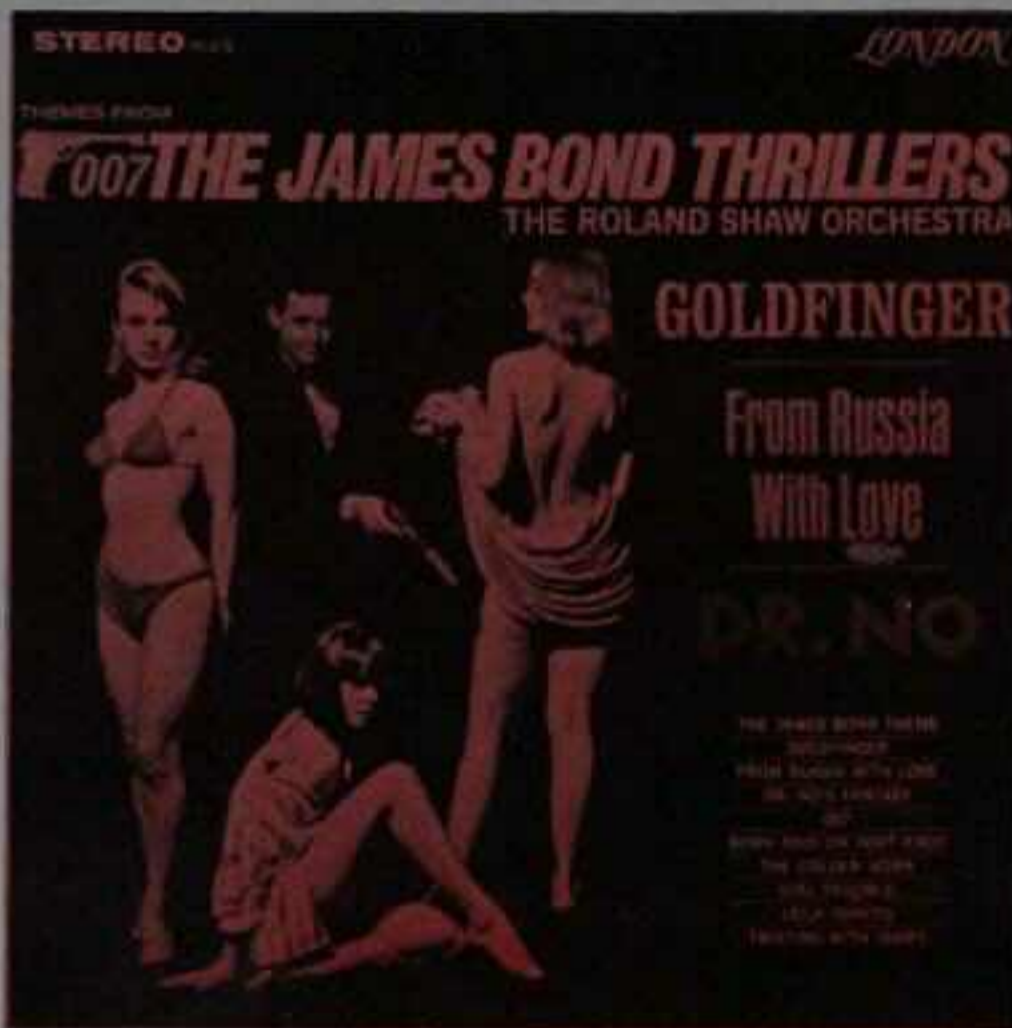
Large alphabetical list of songs and artists from the Hot 100 chart, including 'All Day and All of the Night', 'Holla Pretty Girl', 'Oh No, Not My Baby', etc.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'This Diamond Ring', 'The Race is On', 'It's Alright', etc.

London  
RECORDS

# TOP LP's



Mono LL 3412 Stereo PS 412

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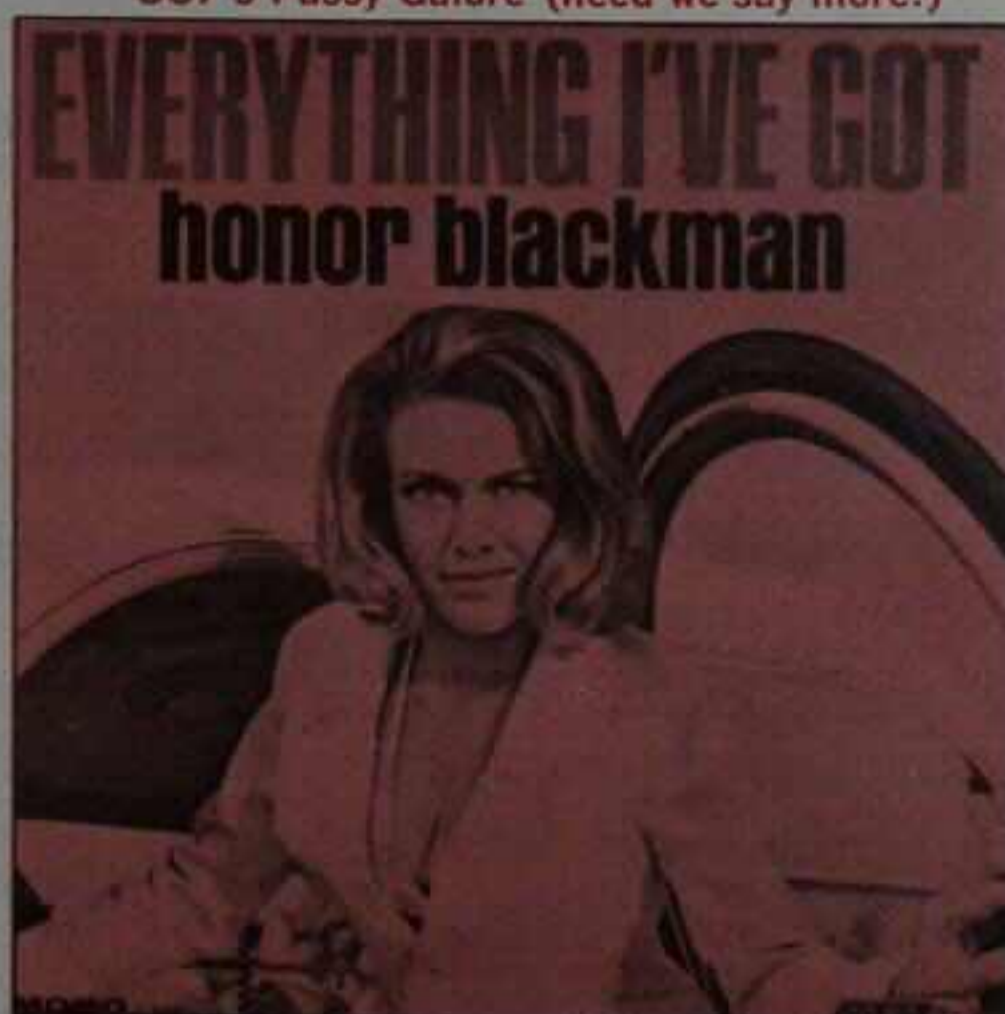
Mono LL 3407 Stereo PS 407

Los Angeles Breakout



Coliseum-Mono D 41000 Coliseum-Stereo DS 51000

007's Pussy Galore (need we say more?)



Mono LL 3408 Stereo PS 408

LONDON  
RECORDS



## ACROSS-THE-BOARD SPOTLIGHTS

Singles With Top 50 Chart Potential Suitable for Most Radio Station Formats.

**AL MARTINO — MY HEART WOULD KNOW** (Rose, BMI) (2:27)—Beautiful commercial performance of the great Hank Williams ballad. In the vein of Al's recent hits, this one will follow suit and fits all types of programming. Flip: "Hush, Hush, Sweet Charlotte" (Miller, ASCAP) (2:05). **Capitol 5341**



### HOT POP SPOTLIGHTS

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

**TRINI LOPEZ—LEMON TREE** (Boulder, ASCAP) (2:50)—**PRETTY EYES** (South Mountain, BMI) (2:45)—It all began for Trini with his interpretation of the Peter, Paul and Mary hit, "If I Had a Hammer." Now he takes their first hit, "Lemon Tree," and with his own distinctive style and rhythm comes up with a powerhouse of a hit sound. Flip side is a change of pace. A familiar melody and good lyric combine to make this an equally strong sales item. **Reprise 0336**

**THE BUTTERFLYS—I WONDER** (Trio, BMI) (2:54)—Slow, driving dance beat in the background and strong vocal makes this a hot chart contender! Flip: "Gee Baby Gee" (Trio, BMI) (2:58). **Red Bird 10-016**

**AL HIRT—FANCY PANTS** (Acuff-Rose, BMI) (1:55)—Destined for fast chart action. This one, written by Floyd Cramer, has all the hit ingredients of the past Al Hirt successes and more! Flip: "Star Dust" (Mills, ASCAP) (2:53). **RCA Victor 8487**

**THE VENTURES — DIAMOND HEAD** (Electron, BMI) (2:01)—Fast-paced rocker that never lets up from start to finish. Chalk up another chart item for the "Run, Don't Walk" group! Flip: "Lonely Girl" (Dobo, BMI) (1:57). **Dolton 303**

REVIEWED THIS WEEK, 47—LAST WEEK, 69

NO GUEST PANELIST THIS

WEEK BECAUSE OF HOLIDAY

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

**FREDDIE SCOTT—LONELY MAN** (Corpo, BMI) (2:35)—Good teen material, well performed and arranged. Watch this one—it has definite top of the chart potential. Flip: "I'll Try Again" (Blackwood, BMI) (2:25). **Columbia 43199**

## CHART SPECIALS

(Bottom 50 Chart Potential & "Bubbling Under")

### HOT POP

**FOUR SEASONS—Never on Sunday** (Una Lee, BMI), **YEE JAY 639**  
**SUSAN WAYNE—You Don't Do What I Say** (Picturetone, BMI) (2:15). **COLUMBIA 43148**



### 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 2 Star rating or under.

### RHYTHM & BLUES

**BILL DOGGETT—Blood Pressure** (J & C, BMI) (2:26). **KING 5957**  
**HANK BALLARD—Watch What I Tell You** (Pandora, BMI) (2:55). **KING 5963**

### COUNTRY & WESTERN

**SLIM WHITMAN—Virginia** (Gallico, BMI) (2:45). **IMPERIAL 66077**  
**BOB ATCHER—Old Fiddler Joe** (Blackwood, BMI) (2:30). **COLUMBIA 43193**

### MIDDLE ROAD

**EYDIE GORME—The Moon and the Stars and a Little Bit of Wine** (Noma, BMI) (2:35). **COLUMBIA 43191**  
**SAM FLETCHER—Who Can I Turn To?** (Musical Comedy, BMI) **YEE JAY 640**



### PROGRAMMING SPOTLIGHTS

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



### MIDDLE ROAD SPOTLIGHTS

**PETER, PAUL AND MARY—MONDAY MORNING** (Pepamar, ASCAP) (3:16)—**FOR LOVING ME** (Witmark, ASCAP) (2:07) — Plantive, well-performed tale about a young gal's mixed emotions about her wedding. With careful listening and air exposure this has tremendous sales appeal. The flip side is a rhythmic story of a do-badder who tells his love, "I Told You So!" Performance makes this side a sales contender. **Warner Bros. 5496**

**SHIRLEY MacLAINE—JOHN GOLDFARB, PLEASE COME HOME** (Hastings, BMI) (2:00)—Catchy arrangement makes this a possible novelty sales contender. Taken from the controversial film of the same name, the star adds her voice in the form of requests for John to return! Flip: "Moo Goo Gai Pan" (Marks, BMI) (2:01). **20th Century-Fox 558**



### COUNTRY & WESTERN SPOTLIGHTS

**CONNIE SMITH—THEN AND ONLY THEN** (Moss Rose, BMI) (2:30)—**TINY BLUE TRANSISTOR RADIO** — Currently the No. 1 best selling single artist in the c&w field, Connie comes up with another equally powerful ballad written by talented Bill Anderson. History will repeat itself as this one climbs the charts. Flip side, also written by Anderson, has more teen appeal and has definite pop chart possibilities. **RCA Victor 8489**

**MARTY ROBBINS—A WHOLE LOT EASIER** (Mariposa, BMI) (2:02)—Familiar expression, "Lot easier said than done," is basis for this fine Robbins material. In one word, "Hit"! Flip: "I-Eish-Tay-Mah-Su" (Mariposa, BMI) (2:28). **Columbia 43196**

**HANK THOMPSON — I'M GONNA PRACTICE FREEDOM** (Brazos Valley, BMI) (2:09)—Spirited song of freedom composed by Thompson is given the kind of performance to put it right on the best seller charts. Flip: "Life's Sweetest Moment" (Brazos Valley, BMI) (2:07). **Capitol 5344**

**HANK SNOW — THE WISHING WELL** (Jasper-Silver-Star, BMI) (2:08)—Infectious melody and lyric, catchy backing plus the fine performance of Hank are the ingredients of a hit. Flip: "Human" (4-Star Sales, BMI) (1:50). **RCA Victor 8488**

**TOMMY COLLINS — ALL OF THE MONKEYS AIN'T IN THE ZOO** (Central Songs, BMI) (2:11)—Clever novelty written by Tommy with a lyric fitting today's happenings, including the Beatles. Flip: "Don't Let Me Stand in His Footsteps" (Central Songs, BMI) (2:40). **Capitol 5345**

Album Reviews on Page 40



### RHYTHM & BLUES SPOTLIGHTS

**JIMMY REED—A NEW LEAF** (Conrad, BMI) (2:45)—Driving dance beat and strong vocal on an original composition. Should be watched as a pop potential as well. Flip: "I Wanna Be Loved" (Conrad, BMI) (2:26). **Yee Jay 642**

BILLBOARD, January 9, 1965

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HARRY MASELOW  
President, CRUSADER-CHARGER Records

# RING IN A WITH RCA



A wealth of great recordings is represented here by "I've Got to Walk That Lonesome Road," "How Great Thou Art," "Paradise Island" and 9 others. LPM/LSP-2931



A musical tribute to Reeves by the group that accompanied him in personal appearances. Includes "Anna Marie," "He'll Have to Go" and twelve others. LPM/LSP-3331



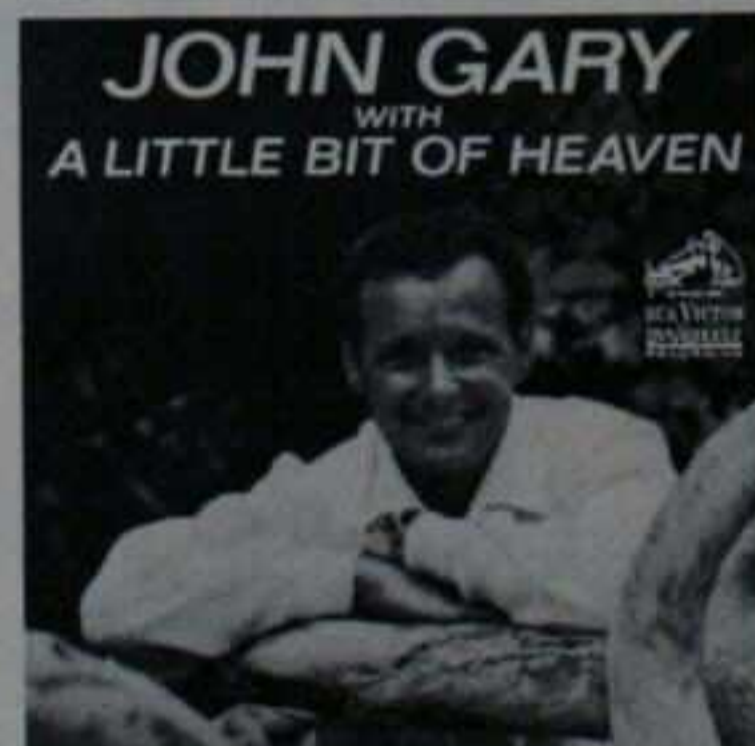
Combines country, popular and western to please many fans. "The Bandit," "Wabash Blues," "Three Hearts in a Tangle," "Nevada," "Revenge," 7 more. LPM/LSP-2987



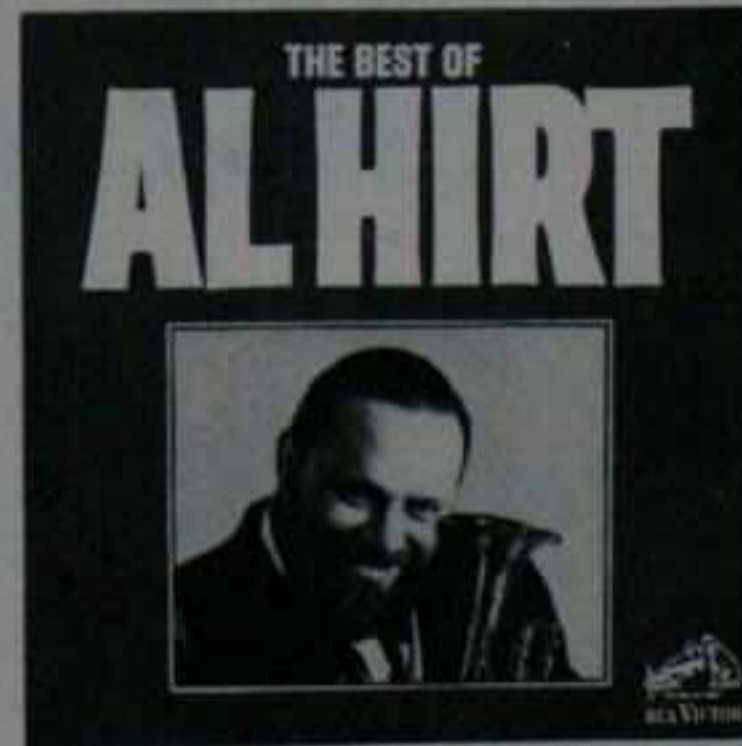
Twangy sound everyone's asking for in his hit "Rebel Rouser," plus "Shangri-La," "Rumble," "Tequila," "Swingin' Shepherd Blues," "Raunchy," 6 more. LPM/LSP-2993



Sure to follow in the successful footsteps of the first "Music from Million Dollar Movies." "My Fair Lady," "Mary Poppins," "Tom Jones" & "Cleopatra." LM/LSC-2782



With 3 chart winners already, this may be his biggest ever. "My Wild Irish Rose," "Macushla," "When Irish Eyes Are Smiling," "Galway Bay," 8 more. LPM/LSP-2994



Twelve of his high-spirited hits. "Sugar Lips," "Cotton Candy," "Java," "I Love Paris," "When the Saints Go Marching In" and "Holiday for Trumpet." LPM/LSP-3309



"The Golden Voice of the Gospel" with his best selection yet. "It Is No Secret," "I Believe," "Battle Hymn of the Republic," "Amazing Grace," 8 more. LPM/LSP-2985



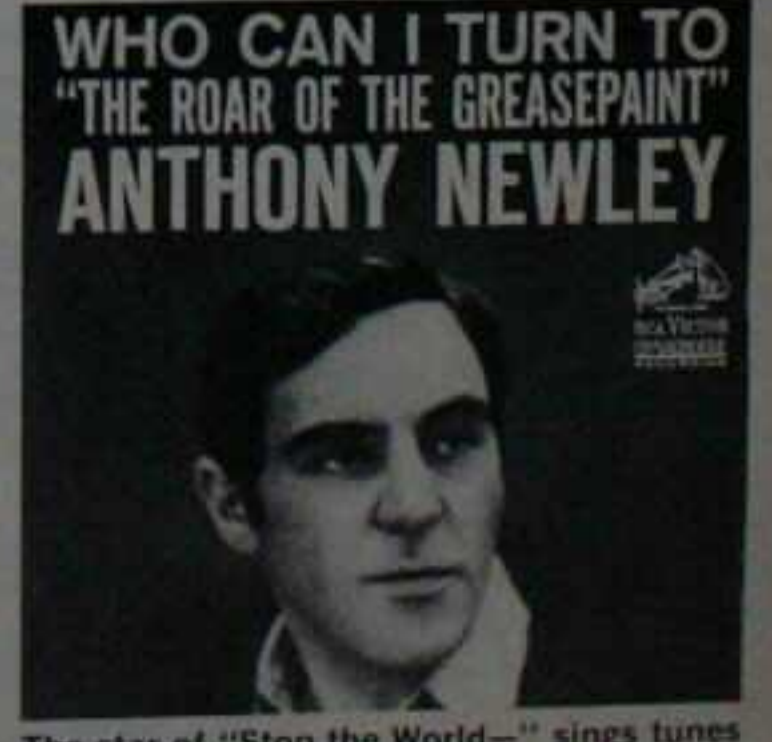
Last performance of the original group. "Lonesome Traveler," "The Wabash Cannonball," "John Henry," "Zhankoye," "The Hammer Song," 7 more. LPM/LSP-2907



Title song may win Mancini his 5th Oscar. Has "Moon River" sound. "The Girl from Ipanema," "Dear Heart," "Soldier In the Rain," "Mr. Lucky," 8 more. LPM/LSP-2990





Best-selling piano stylings of "On Green Dolphin Street," "Moon River," "Secret Love," "I've Grown Accustomed To Her Face," 8 more hits. LPM/LSP-2978



The star of "Stop the World—" sings tunes from his smash London musical slated for Broadway in early '65. Includes "Who Can I Turn To" and 11 others. LPM/LSP-3347

# NEW YEAR VICTOR

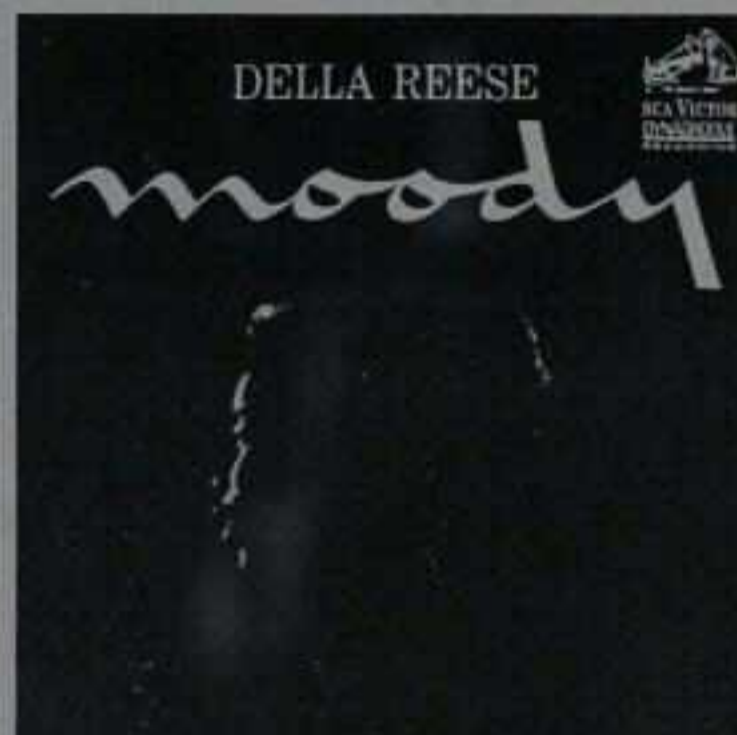
 The most trusted name in sound 



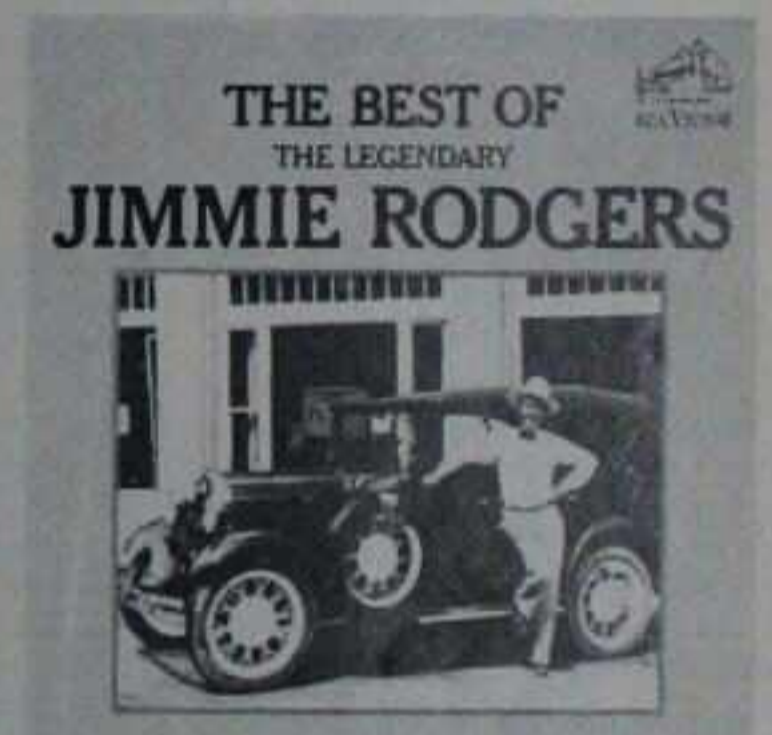
The Latin American dance king plays "Ran-Kan-Kan," "Tito Timbero," "Tea for Two," "La Ole Marina," "Arinanara," "Cuero Pe-lao" and 6 more hits. LPM/LSP-2974



