

# Billboard

The International Music-Record Newsweekly

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

## Cover War Raging—With Share-the-Wealth Twist

By TOM NOONAN

NEW YORK—The phenomenon of the cover record is again a powerful factor in the record sweepstakes. But this time there is a difference. Many of the cover disks are making it—that is, sharing the loot along with the big version.

In an earlier era, one version would generally step up and the others would drop out of the race. Not now. Here are some examples indicating that as many as three versions of one tune are making the "Hot 100" and sharing heavily in airplay and sales.

"Red Roses for a Blue Lady," the Mills Music copyright, is getting tremendous action via three recorded performances. Topper in the "Hot 100" this week is Bert Kaempfert on Decca, at No. 18. The big vocal version is Vic Dana's on Dolton, at No. 46. Coming up is Wayne Newton's Capitol disk at No. 76.

All three are Star Performers on the chart.

This oddity — of three versions making the chart and sharing the take—was again illustrated recently by "Dear Heart," the Northridge-Witmark copyright written by

Henry Mancini. The big versions of this were Andy Williams on Columbia and Jack Jones on Kapp. Mancini also had an RCA Victor version on the "Hot 100."

### Another Battle

Another three-cornered battle centers around the Unart copyright, "Goldfinger." Again, three versions are actually on the "Hot 100." Leading the race is Shirley Bassey's version on United Artists. This disk is No. 23 on the "Hot 100." Bill Strange on Crescendo and Jack La Forge on Regina, are respectively No. 61 and No. 97.

Here again is an actual instance of three versions on the chart. A fourth version by Jack Barry on United Artists (a case wherein UA covered itself) was on the Bubbling Chart.

Also shaping up as a big tri-cornered race is the activity centering around The Richmond Organization's "For Mama," the Charles Aznavour tune which has been a smash in Europe. Three versions of the tune this week have moved onto the Bubbling Chart. Jerry Vale on Columbia is at 121; Connie Francis' MGM version is at No. 127; Matt Monro on Liberty is 135. From all research indications at this point, all three disks are like-

ly to move onto the "Hot 100." Another contender in the "For Mama" sweepstakes is Vic Damone's etching on Warner Bros. Incidentally, Happy Goday, TRO general professional manager, did not give an exclusive on  
*(Continued on page 10)*



BOBBY VINTON, Epic Records' sensational vocalist, has developed into one of the most consistent sellers of all time. Commencing with "Roses Are Red" in 1962, Bobby has always been on the best-selling lists with singles and albums. (Advertisement)

## Bill Hits Transshipping

By MILDRED HALL

WASHINGTON—A bill to permit exclusive territorial franchising in certain cases of records or other product was introduced into the House last week by Rep. Byron Rogers (D., Colo.). The bill would amend the Federal Trade Commission Act to take certain territorial arrangements between supplier and buyer out of the "unfair methods of competition" category.

The exclusive territorial franchise would be allowed when the products involved are in "free and open competition with products of like grade and quality" produced by other suppliers. Also, the contract could not prevent the buyer from dealing in other product in the territory.

Another condition would require the buyer to be in "free and open" competition with other sellers of similar product within that territory.

### Answer to Problem

This type of law would be a direct answer to the big problem of transshipping and "dumping" of records, in which product is dumped at slashed prices in another territory. It is often done by the distributor to maintain buying "quotas" set by the manufacturer. During the for-

mation of the FTC's Trade Guide rules for the record industry, there was heavy complaint about the practice.

Present antitrust laws frown on any "exclusive dealings" via territorial assignments. Commission laws can be invoked only when a practice constitutes a threat to competition or involves discriminatory pricing.

ARMADA attorney Earl Kintner, former chairman of the FTC, pointed out ways of get-  
*(Continued on page 10)*

## 400 at Funeral Services for Cole

LOS ANGELES—Some 400 friends and relatives of Nat King Cole attended funeral services at St. James Church here (Thursday) (18) in a final tribute to the artist who died of lung cancer Monday (15) at St. John's Hospital, Santa Monica. Another 3,000 persons waited outside the Episcopal church.

A caravan of limousines brought such celebrities as Jack Benny, Frank Sinatra, Jerry Lewis, Edie Adams, Gene Barry, Jose Ferrer, Rosemary Clooney, Danny Thomas, Vic Damone, Sammy Davis, Eddie (Rochester) Anderson, Frankie Laine and George Jessel to the church.

When the silver hearse pulled

up to the church, pallbearers of the bronze coffin included James Conkling, former president of Warner Bros. Records; Glenn Wallichs, chairman of the board of Capitol Records; Harold Plant, the artist's business manager, and Henry Miller, his agent.

Jack Benny, who delivered the eulogy, called Cole "a great professional who gave so much and had so much to give."

He added: "Here I stand, a man granted so many years of life, good health, a measure of contentment, delivering a eulogy for a man whose span of life was so short. Nat Cole was an institution, a tremendous  
*(Continued on page 4)*

## COLE CANCER FUND FORMED ON W. COAST

HOLLYWOOD — The Nat King Cole Cancer Fund was established here last week in memory of the singer who died Monday (15), it was disclosed by Glenn E. Wallichs, Capitol Records, Inc., board chairman and chief executive officer. The first contribution, \$10,000, was made by Capitol.

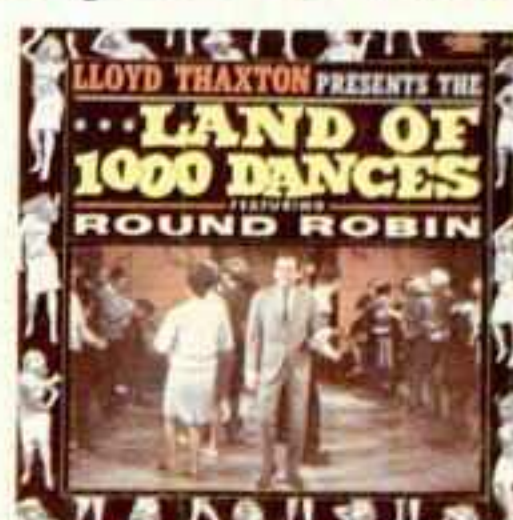
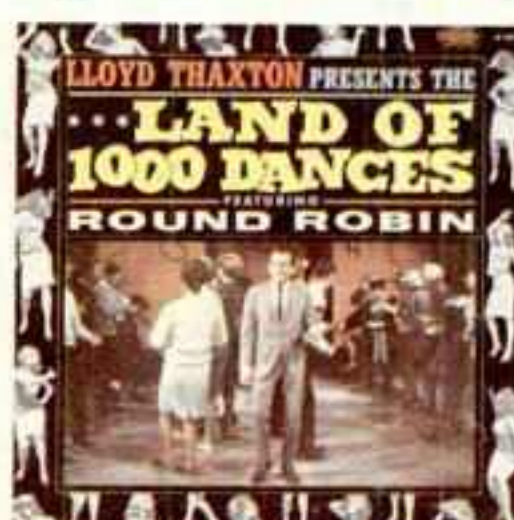
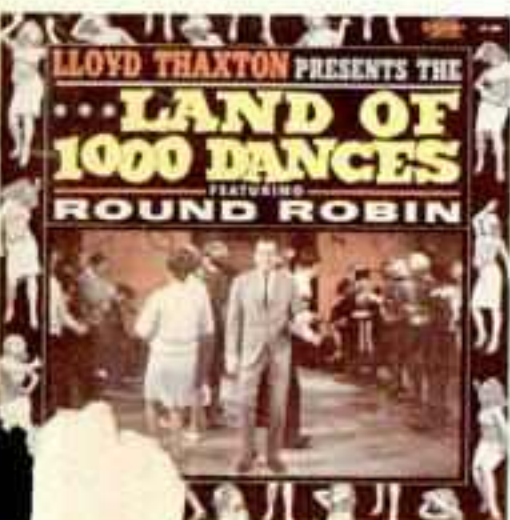
The nonprofit organization was formed by Capitol with the consent of Mrs. Maria Cole to finance cancer research. Mrs. Cole and Wallichs will serve as the fund's trustees, with others to be announced.

Donations should be sent to: The Nat King Cole Cancer Fund, c/o Capitol Records, Inc., Hollywood, Calif. 90028.



CHUCK JACKSON, Wand Records versatile performer, was recently voted "Mr. Everything," and that's the name of his new album. Chuck's busy with Falstaff Beer and National Shoes commercials, two "Tonight" shows, a number of college dates, and a tour of England next month. Chuck's next Wand single release will be entitled "I Need You." (Advertisement)

The Money Maker of the year is from—



LP 620





A  
personal  
statement...

Nat Cole is gone and I know that I should find solace in the recordings that remain. But I cannot. His records convey the wonderful voice but not the wonderful man. I thank God I knew him long and well, and in his memory I find reassurance for the future of all our lives. / Nat Cole's fame rested not on hit records or on-stage performances, but on his conduct as a human being. Certainly he set a magnificent example for his own race; but even more, he set an example for all races. He won the admiration of people throughout the world with his unique voice, his matchless demeanor, his natural grace. We must lament his sudden departure from life, but we must also revel in how well that life was lived. / It is comforting to know that the human race is still capable of producing a Nat Cole. We must be grateful for the lessons he taught: lessons of love, tolerance, work, art, dedication. It is a cliché to suggest that "we are better men for having known him." But in Nat's case, the clichés are fitting and true: great artist, musician's musician, nice guy. No artist has ever meant so much to me before; none can ever mean so much again. / I pray that Nat has found eternal rest, secure in the love of his fellow men.



*Glenn E. Wallich*

Glenn E. Wallich  
Chairman of the Board  
Capitol Records, Inc.



## Gospel's 'Big 5' Labels Dent Over-All Picture

NASHVILLE — Gospel music's so-called "big-five" record labels have definitely become a factor in the over-all national wax sales picture, according to Music City's Cecil Scaife, ramrod of the Songs of Faith Gospel Music Record Co.

Generally considered by the trade as the "big five," are Songs of Faith, Skylite, Heart Warming, Sing and Word Records. Scaife, who created the Songs of Faith label two-and-one-half years ago, said that such key distributors as Schwartz Brothers of Washington, D. C. and Southland of Atlanta are two of many currently stocking a gospel line.

Stuart Schwartz of the Schwartz outfit in Washington is quoted by Scaife as stating

earlier this month, "I want to build that (gospel) area of the business."

### Represents Progress

Scaife said this thinking represents progress for the gospel diskeries in light of the fact that few distributors, even small ones, were handling any gospel lines when Songs of Faith started.

"We feel Songs of Faith led the way in putting the gospel product in retail shops through the same distributors and utilizing the same merchandising and promotional tactics that the pop, c&w and r&b merchant was. Previously almost all gospel records, especially product of the exclusively gospel labels, were sold only at personal ap-  
(Continued on page 44)

## 'Greatest Story' Film May Start Cap. Religious Push

HOLLYWOOD — Capitol Records is discussing a push on religious music. The talks stem from the release of the film, "The Greatest Story Ever Told," plus planned TV Biblical series.

Some 35 LP's comprise the Capitol religious catalog, with Tennessee Ernie Ford heading the roster. He is represented with 13 LP's, with a 14th due April 5, "Let Me Walk With Thee."