A real comer. Raves from coast to coast. "She Loves Me," "My Kind of Town," "More," "Once in a Lifetime," "I Believe in You," "Mimi" and 6 more. LPM/LSP-2967



Della sings torch songs for old flames. "Little Girl Blue," "All By Myself," "Don't Worry 'Bout Me," "The End of a Love Affair," 8 more hits. LPM/LSP-2814



The legendary Jimmie Rodgers is heard here in 12 collector's items! "Any Old Time," "Mule Skinner Blues," "Blue Yodel No. 1" and "Daddy and Home." LPM/LSP-3315(e)



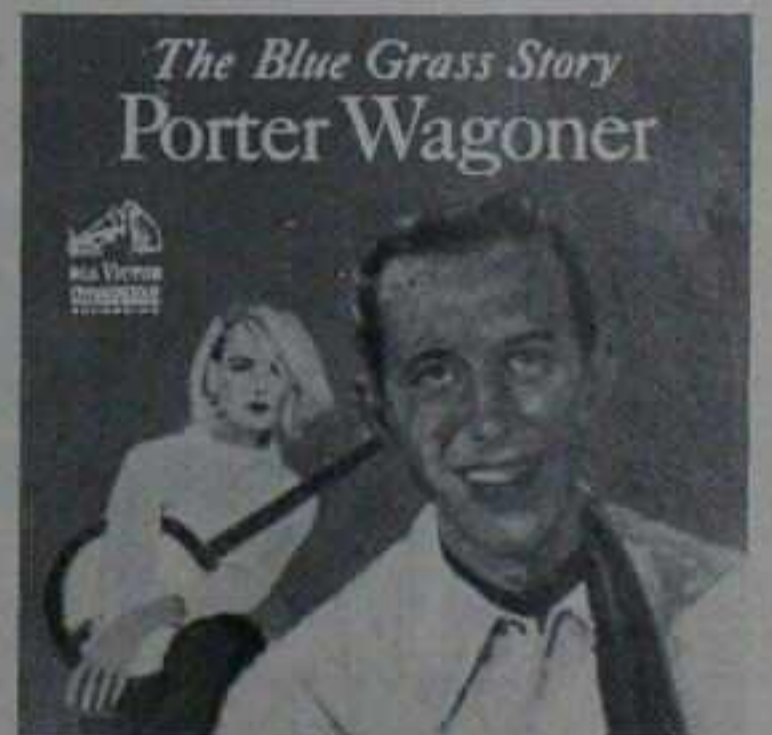
George Beverly Shea enriches every song with his own special style. Here he does "Deep River," "Sweet Hour of Prayer," "Bless This House," 9 more. LPM/LSP-2932



First album that ties in with their concert tours. "Samson," "Little Boy Lost," "How Many Times," "Till I Know," "Don't You Wanna Be Saved," 7 more. LPM/LSP-2989



A group with a loyal army of fans whose albums are consistent best-sellers. "I Shall Not Be Moved," "Surely I Will, Lord," and a medley of sacred songs. LPM/LSP-2933



A great Wagoner collection of "Mountain Dixieland," "Uncle Pen," "Before I Met You," "Country Music Has Gone To Town," "Cotton Fields," 8 more. LPM/LSP-2960



"Live" from the club that makes big stars and top sellers. "Jane Jane," "Georgia Road," "Never Wed An Old Man," "Ballad of Murder," 8 more big hits. LPM/LSP-2991

## NEW ALBUMS IN RCA VICTOR'S VINTAGE SERIES



A collection from the years '32 to '41 featuring famous sidemen. The tunes include "Muskrat Ramble," "Save It, Pretty Mama," "Sheik of Araby" and 13 others. LPV-510



The great Jazz Age pioneers in 16 pace-setting performances circa 1928. Includes "Darktown Strutters' Ball," "High Fever," "Roodles" and "Wabash Blues." LPV-511

## U.K. Enjoying Affluence; Faces Problems in 1965

By CHRIS HUTCHINS

LONDON—Everyone knows that Britain has had its best-ever year in the music-record industry. In 1964, sales reached peaks that manufacturers never dared dream of and the indications are that the graph will go up correspondingly in 1965. But this year has also pointed to dangers which could devalue the increases and lead to that "profitless prosperity" which Wesley Rose once warned industry leaders against.

The indications are that 1964 record sales will show an increase of 30 per cent over the previous year, with something like 10 million records being pressed by British manufacturers as compared with 85 million in 1963. In terms of

finance this will represent about \$84 million worth of business, of which more than \$9 million can be credited to records exported.

Breaking these figures down, LP's—too often in the past the weak selling point for the British industry—have shown an upsurge, with sales increased by nearly 40 per cent. While the demand for 78-rpm singles continues to dwindle, 45's make up for this with an estimated 28 per cent rise.

There is every indication that the British market is far from saturated and that these steep sales climbs can be maintained in 1964 with manufacturers sharing \$100 million worth of business.

But the dangers are all too obvious. The Government's ban

on resale price maintenance from which the industry has applied for exemption could mean the advent of records being used just to attract customers for other products.

With prices being slashed, manufacturers could be drawn into a price-cutting war, reducing the wholesale price of the product to attract buyers and narrowing the profit and loss margin to where it would be uncomfortable for this current buoyant trade.

Several British chain stores have already shown their eagerness to cut record prices in anticipation of the Government's legislation, only to find that leading manufacturers were quick to take legal action to defend the industry against such

(Continued on page 18)

## Showbands Put Eire in Swinging Business Shape

By KEN STEWART

DUBLIN — The music business here has never been in a healthier and more progressive state. The current trend here that is expected to exercise the greatest influence on 1965 business is the emergence of the showband as key factor on the Irish music scene.

While beat groups reign in other markets, showbands are supreme in Ireland. They usually consist of seven or eight-piece units that play most kinds of music, ranging from jazz to pop, from folk to rhythm and blues, thus satisfying the musical tastes of virtually all age groups.

Of an estimated 1,000 such outfits in Ireland, less than a score make records. However, such showbands as the Cadets, Royal, Miami and Drifters have succeeded in dominating Ireland's chart. Their lead singers, Eileen Reid, Brendan Bower, Dickie Rock and Joe Dolan are as well known as Elvis Presley and the Beatles are in the U. S. and Britain.

The first step toward introducing showbands to Britain was made last November, when Pye held a reception in London to launch the Pacific and Capitol via "Distant Drums" and "Down

Came the Rain," respectively.

To date, no Irish unit has entered the British Top 50. The reason is plain: Although showbands are excellent copyists and can reproduce any hit disk faithfully, they are at their best during their nightly five-hour stage acts. The absence of a distinctive disk "sound" makes the prospects of showbands registering on a large scale elsewhere seem rather slight.

But in Ireland they are largely responsible for an increased interest in records generally, as are the Clancy Brothers and Tommy Makem and the Bachelors, whose releases have caused album sales to soar. The rapidly increasing number of local artists on wax has also resulted in greater sales of record players.

On the other hand, record clubs continue to mean very little. And the effects of tape recorders on disk sales are negligible.

Finally, regarding exposure, about twice as many programs are needed, although the country's only station, Radio Eireann, is gradually becoming far more record-conscious. The leading shop windows for new releases remain radio's "Ireland's Top 10" and Irish TV's "Pickin' the Pops" and "The Showband Show."

## More of Same Seen in Bonn

By OMER ANDERSON

COLOGNE—West Germany looks for continued good record business in 1965.

The forecast is for "more of the same," meaning that no dramatic developments are expected or seem likely.

Impact of the European Common Market has yet to be felt by the disk trade, and will not be felt in 1965. It will probably be 1967 before the full impact of the trading community now being created is registered.

Meanwhile, the industry continues to analyze the influence of the trade supermarket on the operations of national diskeries. While in theory the Common Market aims at converting Europe into a U. S.-style single economic community, in practice linguistic and ethnic considerations will prevent the disk trade from enjoying a literal U. S.-copy single gigantic market.

The less ebullient German trade figures complain of "stagnation," pointing to the nearly static production. The trend has been toward expanding LP sales and a marked singles slippage. This slippage was arrested somewhat in 1964 over the 20 per

cent decline in 1963 singles production.

### 58 Million Records

Total 1964 German disk production is expected to reach about 58 million records—representing a slight gain over 1963—and 1965 production should show a further gain. However, 1965 output will probably remain under the 1962 production of well over 60 million.

It is expected that LP production will continue to gain at the expense of singles, although singles slippage will probably be well under the 20 per cent decline of 1963. LP production has been growing at the rate of between 15 and 20 per cent a year.

The major problem facing the retail trade in 1965 is retail price maintenance (RPM). The diskeries are returning to RPM in alarm at the U. S.-style discount-

house loss-leader price-cutting settling over the German scene.

Electrola, Teldec, Grammo-phon, and Philips have all espoused RPM as the only practical way to preserve order in

(Continued on page 20)

## Italy Has Ups and Downs; S. R. Festival Could Be Test

By SAM'L STEINMAN

ROME—The year 1964 was strange in that it gave Italy's record business its biggest boost and its greatest shock.

Present estimates are that disk sales are down 25 per cent

from the year's peak, despite a big summer promotion drive, and at least 15 per cent from a year ago. Least affected by the drop in sales is RCA Italiana, which continues to ride high on the charts. Most sales continue to be in the 45 category with

EP's getting a negligible part of the market, possibly because labels are issuing 45's "triple," which carry three numbers for the price of two. LP sales do not show any marked increase, with greatest share of market dominated by the Reader's Digest Record Club. The only club competition comes from Voce del Padrone (EMI), which sponsors its own club. RCA, Voce, Ri-Fi and Phonogram are among the labels which have issued low-priced LP's to compete with California, which sells at cut prices via pop magazine advertising.

Sale of record players has not been promoted in recent years and this may be a fault of the industry. Voce del Padrone took the initiative at this year's Milan Radio-TV show when it introduced several new models for the first time. Up to now other labels have not followed suit, leaving the sales of players to other companies. With the increase of electrical appliance outlets, there appears to be more record sales outlets. Usually the disk sales counter is a small part of a larger operation. Only in smaller towns and in neighborhoods does one find music shops devoted solely to record, music and record players.

The outstanding success of San Remo Festival at end of January which saw participation of foreign artists for the first time sent 1964 record sales to a flying start with the festival disks accounting for more than 5,000,000 in sales. Bobbo Solo's "Una Lacrima Sul Viso" was

(Continued on page 21)

## Japan Expands at Hot Pace

By J. FUKUNISHI

TOKYO—The Japanese record market is youth oriented—with 85 per cent of the record buyers in the 15-20 age group. It's been an expanding industry, with a 20 per cent annual growth rate in recent years. In dollar volume, Japanese records account for 40 per cent of the total, with international disks making up the balance.

RCA Victor is the top selling label here. The firm presses RCA Victor, Philips and more than 30 other labels including Reprise, Atlantic, Imperial and Roulette. The sales department is divided into three sections: RCA Victor, Philips and World (a Japanese label for all indies involved) supervised by respective chiefs.

Victor plans to cut more Japanese music arranged and performed by Japanese artists in Western Style.

Nippon Columbia was awarded the Japanese Grand Prix de Disque for its best selling pop song "Gazing at Love

and Death" taped by Miss Kazuko Awoyama; the Arts Festival prize for "Antologio del Folklore Musical de Espagna" issued from Hispavox repertoire, and the first prize for "String Quartet" composed by Hosi Mamiya and recorded by New Direction String Quartet in a competition sponsored by the Record Art, a monthly music magazine.

H. Kaneko, newly appointed deputy manager of International Music Department, said company's sales target for 1965 is set at 70 billion Yen (\$17,000,000), and that estimated sales of Japanese and international records will be about even, 50-50 in value.

Columbia represents CBS, Pye, French Odeon, Audio Fidelity, Time and many other indies, with the emphasis on classical.

Leonard Bernstein and the late Bruno Walter are chalking up steady sales. One volume each of the series "Immortal Recordings by Bruno Walter" in 10 volumes containing 45 LP's is being released every month.

Kaneko will cut more original Japanese musical works by contemporary Japanese composers with an eye to introducing Japan's serious music to foreign countries.

King Records is affiliated with London, ABC-Paramount and a string of nearly 30 indies. It is controlled by the Japanese label "Seven Seas."

According to A. Yanai, managing director, his company had an increase of 20 per cent in sales in 1964 over the preceding year.

King will introduce London's company seven-inch LP this year and give special exposure to the newly signed Argo label.

Involved in the Seven Seas logo are Cetra, CGD, Ricordi, Ariola, Artone and numerous other minors. King took an initiative in causing a Canzone Italiana boom in Japan by releasing Milva, Claudio Villa (both visited Japan last year) and many other Italian singers' platters.

L. Minakami, manager of Teichiku Records' international

(Continued on page 20)



RITA PAVONE AND PAUL ANKA, RCA Victor artists, as they appeared together in a German TV variety show, "Werner Muller Schlager Magazin," recently telecast from Hanover.





# THE **BEAU BRUMMELS**

EXTEND SEASON'S GREETINGS TO THE 1,412 RADIO STATIONS THAT ARE CURRENTLY PLAYING "LAUGH LAUGH" B/W "STILL IN LOVE WITH YOU BABY" (AUTUMN #8). THINGS ARE GOING SO WELL THAT WE EVEN FORGIVE THE FOUR STATIONS THAT AREN'T PLAYING IT. IF YOU ALL WILL GIVE IT A LITTLE EXTRA PUSH WE FEEL SURE WE HAVE A TOP TWO RECORD.



AUTUMN RECORDS, INC., 70 DORMAN AVENUE, SAN FRANCISCO, CALIFORNIA (415) AT 2 7162

# Canada Firms Look to Making Impact on National, Int'l Marts

By KIT MORGAN

TORONTO — "Stop the world, we want to get on" just about sums up the spirit of 1965 within the record industry in Canada.

Enthusiasm and optimism about Canadian production keynotes the forecast for 1965 from both major companies and smaller independent companies, promising that this will be the breakthrough year, the year in which Canadian records will make their first strong impact on the national and international markets.

However, the record business in Canada has been primarily a manufacturing and distributing industry, and product originating in the U. S. and U.K. will continue to constitute the bulk and mainstay of the business.

Last year was a record year for the industry in general and for most individual companies. Dominion Bureau of Statistics' figures show \$19,000,000 in sales at wholesale price (about 62 per cent of the retail, giving a retail figure of \$31,000,000) in the first 10 months of 1964, a 15 per cent increase over the same period in 1963. (DBS reports include only records manufactured in Canada by reporting companies, but are the most accurate figures available.)

The Record Division of the RCA Victor Company of Canada is bullish in its predictions for 1965, forecasting a 15 per cent increase in sales this year over last, which was the biggest year in its history.

Columbia Records of Canada has just wound up the best year in its 10 years and anticipates another good year with an overall increase in business of at least 10 per cent. Robert Pampe, vice-president and managing director, sees three factors contributing to this happy state.

"Capital expenditures have been good in 1964 and should continue good, at least for the first half of 1965," he says. "Inventories of the over-all Canadian industry have been kept at a fairly constant level. Consumer credit did not expand a great deal in 1964, and this could be the one soft spot in our economy, inasmuch as it has expanded at a greater rate than the gross national product; but it is certainly not out of bounds if governmental reports are correct."

Of the independent Canadian record companies dealing solely in Canadian product, Rodeo Records is one of the oldest and largest. The 14-year-old firm has an active LP catalog of 400 albums on its Rodeo International, Banff, Campus, Celtic, Europa and Melbourne labels, which concentrate on country and western, folk and ethnic music, and introduced a French-language label, Caprice, last year.

President George Taylor reports an average increase in sales of 20 per cent a year for the past five years, and has an active 1965 planned to maintain that rate of growth.

On the same theme, Columbia's Pampe says, "Increased

sales do not necessarily mean increased profits. The profit margin gets shorter every year." However, the "Age of Reason" policy brought Columbia not only increased sales but also a more efficient operation, and Pampe says "the profits have been on the plus side despite the normal decrease in profit margin."

On this solid ground, Columbia plans to expand its releases from overseas affiliates in the U.K., France, Australia and South America, while continuing to release the bulk of its recordings from the U. S. parent company, and increasing Canadian production. With these plans to increase product, the company also anticipates increased volume and an increase in its share of the market.

RCA Victor, too, plans to expand its catalog of international product, with material from 18 countries and distribution of the cream of the crop from abroad on its new popular price Canada-International label.

Some companies have charted their ventures into Canadian production this year and others will play it by ear, but both majors and independents are unanimous in stepping up the production of records featuring Canadian artists and Canadian songs.

"The dream of every record manufacturer in Canada is to produce that 'big record,'" says R. A. Chislett, general manager of the Compo Company, Ltd., which has its own Apex label

(Continued on page 20)

# Companies in Spain Forecast Good Year

By RAUL MATAS

MADRID — Spain's 1965 forecast for the record industry is excellent. Fourteen million tourists have poured millions of dollars into the country.

An increase in living standards made 1964 a good year for record sales.

In a mere few weeks, "Vamos a la cama" (Let's Go to Bed), a children's record by Tonio Areta Jr., Maxi Baratas Jr. and Joaquin Torre Rose Jr., has sold more than 5,000 copies, which shows unprecedented figures in so little time.

## Juke Boxes

Sinfonolas (juke boxes) are having a warm reception all over the country. It is said that more than 5,000 are in the country with many more to come. Companies were requested to press singles, which are almost

new here. Most of the record companies had stressed EP's and LP's.

LP's also are becoming more important. Manufacturing of less expensive record players is contributing to a growing and important European market.

New record shops with hi-fi and stereo also reflect confidence in records. Jazz became an important part of the new TV shows for the season, while radio is seeking to start new jazz programs. Pepe Palau, Alberto Mallofre and Jose Maria Mantilla are among the best-known jazzmen in Spain.

Disk jockey shows with juvenile audiences, big star tours and TV musicals have revolutionized the whole industry. American songs alternate with big hits coming from France, Italy and England—the three

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# U. K. Enjoys Affluence; Faces Problems in 1965

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a situation while the power remains theirs to do so.

Already the kind of outlet for grammophone records is changing. Long-established shops are having to compete with disks which spring up overnight on main street corners and exist only to take the cream off the business by selling the few hot records they have the accommodation to stock.

Record clubs continue to exist quietly in Britain and their increases in trade are small compared to the retailers'. There is a specific demand for this kind of buying in Britain, but it has never made any impact, and compared with other competitors is of small worry to the record retailer.

Although figures are too haphazard to quote, there is evidence that Britons are buying more and more tape recorders while sales of record players remain reasonably steady. Cer-

tainly many of the recorders are bought with the object of taping music from radio, but the increase in record sales is such that no one is particularly worried about this small edge on the market.

The figures quoted earlier illustrate that manufacturers' fears are far more for the safeguarding of their profit margin than for any decline in demand.

TV and radio exposure available to pluggers has doubled in about 18 months here. Big pop TV shows like Rediffusion's "Ready Steady Go," the BBC's "Juke Box Jury" and ABC's "Thank Your Lucky Stars" score high ratings for companies and the large increase during 1964 of the "needle" time available to the BBC has drawn back big audiences to radio, particularly late at night.

Manufacturers have been alarmed at the sudden launching of pirate radio station ships around Britain's shores which, they fear wrongly, serve to overexpose their product. This has always been a reserved nation and the industry businessmen fear that too much plugging could reduce the product's value.

Last year was the year of the independent producer. Men like Andrew Oldham, Mickie Most and Joe Meek have been turning out gigantic hits by artists like the Rolling Stones, Marianne Faithful, the Animals, the Nashville Teens, Herman's Hermits and the Honeycombs.

But, perhaps fortunately, this trend has not seen the overnight developments of many new companies. An independent producer in Britain is almost bound to go to one of the four major outlets to get his record properly promoted and distributed.

The big companies seem to be favoring the independent producer and offering sufficiently attractive terms to discourage them from pioneering a string of one-hit companies which could harm the industry as a whole.

So the British industry is an affluent one, and one which offers great opportunities for progress and development. But it would be foolish for anyone to think that dangers do not exist.

# Prosperity Sets Mexico Tone

By DR. O. MAYER-SERRA

MEXICO CITY—Since Dec. 1, when the new administration, headed by President Diaz Ordaz took office, a wave of optimism spread throughout Mexico. It is expected that the boom which has been observed during last year, will increase during this year. The record industry benefited greatly from the general prosperity and it appears certain that in 1965 the business trends which were developed during 1964, will set the pace for Mexico's record industry for years to come.

The expansion of the record market here resulted in a 20 per cent increase (from total sales volume of about \$10 million in 1963 up to over \$12 million in 1964).

Population increased in two years from 37 to 40 million. The annual growth of the general Mexican market has been between 3 per cent and 5 per cent.

Besides economic and political stability, other factors contributed to the expansion in record business. One of the most important are sales in discount chains.

## Crump Cites Increase

"Over-all volume increased considerably," said David Crump, general sales manager of RCA Victor Mexicana, "and an important percentage of this volume was obtained through discount operations. Both trends will continue during 1965."

Another factor was the definite triumph of the budget labels (less than \$2).

"Record clubs, discount houses, supermarkets and big promotions of a scope we have

never had before in Mexico made the public record-minded," according to Heinz Klinckwort, president of Peerless, the company which was successful with a new low price line (Eco). "If it is true, as several companies announced, that in 1965 a low price record player will be issued in Mexico for the first time, sales of budget priced records will reach a new peak."

"A tight organization and

aggressive methods of distribution and promotion" also contributed decisively to the success of CBS during the last year," according to Manuel Villarreal, vice-president of Columbia Records in charge of Latin American operations. "Our subsidiary in Mexico is our most prosperous company in Latin America."

Spectacular was the success

(Continued on page 20)

# LP's Factor in Dutch Gains

By RAYMOND DOBBE

AMSTERDAM—Dutch music record companies can look back on 1964 as being a very successful year, with again increased sales. For 1965, the prospects look as good as ever, with an expected upward trend for record sales in general, but mainly in the field of LP's.

Several managers of record companies, stated that they were very satisfied with the results of the past year and look confidently into the future. To quote a few: Drs. L. van Bart of Polydor Nederland N.V. "We've had much success, and expect more to come. In 1965 we will pay more attention to Dutch talent." Mr. Boudewijns of Inelco-RCA, said: "We are doing very well, and have a higher percentage of the Dutch record market than ever." C. Aaftink of Vovema N.V. expects a tremendous increase of LP sales, which is about the same as we heard from Phonogram's Frank Visser. The latter ex-

pressed his satisfaction at the results of the Dutch popularity polls over 1964, which showed that a large number of Dutch Phonogram artists have reached leading positions.

An over-all price reduction of LP's can hardly be expected, but indications are such that in 1965 several campaigns may be launched offering low-priced 12-inch LP's in both the popular and classical categories, since earlier experiments like these have proved to be very successful. Important factors which have effect on hit-record sales are the broadcasts of hit-radio and TV stations, Veronica and TV-radio Northsea, plus the unique yearly Grand Gala Du Disque, which boasts up sales of both records and phonographs.

In the last weeks of the year it has been found that there is a clear trend showing higher sales figures, especially in the field of more expensive items. During the past year, the num-

ber of record shops has stayed approximately the same and no important changes have taken place. The few record clubs existing in Holland are not likely to have much influence on the market, not even by a lower average of prices. Their main subject is the classical and popular-classical type of record. They do not seem to reach a large number of people as in the U. S. This may be due to insufficient publicity and lack of interest by teenagers. At this time it is very difficult, if not impossible, to make any definite statements with regard to the expected increase of record sales, since a number of still unsure factors is involved, such as the law against "vertical price agreements" and the possible results of further integration of the common market. Both may have some effect on prices. Still, the outlooks for 1965 are optimistic, and all record companies are prepared to meet their customers' demands.



ORIGINAL BROADWAY CAST RECORDING

MDNO OCM 2210

JOSEPH KIPNESS presents

**BUDDY HACKETT**



A New Musical/Comedy

# i had A ball

Also Starring

**RICHARD KILEY**

KAREN MORROW with STEVE ROLAND LUBA LISA

Book by JEROME CHODOROV

Music & Lyrics by JACK LAWRENCE & STAN FREEMAN

JACK WAKEFIELD AL NESOR TED THURSTON

Set Design & Lighting by WILL STEVEN ARMSTRONG

Costumes by ANN ROTH

Musical Direction & Vocal Arrangements by PEMBROKE DAVENPORT

Orchestrations by PHILIP J. LANG

Director of Music Arranged by LUTHER HENDERSON

Dances & Musical Numbers Staged by ONNA WHITE

Directed by LLOYD RICHARDS



# Million Dollar Advance Ticket Sale Heralds Broadway Opening Of i had A ball

"**I HAD A BALL** is a rowdy, raucous, unbuttoned musical, the old-fashioned kind whose only message is laughter. Buddy Hackett's fiesta is for you! Pure golden nonsense"—Lewis Cue Magazine.

"**BUDDY HACKETT** spirals hilariously pompous phrases out of the screwed-down right corner of his mouth with superbly funny lines. The laughter just bursts forth . . . I almost collapsed in hysteria"—NADEL, World-Tel.