Ford's TV special, "The Story of Christmas," aired one year ago, was released by Capitol and has been a strong seller. The program is supposed to be shown regularly during holidays for the next several years.

Pop singer Frankie Laine,

who recently joined the label after a long stint with Columbia, will have his first inspirational LP out March 1. It's called "I Believe," the title of one of his most successful Columbia singles.

A small segment of the company's religious music features Hebrew material. Bas Sheva, Hershey Kay and Jack Elliott are artists represented with Hebrew packages.

Artists working in the religious-inspirational field are the Louvin Brothers, Jo Stafford-Gordon MacRae, Roger Wagner Chorale, Ralph Carmichael, the Jordanaires, Mary Jayne, Rose Maddox, Roy Rogers and Dale Evans and Alan McGill.

## Two Coast Stations Hit by Labor Strike

LOS ANGELES — Labor unions and management at KLAC and KFVB were at loggerheads here last week, with KLAC being picketed and off

the air for 90 minutes.

Hit with a strike Tuesday (16) by the American Federation of TV and Radio Artists and the International Brotherhood of Electrical Workers was KLAC, the Metromedia outlet. Involved with AFTRA over arbitration for the return of DJ Joe Yocum was KFVB, the Crowell Collier powerhouse.

KLAC's white collar staff took over operations when picket lines were strung around the offices on Wilshire Blvd. A mobile unit was used Tuesday to air the opening music show. Both unions issued statements they were prepared for a lengthy strike. The strike evolved from failure of the station and unions to decide before the State Conciliation Service who can edit tape and operate cartridge machines. Metromedia wants its announcers to do these technical chores. AFTRA claims IBEW members handle these things.

### Strike Significant

The strike is significant because of the growing pattern of automation at major stations, where technical jobs have always been the engineer's baliwick.

The management-labor battle at KFVB came to a head when station general manager Joe Bernard wrote Claude McCue, executive secretary of the local AFTRA union, that management did not consider the departure of Joe Yocum open to arbitration. Yocum, a veteran of 23 years with the station, was

## Top-Level Changes Made at VJ

HOLLYWOOD — Vee Jay Records, which has seen stormy times in recent years, has undergone an explosive management sweep. Jay Lasker, the executive vice-president; Steve Clark, VP and head of the Tollie subsidiary, and Mark Sands, comptroller, have sold their stock in the company to founder James Bracken.

Remaining as titular president of the company is Randall Wood, who received a supporting boost from Bracken and his wife Vivian. Lasker and Sands were with the label one-and-a-

half years. Clark was with Vee Jay in Chicago five years.

The trio is now planning its own company. Lasker is in Hawaii on a short vacation before plunging into the competitive wars. His guidance was one of the main reasons for Vee Jay's financial rise in the industry.

Before moving to California one year ago, the company was beset with internal problems, marked by the departure of Ewart Abner as president.

During its early years, Vee Jay was primarily an r&b com-

pany. The recent thinking as exemplified by wide LP product, was to break into the pop market, with classical product set to debut within the next few months. Wood's recent trip to Europe was responsible for securing classical works. He and Lasker were recently at the San Remo Festival, with the buy-out occurring upon their visit to the Chicago offices.

No financial terms were released by Wood, who has been with Vee Jay five years. The president now has to fill those cooling three hot seats.

## BERNSTEIN'S VOLTTER:

## 'Standards' No Longer Standard

By PAUL ACKERMAN

NEW YORK—The changing music business is forcing an evaluation and reassessment of "standards," according to Dick Voltter, Shapiro-Bernstein president.

Voltter, who has been making a study of many copyrights in the Phonolog and other sources, notes that many tunes which the older generation

would consider standards have had no recording activity for as many as 10 years and are virtually unknown to large segments of the population.

Voltter points out that many of these so-called standards are also unfamiliar to younger a&r men and musical directors.

Harry Meyerson, Decca a&r executive, notes that the changing situation with regard to "standards" becomes increasingly complicated as a result of the spate of "golden oldies"—recorded tunes which are very often only several years old and have already acquired the patina of a standard. Examples of tunes which quickly take on the characters of a standard would be copyrights such as "San Francisco," "Fever," etc.

Contributing to this complex picture, according to Voltter, is the tremendous amount of new recorded product produced weekly and the difficulty of

getting exposure for worthy song material.

These trends all pinpoint the need for unceasing publisher activity in order to maintain a catalog, according to Voltter.

These present conditions also argue against the advisability of writers handling their own copyrights, Voltter feels. "The writers need publishers more than ever if they wish to keep alive their standards."

The growth of the one-world concept, too, has increased the complexity of the music business and is another reason why the average writer cannot hope to exploit his own standards properly. Active publishers today, Voltter opines, have tremendously increased their income from world markets. "This comes as a result of better policing, better checking and careful contractual arrangements," he concluded.

## Western Music At Peak Behind Iron Curtain

COLOGNE—German record company executives report that interest in Western music is at its peak behind the Iron Curtain.

The executive of a major German diskery returned from a tour of Communist countries ecstatic over the Western music outlook there. "I have never seen so much interest in our music," he reported, "and in the highest official circles."

In Prague, arrangements are being made for 13 concerts by Louis Armstrong, idolized by Communist youth.

In Sofia, the Bulgarian state broadcasting network has yielded to listeners' complaints and has scheduled more Western music and cut back on Communist-sponsored domestic music.

And in Gottwaldov, Czechoslovakia, the former Bata Shoe Works has introduced a new type of brogan called "the Beatles," for showing at the Leipzig spring trade fair in East Germany.

Grozdan Kruzostov, Bulgaria's deputy chief of radio and TV, went on the national radio network to acknowledge mass complaints that there was too little Western music being broadcast.