"**RICHARD KILEY** never has been better"—NADEL, World-Tel.

OCM 2210  
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THE ORIGINAL  
BROADWAY CAST  
RECORDING ON



A rollicking original Broadway cast album is bouncing your way from Mercury. The album has the hilarious Buddy Hackett humor, the marvelous Richard Kiley, and the wealth of toe-tapping, heart-warming songs by the smash team of Jack Lawrence and Stan Freeman. Have a ball, Mr. Record Man.

# Canada Firms Look to Making Impact on National, Int'l Marts

• Continued from page 18

and represents U. S. Decca, Warner Bros., Reprise, United Artists, Colpix and others. Compo is calling for an increase of not less than 10 per cent over 1964, in which it showed a sales increase for the sixth consecutive year.

"A year ago, our sale of Canadian content records was negligible, except for a few 45's," says Sam Sniderman, who believes his Sam the Record Man store is the biggest in Toronto, in Canada, and perhaps in the world, to sell records and only records. "If a Canadian LP came out, you were lucky to sell five copies to the artist's five closest friends," he recalls. "In the past three or four months we've had several Canadian LP's sell a hundred copies, one has sold maybe 500 copies."

The A & A, which also claims to be Canada's largest record store and estimates its stock at 500,000 records, also had a record year in 1964. Alice Kenner, co-proprietor with husband, Max, cited specific Canadian albums that sold well last year, and was surprised herself that they included classics and jazz as well as the country music that has been the most successful Canadian product in the past.

Like the film industry, the magazine and book publishing business, and the theater in Canada, the growth of a recording industry rather than just a record industry here has been stunted by the overwhelming deluge of American and, more recently, British product, which is unquestioningly and enthusiastically accepted by the Canadian public, which is thoroughly U. S. and U.K. oriented.

Too, Canada has a small population (19,000,000, one-tenth the population of the U. S.) spread across a huge land (one-third again as large as the United States) and there's a lack of national communication. On top of the small potential mar-

ket and the problems of nationwide distribution and promotion, the producers of Canadian records face the economic snag of the musicians' union's unblinking demands for the international recording scale, although relatively few Canadian records ever see international release.

That it's a challenge is an understatement, yet it is the challenge of it all and a sense of responsibility to the talent here that are the motivating forces behind the industry's drive to break through the Canadian product in 1965; otherwise, the larger companies could continue to show a profit on manufacturing and distributing U. S. and U. K. product, and the smaller companies would be safe and sound taking their capital to the nearest race track.

The exception to all this is the French-language recording scene in Canada. The major record companies have thus far concentrated on French-language product in the Canadian production, and several independent companies are thriving, or at least surviving, in the French-Canadian market. The language barrier against the U. S. and U. K. giants is a major factor in their success but, also, the French-speaking people have a spirit of togetherness, a pride in being French-Canadian, that leads them to support French-Canadian artists and make "stars" out of them to an extent that is envied in English-speaking Canada.

The groundwork for a breakthrough in 1965 was laid last year. Although there are no figures available, there is no doubt that more Canadian records were produced last year than ever before. The two major recording studios in Toronto, Hallmark and RCA Victor (where competitors at the retail level are often clients at the studio level, because production here is too limited to justify

companies maintaining their own studios) report a heavy increase in "label" bookings in 1964.

"While recording for radio and TV commercials still makes up about 75 per cent of our work, 'Label' work increased roundly 50 per cent last year," says Douglas Sanderson, president of Hallmark Studios. He forecasts a further increase of about 25 per cent this year, on the label side of the operation.

There were a few forays into the international market last year. RCA Victor led the field with the introduction of its Canada - International label, on which it is exporting records by Canadian artists to the U. S., England, Australia, and European and South American countries. Capitol of Canada, for the first time, exported two of its LP's for distribution in the U. S. Columbia has had a few of its Canadian albums released by the U. S. parent company. Several of the independent companies, or artists themselves, negotiated release of their Canadian singles on U. S. labels. A Canadian, Carl Schmidt of Fonorama, formed a record company, Danco Records, in the U. S.

## Prosperity in Mexico Sets Tone for the Year

• Continued from page 18

last year of a small company, Gamma (an affiliated company of Madrid's Hispavox) with a wide international repertoire (no local recordings). Manager Tomas Munoz said: "I am sure our sales will keep us for many months in 1965 on Billboard's charts" (Mexico's No. 1 hit is currently a Gamma number).

Orfeon-Videovox has great hopes of placing into orbit the

# British Decca Artists In Runaway Survey

By CHRIS HUTCHINS

LONDON—A survey of the British Top 30 charts for 1964 reveals a few surprises: Based on a system of points awarded each week for the various positions (thereby reflecting sales) British Decca's Bachelors beat the same label's Rolling Stones for second place.

The Beatles, of course, first. Last year's runner-up, Cliff Richard, slipped to No. 7.

Jim Reeves—who has never had a No. 1 hit in Britain—beat Roy Orbison for fourth place despite the fact that Orbison has had two chart-toppers in the period.

So with second and third places (Bachelors and Stones) going to its artists, and fourth and fifth places going to American artists whose material it releases, Decca scooped the board.

Pye had its Searchers in sixth position and, in addition to the Beatles (1), EMI had Nos. 7, 8, 9 and 10 with Cliff Richard, Manfred Mann, Cilla Black and the Hollies, respectively.

The continued swing toward local product is emphasized by the increase in British representation in the year's leading 20 artists.

In the British chart, the Beatles held No. 1 for 14 weeks (as opposed to 18 in 1963), followed by Cilla Black (7 weeks) and Roy Orbison (5 weeks).

The second half of the top 20 artists in order were: Dave Clark Five, Dusty Springfield, Gene Pitney, Swinging Blue Jeans, Supremes, Elvis Presley, Gerry and the Pacemakers, Brian Poole and the Tremeloes, the Merseybeats and the Kinks.



PETER AND GORDON, Capitol Recording artists from Britain, arrived in Los Angeles recently for their second concert trip here. They'll also appear on ABC-TV's "Shindig."

## Spanish Firms

• Continued from page 18

most important markets—in this side of the world.

### Tapes

Tape recorders are still luxurious for fans. However, Spanish Ingra has reached internationally quality, while Italian sells for less than U.S. 100 its miniature model.

### Clubs

Reader's Digest has the biggest and most important Record Club here. Fonorama magazine is trying to set up a regular fan service with Beatles shoes, pins etc.

### Favorites

Favorite record of 1964 among listeners of "Discomania"—the oldest disk jockey show in the Spanish world—was "Be My Baby," recorded by Les Surf from Madagascar and recorded in France. Silvie Vartan, Luis Aguile and the Beatles were favorites in Spain. Gelu, Jose Guardiola and Duo Dinamico were the national stars voted tops by "Discomania's" audience.

# Japan Expands at Hot Pace

• Continued from page 16

music department said the company's sales target for 1965 is 1.5 million Yen (\$4,170,000). In the past year, Japanese records accounted for 68 per cent of the firm's total sales volume, with international disks accounting for the remainder of 32 per cent. However, the firm is now attempting to boost the sales of international platters up to 40 per cent.

New recordings of potential pop talents will be specially featured from Decca and Union repertoires. Union is a Japanese label which includes Fonit, Blue Bell, Ronnex, Continental and others.

Domenico Modugno will make one-month concert tour during April and May. His "Volare" and subsequent hits presented at San Remo and other song festivals will be highlighted on that occasion.

Nippon Grammophon's T. Hino, chief of international music department, says that his company aims at sales of \$7,500,000 in 1965. Herbert von Karajan has visited Japan twice in the past, and it is quite certain that the series of his recent recordings released last year-end will help sales this year.

The young Alexander Rumpf, who has studied under Karajan, is now the regular conductor of NHK Symphony Orchestra, which is a top-ranking organization.

And further, the label's representation of MGM and Verve logos acquired last autumn will enhance business with its extensive lines of classic, popular and jazz. Grammophon released its first batch of MGM and Verve disks Dec. 1 by importing finished records from the U. S., because processing from imported mother tapes requires considerable time. However, regular pressing from mother tapes will begin in January at its plant to replace finished records imported.

Johnny Tillotson and Diane Renay will be specially featured in the pop category. Renay's "Navy Blues" was a hit here.

Alfred Hause and his orchestra, whose three albums have made smash hits consecutively, are arriving in January for one-month concert tour.

S. Asawa, director in charge of the Roshiba Records a&r department, said the label could register its best year in its history in 1964. Toshiba gave every possible exposure to the

Angel Opera Series, the initial package of which was marketed last autumn. "Carmen," by Maria Callas, is the new release made in January, and rated as the most attractive good seller among the various opera albums on the market.

In 1965 the label will feature classical product from EMI's rich catalog.

Cliff Richard, Peter and Gordon, Dave Clark Five, the Animals and Helen Shapiro of Odeon and Nat King Cole, Peggy Lee and Nancy Wilson of Capitol are gaining in popularity this year.

The Ventures, Liberty, are now booked to give performances in Tokyo and other local key cities. Julie London and Vicki Carr, who both visited Japan last year, are also solidifying their positions in this country. Jack Jones, Johnny Cymbal and Roger Williams of Kapp, and Peter, Paul and Mary who were here last year. Joanie Sommers, the Everly Brothers of Warner Bros. are also gaining.

Kyu Sakamoto of "Sukiyaki" is as active as ever before on stage, in movie and TV show.

H. Nakamura, jazz pianist who composed "Sukiyaki," is now staying in the States to see and hear American musical shows.

# More of Same in Bonn

• Continued from page 16

German record retailing. Under the onslaught of discount-house price-cutting, retail outlets have been shrinking, and small shops have been giving way to larger "phonobar" establishments.

Record clubs are likely to become more important in 1965. Electrola's tie-up with the German radio-TV publication Hoer Zu is highly successful and is expected to generate competitors.

Of the 18.1 million records sold in the first half of 1964, 2.4 million were sold outside normal retailing channels—through record clubs and mail-order houses. This percentage is expected to show a gain for the full year and to increase further in 1965, rising to perhaps 15 per cent of total record sales.

Bundesverband der Phonographischen Wirtschaft e.V., the diskery organization, attributes

the stagnation in record sales to private music taping. German tape recorder production, the highest in Europe, is increasing at the rate of 15 per cent annually, and music-taping clubs have elevated the diskery headache to the status of a national pastime.

### Tape a Trade Problem

The taping trend is expected to grow in 1965 and pose an increasingly serious trade problem. The magnitude of this problem is evident from the plans of GEMA, the performing rights society, to press the payment of private music taping royalty.

At Willstaett, near Kehl, BASF, major German producer of magnetic recording tape, is building its fifth tape production plant. The new Kehl plant will be the biggest of BASF's five plants, and a large part of its production will go to the private tape recorder market.

BAVARIA

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

BRITAIN

This Week	Last Week	Rank	Title	Artist
1	1	1	I FEEL FINE	Beatles (Parlophone)—Northern Songs, Ltd.
2	3	2	DOWNTOWN	Petula Clark (Pye)—Welbeck Music
3	2	3	I GONN BE STRAO	Gene Pitney (Stateside)—Screen Gems, Columbia Music
4	5	4	WALK TALL	Val Doonican (Decca)—Shapiro-Bernstein
5	8	5	SOMEWHERE	P. J. Proby (Liberty)—Chappell
6	15	6	YEH, YEH	Georgie Fame (Columbia)—Roar Music
7	7	7	NO ARMS CAN EVER HOLD YOU	Bachelors (Decca)—Burlington Music
8	6	8	I UNDERSTAND	Freddie and the Dreamers (Columbia)—Maddox Music
9	4	9	LITTLE RED ROOSTER	Rolling Stones (Decca)—Jewel Music
10	10	10	I COULD EASILY FALL	Cliff Richard (Columbia)—Shadows-Belinda
11	14	11	TERRY	Twinkle (Decca)—Favourite Music
12	17	12	GIRL DON'T COME	Sandie Shaw (Pye)—Glissando Music
13	9	13	PRETTY PAPER	Roy Orbison (London)—Acuff-Rose
14	11	14	BLUE CHRISTMAS	Elvis Presley (RCA)—Pic Music
15	12	15	MESSAGE TO MARTHA	Adam Faith (Parlophone)—Sea Lark Music
16	28	16	GO NOW	Moody Blues (Decca)—Starta Music
17	15	17	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA)—Burlington Music
18	13	18	BABY LOVE	Supremes (Stateside)—Belinda Music
19	19	19	WHAT HAVE THEY DONE TO THE RAIN	Searchers (Pye)—Essex Music
20	20	20	GENIE WITH THE LIGHT BROWN LAMP	Shadows (Columbia)—Shadows-Belinda
21	29	21	FERRY CROSS THE MERSEY	Gerry and the Pacemakers (Columbia)—Pacemusic
22	25	22	BEATLES FOR SALE (LP)	Beatles (Parlophone)—Northern Songs/Jewel/Chappell/Macmelodies/Southern/Aberbach/Knox
23	18	23	ALL DAY AND ALL THE NIGHT	Kinks (Pye)—Kassner Music
24	24	24	WALK AWAY	Matt Montro (Parlophone)—Ardmore & Beechwood
25	26	25	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Piccadilly)—Mellin Music
26	—	26	CHRISTMAS WILL BE JUST ANOTHER LONELY DAY	Brenda Lee (Brunswick)—Ahab Music
27	20	27	UM, UM, UM, UM, UM, UM	Wayne Fontana and the Minderbenders (Fontana)—Mogull
28	27	28	LIKE A CHILD	Julie Rogers (Mercury)—Shapiro-Bernstein

This Week	Last Week	Rank	Title	Artist
29	—	29	MRS. MILLS PARTY MEDLEY	Mrs. Mills (HMV)—Chappell
30	22	30	LOSING YOU	Dusty Springfield (Philips)—Springfield Music

EIRE

This Week	Last Week	Rank	Title	Artist
1	2	1	JUST FOR OLD TIME'S SAKE	Dickie Rock (Piccadilly)
2	1	2	I FEEL FINE	Beatles (Parlophone)—Northern Songs, Ltd.
3	3	3	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA)—Burlington Music
4	10	4	WALK TALL	Val Doonican (Decca)—Shapiro-Bernstein
5	6	5	DISTANT DRUMS	Sean Fagan (Pye)—Acuff-Rose
6	—	6	12 SONGS OF CHRISTMAS (LP)	Jim Reeves (RCA)—Various
7	8	7	DOWN CAME THE RAIN	Butch Moore (Pye)—Burlington
8	5	8	BEATLES FOR SALE (LP)	Beatles (Parlophone)—Various
9	—	9	I RAN ALL THE WAY HOME	Brendan Bowyer (HMV)—Dash
10	—	10	BOOLAVOGUE	Tommy Drennan (Ember)—Walton's

FRANCE

This Week	Last Week	Rank	Title	Artist
1	1	1	ECOUTE CE DISQUE	Sheila (Philips)—Tutti
2	6	2	AMSTERDAM	Jacques Brel (Barclay)—None
3	3	3	LES INDIENS	Romuald (A.Z.)—Tutti
4	9	4	LAISSE TOMBER LES FILLES	France Gall (Philips)—Bagatele
5	4	5	DONNA DONNA	Claude Francois (Philips)—Tutti
6	8	6	MA VIE	Alain Barriere (RCA)—Tutti
7	2	7	UNA LACRIMA SUL VISO	Bobby Solo (Festival)—Caravelle
8	5	8	QUE C'EST TRISTE VENISE	Aznavour (Aznavour)
9	—	9	SI TU N'Y CROIS PAS	Guy Mardel (AZ)—Tutti
10	7	10	L'ORANGE	Gilbert Becaud (Pathe-Marconi)—Le Rideau rouge

WEST GERMANY

This Week	Last Week	Rank	Title	Artist
1	14	1	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
2	13	2	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
3	3	3	MAMA	Margot Eskens (Polydor)—Sikorski
4	9	4	KENN EIN LAND	Ronny (Telefunken)—Marbot
5	4	5	LA MAMMA	Corry Brokken (Philips)—Busse
6	2	6	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose—Siegel
7	1	7	MEMPHIS TENNESSEE	Bernad Spier (CBS)—Gerig
8	5	8	ICH WILL IMMER AUF DICH WARTEN	Brenda Lee (Polydor)—Gerig
9	6	9	DO WAH DIDDY DIDDY	Manfred Mann (Electrola)—Aberbach
10	15	10	SCHNEEMANN	Manuela (Telefunken)—Hansa
11	12	11	TENNESSEE WALTZ	Alma Cogan (Columbia)—Peer
12	20	12	COWBOY-VAGABUNDEN	Peter & Su (Ariola)—Nero
13	8	13	MELANCHOLIE	Peppino di Capri (Italia)—Accord
14	17	14	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
15	11	15	ABER MEIN HERZ IST ALLEIN	Hans Juergen Baemler (CBS)—Melodie der Welt
16	7	16	DU, DU GEHST VORBEI	Suzie (Vogue)—Montana
17	10	17	SKINNY MINNY	Tony Sheridan (Polydor)—Gerig
18	—	18	GIB DEM BUB' DIE GEIGE	Paul Kuhn (Electrola)—Melodie der Welt
19	—	19	ABENDS IN DER MONDSCHENALLEE	Connie Francis (MGM)
20	—	20	SWEET SWEET ROSALIE	Paul Anka (RCA)—Arnie

HUNGARY

\*Denotes local origin

This Week	Last Week	Rank	Title	Artist
1	1	1	ZOLD VOLT A MEZO	Green Fields/Qualiton Band—Montclare Music, Inc., Hollywood
2	2	2	SZERETEM A HAJNALT	Laszlo Aradsky—Editio Musica
3	3	3	UGY UNOM	Judith Kallay—Editio Musica
4	4	4	CAMPING TWIST	Janos Koos—Editio Musica
5	5	5	ALLNEK A HEGYTETON	Lehel Nemeth—Editio Musica
6	6	6	KEK OBOL	Erzsi Kovacs—Editio Musica
7	7	7	SZERETLEK	Iona Hollos—Editio Musica
8	8	8	VILLA NEGRA	Antal Peger—Editio Musica
9	9	9	BOLHA TWIST	Laszlo Markus—Editio Musica
10	10	10	KICSI ROMAI LANY	Gyorgy Korda—Editio Musica

ITALY

\*Denotes local origin

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

JAPAN

\*Denotes local origin

This Week	Last Week	Rank	Title	Artist
1	1	1	OZASHIKI KOUTA	Mahina Stars & Matsuo Kazuko (Victor)—JASRAC
2	2	2	LA RAGAZZA DI DUBE	Sound Track (Fontana)—Victor
3	4	3	OSAKA GURASHI	Frank Nagai (Victor)—JASRAC
4	6	4	UNA SERA DI TOKIO	Mahina Stars (Victor); C. Valente (London); Milva (Seven Seas)—JASRAC
5	3	5	KOL O SURUNARA	Hashi Yukio (Victor)—JASRAC
6	5	6	ORE WA OMAE NI YOWAINDA	Ishihara Yujiro (Teichiku)—JASRAC
7	—	7	ANKO TSUBAKI WA KOI NO HANA	Miyako Harumi (Columbia)—JASRAC
8	—	8	THE HOUSE OF THE RISING SUN	Animals (Odeon)—Shinko
9	—	9	WHITE CHRISTMAS	Bob Crosby (Decca); P. Boone (Dot); A. Williams (Columbia); E. Presley (Victor)
10	10	10	JIDOSHA SHOW KA	Kobayashi Akira (Crown)—JASRAC

MALAYSIA

This Week	Last Week	Rank	Title	Artist
1	4	1	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA)
2	—	2	I FEEL FINE	Beatles (Parlophone)
3	1	3	RINGO FOR PRESIDENT	Young World Singers (Life)
4	—	4	THE TWELFTH OF NEVER	Cliff Richard (Columbia)
5	—	5	BABY BEATLE WALK	Al Martin Six (Parlophone)
6	3	6	I WILL FOLLOW YOU	Rick Nelson (Liberty)
7	—	7	WHERE DID OUR LOVE GO	Supremes (Stateside)
8	—	8	WE'RE THROUGH	Hollies (Parlophone)

MEXICO

\*Denotes local origin

This Week	Last Week	Rank	Title	Artist
1	4	1	I LOVE HER	Santo & Johnny (Gamma)—Grever
2	1	2	POLLERA COLORA	Carmen Rivero (CBS)—Mundo Musical
3	3	3	INVIERNO TRISTE	Bluc Winter—Connie Francis (MGM)—Grever
4	2	4	NAVIDAD NEGRA	Carmen Rivero (CBS)—Mundo Musical
5	5	5	COMO TE EXTRANO	Leo Dan (CBS)—Mundo Musical
6	6	6	PRETTY WOMAN	Roy Orbison (London)—Mundo Musical
7	7	7	Y VOLVAMOS	Marie Laforet (Gamma)—Pending
8	10	8	BE MY BABY	Les Surfs (Gamma)—Grever
9	8	9	NOVIA DEL SOL	Sonora Santanera (CBS)—Mundo Musical
10	9	10	I WANT TO HOLD YOUR HAND	Beatles (Musart)—Meximusic

PHILIPPINES

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

RIO DE JANEIRO

This Week	Last Week	Rank	Title	Artist
1	2	1	MY BOY LOLLIPOP	Millie Small (Mercury)
2	4	2	LADO A LADO	Carlos Alberto (CBS)—Embi
3	—	3	SOMOS IGUAIS	Altamar Dutra (Odeon)—Nossa Terra
4	1	4	DEIXA ISSO PRA LA	Jair Rodrigues (Philips)—Todamerica
5	—	5	RANCHO DA PRACA ONZE	Dalva de Oliveria (Odeon)—Vital
6	—	6	DIZ QUE FUI POR AI	Paulo Marquez (Albatroz)—Corcovado
7	—	7	CALHAMBEQUE	Hound Hog—Roberto Carlos (CBS)
8	—	8	A HARD DAY'S NIGHT	Beatles (Odeon)
9	5	9	MICHAEL	Trini Lopez (Reprise)
10	8	10	MORE	Frank Sinatra & Count Basie (Reprise)

SINGAPORE

This Week	Last Week	Rank	Title	Artist
1	1	1	BABY LOVE	Supremes (Motown)
2	2	2	OH PRETTY WOMAN	Roy Orbison (London)
3	5	3	WALK AWAY	Matt Montro (Parlophone)
4	6	4	G.T.O.	Ronny & Daytonas (Stateside)
5	7	5	SUMMER IS OVER	Frank Ifield (Columbia)
6	8	6	SHA LA LA	Manfred Mann (HMV)
7	9	7	OFF THE HOOK	Rolling Stones (Decca)
8	—	8	THE FORTUNE-TELLER	Dale Ward (Dot)
9	—	9	I FEEL FINE	Beatles (Parlophone)
10	4	10	ONE STEP FORWARD, TWO STEPS BACKWARD	Brian Hyland (Phillips)

SOUTH AFRICA

This Week	Last Week	Rank	Title	Artist
1	3	1	AIN'T THAT LOVING YOU BABY	Elvis Presley (RCA)

This Week	Last Week	Rank	Title	Artist
2	4	2	(THERE'S) ALWAYS SOMETHING THERE TO REMIND ME	Sandie Shaw (Pye)
3	1	3	HELLO OPERATOR	Billy Forrest (Renown)
4	8	4	BABY LOVE	Supremes (Stateside)
5	2	5	PRETTY WOMAN	Roy Orbison (London)
6	—	6	I FEEL FINE	Beatles (Parlophone)
7	—	7	SHE'S NOT THERE	Zombies (Decca)
8	6	8	TELL ME	Rolling Stones (Decca)

SWITZERLAND

This Week	Last Week	Rank	Title	Artist
1	5	1	DU, DU GEHST VORBEI	Suzie (Vogue)—Montana
2	—	2	A HARD DAY'S NIGHT	Beatles (Odeon)—Budde
3	—	3	DAS KOMMT VOM RUDERN	Peter Lauch (Golden 12)—Transatlantic
4	2	4	MEMPHIS TENNESSEE	Pat Boone (Vogue)—Sidem
5	3	5	MAMA	Margot Eskens (Polydor)—Sidem
6	4	6	PRETTY WOMAN	Roy Orbison (London)—Acuff-Rose—Siegel

## Ruff and Sully Outlets Set Up

AMARILLO — Checkmate Productions has set up national distribution for its two new labels, Ruff and Sully, it was announced this week by Ray Ruff, Checkmate president.

The labels have pacted the Blue Things, Larry Bell, the Fantastics, Danny Kent, Wes Reynolds and the Flippers, and Ray Ruff and the Checkmates.

WE'VE GOT  
THE ORIGINAL...  
THE BEST...  
GOING ALL THE WAY...

# BOBBY BLAND'S BLIND MAN

DUKE 386

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Say You Saw It in  
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Chicago 23, Ill.