Kruzostov said the state radio network was being flooded with  
(Continued on page 16)

replaced recently by Don McKinnon. The station claims Yocum was offered another slot which he turned down.

Bernard's position is that Yocum is a "free lancer" rather than a staffer. Yocum filed with the union for arbitration shortly after being displaced in his afternoon slot. AFTRA charges Crowell Collier with discharging the deejay in violation of its contract.

## Chi Music Assn. Gaining Momentum

CHICAGO—The Music Association of Chicago packed one of Columbia Records largest studios for its second membership meeting here last Thursday (11).

Some 70 tradesters turned out, most of whom were signed

up as members before the meeting broke up, swelling the association's rolls to nearly 100.

Present were record company executives, studio engineers, publishers, writers, artists, arrangers, a&r directors, producers and musicians—all of whom qualify for membership in the publicity-minded association.

MAC President Bernie Clapper of Universal Recording Corp., briefed new members on the group's aims — boosting every phase of the record business in Chicago — and announced that the smoke being blown by MAC is already alerting New York and Los Angeles-based companies to previously overlooked cutting advantages in Chicago.

Clapper also announced that MAC is preparing a directory of all its members for circulation throughout the trade.

The association has been granted a nonprofit corporation charter in Illinois and collects dues of \$10 from individuals and \$25 from corporations. Board and membership meetings are held monthly.

### Mills Folios Out

NEW YORK — The "Mills Song Shindig," a folio for piano and organ students, has been published by Mills Music. Other Mills folios announced this week are "The Good Sound of Folk Songs" and "Ray Budzilek's Polka Party."

### DEPARTMENTS & FEATURES

Hot 100 Chart...Page 26

Top LP's Chart...Page 28

#### → Other Music Pop Charts

Breakout Singles .....44  
Breakout Albums .....30  
Hot Country Singles .....46  
Hot Country Albums .....46  
Hits of the World .....22

#### → Record Reviews

LP Reviews .....68  
Single Reviews .....24

#### → Music & Record News

Talent .....12  
Country Music .....46  
R&B Music .....45  
Religious Music .....34  
Classical Music Chart .....14  
Int'l News Reports .....16  
New Album Releases .....29

#### → Departments

Audio-Video .....48  
Radio-TV Programming .....50  
Coin Machine Operating .....54  
Bulk Vending .....52

#### Buyers & Sellers

Classified Mart .....49



# Long Live the King

The King—Nat Cole—truly merited that title. As an all-around entertainer, as an across-the-board artist who appealed to all types of audiences, whether Top 40 or Good Music—he had no peers.

He was also a King in that he was the compleat artist. His showmanship came through in all media—records, live performances, TV.

He was great, too, in that he could maintain his niche during an age when freak sounds and fads came to the fore.

The public realized that his talent was grounded in musicianship; that his charm derived both from his profound knowledge of jazz and "the roots" and in his polished musical sophistication.

But perhaps the greatest thing about him—the element which really adds luster to his memory—is the fact that he was a gentleman in the true sense; that is, a gentle man.

## 'Unforgettable' Nat Cole Truly a King to the Last

HOLLYWOOD — Very few people in show business knew how seriously ill Nat Cole, who died last week, actually was. The internationally renowned entertainer died nine weeks after entering the hospital for treatment of a bronchial condition.

One of the last times Cole did anything in the public realm occurred Thursday (11) before his death. He was listening to satirist Dick Whittington on KGIL and when Whittington couldn't remember the name of an actor, Cole phoned him the answer.

Whittington, shocked that Cole was calling, tried to air the conversation but the station's beeper phone equipment wasn't working, so he related what Cole said to his afternoon listeners. Under questioning Cole said he was progressing nicely and hoped to be home soon. A short time later Mrs. Cole called to support Cole's contention and Whittington was able to air her remarks.

The entertainer was kept secluded in his hospital room but had gone for a car ride the day before his death. Right up until his hospitalization Cole remained one of Capitol Records' most successful performers. His singles and LP's were steady chart items, his most recent being "Love," "I Don't Want to Be Hurt Anymore" and "My Fair Lady."

Cole, who would have been 46 March 17, had been with Capitol over 20 years, selling some 9,000,000 albums, worth \$50,000,000. His first hit for the label was "Straighten Up and Fly Right" and he was known for such ballads as "Nature Boy," "Mona Lisa," "Red Sails in the Sunset," "Unforgettable," "Love You for Sentimental Reasons," "Too



Young" and "Ramblin' Rose."

Cole began his career as a jazz pianist, moving to Chicago in the early 1930's from his home in Montgomery, Ala. He came to California in 1937 and during an engagement at the Swanee Inn in Hollywood with his trio, picked up the nickname "King Cole." One night a patron insisted that Cole sing so the pianist complied and remained a singer forever after. From 1938 until 1943 Cole worked on the Coast until he met up with Carlos Gastel, who became his agent.

Gastel brought Cole to Capitol where his records brought him national prominence. Gastel and Cole split up in 1963. In 1962 Cole launched his own record label, KC Records, which never got off the ground.

With a reported annual income of \$500,000, Cole was one of the top night club performers in all show business. The only area his being a Negro affected him was in TV. NBC carried a show emceed by Cole from 1956-1957 but Southern opposition scared sponsors away. He made up for the embarrassment by guesting on all the prestige variety programs.

## NATION'S STATIONS PAY TRIBUTE: AIR HIS SONGS

NEW YORK—Radio stations across the nation are paying their respects to the man who has provided them with many years of fine programming.

A few of the representative tributes aired last week took the form of "Nat King Cole Day," at WLIB, New York. Each station personality featured a different type of Cole music, his religious songs, popular ballads, r&b hits and his contributions to jazz.

WIP, Philadelphia, presented a tribute program produced in co-operation with the American Cancer Society.

WHN, New York, one of the first stations to salute Cole, played a different Nat Cole selection every half hour. The Storer outlet on Feb. 3 urged its listeners to send the then gravely ill performer letters and cards of encouragement.

# Senators Hold Up Montana Bill

HELENA, Mont. — A bill which would place music performance rights societies under the control of the State of Montana was bottled up in the Senate Judiciary Committee at presstime. The bill passed the Montana lower house 86-3 last month. According to Sen. Eugene H. Humphrey, Judiciary Committee chairman, the measure will remain in committee for at least another week.

The measure, written by Ronald Murphey, Seattle attorney, and Ross Cannon, Helena attorney, calls for the music licensing firms to file a catalog of their repertoire annually and pay 2 cents a title.

The bill also calls for annual filing with a State copyright commission a copy of each license "in effect with any user in the State."

Other provisions call for broadcasters to seek intercession by the copyright commission if they fail to come to terms with the licensing societies, the burden of proof falling on the latter.

### "Reasonable Fee"

On failure to come to terms, the commission would be empowered to fix an interim "rea-

sonable fee" on the request of either party.

Without such a request, the radio station would have the right to use the music "without payment of fee or other compensation."

Other provisions of the bill include the issuance "upon request" of a license for any record company or motion picture producer, a blanket license for networks or music services "without separate license" for each station or subscriber, and a license to one or more compositions with payment "each time the composition is performed," a license for one or more compositions "without regard to the number of times" it is performed, or a blanket license.

### Other Provisions

Licensing societies would be barred from levying charges based on the radio station's gross billing, and both licensing societies and copyright owners would be prevented "to use infringement suits or threats of infringement suits" to extend performing rights "unlawfully."

Reaction from the performance rights societies was sharp and as expected.

## EDITORIAL

# Bill of Evil Design

Passage of the Montana Music Bill (Bill H290, see separate story) will be damaging in the extreme not only to performing rights societies and licensing agencies, but to virtually every segment of the music business.

Such a bill will adversely affect publishers, songwriters, artists, record manufacturers. It will adversely affect music generally.

Such a bill, too, could be a pattern for similar unjustified legislation in other States.

We urge that all individuals support the positions of ASCAP, BMI and SESAC and make their feelings known to the Senate Judiciary Committee at the State Capitol Building, Helena, Mont.

# Music Clubs Urging Defeat of Mont. Bill

HELENA, MONT. — The National Federation of Music Clubs last week threw its full weight behind the performance rights societies in their battle against the Montana music bill (No. H 290).

In a wire to the State Senate Judiciary Committee, Mrs. Clifton J. Muir, Federation president, said the bill would "restrict the cause of music," and urged its defeat.

Complete text of Mrs. Muir's telegram reads:

Chairman, Senate Judiciary

Committee, State Capitol Building, Helena, Montana: Any legislation that harms the creators of music in America is a matter of vital concern to the 500,000 members of the National Federation of Music Clubs. We are informed that the passage of Bill H290 would have exactly this effect. It would be only in the interests of a vocal minority in your State. As President of the National Federation and in behalf of its members, we respectfully urge the defeat of this or any bill which would restrict the cause of music.

# 400 at Funeral Services for Cole

• Continued from page 1

success as an entertainer, but an even greater success as a man, husband, father and friend."

After the funeral services, the procession proceeded to Forest Lawn Memorial Park in Glendale for brief interment ceremonies.

Honorary pallbearers included Cab Calloway, Duke Ellington, Jack Benny, Ricardo Montalban,

George Burns, Nelson Riddle, Gordon Jenkins, Peter Lawford, Edward G. Robinson, Gov. Edmund G. Brown of California, Sen. Robert F. Kennedy of New York and Count Basie.

Cole leaves his widow, Mrs. Maria Cole; a son, Kelly, and four daughters, Timolin and Casey (twins), and Carol and Natalie. He also leaves two brothers, Edward and Fred, and a sister, Evelyn.

A BMI spokesman threatened that if the bill passes, BMI will cease operations in Montana. He added that, "BMI cannot allow State bodies to fix its rates when it operates under a consent decree which requires it to offer uniform rates to all broadcasters."

Last year, Washington State broadcasters came to grief in federal court when they attempted to invoke a State law which prohibited their taking per-program or blanket licenses from ASCAP. The ruling has the effect of opening the pro-

(Continued on page 10)

# Billboard

Published Weekly by

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

Publisher

Hal B. Cook . . . . . New York Office

Editorial Office

165 W. 46th St., New York, N. Y. 10036  
Area Code 212, PL 7-2800  
Cable: BILLBOARD NEWYORK

Editor-in-Chief . . . . . Lee Zhitto  
Editors Paul Ackerman,  
Aaron Sternfeld, Nick Biro

Department Editors, New York  
Music Editor . . . . . Paul Ackerman  
Associate Editor . . . . . Mike Gross  
Chief Copy Editor . . . . . Robert Sobel  
Radio-TV Programming . . . . . Gil Faggen

Department Editors, Chicago  
Audio-Video Editor . . . . . Nicholas Biro  
Coin Machines . . . . . Nicholas Biro  
Ass't Coin Machines . . . . . Ray Brack

U. S. Editorial Offices  
Cincinnati, Exec. News Editor . . . . . Wm. J. Sachs  
Chicago, Midwest Editor . . . . . Nicholas Biro  
Washington Bureau Chief . . . . . Mildred Hall  
Nashville News . . . . . Don Light  
Hollywood, W. Coast News . . . . . Eliot Tiegai  
Contributing Editors . . . . .  
. . . . . David Lachenbruch, Bill Gavin