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS  
THIS WEEK

## ★ REGIONAL BREAKOUTS

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

**I WANT MY BABY BACK . . .**  
Jimmy Cross, Tallie 9039 (Rock, BMI) (Miami, Atlanta)

**RED ROSES FOR A BLUE LADY . . .**  
Bert Kaempfert & His Ork, Decca 31722 (Mills, ASCAP) (San Francisco)

**FALL AWAY . . .**  
Eddie Albert, Hickory 1278 (Acuff-Rose, BMI) (Chicago)

**I WANNA BE (YOUR EVERYTHING) . . .**  
Manhattans, Carnival 507 (Bright Star-Sonavan, BMI) (Baltimore)

**THE RICHEST MAN ALIVE . . .**  
Mel Carter, Imperial 66078 (Farrell, ASCAP) (Los Angeles)

**THE RACE IS ON . . .**  
George Jones, United Artists 751 (Glad-Acclaim, BMI) (Minneapolis-St. Paul)

**PEARLY SHELLS . . .**  
Billy Vaughn, Dot 15664 (Criterion, ASCAP) (San Francisco)

## NEW ALBUM RELEASES

**ANGEL**  
BIZET: CARMEN—Callas, Gedda, Massard, Paris Opera Orch. (Pretré); CLX 3650, SCLX 3650  
ROUSSEL: THE SPIDER'S FEAST—Paris Conservatoire Orch. (Cluytens); 36225, S 36225  
HAYDN: SIX FLUTEQUARTETS, OPUS 5—Rampal, flute, Trio a Cordes Francais; 36226, S 36226  
PROKOFIEV: SYMPHONY NO. 5, OPUS 100—Philharmonia Orch. (Kletaki); 36227, S 36227  
MOZART: VIOLIN CONCERTO NO. 1 IN B FLAT, K 207/Violin Concerto No. 2 in D Major—Yehudi Menuhin, Bath Festival Orch. 36231, S 36231  
BEETHOVEN: SONATA NO. 1 IN F MINOR, OP. NO. 2 NO. 1/SONATA NO. 2 IN A MINOR, OP. 2, NO. 2—Artur Schnabel, Piano; COLH 51  
BEETHOVEN: SONATA NO. 3 IN C MAJOR, OP. 2, NO. 3/SONATA NO. 4 IN E FLAT MAJOR, OP. 7—Artur Schnabel, Piano COLH 52  
BEETHOVEN: VARIATIONS IN E FLAT MAJOR, OP. 35/VARIATIONS IN F MAJOR, OP. 34 —Artur Schnabel, piano; COLH 65

**BLUE NOTE**  
HORACE SILVER—Song For My Father; BLP 4185, BST 84185  
ANTHONY WILLIAMS—Life Time; BLP 4180, BST 84180

**CAEDMON**  
JULIE HARRIS—Spoon River Anthology; TC 11528

**CAPITOL**  
MALKA AND JOSE; T 6108, ST 6108  
EVEREST  
LEE HALE SINGERS—And the Bells Rang; 5234  
VERDI: IL TROVATORE HIGHLIGHTS—Sadler's Wells Opera; P 8609, SP 8609  
VERDI: RIGOLETTO HIGHLIGHTS—Sadler's Wells Opera; P 8606, SP 8606  
NANCY WILSON—The Nancy Wilson Show!; KAO 2136, SKAO 2136

NAT KING COLE—L-O-V-E; T 2195, ST 2195  
AL MARTINO—We Could; T 2200, ST 2200  
THE HOLLYRIDGE STRINGS Play Instrumental Versions of Hits Made Famous By Elvis Presley; T 2221, ST 2221  
CHARLIE LOUVIN—Less and Less and I Don't Love You Anymore; T 2208, ST 2208  
SONNY JAMES—You're the Only World I Know; T 2209, ST 2209

**COTTON TOWN JUBILEE**  
JAY CHEVALIER and the LOUISIANA LONG SHOTS at the Selden Nugget; LP 103

**DANA**  
VARIOUS ARTISTS—With Love (and Kisses) From Polka Bands; DLP 1307  
VARIOUS ARTISTS—Polish Way; DLP 1308  
FRANK WOJNAROWSKI—Good Mother; DLP 1306

**HAPPY JAZZ**  
HAPPY JAZZ BAND—Jazz From the San Antonio River; AP 86

**JOSIE**  
Get in the Swim With BOBBY FREEMAN; J02 4007

**KAPP**  
ROBERTINO—Great Songs From the All Time Italian Hit Parade; KL 1423  
BILLY EDD WHEELER—Ode to the Little Brown Shack Out Back; KL 1425

**KING**  
The Amazing JAMES BROWN AND THE FAMOUS FLAMES; 743  
FREDDY KING—Gives You a Bonanza of Instrumentals; 928

**LONDON**  
ROLAND SHAW & HIS ORCH.—Themes From the James Bond Thrillers; LL 3412, PS 412

**MGM**  
VARIOUS ARTISTS—Selections From My Fair Lady; E 4280, SE 4280  
FRAN JEFFRIES Sings of Sex and the Single Girl; E 4268, SE 4268

**NOUVELLES**  
LA PALMA DE L'EMPIRE, VOL. 2; PAM 67.145  
MICHELE ARNAUD; PAM 67.147  
DICK RIVERS; PAM 67.148  
CE MONDE—RICHARD ANTHONY; PAM 67.154  
L'AUBERGE DU CHEVAL BLANC; PAM 68.019

**OLD TOWN**  
ARTHUR PRYSOCK—Intimately Yours; LP 2008

**PARKWAY**  
The CHUBBY CHECKERS Discotheque; P 7045

**PERIOD**  
LOUIS DANTO Sings Russian Folk Songs; RL 1929  
LOUIS DANTO Sings Jewish Melodies From Russia; RL 1940

**RCA CAMDEN**  
GUY LOMBARDO Plays; CAS 355  
GEORGE BEVERLY SHEA; CAS 568  
The One and Only HANK SHOW; CAS 722  
LED ADDED HIS ORCH. & CHORUS—Hawaiian Paradise; CAL 853, CAS 853  
BOOTS RANDOLPH—Sweet Talk; CAL 865, CAS 865

Waltz Time With the LIVING STRINGS; CAL 855, CAS 855  
MONTANA SLIM—32 Wonderful Years; CAL 846, CAS 846  
THE BLACKWOOD BROTHERS QUARTET—Do You Thank the Lord Each Day; CAL 854, CAS 854

### RCA VICTOR

THE BROWNS FEATURING JIM EDWARD BROWN—Three Shades of Brown; LPM 2987 LSP 2987  
DUANE EDDY—Twangin' The Golden Hits; LPM 2993, LSP 2993  
JOHN GAER—A Little Bit of Heaven; LPM 2994, LSP 2994

HAROLD HAKUELE & THE VILLAGERS—Lusu at Waikiki; LPM 2885  
SOLOMON KING—You'll Never Walk Alone; LPM 2985, LSP 2985  
THE LIMELITERS—London Concert; LPM 2907, LSP 2907

HENRY MANCINI, ORCH & CHORUS—Dear Heart & Other Songs About Love; LPM 2990, LSP 2990

ANTHONY NEWLEY—Who Can I Turn To (When Nobody Needs Me) and Other Great Songs From "The Roar of the Greasepaint"; LPM 3347, LSP 3347

FRANKIE RANDALL—Sings and Swings; LPM 2967, LSP 2967

DELLA REESE—Moody; LPM 2814, LSP 2814  
PORTER WAGONER—The Blue Grass Story; LPM 2960, LSP 2960

THE WOMENFOLK at the Hungry i; LPM 2991, LSP 2991  
The Best of AL HIRT; LPM 3109, LST 3309  
The Best of PETER NERO; LPM 2978, LSP 2978

SIDNEY BECHET—of New Orleans; LPV 510  
THE COON SANDERS NIGHTHINKS—Radio's Aces; LPV 511  
The Best of TITO PUENTE; LPM 2974, LSP 2974

The Best of the Legendary JIMMY RODGERS; LPM 3315, LSP 3315  
The Best of the BLACKWOOD BROTHERS; LPM 2931, LSP 2931

The Best of GEORGE BEVERLY SHEA; LPM 2932, LSP 2932  
The Best of the STATESMEN QUARTET with Movie Lister; LPM 2933, LSP 2933

HUNTLEY AND BRINKLEY—A Time to Keep—1964; LOC 1096  
GALE GARNETT—Lovin' Place; LPM 3305, LSP 3305

PONCHIELLI—LA GIDCONDA—Orch. & Chorus of the Accademia di Santa Cecilia (Pretré); VIC 6101, VICS 6101  
RACHMANINOFF CONCERTO NO. 1—Janis Chicago Symphony (Reiner); VIC 1101, VICS 1101

TCHAKOVSKY SYMPHONY NO. 4—Boston Symphony (Munch); VIC 1100, VICS 1100  
The Best of the BLACKWOOD BROTHERS; LPM 2931, LSP 2931

BOSTON POPS ORCH (FIEDLER)—More Music From Million Dollar Movies; LM 2782, LSC 2782

ALFONSO MORQUECHO y SU CONJUNTO—Las Licuadoras De Morquecho; MKL 1601  
ANTONIO PRIETO—Vol. VIII; WKL 1603  
The Best of TITO PUENTE; LPM 2974, LSP 2974

CARMELA REY—AGUSTIN LARA; MKL 1600  
HERMANES RIGUAL—En Europa Y America, Vol. IV; MKL 1602

The Best of the Legendary JIMMIE RODGERS; LPM 3315, LSP 3315  
The Best of GEORGE BEVERLY SHEA; LPM 2932, LSP 2932

The Best of the STATESMEN QUARTET; LPM 2933, LSP 2933  
The Sensational STATESMEN QUARTET; LPM 2989, LSP 2989

THE THREE SUNS—A Swingin' Thing; LPM 2963, LSP 2963  
GALE GARNETT—Lovin' Place; LPM 3305, LSP 3305

**RCA VICTOR RED SEAL**  
More Music From Million Dollar Movies—Boston Pops (Fiedler); LM 2782, LSC 2782  
MARIAN ANDERSON—Farewell Recital; LM 2781, LSC 2781

ROBERT MERRILL—A Tribute to his Metropolitan Opera Anniversary; LM 2780, LSC 2780  
ALEC GUINNESS—A Personal Choice; VDM 102

WAGNER DIE MEISTERSINGEN VON NURNBERG—Munich National Theater (Live) Bavarian State Opera Orch & Chorus (Kilberth) LM 6708, LSC 6708

RIMSKY-KORSAKOFF/Le COQ D'OR SUITE—STRAVINSKY/FIREBIRD SUITE—Boston Symphony Orch. (Leinsdorf); LM 2725, LSC 2725

## Electrola Ousts The Middleman

By OMER ANDERSON

COLOGNE — Electrola has taken over direct wholesale distribution of its records to retailers throughout Germany through its own organization. This started Jan. 1.

Wilfried Jung, Electrola's distribution chief, said the diskery's decision was final, and that distribution henceforth would be direct from diskery to retailers through the Electrola distribution organization with over 12 offices throughout the country.

Electrola thus follows the lead of Deutsche Grammophon, which has handled its own wholesale distribution for a number of years.

Jung based Electrola's decision on strictly economic grounds. He said Electrola had been forced to erect a distribution organization and increased to the point where it had to be cut back or expanded to include all Electrola distribution.

Jung said that after a long study Electrola had decided on the latter course. Electrola gave notice to wholesalers last Aug. 15. The move provoked an outcry, some wholesalers accusing Electrola of "monopolistic" practices and threatening to demand a Bundestag investigation.

Jung, while crediting the wholesalers with "years of for the most part harmonious and effective co-operation," said Electrola's decision was final.

There is no indication that the displaced wholesalers will be successful in demanding a parliamentary inquiry. On the contrary, Bundestag sources regard Electrola's decision as solely a management decision.

## KATHY KIRBY BRITISH 'ENVOY' IN SONGFEST

LONDON — British Decca's Kathy Kirby is to represent Britain in the Eurovision Song Contest being televised over the Eurovision link from Naples March 20. Six British composers are writing songs which she will sing in her BBC-TV spectacular Jan. 29 and viewers will vote for the one to be entered for the contest.

The six composers invited by the BBC to submit songs are Tony Hatch, who penned Petula Clark's trans-Atlantic hit "Downtown"; Anthony Newley's co-writer, Leslie Bricusse; Tom Springfield, who wrote his sister Dusty's current British hit; Adam Faith's songwriter, Chris Andrews; Les Reed and Peter Lee Stirling.

Decca will probably issue an EP of Kathy singing all six songs, in addition to a single of the one submitted for the contest.

### REGINA

JACK LA FORGE — Goldfinger and Other Great Movie Themes; RS 319

### USA

VARIOUS ARTISTS—Best of Dyno, Vol. II; LP 106  
Meet the Fun Master BENNY KELLY at the Old East End; LP 104

VARIOUS ARTISTS—Best of Dyno, Vol. I; LP 103

### WEB

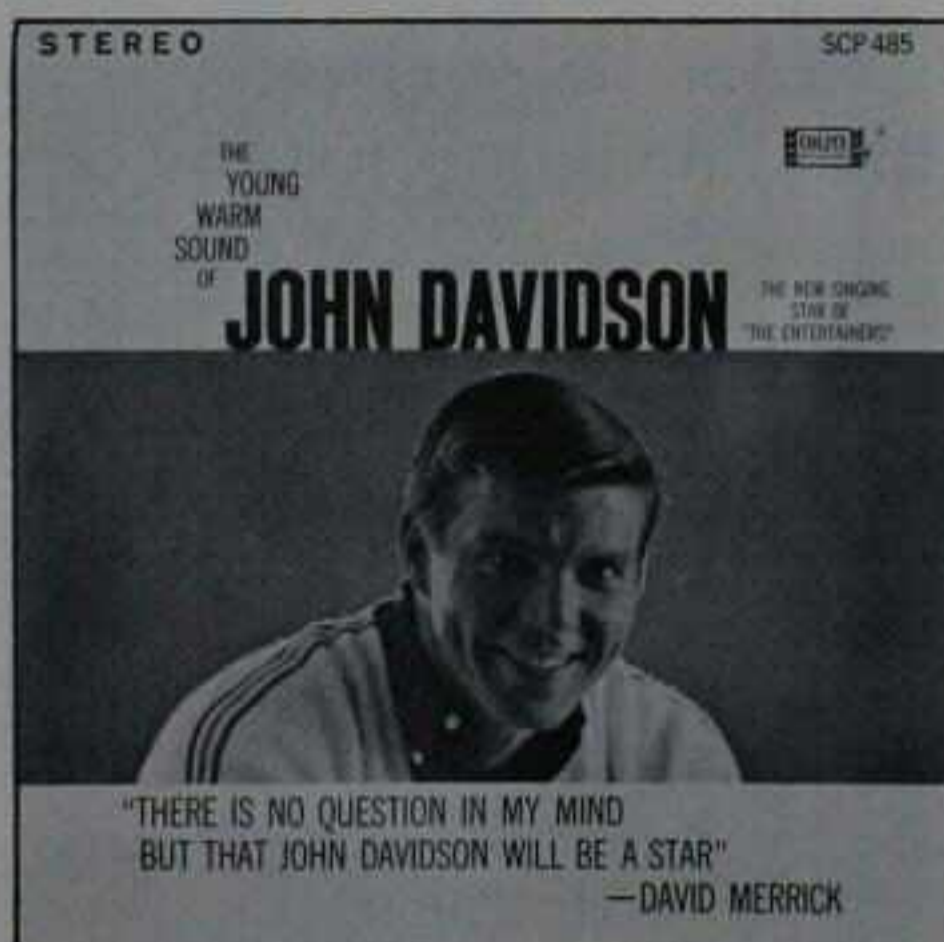
BUDDY WORTH—Ventura Boulevard; HPM 1001

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# C&W Music Sporting New Beat, Says Acuff

FRANKFURT — Roy Acuff dan his "Grand Ole Opry" company played 19 holiday performances for American troops in widely scattered areas of Europe.

Acuff, upon landing in Frankfurt, said: "We aim to bring plenty of enjoyment and Christ-

mas cheer to the boys." His programs included the latest from the c&w music capitol in Nashville with the "Grand Ole Opry" flavor.

Acuff has been an "Opry" headliner 27 years and a professional for 30. He credits the rise of country and western music to the "Opry," the recording industry in Nashville and the new Country Music Association.

"There is more of a beat now to the music than when I started," he said. "Formerly, we sang ballads but then they added the drums and a different beat. Only recently did we use drums on 'Grand Ole Opry' for the first time."

Looking back, Acuff allowed: "You know, rock 'n' roll hurt us a lot, and then lately came the Beatles . . . and the animals, bears and bugs." Acuff said the Beatles "must be all right, as millions think so. They sing country music, you know, in a different style . . . I believe their hairdos put them over, but I have to give them credit for being smart."

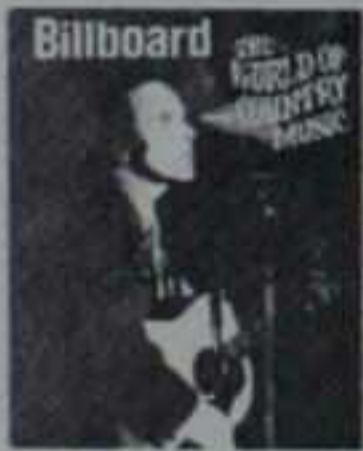
Acuff is on his eighth trip to

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## Buck Owens Kicks Off KSON Series

SAN DIEGO, Calif.—Country music record star Buck Owens headlined Kountry KSON's first gala New Year's Eve show and dance. Dan McKinnon, president of the top-rated San Diego c&w powerhouse, announced the Owens appearance will kick off the start of a new year of country packages.

Veteran Capitol recording star Tommy Collins shared the spotlight with Owens, along with Fay Hardin. The KSON New Year's Eve dance was limited to 1,500 people and was held in the Century Room of the plush El Cortez Hotel.

Chuck Owen, Eddie Briggs, Noel Kelly and Boots Rabell, Kountry KSON deejays, hosted the event. Dozens of door prizes, including records and transistor radios, were given away.

## C&W Unit To Far East

NASHVILLE—A group of Nashville musicians left last week on an 18-day tour of the Far East to entertain American troops.

The tour, organized and sponsored by Bill Justice, Nashville record producer and artist, will cover Japan, Korea and Okinawa.

Tour participants included Jack Johnson, tour director; Ronnie Dayton, leader of Ronny and the Daytonas; Marijohn Wilkin, one of Nashville's most successful songwriters and leader of the Marijohn Singers; Karen Kelley, Monument Record artist, and Sue York, Mercury recording artist.

Europe to entertain American troops. He said he tried to "slow down a little last year, but the boys wanted me to come back, and I'm back bigger than ever."

Other veteran members of the troupe, like sidekick comic and

guitarist Pete (Oswald) Kirby (who has been with Acuff for 28 years and missed only two shows), confirmed: "We got restless staying at home." Other members of the cast are Jimmy Riddle, piano and harmonica;

guitarist-bassist Gene Martin; Benny Martin, guitar, fiddle and bass; all-round musician Jimmy Fox; electric guitarist Harold (Shot) Jackson, and singer June Stearns.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/9/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	ONCE A DAY Connie Smith, RCA Victor 8416	16	26	16	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	19
2	3	YOU'RE THE ONLY WORLD I KNOW Sonny James, Capitol 5280	9	27	32	LESS AND LESS Charlie Louvin, Capitol 5296	5
3	5	FOUR STRONG WINDS Bobby Bare, RCA Victor 8443	9	28	29	MULTIPLY THE HEARTACHES George Jones & Melba Montgomery, United Artists 784	5
4	4	THE RACE IS ON George Jones, United Artists 751	16	29	26	HE CALLED ME BABY Patsy Cline, Decca 31671	11
5	2	CROSS THE BRAZOS AT WACO Billy Walker, Columbia 43120	14	30	31	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	18
6	7	IT AIN'T ME, BABE Johnny Cash, Columbia 43145	10	31	35	WHEN IT'S OVER Carl Smith, Columbia 43124	5
7	9	I WON'T FORGET YOU Jim Reeves, RCA Victor 8461	7	32	39	WHAT I NEED MOST Hugh X. Lewis, Kapp 622	3
8	6	I DON'T CARE Buck Owens, Capitol 5240	20	33	37	CAUSE I BELIEVE IN YOU Don Gibson, RCA Victor 8456	7
9	10	I THANK MY LUCKY STARS Eddy Arnold, RCA Victor 8445	10	34	30	HALF OF THIS, HALF OF THAT Wynn Stewart, Capitol 5271	8
10	12	HAPPY BIRTHDAY Loretta Lynn, Decca 31707	6	35	28	MY FRIEND ON THE RIGHT Faron Young, Mercury 72313	15
11	11	I'LL GO DOWN SWINGING Porter Wagoner, RCA Victor 8432	14	36	25	CHUG-A-LUG Roger Miller, Smash 1926	17
12	13	THREE A. M. Bill Anderson, Decca 31681	9	37	46	CLOSE ALL THE HONKY TONKS Charlie Walker, Epic 9727	5
13	8	THE LUMBERJACK Hal Willis, Sims 207	11	38	40	I'LL REPOSSESS MY HEART Kitty Wells, Decca 31705	3
14	14	ONE OF THESE DAYS Marty Robbins, Columbia 43134	11	39	34	LOVE LOOKS GOOD ON YOU David Houston, Epic 9720	14
15	15	PUSHED IN A CORNER Ernest Ashworth, Hickory 1281	10	40	45	(My Friends Are Gonna Be) STRANGERS Merle Haggard, Tally 179	2
16	17	ODE TO THE LITTLE BROWN SHACK OUT BACK Billy Edd Wheeler, Kapp 617	7	41	38	ANOTHER WOMAN'S MAN— ANOTHER MAN'S WOMAN Margie Singleton & Faron Young, Mercury 72312	6
17	22	SITTIN' IN AN ALL NITE CAFE Warner Mack, Decca 31684	7	42	—	ANNE OF A THOUSAND DAYS Leroy Van Dyke, Mercury 72360	1
18	19	GO CAT GO Norma Jean, RCA Victor 8433	14	43	50	DON'T GIVE UP THE SHIP Johnny Wright, Decca 31679	2
19	24	I'M GONNA TIE ONE ON TONIGHT Wilburn Brothers, Decca 31674	9	44	44	PASS THE BOOZE Ernest Tubb, Decca 31706	3
20	27	DO-WACKA-DO Roger Miller, Smash 1947	5	45	48	BETTER TIMES A-COMING Jim & Jesse & the Virginia Boys, Epic 9729	4
21	21	RINGO Lorne Greene, RCA Victor 8444	6	46	41	SUMMER, WINTER, SPRING AND FALL Roy Drusky, Decca 31717	3
22	18	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	21	47	49	ENDLESS SLEEP Hank Williams Jr., MGM 13278	3
23	20	MAD Dave Dudley, Mercury 72308	14	48	—	A THING CALLED SADNESS Ray Price, Columbia 43162	1
24	33	TRUCK DRIVING MAN George Hamilton IV, RCA Victor 8462	6	49	47	WHIRLPOOL (Of Our Love) Claude King, Columbia 43157	3
25	23	LONELY GIRL Carl Smith, Columbia 43124	13	50	—	A TEAR DOPPED BY Jean Shepard, Capitol 5304	1

## HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	I DON'T CARE Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	7	11	18	THE FABULOUS SOUND OF FLATT & SCRUGGS Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	2
2	1	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	19	12	11	I GET LONELY IN A HURRY George Jones, United Artists UAL 3388 (M); UAS 6388 (S)	7
3	2	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	23	13	10	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	18
4	4	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	27	14	15	COUNTRY MUSIC TIME Kitty Wells, Decca DL 4554 (M); DL 74554 (S)	7
5	8	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	19	15	13	SONGS OF TRAGEDY Hank Snow, RCA Victor LPM 2901 (M); LSP 2901 (S)	13
6	5	BITTER TEARS Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	9	16	16	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	23
7	7	COUNTRY DANCE FAVORITES Faron Young, Mercury MG 20931 (M); SR 60931 (S)	15	17	17	YESTERDAY'S GONE Roy Drusky, Mercury MG 20919 (M); SR 60919 (S)	12
8	12	HAVE I TOLD YOU LATELY THAT I LOVE YOU Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	4	18	19	FAITHFULLY YOURS Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	3
9	9	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	19	19	20	THANK YOU FOR CALLING Billy Walker, Columbia CL 2206 (M); CS 9006 (S)	2
10	6	GEORGE JONES SINGS LIKE THE DICKENS! United Artists UAL 3364 (M); UAS 6364 (S)	16	20	—	THE PICK OF THE COUNTRY Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	1



## Richardson In a Switch; Reps Medico

SPRINGFIELD, Mo.—With a "singing surgeon" as his client, veteran country music publicity rep Don Richardson has returned to the talent ballyhoo wars. The resourceful plugger, who fronted for Red Foley and "Ozark Jubilee" throughout that show's six-year run on ABC-TV, remained here when the talent migrated to Nashville at the series end, helping build an 1880 mining village from an annual tourist attendance of 100,000 to this season's three-quarters of a million.

Richardson has added to his tourist-promotion chores the exploitation of a Springfield medico possessing formidable talents as a writer and performer of satire based on his profession and its patients. The 41-year-old chest specialist, Dr. Jim Brown, is a younger brother of Charlie and Bill Brown, whose Brown radio productions of the late '40's and early '50's was first to successfully syndicate the Nashville musical product, noted for beginning Eddy Arnold's long-term relationship with Purina Mills.

Dr. Brown's appearances on television and radio and his newspaper interviews in major markets of the Midwest are designed to promote sales of three "Medical Hit Parade" albums recorded by the surgeon-showman and five of his Ozark colleagues. A totally nonprofit undertaking, sponsored by the Greene County (Mo.) Medical Society's Scholarship Foundation, all proceeds go toward the education of 31 deserving young doctors-to-be, enrolled at six colleges of medicine in four States. About \$65,000 has been raised to date, according to Richardson.

The physician-performer is a personal appearance "act" too. Recent dates have taken Dr. Brown before 40 national and large regional convention banquets.

What better raw material could a publicity man ask for than a doctor who writes gags more frequently than prescriptions and gives "sick" humor a refreshing new meaning.

## C&W Tape Series Set for Canada

NASHVILLE—Bill Hudson, who heads a public relations firm here, last week announced that his company's c&w tape series, "Country Music Reports," will be distributed throughout Canada by General Productions Services of Toronto.

Hudson said the series is currently running on several radio stations in the U. S. It is produced each week in Nashville and features top names of the country music field.

## Luke Decker Dies

LOUISVILLE—Luke Decker, 64, leader of a country music group billed as Lonesome Luke and the Farm Boys during the late 20's and early 30's, and a regular on several Louisville stations many years ago, died recently at the home of his daughter here. Surviving, besides his daughter, Mrs. Artie Shain, are his widow, Hallie Mae Hall, and five grandchildren.



DIZZY DEAN, one of baseball's greats, greets Sonny James backstage at WSM's "Grand Ole Opry." Dean was voted the nation's No. 1 country music fan at the recent country music festival in Nashville. He is also a country music artist in his own right with his waxing of "The Wabash Cannonball."

## WITH THE COUNTRY JOCKEYS

Country singers Pete Jones and Barbara Burgess are now working under the guidance of Dink Burgess, R.F.D. 2, Mitchell, Ind., who currently has the pair routed through the Midwest with their five-piece string band. Pete and Barbara are sporting a new release on Pic Records, "We Tell Lies" b.w. "I Thank My Lucky Star That You're the Way You Are." Deejays may obtain a copy by writing Burgess on their station letterhead.

Eddie Zack's WRIB "Hayloft Jamboree," Providence, R. I., is flying Lefty Frizzell in from Nashville to head the next "Jamboree" show Jan. 9. . . . The Jimmy Klein Agency, San Antonio, has George Jones and the Jones Boys routed through January as follows: Mecca Club, Beaumont, Tex., 12; Dancetown U.S.A., Houston, 13; Pan American Club, El Campo, Tex.; NCO Club, Waco, Tex., 14; Panther Hall, Fort Worth, 16; Lake Charles, La., 17; Skyline Club, Austin, Tex., 20; Cow Palace, Abilene, Tex., 21; Trianon Ballroom, Oklahoma City, 22; Cain's Ballroom, Tulsa, Okla., 23; KILT Radio, Houston, 24. In February, Jones and his lads will wing it through Alabama, Georgia, Florida and the Carolinas.

## Judy Lynn Is Honored

PHOENIX, Ariz.—C&w artist Judy Lynn is due here Jan. 9 to receive two Pioneer Awards as determined by judges of the International Western Market, with headquarters here. Presentation will be made at the Ramada Inn here.

One award names Miss Lynn "The Best-Dressed Female Western Music and/or Recording Personality," and the other tabs her as "The Best Western Female Vocalist for 1964."

Miss Lynn will be one of the headliners featured at the San Antonio Livestock Exposition and Rodeo Feb. 12-21. Prior to that, she plays the Southwestern Exposition & Rodeo in Fort Worth Jan. 29-Feb. 7.

## Neal Has Stringbean

NASHVILLE—Dave Ake-man, known professionally as Stringbean, has been signed for exclusive representation by the Bob Neal Agency, it was announced here last week. Stringbean, who has been a member of the "Grand Ole Opry" for 25 years, is set for several TV shows during the upcoming months.

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Merchandising  
Techniques  
used by the nation's  
Top Retailers

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Growth  
of Children's Market  
Dollar Volume  
Projected  
Forecast

New  
Horizons  
in the  
Children's  
Field

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of the Leading  
Labels in the  
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# Radio-TV PROGRAMMING

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

## Talkathon on L. A. Radio

HOLLYWOOD—Where can you find a music interview show which normally runs two hours and has gone as long as four? In Los Angeles radio the answer is Jim Gosa's "Sunady Special," beamed from 8-10 on KBIG-FM.

This marathon interview show which "is entertaining by nature and educational by accident," as Gosa puts it, is the sole talkathon outlet for performers in L.A. radio.

"The aim of the program is to provide a continuing examination of contemporary American music and its outstanding contributors," Gosa explains.

To explain "contemporary American music," Gosa, normally heard weekdays from 6-10 a.m., and weekends from 8-10 p.m., has interviewed Stan Kenton, Henry Mancini, Nelson Riddle, Dick Bock, Jimmy McHugh, Vernon Duke, Johnny Mercer, Dimitri Tiomkin, Elmer Bernstein, Nancy Wilson, Peggy Lee, June Christy, Stan Getz, Paul Horn, Clare Fischer, Tony Bennett, David Allen, Andre Previn, Laurindo Almeida, John Lewis, Bud and Travis, Neal Hefti, George Shearing, Marty Paich, Hoagy Carmichael and Percy Faith during the past year and a half.

The explosive Kenton was the subject of the four-hour interview. Gosa says they just kept talking after the allotted time, something quite impossible in AM radio.

Gosa schedules the interviews according to the availability of the performers, many working in the show during night club appearances here. Half the time the show is done on tape. Always the programs feature the artist's records as background and explanation of styles or concepts.

The interview bit developed purely by accident, Gosa explained. He had been playing records during the time period but when Jimmy McHugh dropped by during the week and

## WMQM AIDS GOODFELLOW

MEMPHIS — Radio Station WMQM played request numbers from noon to 4:45 p.m. Dec. 20 for donations of 50 cents or more to the Goodfellow Fund, an annual charitable project to provide a Christmas for the needy.

Elvis Presley, as a teen-ager, was a previous Christmas recipient of Goodfellow gifts.

The daytime radio station had advance publicity of the request project in The Memphis Press-Scimitar, sponsor of the Goodfellow Fund, and reported a "tremendous response."

Donaters were asked to write in enclosing their contribution and naming their request. Or they could call in and make the request and pledge a donation.

The project was the idea of Rodger May, vice-president and general manager, and Jay Cook, program director, both of whom have worked in past years on Goodfellow fund-raising projects.

taped an interview, Gosa scheduled it during the Sunday two-hour slot. Good audience reaction prompted program director Gosa to think seriously about making it a regular practice.

Gosa says he doesn't prepare questions beforehand because he aims for a feeling of informal chatter. When he cannot acquire a subject, Gosa devotes two hours to a particular artist like Duke Ellington or Cole Porter.

Twice Gosa offered listeners insight into the record business. Dick Bock, World Pacific's owner, explained disk production on one show and for the second, Gosa went to the studio to capture Elmer Bernstein taping music for the film the "Carpetbaggers."

KBIG is one of two FM stations showing up in competition against AM stations in Pulse surveys, Gosa boasts. The station has been programming jazz-flavored music for over two years.

## Armstrong Awards to 5 FM Stations

NEW YORK—Five FM stations were recipients of the first annual Major Armstrong Awards presented at special ceremonies in Manhattan recently.

Winning stations were: KHFI-FM, Austin, Texas, for excellence in musical programming; WRVR-FM, New York City, for excellence in public and community service programming; WFBE-FM, Flint, Mich., for excellence in news; WUHY-FM, Philadelphia, for excellence in educational programming; and WDHA-FM, Dover, N. J., for contribution to technical research and development.

The award-winners, chosen from 180 entries to the Armstrong Memorial Research Foundation, were selected by a panel of engineering, education, news and programming experts which included Mrs. Marian Armstrong, widow of Major Edwin H. Armstrong, inventor of FM radio. Mrs. Armstrong also presented the awards which will be known as "Majors."

In addition to the five top winners there were honorable mention citations for the following stations: music, WSB-FM, Atlanta; WUOM-FM, University of Michigan; WWPB, Miami, Fla.; WRVR-FM, New York City; WFMT, Chicago; WYZZ-FM, Wilkes-Barre; and WUHY-FM, Philadelphia; public and community service, WVBR-FM, Ithaca and WYZZ, Wilkes-Barre; news, WFIL-FM, Philadelphia and WTFM, Fresh Meadows, New York; educational, KHFI-FM, Austin, Tex.; KAZZ-FM Austin, Tex.; WRVR-FM, New York; WIBF-FM, Jenkintown, Pa.; WFBE-FM, Flint, Mich., and WMKE-FM, Milwaukee, Wis.

## Music Topic of WINS 'Contact'

NEW YORK—Popular music trends and predictions for 1965, the English "invasion" and the prominence of groups in today's recording were discussed on Group W WINS' "Contact" Dec. 31.

Pop songwriting team ("Be My Baby," "Chapel of Love") Jeff Barry and Ellie Greenwich were joined via phone conference call by radio programmer Bill Gavin; Don Kirschner, vice-president of Colpix Records' publishing arm, and recording artists Lesley Gore, 4 Seasons and Tony Bennett.

## WIBG Salute

PHILADELPHIA — WIBG, the 50,000-watt Storer station, joined Uncle Sam in saluting American Music and the American Homemaker by sending out the new Homemaker 5-cent stamps. The promotion piece reads: "It's no secret to homemakers that America's most popular music is played in WIBBAGeland."

## Correction

The Dec. 12 Billboard misspelled the name of the group signed by Audio Fidelity Records. The correct name of the group is the Teemates.

## ARTISTS' BIOGRAPHIES

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



### THE HULLABALOO (Roulette)

Richard (Rikky) Knight, born Oct. 10, 1944. Rikky sings and plays rhythm guitar. Harold Dunn, born Dec. 6, 1947. Harry is drummer for the group. Andrew (Andy) Charles Wootton, born July 19, 1943. Geoffrey Mortimer, born May 13, 1945. Geoff is only member of group with natural blond hair. The Hullabaloo stemmed from the defunct Rikky Knight and His Crusaders. Last year Lord Paramount of the Seignory of Holderness, John Chichester-Constable, 46th holder of this ancient feudal title and his wife heard the group at a local village dance and invited them to entertain at a barbecue held at their home, Burton Constable Hall, one of England's oldest and grandest baronial halls. His Lordship led the boys into show business. Soon after they were appearing at London's Astor Club. Bertie Green, owner of the club, was so impressed that he and his wife decided to become their managers. The bleached blond shoulder-length hair gimmick was dreamed up by Miss Raemonde Rahvis, one of Britain's top couturiers.

The group has just completed a three-week tour of the colonies.

LATEST SINGLE: "I'm Gonna Love You Too."

## YESTERYEAR'S HITS

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

### POP SINGLES—5 Years Ago January 11, 1960

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

### POP SINGLES—10 Years Ago January 8, 1955

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

### R&B SINGLES—5 Years Ago January 11, 1960

1. Smokie (Part II), Bill Black Combo, Hi
2. Come Into My Heart, Lloyd Price, ABC-Paramount
3. Be My Guest, Fats Domino, Imperial
4. I'll Take Care of You, Bobby (Blue) Bland, Duke
5. The Clouds, Spacemen, Alton
6. You Got What It Takes, Marv Johnson, United Artists
7. Running Bear, Johnny Preston, Mercury
8. Won'tcha Come Home, Lloyd Price, ABC-Paramount
9. Talk That Talk, Jackie Wilson, Brunswick
10. Why, Frankie Avalon, Chancellor

### POP LP's—5 Years Ago January 11, 1960

1. Here We Go Again, Kingston Trio, Capitol
2. Inside Shelley Berman, Verve
3. Heavenly, Johnny Mathis, Columbia
4. Sixty Years of Music America Loves Best, Various Artists, RCA Victor
5. Let's All Sing With the Chipmunks, Liberty
6. Outside Shelley Berman, Verve
7. Sound of Music, Original Cast, Columbia
8. Fabulous Fabian, Chancellor
9. The Lord's Prayer, Mormon Tabernacle Choir, Columbia
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	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	THE WEDDING, Julie Rogers, Mercury 72332	8	8
2	4	WILLOW WEEP FOR ME, Chad & Jeremy, World Artists 1034	9	9
3	3	MY LOVE FORGIVE ME (Amore, Scusami), Robert Goulet, Columbia 43131	12	11
4	2	RINGO, Lorne Greene, RCA Victor 8444	7	7
5	9	WALK AWAY, Matt Monro, Liberty 55745	7	7
6	5	DEAR HEART, Andy Williams, Columbia 43180	7	7
7	6	DEAR HEART, Jack Jones, Kapp 635	9	9
8	7	ONE MORE TIME, Ray Charles Singers, Command 4057	6	6
9	11	HAWAII TATTOO, Waikiki, Kapp Winner's Circle 30	6	6
10	10	YOU'RE NOBODY TILL SOMEBODY LOVES YOU, Dean Martin, Reprise 0333	5	5
11	8	SHE UNDERSTANDS ME, Johnny Tillotson, MGM 13284	11	11
12	14	SOMEWHERE IN YOUR HEART, Frank Sinatra, Reprise 0332	4	4
13	13	HAVE YOU LOOKED INTO YOUR HEART, Jerry Vale, Columbia 43181	4	4
14	12	MAKIN' WHOOPIE, Ray Charles, ABC-Paramount 10609	5	5
15	15	YOU'LL ALWAYS BE THE ONE I LOVE, Dean Martin, Reprise 0333	3	3
16	17	NO ARMS CAN EVER HOLD YOU, Bachelors, London 9724	3	3
17	16	DEAR HEART, Henry Mancini's Ork & Chorus, RCA Victor 8458	5	5

BILLBOARD, January 9, 1965



BOBBY WOOTEN (left), air personality at KAYO, Seattle, has been appointed program director for the country music station. Wooten succeeds Chris Lane (right) who will depart the station at the end of the month to take over the programming of a Chicago radio station planning a changeover to a c&w format, confirmed by two broadcasting sources as WJJD, Plough's 50,000-watt day-timer. Under Lane's aegis, "Kountry KAYO" has risen ratingwise to a solid number two position in the market under pop music formatted KJR. Lane captured the "No. 1 Program Director" C&W Stations Award in a recent Bill Gavin poll. Unconfirmed reports have been flying hot and heavy the past few weeks that 50,000-watt WCFL is the station contemplating the format change. At present WWCA in Gary, Ind., is Chicagoland's chief source of c&w music.

# VOX JOX

By GIL FAGGEN



KYW radio's "VIP's" Jerry G (left) and Jay Lawrence lend a hand (and a tongue) to the task of pasting a portion of the 1,700,000 trading stamps received in a "Toys for Tots" promotion, while Pam Mellen, collection volunteer, looks on approvingly. The two deejays waged an on-the-air competition to see who could collect the greatest number of trading stamps, with 11 stamp donors awarded for their generosity with a portable tape recorder and a New Year's Eve dinner.

Dusty Rhodes, top-rated WSAI (Cincinnati) DJ, will coordinate and supervise a nationwide campaign among deejays to assist in the "Work a Day for JFK" campaign in which young Americans for several months have been raising money for the Kennedy Memorial Library Fund. Get on the JFK road with Rhodes, get in touch and give 'em your support!

"Miss American Teen-Ager" contest, sponsored locally by WPIX-TV last year is again being offered to radio and TV stations exclusive in their areas. In 1964, more than 78,000 teen-age girls from all parts of the nation competed in local contests conducted by radio and TV stations.

The contest, neither a talent nor bathing suit affair, is open to all girls between 13 through 17 years of age. The girls are judged on the basis of face, figure, charm, poise, personality, etc. The finals, held at Palisades Amusement Park, N.J., brings the winner a raft of valuable prizes. Stations interested should contact Sol Abrams at Palisades Amusement Park, N.J., for details.

"Emperor" Clark Weber will rule the WLS (Chicago) airwaves an additional hour each day beginning Jan. 4. Weber's reign will extend from 6 to 10 a.m. with "Breakfast Club With Don McNeill" moving into the 10-11 a.m. slot. The Gene Taylor show will start at 11 a.m. on the 50,000-watt ABC-owned station.

## Record Throng At KQV Show

PITTSBURGH — KQV, the ABC-owned radio station in the Steel City, broke all records with its "Christmas Shower of Stars" held at the Civic Arena last Monday (28).

Produced by KQV operations manager, John Rooke, the show starred Roy Orbison, 4 Seasons, Ray Peterson, Bobby Rydell, Ronnie Dove, Bobbi Martin, the Petites, Reparata and the Delrons, Vic Dana and the Fenways.

The station, which also sponsored the appearance of the Beatles in Pittsburgh last summer, broke the attendance mark of 14,000 by 330 on this their sixth show of the season. Proceeds of the three-hour show went to Technoma Workshop for the Mentally Retarded.



SOME PEOPLE have all the fun. WFUN News Director Larry Kane briefs Helen Kuris, the station's new public affairs reporter. Kuris and a recently acquired mobile unit are part of WFUN's expanded news operation.

## Jazz on FM And in 'Person'

NEW YORK—Jazz is getting an important voice in the metropolitan New York City area via WABC-FM's new series, "Alan Grant's Portraits in Jazz," a 45-minute show aired in stereo Monday through Friday, and "live stereo" from the Half Note Club on Fridays.

The series, which began last month, is hosted by Alan Grant, veteran jazz musician who played with the Bunny Berigan, Tony Pastor, Joe Reisman and Georgie Auld bands.

Grant, who began his radio career in 1959, has acted as emcee in many of New York's better-known jazz clubs.

## WSTV to Move

STUEBENVILLE, Ohio — WSTV-Radio and TV, flagship operations for the Rust Craft stations, is constructing new quarters in downtown Steubenville to house executive headquarters for the group, as well as WSTV-Radio and TV business offices and studios.

Flam takes over for Franz Alina, recently promoted to new post of director of marketing and public relations for the group. . . . Joseph C. Drilling, president of Crowell-Collier Broadcasting Corporation (KFWB, Los Angeles; KEWB, San Francisco; KDWB, Minneapolis), named vice-president of parent publishing company. Drilling will remain head of broadcasting group headquartered in Los Angeles. . . . Art Simmer, sales manager of WPTR (Albany), moves to WTRY (Troy) as general manager.

# RADIO RESPONSE RATING

## PITTSBURGH

SECOND CYCLE

### TOP STATIONS

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

#### ★ POP Singles

- |    |      |     |
|----|------|-----|
| 1. | KQV  | 51% |
| 2. | KDKA | 43% |
| 3. | WEPP | 6%  |

#### ★ POP LP's

- |    |      |     |
|----|------|-----|
| 1. | KDKA | 45% |
| 2. | WWSW | 33% |
| 3. | WJAS | 22% |

#### ★ R&B

- |    |      |     |
|----|------|-----|
| 1. | WAMO | 64% |
| 2. | WZUM | 36% |

#### ★ C&W

- |    |                         |     |
|----|-------------------------|-----|
| 1. | WEPP                    | 84% |
| 2. | WWVA (Wheeling, W. Va.) | 16% |

#### ★ CONSERVATIVE

- |    |            |     |
|----|------------|-----|
| 1. | WRYT-AM-FM | 88% |
| 2. | WKJF-FM    | 12% |

#### ★ CLASSICAL

- |    |            |     |
|----|------------|-----|
| 1. | WRYT-AM-FM | 74% |
| 2. | WWSW-AM-FM | 26% |

### 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.

**PITTSBURGH AREA:** Nation's 8th largest market. 12 AM, 9 PM, 2 Contemporary, 2 Pop Standard, 2 Standard, 1 Conservative, 2 Rhythm & Blues, 1 Country, 1 Country-Polka, 1 Classical.

**KDKA:** 50,000 watts. Group W Westinghouse Co. Music format: Contemporary. Editorializes daily. Special programming includes Steelers football, Pirate baseball, Duquesne basketball, and Penn State University football in season. "Contact"—phone call-in show with Mike Levine 8-9 p.m., Fri. & Sat. "Program PM"—interviews and reports with John Stewart 9-10 p.m., M-Sat. and "Party Line" 10-12 p.m., M-Sat. Hal Cessna is in charge of 14-man news dept. 2 mobile units. 15-min. news at 7 a.m., noon and 11 p.m. daily. 30-min. news at 6 p.m., M-Sat. Gen. mgr., Fred E. Walker, Prog. dir., John Williams. Send 5 copies of new

### TOP DISK JOCKEYS

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

#### ★ POP Singles

- |        |                  |      |     |
|--------|------------------|------|-----|
| 1.     | Clark Race       | KDKA | 45% |
| 2.     | Chuck Brinkman   | KQV  | 33% |
| 3.     | Dave Scott       | KQV  | 10% |
| Others |                  |      |     |
|        | (Hal Murray, KQV |      |     |
|        | Dex Allen, KQV   |      |     |
|        | Steve Rizen, KQV |      |     |
|        | Ron Cash, WEPP)  |      | 12% |

#### BY TIME SLOT

- |                 |                            |  |  |
|-----------------|----------------------------|--|--|
| Morning         | 1. Hal Murray, KQV (close  |  |  |
|                 | 2. Rege Cordic, FDKA race) |  |  |
| Mid-Morning     | Steve Rizen, KQV           |  |  |
| Early Afternoon | Steve Rizen, KQV           |  |  |
| Traffic Man     | Clark Race, KDKA           |  |  |
| Early Evening   | Chuck Brinkman, KQV        |  |  |
| Late Evening    | Chuck Brinkman, KQV        |  |  |
| All Night       | Dex Allen, KQV (Tie)       |  |  |
|                 | Kurt Russell, KDKA (Tie)   |  |  |

#### ★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

- (Most Co-Operative in Exposing New Records)
- |    |                          |                 |
|----|--------------------------|-----------------|
| 1. | John Rooke, KQV (Tie)    | Operations Mgr. |
| 1. | Bill Roberts, KDKA (Tie) | Librarian       |
| 3. | Dave Scott, KQV          | Music Director  |

#### ★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

Clark Race Show, KDKA-TV (Sat. afternoon 1 1/2 hrs.)

#### ★ POP LP's

- |        |                       |      |     |
|--------|-----------------------|------|-----|
| 1.     | Art Pallen            | KDKA | 36% |
| 2.     | Bob Tracey            | KDKA | 21% |
| 3.     | Rege Cordic           | KDKA | 14% |
| 4.     | Jim White             | WJAS | 12% |
| Others |                       |      |     |
|        | (Henry De Becco, WRYT |      |     |
|        | Bill Brandt, WJAS     |      |     |
|        | Bill Hinds, WWSW)     |      | 17% |

#### BY TIME SLOT

- |                 |                  |             |
|-----------------|------------------|-------------|
| Morning         | Rege Cordic      | KDKA        |
| Mid-Morning     | Art Pallen       | KDKA        |
| Early Afternoon | Art Pallen       | KDKA        |
| Late Afternoon  | Bob Tracey       | KDKA        |
| Evening         | 1. Clark Race    | KDKA (close |
|                 | 2. Hilary Bogden | WJAS race)  |
| Late Evening    | George Bowes     | KDKA        |
| All Night       | 1. Kurt Russell  | KDKA (Tie)  |
|                 | 2. Bill Nesbitt  | WWSW (Tie)  |

#### ★ R&B

- |    |                |      |     |
|----|----------------|------|-----|
| 1. | Porky Chedwick | WAMO | 45% |
| 2. | Sir Walter     | WAMO | 33% |
| 3. | Bill Powell    | WAMO | 19% |
| 4. | Anthony Quinn  | WZUM | 3%  |

#### ★ JAZZ

- |    |                |                       |     |
|----|----------------|-----------------------|-----|
| 1. | Phil Brooks    | WKPA (New Kensington) | 80% |
| 2. | Sir Walter     | WAMO                  | 16% |
| 3. | Sterling Yates | KDKA                  | 4%  |

#### ★ C&W

- |    |             |      |     |
|----|-------------|------|-----|
| 1. | Bob Connors | WEPP | 91% |
| 2. | Ronnie Cash | WEPP | 9%  |

#### ★ FOLK

No Folk Show in Pittsburgh Area.

## STATIONS BY FORMAT

45's and 1 copy of new LP's to Record Librarian, Bill Roberts, One Gateway Center.

**KDKA-FM:** Music format: Classical. Simulcast with KDKA 7 a.m.-12 noon, M-Sat. Gen. mgr. and address same as KDKA.

**KQV:** 5,000 watts. American Broadcasting Co.-owned Music format: Contemporary. Editorializes weekly. Special programming includes "Alcoa Theater," a one-hour drama series 8 p.m. Sundays. 7-man news dept. under direction of Al Julius. "The K.Q.-View of the Traffic" is heard throughout the hours 7-9 a.m. and 4-6 p.m. A full-time traffic reporter is on duty collecting information from over 100 local reporters who are on duty throughout the city at major traffic locations. 3 mobile units and 1 amphi-car. Regular

newcasts. V-P and genl. mgr., and D. Gibbs. Oprs. mgr., John H. Rook. Send 4 copies of new 45's and 2 copies of new LP's to John H. Rook, 411 7th Ave.