Research Department, New York  
Director . . . . . Thomas E. Noonan  
Pop Charts Mgr. . . . . Andrew Tomko

Special Projects Development Dept.  
General Manager . . . . . Andrew Caida  
Production Department, New York  
Art Director . . . . . Lee Labowitz

General Advertising Office, N. Y.  
Director of Sales . . . . . Peter Helms  
Promotion Director . . . . . Geraldine Platt  
Midwest Music Sales . . . . . Richard Wilson  
West Coast Gen. Mgr. . . . . Bill Wardlow  
Nashville Music Sales . . . . . Don Light

Coin Machine Adv., Chicago  
Coin Machine Ad. Mgr. . . . . Richard Wilson

Circulation Sales, New York  
Circulation Manager . . . . . Milton Gorbulew

Subscription Fulfillment  
Send Form 3579 to  
2160 Patterson St., Cincinnati, O. 45214  
Fulfillment Manager . . . . . Joseph Pace

U. S. Branch Offices  
Chicago, Ill. 60601, 188 W. Randolph  
Area Code 312, CE 6-9818  
Hollywood, Calif. 90028, 1520 N. Gower  
Area Code 213, HO 9-5831  
Nashville, Tenn. 37203, 728 16th, So.  
Area Code 615, 244-1836  
Washington, D. C. 20205, 1426 G, N.W.  
Area Code 202, 393-2580

International Offices  
European Office . . . . . Andre de Vekey, Dir.  
15 Hanover Square, London W.1  
HYde Park 3659  
Cable: Billboard London

Brazilian Office . . . . . Sylvio Cardoso  
Apt. 1237, 460 Praia de Botafogo  
Rio de Janeiro 26-2535

Argentine Office . . . . . Ruben Machado, Dir.  
Lavalle 1783, Buenos Aires

Subscription rates payable in advance. One year, \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1965 by The Billboard Publishing Company. The company also publishes *Vend*, the semi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; *Amusement Business*, the weekly magazine of amusement management; one year, \$10; *High Fidelity*, the magazine for music listeners; one year, \$7; *American Artist*; one year, \$7; *Modern Photography*, \$5, and the *Carnegie Hall Program*. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati, O. 45214.





# More Bravos for Bob!



ROBERT GOULET SCORES WITH  
ANOTHER TOP CONTINENTAL SONG HIT

## **"Begin to Love"**

**("Cominciamo ad amarci")**

4-43224



CL 2296/CS 9096 STEREO

...AND BOB'S BIG ALBUM BEST SELLER  
ON COLUMBIA RECORDS 

This One



P20L-DXC-D7L8

© COLUMBIA MARCAS REG. PRINTED IN U.S.A.

Copyrighted material



# Ham Named President of Electronovision Subsidiary

By GIL FAGGEN

NEW YORK—Al Ham, veteran record producer and most recently Joy Records executive, has been named president of the newly established record subsidiary of Electronovision, Inc. Ham will also carry the title of vice-president with the parent company.

Electronovision, the new electronic technique enabling a motion picture to be produced in a few days, created wide comment in the industry last May with its one-day filming of Richard Burton's performance of "Hamlet" directly from the stage of the Lunt-Fontane Theater.

"The T-A-M-I Show," a specially staged teen-age concert, was the firm's second film shot in the Santa Monica Civic

Auditorium before 5,000 teenagers. Emceed by Jan and Dean, the show starred Lesley Gore, the Rolling Stones, the Beach Boys, Chuck Berry, Marvin Gaye, James Brown, Gerry and the Pacemakers, Billy J. Kramer and the Dakotas, Smokey Robinson and the Miracles and the Supremes.

The one-day filming technique made it possible for the motion picture to play across the country at a time when the performing artists still have a "hot" record. Plans are in the offering to film future shows which will be tied in to release dates of the performers new recordings.

William Sargent Jr., president of Electronovision, Inc., who produced the "T-A-M-I" and "Hamlet" film, is currently working on his next project,

"Harlow," starring Dorothy Provine. It will be the firm's first attempt at filming in a studio. Shooting will require one week and the film will be released in May. Ham will do the musical score.

The new label is negotiating a merger with another label, according to Ham, which will result in a consolidated name for the new diskery. Distribution will be handled by the label Electronovision will merge with.

The company's first release in April will be music from the soundtrack of "Harlow." The LP will be released prior to the film, a unique procedure within the industry.

"We will be recording all types of music," said Ham. "However, we will also be purchasing material from independent producers."



WENDY HILL, center, whose answer record for Gary Lewis' Liberty smash, "This Diamond Ring," is being rush-released, checks the lyrics with Lewis, left, and producer Snuff Garrett. The follow-up is "(Gary, Please Don't Sell) My Diamond Ring."

## KHJ Plans Format Change

LOS ANGELES—KHJ, RKO General's troublesome outlet here, is contemplating a format change within the next few months. An unofficial report that the station would become a rock 'n' roll operation was not denied by new general manager Ira Laufer. KHJ's format has been talk and middle-of-the-road programming under the guise of the "Information Station for Los Angeles."

Laufer said he had no knowledge how the rock format report became circulated. He admitted a format change had been of prime importance in discussions here two weeks ago with Hathaway Watson, president of RKO General Broadcasting.

When Laufer was brought over from KABC to replace Marty Flesler, promoted to Watson's assistant in New York, his plans were to develop the station as a "broad-based adult appeal" operation. Someone, Laufer isn't saying, halted these plans. Speculation is the word came down from corporate headquarters to get KHJ into a

healthier slot in the rating wars. Rockers KRLA and KFVB consistently show up as tops in rating surveys.