**KQV-FM:** Simulcast with KQV.

**WAMO:** 1,000 watts day. Dynamic Broadcasting Corp. Music format: Rhythm & Blues. Negro-oriented. Special programming: "Bill Powell Phone Party," audience call-in with beeper phone 9:30-10 a.m., Wed., Thurs. & Fri. "This is NAACP" with Herb Wilkerson, Exec. Sec. of Pittsburgh branch of NAACP. 9:30-9:45 a.m., Sat. Charles Bailey is in charge of 3-man news dept. 1 mobile unit. News at 55, headlines at 25 daily. Genl. mgr., Leonard Walk. Prog. dir., Ken Reeth. Send 3 copies of new 45's and 2 copies of new LP's to Music dir., Bill Powell, 1811 Blvd. of Allies.

**WAMO-FM:** Simulcast with WAMO during the day. Special programming: "NAACP" on the Line" with Herb Wilkerson, 8:30-9:30 p.m., Sundays.

**WEDO:** 1,000 watts day. CBS affiliate. Independent. Music format: Standard. Editorializes occasionally. Special programming includes local football in season. "Conversation Corner 3-3:30 p.m. weekends. "High School Challenge" 11 a.m.-12 noon, Sat. "Sports Review" 1:30-2 p.m., Sat. Tom Powers news dir. 2-man news dept. CBS world news and local report every hour daily. Genl. mgr., Ed Hirschberg, Prog. dir., Lyall Lorenz. Send 2 copies each of new 45's and LP's to Lyall Lorenz, 547 Fifth Ave.

**WEPP:** 1,000 watts day. Jet Broadcasting. Mutual affiliate. Music format: Country. Network and local news on the half hour. Genl. mgr., Myron Jones. Prog. dir., Bob Connors. Send 2 copies of new 45's and 1 copy of new LP's to Bob Connors, Hotel Sherwyn, 210 Wood St.

**WEPP-FM:** Music format: Country-Polka-Foreign Language. Simulcast with WEPP, 11-3 p.m. only. Genl. Mgr., address same as WEPP.

**WJAS:** 5,000 watts. National Broadcasting Co.-owned. Music format: Pop Standard. Special programming includes local hockey in season. "Comment" an audience call-in show 7:05-7:30 p.m., M-F. "Scope"—interview show 6-8 p.m., M-F. 3-man news dept. 2 mobile units. "Morning Report" news 7:30 a.m., M-F. Genl. mgr., Stephen J. Rooney, Prog. dir., Richard C. Stafford. Send 3 copies of new 45's and 2 copies of new LP's to Asst. prog. mgr., Bill Demajan, 1459 Crane Ave.

**WJAS-FM:** Simulcast with WJAS.

**WMCK:** (McKeesport): 5,000 watts. Format: Pop Standard. Editorializes occasionally. Special programming: High school basketball and football in season. Midget championship games on occasion. "Cathy Milton Show," woman's show, 10:05-11 a.m., M-F. Sta. mgr., Peter N. Stanton. Prog. dir., Jay Morton. Send 2 copies of new 45's and 1 copy LP's to Jay Norton, 516 Market St.

**WRYT:** 5,000 watts. Hearst owned. Music format: Conservative. Special programming includes "Metropolitan Opera" 2-6 p.m., Sat. "WRYT-Answers" audience call-in show. 10:30 p.m. to midnight, Sun. "Concert Hall" classical music show 9-11 p.m., M-Sat. Tom Shafer in charge of 4-man news dept. 5-min. news on the hour, plus news on the half hour during driving time. 15-min. newscasts at 6:30 & 8 a.m., noon, 6 p.m. & 7 p.m. Television outlet is WTAE-TV, Channel 4. V-P and sta. mgr., F. Geer Parkinson. Op. mgr., Bob Stevens. Send 2 copies of new LP's to Bob Stevens, 400 Ardmore Blvd.

**WRYT-FM:** Simulcast with WRYT.

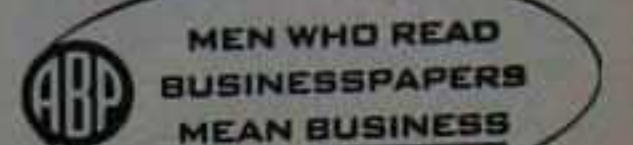
**WWSW:** 5,000 watts. Independent. Music format: Standard. Special programming includes University of Pittsburgh football and Meadow Harness Racing in season. Raymond Schneider in charge of 3-man news dept. News on the half hour during drive time and on the hour during rest of day. Genl. mgr. and prog. dir., Ben W. Muros. Send 1 copy each of 45's and LP's to prog. dir., Hotel Shewyn.

**WWSW-FM:** Simulcast with WWSW.

**WZUM (Carnegie):** 1,000 watts. Independent. Music format: Rhythm and Blues. Negro-oriented. Editorializes daily. Special programming: "Date With Andrea" woman's show 10-10:30 a.m., M-F. Racing recap in season. "Disc-Race" 7-9 a.m., daily. "Things to Come" a complete rundown on what is going on in Pittsburgh area, civic, cultural, fraternal and religious, 4 times daily. Genl. mgr., James Pshoullis. Send 3 copies of new 45's and 2 copies of new LP's to Record Librarian, 201 Ewing Ave., Pittsburgh.

## SEGUE

Johnny Hayes was appointed music director of KGB (San Diego, Calif.). He has been heard on the station's all-night show. . . . Al Julius, formerly news director with KIMN (Denver), named news director of KQV, ABC-owned station in Pittsburgh. . . . Rick Knapp (Dick Jones) promoted from music director to program director for KTW (Seattle). . . . Sander A. Flam (nobody's name is Sander A. Flam) appointed to the post of public relations manager for Straus Broadcasting Group, owners of WMCA (New York), WALL (Middletown, N. Y.), and RPI (Radio Press International).



# Columbia Ushers in New Year With Major Buildup of Vignon

NEW YORK — Columbia Records has kicked off the new year with a major promotion for a young French singer, Jean-Paul Vignon. New York disk jockeys and press were introduced to Vignon last week (28) when the label took over Basin Street East for a special showcase of the artist. Vignon is currently appearing there with Duke Ellington, whose enthusiasm for Vignon resulted in Ellington writing a special tune which they perform together at

the end of Ellington's regular show.

Vignon, a matinee-idol type, was first seen by New Yorkers at Bon Soir in Greenwich Village a few months ago. The success of his debut there led to his signing with Columbia Records after being seen by Dave Wynshaw, the label's director of artists relations.

Columbia is releasing "Because I Love You," Vignon's first LP, as a highlight of its January release. The album produced by Lor Crane, features a special liner by Ed Sullivan which calls attention to Vignon's unusual history: The singer was

born in Ethiopia, brought up in French Somolliland, and made several French films before coming to the U. S. to launch his career as a singer.

Vignon's night club act, written by Lyn Duddy and Jerry Bressler has all the slick showmanship for which the team has become famous. In addition to such standards as "Autumn Leaves" and "What Now My Love," Duddy and Bressler have created new material such as "Vive la Difference," which projects Vignon as a 1965 version of a Chevalier, the veteran French singer to whom Vignon is most often compared.



JEAN-PAUL VIGNON, right, French singer, signs with Columbia Records as Ken Glancy, center, vice-president in charge of artists and repertoire; Howard Hinderstein, left, Vignon's manager, and Dave Wynshaw, standing, director of artists relations, look on.

## Nina Simone Sues Premier, R. H. Macy

NEW YORK—Nina Simone filed for a temporary injunction and \$1 million in damages against Premier Records, R. H. Macy, and others, in State Supreme Court here last week. The temporary injunction is against the continued sale and distribution of an unauthorized album titled "Starring Nina Simone."

State Supreme Court Justice Louis J. Capozzoli heard the arguments involving the singer-pianist's contention that the album was issued and her name and photographs used without her knowledge. Named as defendants are Philip Lanwehr, Lewis Harris and "John Doe," cited as officers and directors of Premier Albums, R. H. Macy & Company and "Richard Roe 31 to No. 999," representing other retail outlets and distributors. In view of the extensive number of outlets where the album is available, plus the added factor of accelerated volume buying during the Christmas season, the exemplary damages are deemed unusually significant by the singer's law firm, Cohen and Kirschenbaum.

A unique aspect of the case from the standpoint of the recording business is that in her complaint, which includes five separate causes of action, Miss Simone is suing as a consumer as well as an artist, marking the first time that a recording personality has filed suit as a dual figure.

The allegation as presented in court states that the singer first

saw the "Starring Nina Simone" on Oct. 28 (1964) at Waxey-Maxey's record store in Washington, where it was being sold for 98 cents and that by purchasing a copy she thereby, in legal terms, became a defrauded customer and consumer herself. After hearing the album, she recognized various selections as some old demonstration tapes made in 1955-1956 and taped under inferior recording conditions. Her attorney asserted, however, the printed copy on Premier album jacket misleads the public into believing that the record contains current performances recorded with high fidelity equipment.

In naming Macy's as one of the co-defendants, the complaint stated that the Herald Square department store had placed an ad in the Nov. 29 issue of The New York Times advertising the album for 98 cents and that it was being sold in the store's record department alongside her legitimate Philips and Colpix albums which retail at \$3.98, the regular price for monaural LP's.

The court was told that Miss Simone's attorneys had approached Premier Records on several occasions since October, requesting them to desist from manufacturing and distributing the album and from using Miss Simone's name and photographs but that all requests were ignored on the contention that Premier held a valid contract between the plaintiff and Glory Records, executed on June 21,

## PEOPLE AND PLACES

By MIKE GROSS

Ethel Ennis, RCA Victor artist, will open for two weeks at the Slate Brothers in Los Angeles starting Jan. 7. . . . Personal manager Gerard W. Purcell back at his New York desk after business meeting on the West Coast. . . . The Impressions, ABC-Paramount group, guest on the Les Crane's ABC-TV show on Jan. 7. . . . Jerry Butler, Vee Jay artist, is being set for a stint at Basin Street East sometime this year. . . . Singer Emmett Babe Wallace joined the Israeli musical revue at the Cafe Sабра. . . . Franz Allers, currently conducting symphony orchestras and opera in Europe, will conduct three concerts of the New York Philharmonic between June and July 3 at Lincoln Center.

Judy Collins is taking a winter vacation in January before resuming her concert schedule. . . . After a successful appearance at Chicago's Mother Blues Club, Ronnie Gilbert returned to New York and was admitted to Uta Hagen's acting class. . . . A new song book by Pete Seeger, "Bells of Rymney," was recently brought out by Oak Publications. . . . Robert De Cormier, having completed a national tour of the De Cormier Singers, is now working on recording assignments and editing a music book for Harpers. . . . Fred Hellerman's latest song (with Fran Minkoff), "Healing River," was recorded by Pete Seeger in his new Columbia LP, "I Can See a New Day." . . . Lee Morris has written three songs with Epic artist Bobby Vinton. . . . The Warren Brothers are back in the U. S. after several years in Europe. . . . Singer Marlene Dalton, United Artists Records artist, signed to a management contract by L.J.L. Enterprises.

The Bitter End Singers star on Clay Cole's Jan. 9 TV show. . . . Woody Allen, Colpix artist, will appear at the President's Inaugural Ball on Jan. 18. . . . The Village Vanguard's Mose Allison will cut an Atlantic LP during Vanguard stay. One side will be an instrumental suite. . . . The Serendipity Singers are cutting their fourth Philips LP. . . . Soupy Sales readying his second album for ABC-Paramount. . . . Trini Lopez has dates lined up in Caracas, Venezuela, Mexico City, Miami Beach and Las Vegas. . . . Bob Crew currently in London to record Lionel Bart. . . . Xavier Cugat will have an exhibition of his oil paintings at the Hammer Galleries starting Jan. 12.

## Goulet Signs Five-Year Pact With Columbia

NEW YORK—Robert Goulet has signed a new exclusive contract with Columbia Records. Goddard Lieberman, president of Columbia Records, and Goulet were guests of honor at a luncheon held last week (29) by Norman Rosemont, the singer's manager, to commemorate the occasion.

The contract runs for five years and comes when Goulet is enjoying his first major single hit, "My Love Forgive Me." In the album market, the singer has a long string of best selling LP's, "Always You," "Two of Us," "Sincerely Yours," "The Wonderful World of Love," "This Christmas I Spend With You," "Robert Goulet in Person," "Manhattan Tower," "Without You," a re-creation with Doris Day of "Annie Get Your Gun" and the newly released "My Love Forgive Me."

Goulet's first recording was as part of the original Broadway cast album of "Camelot," which sold more than a million copies.

1956, by her former manager, Jerry Field. According to Philip Rose, president of Glory Records, however, no such recording agreement was ever authorized or issued by his company nor was Jerry Field at any time employed by Glory Records. It was alleged that Field, who was discharged by Miss Simone in 1956, had no authority whatsoever to act on behalf of either the recording company or the singer.

In addition to claiming exemplary damages, the singer's attorneys also demanded an accounting of profits received by the defendants as a result of their releasing the "Starring Nina Simone" album and

## Keely, Basie Coupling Fine Bill of Fare

LOS ANGELES — The winsome magic of Keely Smith coupled with the explosiveness of the Count Basie band produced one of the hipper bills at the Coconut Grove during the past holiday period.

The teaming idea belongs to the Grove's entertainment director, Freddie Martin, who has been infusing a jazzy feel to the cavernous room. For Mr. Basie, the Saturday (26) opening was his debut in the room; for Miss Smith it was a return after over two years.

The Basie band is steadily becoming Reprise Records' "house band," backing Frank Sinatra on disks and at a recent Las Vegas stand, and now working behind Miss Smith. The pairing is excellent. Keely is a consummate vocalist, with timing and phrasing sympathetic to the jazz field. She can create indigo moods and gay abandon as when she swings the pop standards ("My Heart Cries for You," "Let Me Call You Sweetheart," "Blue Skies" and "I Could Write a Book").

Keely is still developing her solo act which on opening night could have been shortened. Less folksy chatter would help. She has a warm personality and a distinctive voice and the pot of gold is just over the rainbow.

ELIOT TIEGEL

further charged that besides being a fraudulent LP issued without Miss Simone's permission and consent the recording itself would cause the artist irreparable injury inasmuch as these tapes were made solely for demonstration purposes rather than as a finished product salable to the public and that the vocal performances were not of a musical caliber commensurate with the singer's present ability.

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# BEST SELLING CLASSICAL LP'S

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This Week

## OPERA, VOCAL AND CHORUS

- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Philharmonia Orch. Ch. (Karajan): RCA Victor (3-12") LDS 6164 (S), LD 6164 (M).
- THE AGE OF BEL CANTO**—Sutherland, Home, Conrad, London Sym. Cho. and Orch., New Sym. Orch. of London (Bonyng): London (2-12") OSA 1257 (S), A 4257 (M).
- HANDEL**—Messiah; Sutherland, Bumbry, McKellar, Ward, London Sym. (Boult): London (3-12") 1329 (S), 4357 (M).
- ORFF**—Carmina Burana; Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (M).
- MOZART**—Requiem; Seefried, Tourel, Simoneau, Warfield, N. Y. Phil. (Walter): Columbia ML 5012 (M).
- PUCCHINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Opera (Schipper): Angel (2-12") SBL 3643 (S), BL 3643 (M).
- ORFF**—Carmina Burana; Sawallisch, Cologne Radio Sym., German Radio Chorus: Angel 35415 (M).
- STRAUSS**—Die Frau Ohne Schatten; Bjoner, Borkh, Topper, Modl, Thomas, Fischer-Dieskau, Hotter, Bavarian St. Op. (Keilberth): D.G.G. (4-12") 138911/4 (S), 18911/4 (M).
- ROSSINI**—La Cenerentola; Simionato, Bruscantini, Benelli, Montarsolo, Maggio Musicale Fiorentino (De Fabritiis): London (3-12") 1376 (S), 4376 (M).
- VERDI**—Aida; Price, Corr, Vickers, Tozzi, Rome Op. (Solti): RCA Victor (3-12") LSC 6158 (S), LM 6158 (M).

## SYMPHONIC AND ORCHESTRAL

- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-10 (M).
- MOZART**—Sinfonia Concertante in E Flat for Violin & Viola; Druian, Skernick, Cleveland Orch. (Szell): Columbia MS 6625 (S), ML 6025 (M).
- BERNSTEIN**—Symphony No. 3 (Kaddish); N.Y. Phil., Camerata Singers, Columbus Boys' Choir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
- GROFE**—Grand Canyon Suite; London Fest. Orch. (Black): London 21002 (S).
- RESPIGHI**—Pines, Fountains and Festivals of Rome; Phila. Orch. (Ormandy): Columbia MS 6587 (S), 5987 (M).
- BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
- STRAUSS**—Symphonia Domestica; Cleveland Orch. (Szell): Columbia MS 6627 (S), ML 6027 (M).
- RAVEL**—Bolero; N.Y. Philharmonic (Bernstein): Columbia MS 6011 (S), ML 5293 (M).
- TCHAIKOVSKY**—Swan Lake (excerpts); Boston Pops (Fiedler): RCA Victor LSC 2688 (S), LM 2688 (M).
- RIMSKY-KORSAKOV**—Scheherazade; Royal Phil. Orch. (Beecham): Angel S 35505 (S), 35505 (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).
- THREE FAVORITE SONATAS BY BEETHOVEN**—Serkin: Columbia MS 6481 (S), ML 5881 (M).
- FRANCK**—Le Chasseur Maudit, Les Eolides, Les Djinns, Redemption; Ciccolini, Orch. National De Belgique (Cluytens): Angel S 36151 (S), 36151 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orch.; Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).

## CHAMBER MUSIC

- BRAHMS**—Quintet in F; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- BACH**—Brandenburg Concerti (6); Baumgartner, Lucerne Festival Strings: Archives (2-12") ARC 73156/7 (S), 3156/7 (M).
- CORELLI**—Concerti Grossi; Corelli, Virtuosi di Roma (Fasano): Angel S36130 (S), 36130 (M).
- BEETHOVEN**—Quartets (16) (Complete); Budapest Quartet: Columbia M35-606, M45-616 & M55-677 (S), M3L-262, M4L-254 & M5L-277 (M).
- HAYDN**—Quartets (3), Op. 55 (Complete); Allegri Quartet: Westminster 17084 (S), 19084 (M).

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## Washington Coin Tax Gross Down

BELLINGHAM, Wash.—The Washington State Tax Commission has reported that coin machine tax receipts for the third quarter of 1964 were down about \$15,000 from the previous year.

Total for the period was \$250,995.

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Atlas 1c & 3/4 100 Ct. Ball Gum	12.00
Mills 1/2 Tab Gum	12.00
Acorn & lb. Globe	19.50

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Pistachio Nuts, Jumbo Queen, Red	\$ .72
Pistachio Nuts, Jumbo Queen, White	.64
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.63
Cashew, Whole	.82
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.24
Boston Baked Beans	.22
Jelly Beans	.23
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$ .32
Mall-ette, 100 ct. per 100	.39
Rain-Blo Ball Gum, 140 ct.	.22
170 ct. 310 ct.	.22
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.49
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LES HARDMAN (LEFT), OWNER OF PENNY KING, PITTSBURGH, and Hardfield Corporation, San Juan, Puerto Rico, and Hong Kong, was recently the house guest of the Sid Bloom, of Operators Vending Machine Supply, Los Angeles. With Hardman here are Bloom, and the painting is of Mrs. Velma Bloom. Sam Abbott photo

## Alert Ark. Ops to Looting

MEMPHIS—The West Tennessee Vendors Association last week announced that two men have been going about in East Arkansas picking up machines belonging to operators and removing money from other machines.

Operators in Arkansas were alerted to notify all location owners about the thieves.

The men operated for several weeks before the pattern of their activity came to light. They are still at large, though authorities have been notified and are on the alert for them.

### Modus Operandi

Deputies said this was the way the two operated:

They would go to a location and tell the owner the operator of the machines was sick and wouldn't be back, that they were picking up the machines.

In some cases, the location owner didn't question it and the thieves took the machines. In

some cases, they got the machine open. In some they didn't. In the cases they didn't they said they would have to come back to keep from arousing suspicion.

### Names

Two Memphis operators were known to have lost machines to the thieves: Ernest C. McVickers lost three at Madison, Ark. Jimmie Wilkie lost one at Forrest City. McVickers' loss was about \$75, Wilkie's \$25.

There were other machines stolen, as well as money from some machines, but exact figures were not immediately known.

Arkansas operators were cautioned to advise location owners of activities of the two thieves and to call police immediately if they show up at a location.

## Grady Wallace, Miss. Op, Dies

COLUMBUS, Miss.—Grady Wallace, 47, one of the largest music and game operators in North Mississippi, died recently during surgery as physicians tried frantically to save his life. Wallace, owner of Wallace Amusement Company, suffered an attack of acute appendicitis. While undergoing surgery, his heart stopped beating.

Surgeons began open heart massage and got the heart beating again but Wallace died 14 hours later.

Wallace, a native of Magnolia, Ark., was buried there after services. He moved to Columbus in 1950 and built up a large route of about 250 pieces.

He and his wife, Mabel, had twins, Jack and Jean, 14.

Wallace had a younger brother, Don Wallace, 26, working for him as a route man, Mrs. Wallace said she would continue operation of the route and Don would manage it.

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## COINMEN IN THE NEWS

### MILWAUKEE

Stopins this week at the Radio Doctors downtown one-stop included George Kurek, Kurek Novelty, South Milwaukee, who noted good action with holiday geared juke box music. . . . Other disk shoppers included Herb Wagner, G. & W. Novelty Company, South Milwaukee; George Brixius and Leroy Staudt, Manitowoc, and Jack Hastings and Ollie Hansen, Hastings Distributing Company. . . . Orders for the new, exciting Elipti-Pool game are still piling up and deliveries are scheduled to begin "very soon," says Joel Kleiman, head of Pioneer Sales and Service Company. The demand also continues strong, Joel Kleiman adds, for the Rowe SK9 coffee vender.

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

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Bulk Vending Cards Dept.  
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Memphis, Tenn.

# ARA's Davidson Sees Peak Year

PHILADELPHIA—The board chairman of one of the world's largest vending machine operating companies predicts a bright future for the vending industry based on what he terms a mushrooming demand for services of all types.

Davre J. Davidson, Automatic Retailers of America board chairman, said that expenditures for services represent the fastest growing segment in our economy today.

"In 1965 we will see an acceleration of such spending patterns, not only by individuals but also by business and other organizations," Davidson said.

He pointed out that since the vending industry is primarily a service industry, it is a healthy sign that the rate of expansion for services is nearly double that for goods producing industries.

Davidson termed this "an accurate barometer of the growing willingness of Americans to allocate increasing portions of their income for services . . ." and ". . . proof of the opportunities that exist for those who can recognize and carry out these services in efficient ways."

Davidson predicted that the greatest increase in demand for services will occur in businesses and institutions such as schools and hospitals.

"More administrators in such organizations are accepting the concept of turning to competent, professional outside companies



DAVRE J. DAVIDSON

for help in handling support services," Davidson said.

Davidson urged "continuing effort and research on the part of service organizations to examine client and customer needs carefully and accurately and then to supply an individually tailored service or combination of services in order to meet these needs."

## NAMA Plans State Meetings

CHICAGO — The National Automatic Merchandising Association will stage weekend meetings from mid-March to June to coincide with annual meetings to be held by the association's State councils.

The programs will be supplied by the national group. As in 1964, several meetings are planned in areas which are not covered by State councils. Dates and details of the programs will be announced at a later date.

## EUROPEAN NEWS BRIEFS

### Cinebox to Spain

MADRID — Cinebox, the Italian film juke box producer, is beginning delivery of the first machines to Spain.

The first boxes are sited in Madrid and Barcelona, where they have stirred a sensation. Cinebox representatives say the firm has a large backlog of orders from Spanish operators which will place 250 machines on the Spanish market by mid-1965.

Deliveries are now beginning to the lush new sun-and-strand playground of the Costa del Sol, which has displaced the Costa Bravo as Spain's gilded holiday spot.

The Cinex box rival, the French-made Scopitone, is also beginning shipments to the Spanish market.

### Rock-Ola Gains

HAMBURG — Rock-Ola's new phonograph Princess Royal is being distributed throughout Europe following its premiere at Hamburg.

Nova Apparate, the Rock-Ola European distributor, unveiled the new model at a gala party in Hamburg's historic restaurant, Weinrestaurant Jacob, which dates back to the Seven Years War.

The premiere was attended by Rock-Ola distributors from all over the Continent. The Princess Royal was exhibited at the MOA meeting in Chicago, where the German delegation to the MOA meeting was taken on a tour of the Rock-Ola plant.

### Seevend Games

HAMBURG — Seevend, the Seeburg sales subsidiary, has opened a big drive to promote United and Williams games following acquisition of these two companies by Seeburg.

Seevend is giving especially big play to United's bowler Polaris and its shuffleboard Orbit, with the variations Dual Flash, Flash, Regulation, Advance, Flash-Bonus and Bonus.

Seevend is offering on its year-end delivery program for Williams the pinballs Whoopee, Stop 'N' Go and Riverboat.