Laufer said rock 'n' roll was "definitely one of the new formats under consideration." He anticipated operating the station under its current concept for several more months until plans were crystalized, with RKO General playing an imposing role in deciding which way the station goes. Two of its stations—WHBQ, Memphis, and CKLW, Windsor—use contemporary music formats.

KHJ's management has been negotiating contract renewals with its personalities. Morning phone jockey Michael Jackson's pact will not be extended past April 15, Laufer said, "primarily because we don't know now what we'll be doing." Laufer said he has not interviewed any replacements, but that current staff assignments were status quo. This included the recently added Steve Allen-Jayne Meadows one-hour morning chat-music show, which has a 13-week contract.

## Fearing in New Post at RCA Victor



JOHN FEARING

NEW YORK—John Fearing has been appointed manager of pre-recorded tape merchandising at RCA Victor. He'll report to Irwin Tarr, label's manager of planning and merchandising.

Fearing began his career with RCA as a public relations sales representative in 1956, and in 1960 he transferred to the RCA International Division where he served for three years as an analyst covering the areas of Africa, the Middle East and Yugoslavia. He joined the RCA Victor Record Division's sales department in the fall of 1963.

## Damita Epic Single

NEW YORK — Damita Jo, jazz singer, makes her Epic singles debut with "Tomorrow Night." It's a classic r&b song which was established as a hit by Lonnie Johnson. Flip side is "Silver Dollar," taken from her first Epic album.

## SON ADOPTED BY TIEGELS

LOS ANGELES — A son, Scott, has been adopted by Billboard's Eliot Tiegel and his wife Fran. The two-month-old infant, the couple's first child, was secured through the Los Angeles County Adoption Agency.



MAC OFFICERS AND DIRECTORS busily signing up new members are, from left, Bill Sheppard, Constellation Records; Dick Bruce; Blue Rock Records; Paul Wyatt, Columbia Records; Jim Felix, Columbia Records; Bill Thompson, Columbia Records; Bob Kidder, Universal Recording Corp.; Bernie Clapper, Universal Recording Corp.; and Ewart G. Abner Jr., Constellation Records.

NEW YORK—Connie Francis will hit Cleveland, Detroit, Chicago and Philadelphia on a week-long disk jockey promotional tour to push her latest MGM single, "For Mama." The tour gets underway Friday (26).

## Browning In RCA Pact

NEW YORK — Pianist John Browning has signed a long-term exclusive recording contract with RCA Victor Records. The artist, currently on a European tour, is scheduled to record his first albums for the company's Red Seal label this fall.

Browning has played with the world's leading symphony orchestras, including the Boston Symphony, Los Angeles Philharmonic, Chicago Symphony and New York Philharmonic.

## TWO PROMOTED AT BILLBOARD

NEW YORK—Andy Tomko, who for several years has headed Billboard's pop charts department, has been promoted to office manager. Moving into the top spot with the pop charts is Laurie Schenker, who had been Tomko's assistant.

## YUNICH STRESSES USE OF JACKETS AS AD MEDIUM

NEW YORK—David L. Yunich, president of Macy's, told members of the American Marketing Association here Thursday (18) that advertisers could reach the teen-age market by telling about their wares on the cover of phonograph records.

He added that the products could be regularly branded merchandise of all sorts, not necessarily related items such as phonograph needles.

Yunich said, "In its pure form, the advertising should be on staple merchandise, of course, since a record jacket has a fairly long life expectancy. Is there any reason why a rock 'n' roll record shouldn't carry an ad for casual footwear on the back?—or bowling balls?—or soap?—or cookies?—or almost anything else?"

"Straight merchandise advertising, informatively presented to the teen-agers, will always stir them to action."

The department store executive pointed out that teen-agers own 10,000,000 record players and 20,000,000 radio sets.

He added, "We know teens listen to radio—the transistor is practically a badge. And we know special programming on television can develop a loyal young audience. But most of all they listen to records."

Yunich pointed out that Macy's runs jazz clinics and dance contests to promote the teen-age market.

## WB, SEARS IN COSBY PUSH

HOLLYWOOD — Warner Bros. Records has entered into a major promotional campaign for Bill Cosby with Sears & Roebuck Chicago outlets for Washington's birthday. On that key shopping day, comic Cosby will visit five Sears stores to promote his latest LP, with the campaign utilizing heavy co-op advertising on radio, TV and newspapers. The company will attempt to schedule a later personal appearance campaign for Cosby with Korvettes in Manhattan.



MUSICOR'S ART TALMADGE, right, signs a new artist, Gus Vali. The latest Vali release is "Motion Picture Hits for Belly Dancers." Vali leads an orchestra which specializes in Greek music.

## Trident Eyes New Talent

SAN FRANCISCO—Trident Productions, operated by the Kingston Trio, is seeking new artists. Trident will record new instrumental groups and vocalists for Decca and other record labels. We Five, a new group under contract to Trident, will have its first Decca record released this spring.

Frank Werber, manager of the Kingston Trio, said Trident will expand its BMI publishing activities and will open an office in London March 1.

He added that the trio's instructional manual and songbook business topped \$400,000 last year and that a sales push for this product will be made in Europe.

## NONESUCH, 7 EUROPEAN LABELS TIE IN

NEW YORK — Nonesuch Records, the classical subsidiary of Elektra Records, has acquired North American distribution rights for seven European labels.

Nonesuch will handle Camerata (Germany) and Hensen Publications (Scandinavia) on an exclusive basis.