Seevend's hard-sell promotion aims at making Seeburg the dominant games distributor in this country.

### German Dean

ESSEN—Valentin Bieniarz is celebrating his 70th birthday and his 40th year as a coin machine operator — the dean of German operators.

When Bieniarz entered the operator trade in 1925, Germany was just emerging from the wild inflation following the first world war. Coin machine operation was a new trade with only a handful of practitioners.

Bieniarz served in the German army for six years prior to the end of the last war. A few months after the war's end, he became the first German coin machine operator to receive per-

mission from occupation (British) authorities to resume coin machine operation.

Bieniarz started up with 30 payout machines which he salvaged from the bomb rubble. He is a co-founder of the German trade organization, and was president of the group for 12 years.

### German Big Day

BINGEN — Loewen-Automaten expects to establish an import record with the Bally four-player pinball Big Day.

Loewen-Automaten reports that Big Day has been a runaway success from the first day of its debut in Germany. The game's obvious appeal prompted Loewen to lay on heavy promotion and sales effort to maximize Big Day's potentialities.

Results have exceeded even the rosy expectations of the German distributor for Bally products.

### Memphis Cig Units Increase

Memphis — Cigarette vending machines licensed by Memphis operators at Dec. 31, 1964, totaled 2393, an increase of 184 over last year, Sloan O. Craig, collector of licenses and privileges, reported.

The increase was the largest of all coin-operated machines. Cigarette machines have increased steadily over the years and there are more now than any other type of machine used by operators.

The continuing increase is indicative of the wide public acceptance the public has given this convenient method of retailing.

Memphis operators estimate about a third of all cigarettes in Memphis are sold through their machines.

The cigarette machine license tax is small because the operator pays a heavy tax at source on the cigarettes themselves. The machine tax is \$3 each for city, county and State with 25c city clerk fee, 50c State and 50c county clerk fees. The clerk's fee is paid only one time regardless of whether one or a hundred licenses are paid, if they are paid at the same time.

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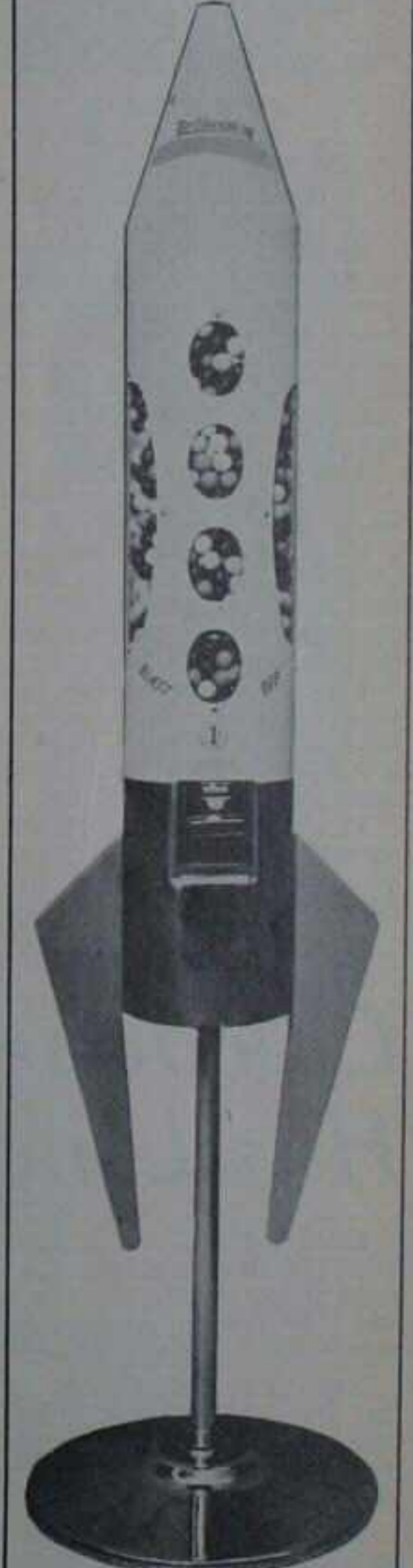


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# COIN MACHINE news

## 1965 OUTLOOK GOOD IN MOST KEY MARKETS



**JOE ROBBINS**  
"... I see no surprises."



**PETE GERITZ**  
"... a tight year here."



**NAT SOLOW**  
"... a steady increase."



**CHUCK KLEIN**  
"... a promising year."



**AL SIMON**  
"... a steady upswing."

By **RAY BRACK**

Operators and distributors spot-checked in the nation's key market areas on the eve of the new year foresaw, for the most part, continued growth in 1965 in the sale and operation of vending, amusement and music equipment.

Although recent cutbacks in defense spending will whittle away at the economic bases of a few markets, most coin machine businessmen concur with the nation's economic experts in predicting profits in 1965 for the progressive merchant.

The question of whether the vending business will continue to expand in 1965, or whether it will level off, met with mixed comment.

The music business, on the strength of growing acceptance of extended-play product, will more than hold its own and

could show surprising growth in certain markets.

Games operation and sale may be the sleeper of 1965. If concrete steps are taken to obtain a new hearing of the amusement machine position in key markets such as Chicago, New York and Los Angeles-San Diego, a boom of surprising proportions could sweep the game business, some spokesmen suggest.

Analysis and comment from key regions follow:

### LOS ANGELES

The general economic picture is sound and employment is high. Business leaders in the area look for improvement over 1964, a year of profit. According to Chuck Klein, R. F. Jones Distributing Company, this healthy business climate should influence the coin machine business favorably.

### MUSIC

Both distributors and operators should find music edging ahead in 1965, declared Klein. "Careful business methods will pay off here."

### GAMES

"New products would help in this area," he said. LA and San Diego are, of course, open to certain types of bowlers only. "The round pool games are showing good promise," Klein reported.

### VENDING

"Looks particularly promising in this area, for operator diversification is barely under way and distributors have full lines available," Klein said.

### ALBUQUERQUE

This boom region, highly dependent on federal contracts and installations, will feel the effects

of decreased defense outlay, prompting veteran businessman Harry Snodgrass, Border-Sunshine Vending, to predict "an average year in 1965."

"There has been a lot of overbuilding and expansion in this region during the past few years," Snodgrass remarked, "and the time has come for some chewing and digesting. This could be the year for it."

### MUSIC

"No drop, but no increase either," was the opinion.

### GAMES

"Better here than some other States. We can operate all skill games in New Mexico, and we see no adverse legislation on the books."

### VENDING

"It'll be a year of close profit margins, requiring cautious and

intelligent business practices. A year of levelling off."

### DENVER

The new year could be a tight one here. Washington decisions have closed a large Air Force base in the city and laid off 25,000 men at the Martin missile plant. Moreover, the winter wheat crop, vital to the economy of Eastern Colorado, has been described as a 50 per cent off because of a severe drought.

These factors have Pete Geritz, Mountain Distributors, reporting that a 50 per cent drop in the coin machine business, both from the operator and distributor standpoint, is not out of the realm of possibility. This could be particularly true in rural communities.

### OMAHA

Much of the economy here is geared to the meat packing in-

*(Continued on page 36)*

## Chicago Coin Puck Bowler Has Longer, Wider Playfield

**CHICAGO**—The Chicago Coin Machine Division of Chicago Dynamic Industries closed out 1964 by introducing a third new product in December.

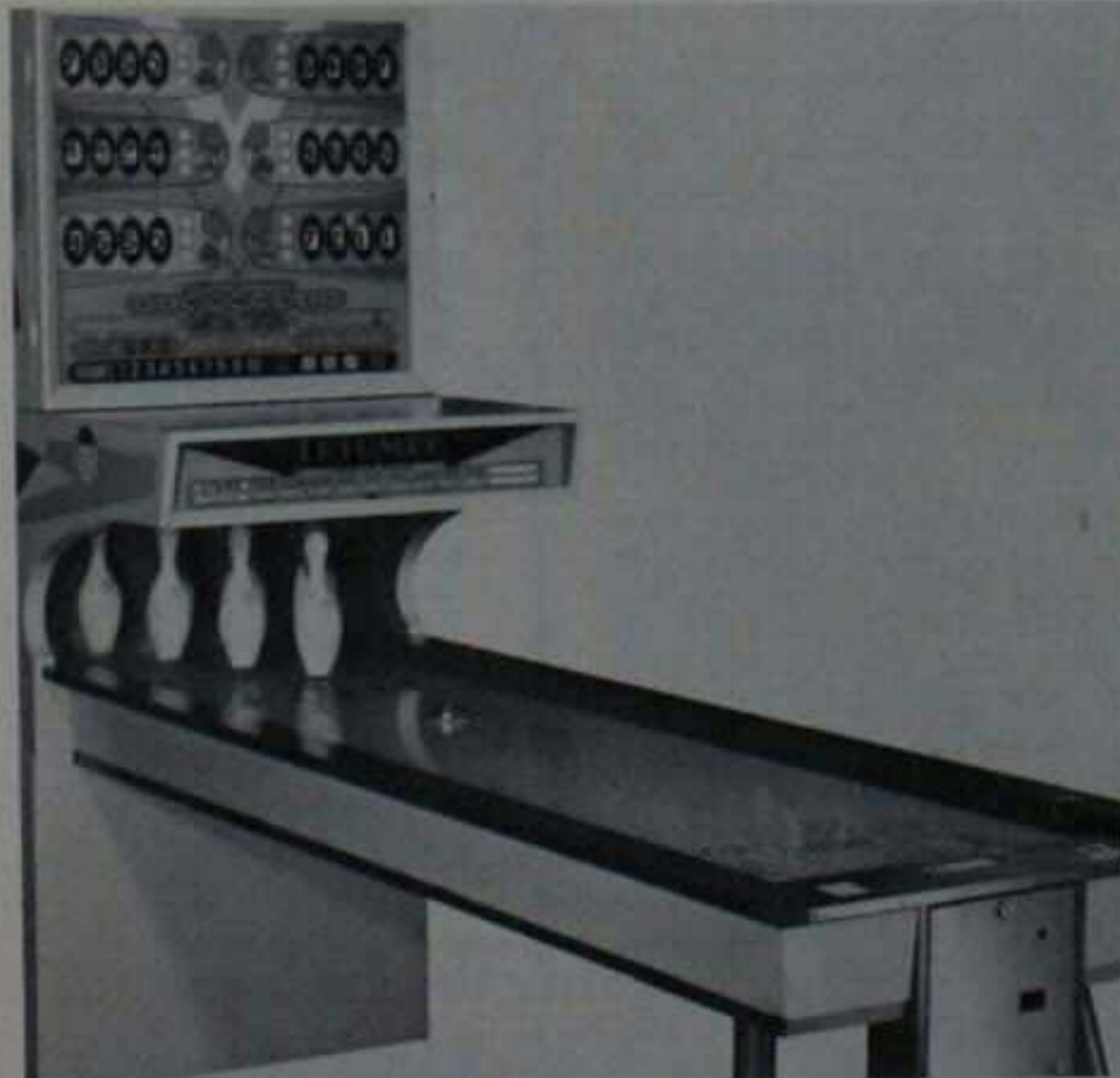
The firm's introduction of its newest puck bowler, "Triumph," followed closely the marketing of a new ball bowler and a pop-up novelty game.

In announcing "Triumph's" debut last week, director of sales Mort Secore described the six-player game as having "contemporary high-style cabinetry and color compliment to blend with any location decor."

He also emphasized the enlargement of the playfield to "enhance its player appeal."

The pin and backglass areas are lighted with fluorescent lamps and the brightest new play feature, Secore explained, is the "flash bonus game," played in the eleventh frame. It works thus: The player times his bonus shot to arrest the backglass score at the highest figure. If the bonus shot is a strike, the player is awarded full value of the bonus score. A spare nets him half value.

Another new twist is the "red pin" which lights in frames



Chicago Coin's Triumph

three, six and nine, adding 500 extra points to the score if the player scores a strike.

At the player's option, he

may select regulation play, "step-up" scoring, "flash-o-matic" or "dual flash-o-matic" play, Secore said.

## Seek to Unify Coin Trade Laws

By **OMER ANDERSON**

**VIENNA**—Efforts are being made by European coin machine leaders to unify the world industry, beginning with Europe and the United States.

The aim is to break down barriers to free trade among the various national industries, and to place the coin machine trade on literally a global basis.

It would have transcendent importance for the manufacturing industries of the United States and West Germany, the world's two strongest industries.

### Outgrowth of Vienna

The movement is the outgrowth of the first annual International Congress of the Coin Machine Trade (Incomat) in Vienna. The sponsor was the Union of the Austrian Coin Machine Trade.

Dr. Rudolf Rampf, general manager of the Austrian trade group and organizer of the congress, said that its goal is "a united world trade—a unified global trade with the same basic organization and legal framework in India and Germany, in Scandinavia and Africa, in Japan and America."

What Dr. Rampf hopes to

accomplish is suggested by the list of countries represented at the Vienna congress—Austria, Belgium, Britain, Denmark, Finland, France, Germany, Holland, Spain, Switzerland and the United States.

### Most Important

"For the world coin machine trade," said Dr. Rampf, "the 1965 'Congress of Vienna'—coin machine version—is potentially the most important such international gathering ever held."

"We assembled not to sell one another equipment primarily but to achieve a strong international union of national trade groups. In unity there is strength—that was the slogan of the congress in Vienna."

It is the conviction of Dr. Rampf—and shared by participants in the Vienna congress—that the world trade is hobbled by antiquated and benighted legislation. Dr. Rampf offers as "Exhibit A" his own country—Austria.

### Uniform Conditions

"It should be possible," Dr. Rampf said, "for American and German coin machine manufacturers to sell equipment in Austria, in Scandinavia, in Latin

*(Continued on page 34)*





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# Whimsy, Build-Up Bonus Billed on Bally Two-Play

CHICAGO—"An old favorite feature is revived in an exciting new style," declared Bally Manufacturing Company president Bill O'Donnell in introducing the firm's newest two-player flipper game last week.

The new product is "Bus Stop." The feature alluded to by O'Donnell is the incorporation of two "bonus charts" on the playfield, graduated from 10 to 300 points. The red or the yellow chart climbs 10 points

whenever the respective red and yellow (two for each chart) mushroom targets are struck. These targets are openly exposed to skillful flipper play, thus inciting chart action.

"The bonus charts are a great repeat play stimulator," O'Donnell explained, "because they remain lighted from game to game until rewarded to the player manipulating a ball into the bonus hole."

O'Donnell also pointed out another new feature on "Bus



Bally's Bus Stop

Stop," i.e., the fact that the product's two bottom rollovers score special when lighted. "This feature," O'Donnell said, "insures last ball suspense to the bottom of the board."

The playfield and lightbox picture comical characters in a bus stop setting.

# More Jukes In Memphis

MEMPHIS—There were 758 phonograph machines licensed in Memphis at Dec. 31, 1964, an increase of 20 over the previous year, Sloan O. Craig, collector of licenses and privileges, reported.

Tax on each machine is \$10 each for city, county, State and federal, a total of \$40; plus a 25-cent city clerk's fee, 50-cent county fee, 50-cent State fee.

The fee applies to one license or any number of licenses if they are purchased at the same time. Most operators buy their licenses in January for the entire year, which takes a big hunk of cash out of their operating capital.

# LOSER SHOOTS BOWLING GAME

AKRON—Police are searching for a poor loser who drew a revolver and fired five rounds of ammunition into the scoreboard of a bowling game at the High Life Cafe here after bowling to a friend in three straight games. The pair fled as the patrons dived under their tables.

## Recent STEREO RELEASES for Music Operators

### SEEBURG LITTLE LP'S

#### Pop Vocal

- The Rolling Stones—762—12X5.....London**  
 Around and Around . . . 2120 South Michigan Avenue . . .  
 Confessin' the Blues . . . Time Is on My Side . . . Grown Up  
 Wrong . . . It's All Over Now
- Lesley Gore—772—Girl Talk.....Mercury**  
 Look of Love . . . Live and Learn . . . You've Come Back . . .  
 Maybe I Know . . . I Died Inside . . . Wonder Boy

#### Pop Instrumental

- Earl Grant—759—Just One More Time.....Decca**  
 Lean Baby . . . I Get It Bad . . . Night Train . . . Tuxedo  
 Junction . . . Then You'll Know . . . Just One More Time

#### Country & Western

- Roy Drusky—771—Yesterday's Gone.....Mercury**  
 Yesterday's Gone . . . It Was Fun While It Lasted . . . End of  
 the World . . . Yesterday . . . Our Last Night Together . . .  
 A Legend in My Time

#### "Artist of the Week"

- Trini Lopez—Trini Lopez at PJ's.....Reprise**  
 America . . . Bye, Bye Blackbird . . . If I Had a Hammer . . .  
 Unchain My Heart . . . This Land Is Your Land . . . Granada  
 . . . La Bamba . . . Cielito Lindo . . . Gotta Travel On—Volare  
 . . . What'd I Say

## Seek to Unify Trade Laws

• *Continued from page 32*

America — anywhere — under roughly similar conditions.

"But in practice it is not even possible for the trade to operate under uniform conditions in the single country of Austria. For example, it is legal to operate pinball machines and soccer and billiard games and rifle ranges in the Austrian provinces—but not in Vienna, where amusement machines can only be sited in amusement parks.

"That is why the approach to unification of the world coin machine trade must begin with legislation—with the harmonizing of the various national statutes regulating the trade.

**Harmonize Legislation**

"Legislation can be harmonized, in turn, only if the world trade thinks in the same general terms and shares the same general conceptions."

Dr. Rampf is now working with around 100 participants in the Vienna congress to establish a central agency to serve as a clearing house for international trade problems. This agency would function as a liaison bureau among the various national trade organizations

as a first step toward founding an international trade organization.

Aside from harmonizing conflicting national legislation—pinballs, for example, are permitted in some European countries but outlawed in others—international trade unity, Dr. Rampf, says, must foster and promote common trade concepts.

**Prime Example**

The prime example in this respect is the diverse pattern of coin machine operation in Europe: In West Germany, the trade functions similar to that in the U. S.; in Belgium, nearly all phonographs are location-owned; in Switzerland, the operator is generally a businessman with major interests outside the coin machine field who entrusts actual operation to others; in Austria, coin machine operation is a part-time sideline.

It is the consensus of international trade leaders attending the Vienna meeting that the U. S. and West German pattern of operator ownership is the only sound blueprint for the unification of the world trade at the operating level.

## Atlas Music Company Is Named Chicago Coin Outlet

CHICAGO — Appointment of Atlas Music Company as Illinois-Iowa distributor for the Chicago Coin Division of Chicago Dynamic Industries has been announced by Mort Secore, director of sales for the manufacturer.

The Chicago distributorship, which marked its 30th anniversary last summer, is the regional outlet for the Rowe-AMI phonograph and vending equipment line.

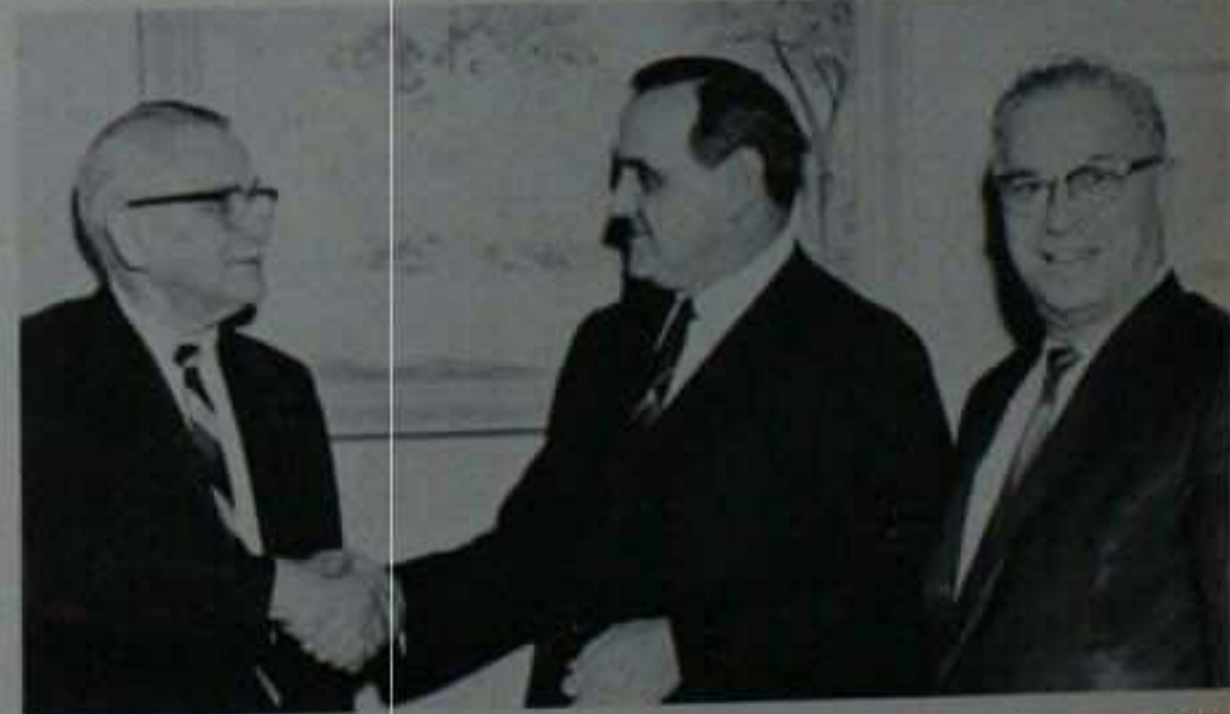
The current Chicago Coin product line consists of the "Mustang" two-player pin game, "Pop-Up" novelty game and

the recently introduced six-player bowler, "Tournament" and shuffle bowler "Triumph."

Commented Atlas president Eddie Ginsburg on the appointment: "The Chicago Coin line is an excellent game line, and our experienced staff will do a good job with it."

"We're looking forward to a mutually prosperous affiliation with Atlas," declared Secore. "The firm has a record for aggressiveness and experience."

Atlas representatives for Iowa are Bill Phillips and Chuck Harper. Joe Kline, Sam Kolber and Stanley Levin will handle the new line in Illinois.



PRESIDENT SAM WOLBERG of Chicago Coin (left) welcomes Eddie Ginsburg, president of Atlas Music Company, to the manufacturer's distributor chain under approving eye of Mort Secore, Chicago Coin's director of sales.



STANLEY LEVIN (center), Atlas' games division head, talks 1965 sales plans with Chicago Coin's Mort Secore and Ralph Wyckoff (right).

# New Gottlieb Game Features Comedy, Multi-Bumper Tally

CHICAGO—D. Gottlieb and Company's initial amusement game entry for 1965 is a three-five ball flipper game with two new features described by the manufacturer as "multi-bumper scoring" and "comical light box animation."

The product is called "Sky-line," and playfield and light box artwork carry out a pent-house restaurant motif.

The multi-bumper innovation permits scoring of 12 different numbers around the center bumper, with ball action stimulated by five periphery bumpers spaced equally around the center bumper. If all 12 numbers are scored, random rollovers are lighted for special scoring.

The attention-getter and play stimulator in the light box is an elevator floor indicator which keeps a total of the number of advances scored and a pair of elevator doors which open to reveal a comic scene at the scoring of each advance.

The new product also features the Gottlieb checkerboard cabinet, stainless steel trim, "jewel posts" and match play.



Gottlieb's Skyline

# Seeburg Votes 50 Per Cent Dividend Hike

CHICAGO—The Seeburg Corporation increased its common stock quarterly dividend from 10 to 15 cents, indicating a climb in the annual rate from 40 to 60 cents. The first dividend at the new rate is payable January 20 to stockholders of record December 31, 1964.

Seeburg indicated that while its audit of results for the fiscal year ended last October is not complete, preliminary information indicates that earnings are up sufficiently to warrant an increase in the dividend rate. Profit a year ago was \$2,484,483, or \$1.31 a share, on sales of \$54,584,306. Both figures are record highs for the company.

## DETROIT

Everett E. DeWitt is letting his phonograph route dwindle in order to specialize in games, because "The two types cannot be successfully operated without two different servicemen trained in different skills." . . . One of the few local businesses to specialize in hotel radio operation, C and J Music Company, is now located on Frederick Street in a hotel owned by James Dunbar, one of the partners. Arthur (Chick) Middlebrooks is the other half.

Harris Gaylord, national distributor for the new Gaylord Basketball Machine, a real coin machine veteran, is spending the holidays in Florida. He'll then go to Los Angeles for two months. **H. F. REVES**

# Nat'l Rejec. Names Pair

ST. LOUIS — National Rejectors, Inc., has named Robert T. Duffey director of engineering, and Edward A. Feldmann as product manager.

The announcement was made by company executive vice-president Frank L. Tupper.

Duffey previously worked for Reflectone Electronics Division of Universal Match Corporation. Feldmann was formerly with the Seeburg Corporation.

# Standard Eng. Introduces 'Copter Game

HAWTHORNE, Calif. — Standard Engineering Corporation here has in production a coin-operated "Helicopter Trainer" which affords the player the visual and operational illusions of whirlybird flight.

For 10 cents the player gets one and a half minutes at the realistic controls while standing before a miniature, animated copter take-off scene.

The stainless steel cabinet weighs 150 pounds and measures six feet high, three feet wide and four feet deep.

Offered with a one-year parts guarantee, the product is priced at \$495, f.o.b. from Omaha.

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# ATLAS MUSIC COMPANY

Proudly Announce Their Appointment as Exclusive Distributors for CHICAGO COIN MACHINE DIV. OF CHICAGO DYNAMIC INDUSTRIES

in

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## TRIUMPH

6 PLAYER PUCK BOWLER

## ★ TOURNAMENT

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## ★ MUSTANG

2 PLAYER PIN GAME



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Eddie Ginsburg



# ATLAS MUSIC COMPANY

Established 1934

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HAROLD LIEBERMAN  
"... the direction is up."



AL DENVER  
"... watch the Legislature."



HAROLD SCHWARTZ  
"... we're very optimistic."



HYMIE ZORINSKY  
"... we're enlarging our staff."



HARRY SNODGRASS  
"... an average year."

# Major Market Forecast

Continued from page 32  
dustry, and a healthy national economy almost ensures a robust local situation. This was reflected in the 1965 forecast of Hymie Zorinsky, H. Z. Vending Sales Company.

## MUSIC

"It will continue to grow here

under the impetus of improved equipment and business methods. Expecting this, we're enlarging our sales staff."

## GAMES

"There's a bit of a problem here with used games—operators finding a low price for used games. The drying up of

the European market is blamed for this. As a result, operators aren't trading as often. This could hurt both the operator and distributor."

## VENDING

"More operators will diversify this year, and all who do will add stability to their business."

## MINNEAPOLIS

The economic pattern here is a curious one. It seldom reflects booms or recessions in other parts of the country. In recent years it has become increasingly geared to the space-age electronics industry.

Urban renewal had some detrimental impact upon the music and game operator two years ago, but that has levelled off now, reports Harold Lieberman, Lieberman Music Company.

## MUSIC

"Steady business improvement from operator and distributor aspects, largely due to extended play influences."

## GAMES

"The new year should see games operation here hold steady, unless a totally new game concept is introduced."

## VENDING

"Up is the only direction for vending in Minneapolis during 1965. More operators will diversify into this field."

## CHICAGO

In the absence of a steel strike or any other unforeseen economic traumas, this city should experience another 1964, or perhaps better. Business leaders allow it'll be possible to make a buck in '65 but with a little more work and wisdom than last year.

## MUSIC

Said Joe Robbins, Empire Coin Machine Exchange: "I don't look for any surprises in this area. The operator and distributor with the most astute business practices and finest service will rise to the top, snaring his share of the business."

## GAMES

"We're optimistic at World-wide Distributors," said Harold Schwartz. "I look for a good year, a year of innovations in the games field, particularly if concerted effort is made to rectify the amusement machine image."

Chicago's "bagatelle" law prohibits operation of games with balls which drop into holes.

## VENDING

A stabilizing pattern could emerge in 1965 in this area. Extensive diversification is a reality and it will continue, but operators are confronted with the problem of finding locations not already serviced by the large vending chains.

## KANSAS CITY

The city's annexation of several new subdivisions has opened up operating potential lost to many coin machine businessmen through recent urban renewal programs. Local business leaders are predicting a banner trade year, but city fathers are talking of moving the municipal airport 10 miles outside the city, an action that would be costly to many local operators.

Successful operator Charles Bengimina, B and G Amusement Company, predicted business improvement in 1965 but at the same time complained of increasing operating costs.

"Equipment costs are very high," he declared, "because it seems the manufacturers are in a features race. And every new feature added, whether functional or not, seems to increase the cost \$50 to \$100."

## NEW YORK

The pinch of urban renewal location loss—acute in recent years—should be felt little here this coming year. Most major programs for downtown redevelopment are well along.

The economic climate is solid, supported by happy words from Wall Street.

Coin machine businessmen, however, are watching the legislative front.

## MUSIC

"The State is considering levying a \$25 phonograph tax in addition to the identical sum presently collected by the city of New York," reported Al Denver, Lincoln Vending Corporation.

## GAMES

"Although there are new innovations needed in this area," declared Al Simon, Albert Simon, Inc., "I look for a better games year than last."

## VENDING

"The steady upswing here in recent years should level off during 1965," predicted Simon.

## BALTIMORE

Cutbacks in government defense spending have not hit the Baltimore area to any significant degree. The 1965 business prognostication is optimistic.

## MUSIC

"There will be undoubtedly a steady increase this coming year," stated Nathan Solow, Eastern Distributors. "This is a progressive region and is taking well to extended play programming."

## VENDING

"Diversification is in its infancy in the area and spells profits for both distributor and operator."

## ORLANDO, FLA.

Riding the crest of the great Central Florida boom resulting from space exploration billions pouring into Cape Kennedy, this area had a banner year in 1964 and expects no slow-down. The outlook is unlimited.

The government did close down Orlando Air Force Base

but will soon reopen it as a Naval base.

Ron Rood, whose Southern Music Distributing Company is just 50 miles from the Cape, has the typical area opinion about business prospects.

"The stars are the limit for the operator in Central Florida," he exclaimed.

## Smith-Regal Clicks With Heat-Shrink Pak

CHARLOTTE, N. C.—At the recent convention of the Southeastern Bulk Vendors' Association visiting operators were given a demonstration of a new plastic shrink process used by Lee Smith and Jack Thompson of Smith-Regal in dressing up and protecting charm display fronts.

The electric-heater device, accommodating four styrofoam fronts at a time, shrinks the plastic film around the charms (even those with hair and fur), leaving them permanently upright and glistening.

According to Smith, the fronts are much more durable in the field after the heat-shrink process firms all the charms in place.

**Williams**  
SINGLE PLAYER 3-or-5 BALL OPTIONAL

# ZIG-ZAG

MULTI-COLORED BALLS KICK UP ON RACK IN LIGHTBOX

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### PIN GAMES RECONDITIONED

Aloha	\$340	Miss Annabelle	\$345	Wagon Train	\$195
Altas	185	Oklahoma	345	Whirl Wind	175
Bonanza	435	Picnic	145	Bobo	165
Brite Star	120	Preview	395	Beat-the-Clock	325
Captain Kidd	275	Queen of Diamonds	175	Darts	145
Cover Girl	195	Rack-a-Ball	225	Siesta	195
Crista Cross	365	Racetime	195	Highway	150
Double Action	125	Rocket Ship	145	Jolly Joker, AB	225
Egg Head	195	Royal Flush	125	King Pin	250
Flying Chariots	250	Scoreboard	125	Kismet	225
Gauche	450	Seven Seas	245	Music Man	275
GI-GI	295	Shipmates	475	Naps	275
Lancer	295	Siffin' Pretty	150	Piccadilly	150
Lighting Ball	340	Slick Chick	150	Spot Pool	140
Mademoiselle	175	Square Head, AB	325	Space Ship	225
		Sun Set	385	Ten Spot	185
		Sun Shine	150	Trade Winds	275
		Spot-a-Card	185	Turf Champ	165
		Straight Flush	135	Viking	250
		Sweet Sioux	265	Three Coins	250
		Swing Along	395	Golden Gloves	145
		Sweethearts	375	Rocket	125
		Texas	375	Arrow Head	495
		Tropic Isle	285	Colorama	375
		Universe	175	Star Jet	375



M. S. GISSER  
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Wms. Titan Gun	165
Wms. Hercules Gun	125
Seeburg 201	395
Seeburg 222	495
Seeburg B	75
Seeburg C	95
AMI Continental 1,	
200 sel.	395
AMI H200	225
AMI XJB, 100	455
Wurlitzer 2000	145
Wurlitzer 2200	295
Wurlitzer 2204	275
8 Col. Stoner Candy	80

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# Luppino & Breither Named by Seeburg



LUPPINO



BREITHER

CHICAGO—Named to top-level posts with the Seeburg Corporation last week were Frank Luppino, former managing editor of The Billboard, and Robert H. Breither, Seeburg's longtime vending division sales manager.

Luppino was named to the newly created post of advertising and sales promotion manager; Breither was named vice-president in charge of vending sales for the corporation.

Tom Herrick, Seeburg's marketing vice-president, termed Luppino's appointment part of the firm's continued program of diversification and expansion. "Luppino's experience in advertising, public and corporate relations, publicity and promotion, product distribution and international development fits his new position perfectly," Herrick said.

## 16-Year Veteran

Luppino had been with Billboard 16 years, serving as promotion director, international director and managing editor. He also was business manager of Tide, a trade publication in the advertising field, and was once associated with Davis Distributing Corporation, Syracuse.

Luppino will be involved in advertising for all company operations. He'll move his family to Chicago soon.

Breither, vending division sales manager since joining See-

# Philly Coin Leaders Hike AJA Pledges

PHILADELPHIA — Leaders of the Allied Jewish Appeal's Coin Machines Division this week gave strong support to the industry's campaign by increasing substantially their own pledges to the drive. Meeting at the Locust-Midcity Club, the session attended by a select group of industry leaders was chaired by Marvin Stein, a partner in Eastern Music Systems, Inc., Wurlitzer distributor, who is chairman of the Coin Machine Division for the 1965 Allied Jewish Appeal.

According to Ralph W. Pries, vice-president of Berlo Vending Company, who is vice-chairman of the Allied Jewish Appeal's Trade Council, the coin machines group has now set a pace that, if continued, will establish a new record of industry support for the drive. Pledge cards were assigned to some 30 coin machine industry leaders at the session following an outline of the overseas needs met by the appeal by the Rev. John Stanley Grauel, Protestant clergyman and veteran of the Israel War of Independence.

# Canteen Juke Sales Climb 15% Over '63

CHICAGO—Automatic Canteen Company of America reported a 15 per cent increase in sales over the previous year for its Rowe-AMI phonograph division, part of a general increase in sales by the parent corporation which saw the firm's income reach record highs.

In its report to shareholders, Canteen indicated that it was now the second largest producer of coin-operated phonographs in the world.

Canteen also indicated increased acceptance for its Cus-

tomatic background music system.

Patrick O'Malley, Canteen president, said the corporation's "earnings increased 20 per cent on record high sales," adding that "1964 earnings from operations actually climbed 43 per cent, if we omit the 10 cents per share non-recurring capital gain resulting from sale of our plastic operation in 1963."

For the fiscal year ended last October, Canteen's sales and operating income rose to \$269,019,937, as compared with

\$258,204,412 last year. Net earnings increased 20 per cent to \$5,113,260, compared with \$4,255,264 a year earlier. Per share earnings for 1964 amounted to 76 cents, compared with 63 cents in 1963, of which 10 cents was a non-recurring capital gain resulting from sale of the plastics operation.

Sales figures for the phonograph division were not broken down in the annual report.

O'Malley said the company's balance sheet "is the strongest in many years. Our domestic bank loans which two years ago were \$14,000,000 have been paid in full. We do not anticipate any immediate need to borrow to finance our growth from operation. We anticipate continued growth for the coming year," he said.

Bally

2 PLAYERS

BUS STOP

DOUBLE

Build-up

WITH NEW

Bonus

2

SPECIAL

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AUTOMATIC BALL-RETURN  
E-Z LATCH PLAYFIELD PANEL  
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PHILADELPHIA'S COIN MACHINE LEADERS meet to plan the city's Allied Jewish Appeal annual dinner February 16 at the Warwick Hotel to honor Marvin Stein (center, front), division chairman. Stein, a partner in Eastern Music Systems, is seated between Joseph Silverman, executive secretary of the Amusement Machines Association of Greater Philadelphia, co-sponsor of the annual dinner, and David Rosen. Standing: Robert Marvel, Eastern Music; William Moore, Broad Street Trust; Albert Rodstein, Macke Vending; Ralph Pries, Berlo Vending; Joseph Ash, Active Amusement Machines.

## Philly's Dave Rosen To Receive 2d Honor

PHILADELPHIA — David Rosen, large coin machine and record distributor here, is about to receive a second major civic honor for his good work on behalf of the community.

A testimonial dinner is being staged Jan. 11 honoring Rosen on the completion of his term as chief barker of the Philadelphia Variety Club's Tent 13, a local philanthropic group.

Last November Rosen was feted for his work in raising funds for the State of Israel bond movement. Rosen had been chairman of the drive's coin machine division.

Among the dignitaries attending the January dinner will be James Carreras, London, International chief barker of the Variety Clubs International.

Under Rosen's leadership, the Philadelphia Variety Club reached new heights in charitable work. Among his works were the construction of the first Sunshine Coach, a specially constructed bus to provide transportation for crippled children, and the building of the Ellis A. Gimbel amphitheater to provide an outdoor amusement center for handicapped children.

## Coming Soon:

- Jan. 11 — Milwaukee Phonograph Operator Association meeting, Ambassador Hotel, 8 p.m., Milwaukee, Wis.
- Jan. 11—Omaha Coin Machine Operators Association, meeting, Omaha, Neb.
- Jan. 19—Associated Buyers Club meeting, Chef Alberto's Restaurant, 3001 Peterson Avenue, Chicago, Ill., 7 p.m.
- Jan. 23-24—Illinois Coin Machine Association banquet and meeting, Leland Hotel, 7 p.m., Sat., 1 p.m. Sun., Springfield, Ill.
- Jan. 28—Chicago Recorded Music Association meeting, Water Tower Inn, 6:30 p.m.
- Feb. 16—Coin Machine Division of Philadelphia Allied Jewish Appeal annual dinner, Warwick Hotel, Philadelphia, Pa.
- Feb. 21—North Carolina Coin Operators Association meeting, Charlotte, N. C.

# Chicago Welcomes Seeburg's 'Theque

THE HURLY-BURLY WINDY CITY got its first look at Seeburg's Discotheque with some 450 youngsters—all over 21—crowding into the popular South Side Brainerd Club for an evening of fun. The club has always had a juke box in its front lounge, but has now installed the Seeburg Discotheque package in a large room up to now used only for special parties. The club plans to run young-people dances six days a week.



ED BERCIER, Brainerd Club co-owner, a pretty dancer, and Nate Feinstein, World Wide head, cock an ear to the discotheque music. Looking on are Joe Filetti, head of Blackstone Music, which made the installation; Tom Higdon, Seeburg executive, and Harold Schwartz, World Wide's music sales manager.



COUPLES DANCE as discotheque plays. Note the Seeburg posters in the background. Table decorations and fluorescent lights were also used.



THE BEAUTY of discotheque is music for everyone—here the youngsters dance the popular "Gorilla."



AND HERE a slower selection for the more romantic.

BILLBOARD, January 9, 1965

**NEW MUSTANG PIN GAME**  
 BY **chicago coin**  
 DIVISION OF CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

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# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

### POP SPOTLIGHT

#### THE BEST OF PETER NERO

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

The "Best of Peter Nero" is difficult to confine to one LP. However, this package represents selections taken from his numerous best selling albums and adds up to one powerhouse of musical entertainment and enjoyment. His outstanding arrangements and performances are heard on such greats as "Moon River," "Maria," "On Green Dolphin Street," "I've Grown Accustomed to Her Face" and "It's Alright With Me."

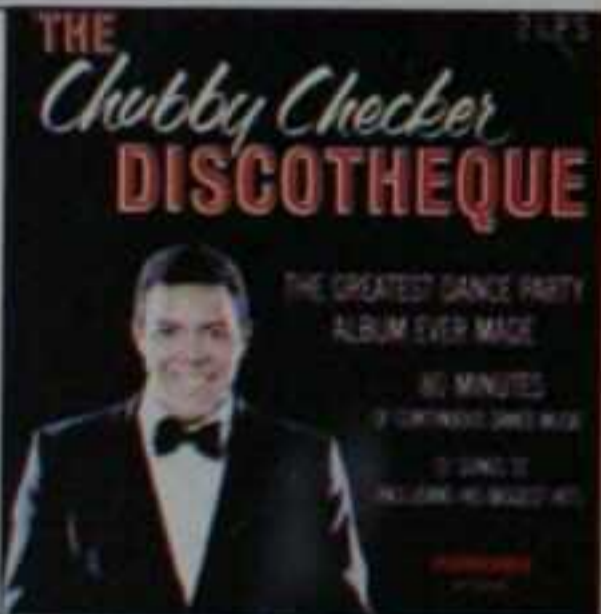


### POP SPOTLIGHT

#### THE CHUBBY CHECKER DISCOTHEQUE

Parkway P 7045 (M)

The adults should take to this with the same relish as the younger set. The two-LP set of 32 songs is a natural for parties. Guests can flip their hips to no fewer than 24 different current pop dances as Chubby wails away on the vocals.



### POP SPOTLIGHT

#### THE BEST OF AL HIRT

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

Another in the "Best Of" series offered by RCA. The single and album hits of the one-man trumpet section are all included here. "Cotton Candy," "Java," "Sugar Lips" are featured along with nine other top selections all in the Al Hirt Dixieland or sweet horn style.



### POP SPOTLIGHT

#### FRANKIE RANDALL SINGS AND SWINGS

RCA Victor LPM 2967 (M); LSP 2967 (S)

Impressive album debut by the talented New Jersey singer-pianist. Obvious is his ability and versatility in swinging "My Kind of Town," "I Believe in You" and "One Morning in May," or telling the sensitive stories of "When the World Was Young" and "Once in a Lifetime." Top-notch arrangements by Marty Paich. Clever new approaches to "Our Waltz" and "Mimi." With deserved exposure this package and Randall should hit at the retailers.

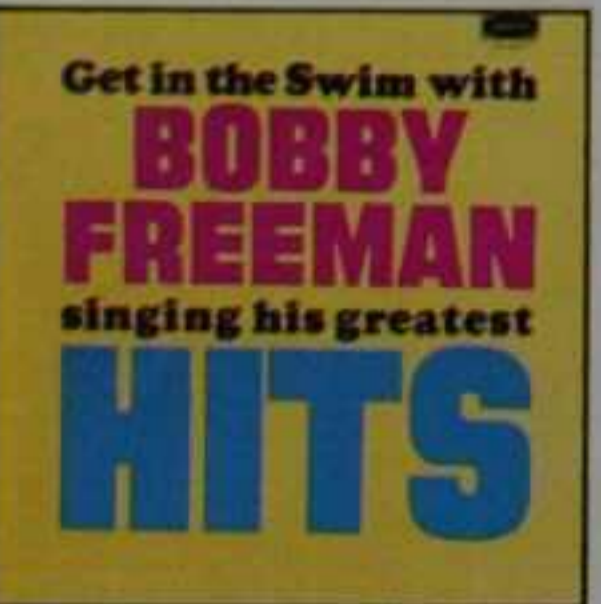


### POP SPOTLIGHT

#### GET IN THE SWIM WITH BOBBY FREEMAN

Josie JOZ 4007 (M)

Currently riding high on the charts via the Autumn label, this is a package of Bobby's earlier hits. Included are his first hit, "Do You Wanna Dance" plus "Betty Lou Got a New Pair of Shoes" and "Need Your Love" all of which he composed. On the strength of Bobby's current popularity this should hit the charts in short order.



### POP SPOTLIGHT

#### GOLDFINGER AND OTHER GREAT MOVIE THEMES

Jack LaForge. Regina RS 319 (S)

LaForge's interpretation of the hot Goldfinger theme is rapidly heading for the singles chart. Backed by lush strings, Jack takes the listener on a musical trip of film greats via his outstanding piano stylings. Unbeatable listening, dancing and programming fare.



## ALBUM REVIEW POLICY

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

## 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.

#### THE ED AMES ALBUM . . .

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

#### HAWAII TATTOO . . .

Waikiki, Kapp KL 1366 (M); KS 3366 (S)

#### LONG SHIPS . . .

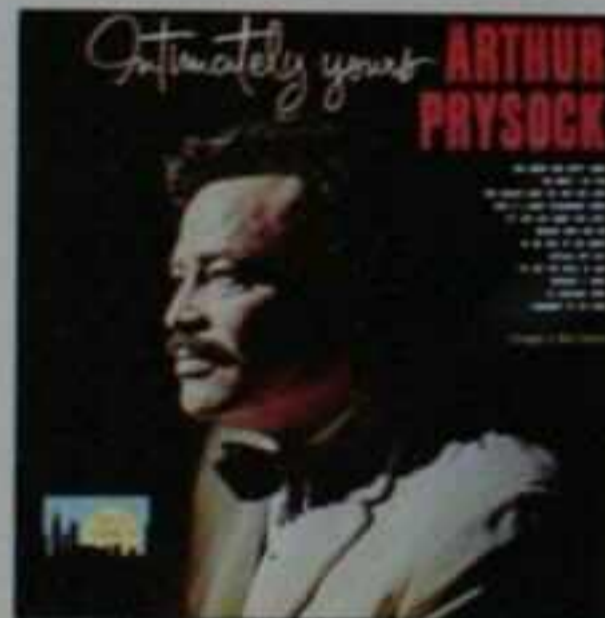
Soundtrack, Colpix CP 517 (M); SCP 517 (S)

#### BLUE MIDNIGHT . . .

Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)

#### INTIMATELY YOURS . . .

Arthur Prysock, Old Town LP 2008 (M); (No Stereo)



### POP SPOTLIGHT

#### INTIMATELY YOURS

Arthur Prysock. Old Town LP 2008 (M)

Prysock is a singer with professional poise, a golden voice and a distinctive style that has projected his albums time after time onto the chart. His interpretations of such romantic ballads as "Willow Weep for Me," "The More I See You," "Without a Song" is unbeaten for sheer warmth and projected feeling.

### SPOKEN WORD SPECIAL MERIT

#### SPOON RIVER ANTHOLOGY

Julie Harris. Coedmon TC 11525 (S)

The poems that make up Edgar Lee Masters' "Spoon River Anthology" have their heart in the Midwest, so this recording is especially pertinent in that all the readers except for Julie Harris were rounded up from among the citizenship of Milwaukee. They read with unusual authority, making the record quite effective.

## 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

#### LUAU AT WAIKIKI

Harold Hakuole & The Villagers. RCA Victor LPM 2885 (M)

Ray Kinney is host of a musical luau recorded live in Hawaii at the Hilton Hawaiian Village. De luxe packaging, added to the music and singing, makes this an album that is new and exciting in its presentation. Listening to this is the next best thing to taking a jet to the Islands.

### SACRED SPECIAL MERIT

#### YOU'LL NEVER WALK ALONE

Solomon King. RCA Victor LPM 2985 (M); LSP 2985 (S)

Solomon King has been called "The Golden Voice of the Gospel." He deserves the title. With majesty, yet serenity, he sings gospel favorites like "It Is No Secret" and "I Believe" with sincerity that will make this album a standard for dealers' shelves.

### POP SPECIAL MERIT

#### THREE SHADES OF BROWN

The Browns, featuring Jim Edward Brown. RCA Victor 2987 (M); LSP 2987 (S)

Top pop country-flavored renditions of favorites like "High Noon," "Revenge," "The Bandit" and "Wabash Blues." Chet Atkins' magic touch is added in this production which will be garnering plenty of sales and airplay.

### POP SPECIAL MERIT

#### ABC TV SHINDIG!

Various Artists. ABC-Paramount ABC 504 (M); ABCS 504 (S)

There's an amalgum of various performers here: Tommy Roe, Fats Domino, the Tams, Steve Alaimo, the Sapphires, the Spats, the Gauchos with Jim Duval and the Shindiggers. There's enough name value and musical excitement here to interest the kids. It's up-tempo all the way, and despite the fact that no hit tunes are represented, the sounds are what the kids want to hear.

### POP SPECIAL MERIT

#### SELECTIONS FROM "MY FAIR LADY"

Various Artists. MGM E 4280 (M); SE 4280 (S)

A package of several top performers lending their individual style to the history-making musical score. Standouts are a saucy reading of "Wouldn't It Be Lovely" by Fran Jeffries, and the one and only Maurice Chevalier doing "Get Me to the Church" and "With a Little Bit of Luck." Also heard are Mel Tormé, Oscar Peterson, Melachrino Strings, Ornadel and the Starlight Symphony and Robert Sebastian.

### COUNTRY & WESTERN SPECIAL MERIT

#### COUNTRY MUSIC WHO'S WHO

Various Artists. Starday SLP 304 (M)

Unique package featuring 14 recordings by c&w stars plus a picture scrapbook containing 200 photos and bio-sketches. Original Starday vault masters in this LP include Johnny Cash's first hit, "Folsom Prison Blues," "Poor Little John" by Roger Miller, "Uh Uh No" by George Jones and "House Down the Block" by Buck Owens.

## 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-stop and rack jobbers handling that category.

### COUNTRY

WILF CARTER (MONTANA SLIM)  
Starday SLP 300 (M)

### FOLK

ODE TO THE LITTLE BROWN  
SHACK OUT BACK  
Billy Edd Wheeler  
Kapp KL 1425 (M)

### GOSPEL

GOD'S LOVE SUSTAINS ME  
Sam Allen  
Word W-3314-LP (M)

## THREE-STAR ALBUMS

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

### FOLK

GOD MADE THE BLUES  
Rev. Anthony Campbell, Calvin Morris & Hank Davis. Folk FLP 5002 (M)

### GOSPEL

BESIDE STILL WATERS  
Wills Family. Sword & Shield LPM 1009 (M)