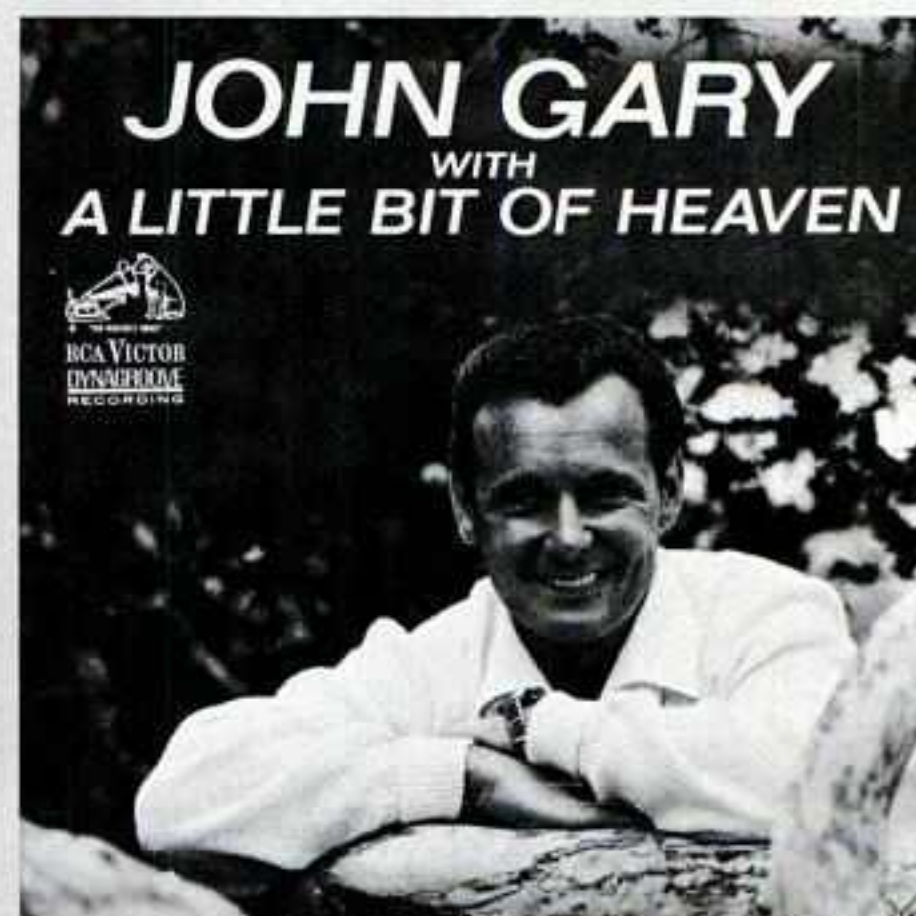
The label will handle on a non-exclusive basis the following labels: Oriole (United Kingdom), Eurodisc (Germany), Discophile Francaise (France) and Resonance (France).







# JOHN GARY

in a new album  
of all-time favorite  
Irish songs



LPM / LSP-2994  
**RCA VICTOR**

 The most trusted name in sound 





# TV Talent Shows Thrust Artist Relations Man Into Spotlight

HOLLYWOOD — The development of music-dance-variety TV shows offering national exposure for disk artists, has catapulted the artist relations man into a role of growing importance at the record labels.

The success of the artist relations man is achieved through personal contact, not telephone conversation, related Dave Wynshaw, Columbia Records traveling liaison man during a recent sojourn here. The trip was one of four New York-based Wynshaw makes here yearly. He averages two weeks on the road every month, hitting such cities

as Chicago, Cleveland, Philadelphia, Miami and Detroit.

Wynshaw's mission is to interest and excite national television shows in Columbia artists. The job is much simpler if the performer is a known commodity and has a hit record.

"The hit record is the key; the launching pad," added Bill Gallagher, Columbia's sales chief, who happened to be in town at the same time. TV's exposure power has drawn record labels and talent agencies closer than they have ever been. "TV exposure today is more important to the career of an artist than ever before," Gallagher said. To provide the young performer with professional grooming and guidance, Columbia advises youngsters to seek agency affiliations.

"The agency builds an artist's act and makes him visually successful. Their efforts enhance the artist's chances of doing well on TV and this helps our record sales," Gallagher noted. "We don't intend to become booking agents," the executive

emphasized. "That's not our role." Yet Dave Wynshaw aims at securing bookings on such TV shows as "Tonight," "Hollywood Palace," "Ed Sullivan," "Shindig," "Hullabaloo," "Regis Philbin," "Mike Douglas" and "Lloyd Thaxton." Local TV shows are left up to local promotion men.

On radio there is a dearth of national programs accepting artists for performance or interviews, save for NBC's "Monitor" and CBS' "Arthur Godfrey Show."

"The TV shows are looking for exciting talent," Wynshaw explains. "So much competition has developed that they're looking to expose an artist first."

Recent placing of Columbia artists on national TV through Wynshaw and the talent agencies, whom he works closely with, have included Godfrey Cambridge, Johnny Cash and Denny Zeitland on the "Tonight" show while it was in Hollywood. Earlier placements involved the Woodstock Jesuit Singers and Robert Goulet on the "Sullivan" show.

Interestingly, the "Tonight" program is highly valued by Columbia. "We see an immediate dealer response when an artist plays this show," commented Gallagher. The show is programmed for adult tastes and consumer interest is kindled in an artist's work after an appearance on the NBC program, Gallagher said.

With such a line-up of TV shows catering to all tastes, Columbia is eyeing its CBS foreign licensees to provide European talent. Vocalist Brnd Spier of CBS Records in West Germany, is one artist being considered for U. S. TV appearances. It hasn't been determined whether Wynshaw gets to fly to Germany to bring the singer back. But like the good artist relations man, his bag is packed and he's ready.

## Col. Bows New Phono

NEW YORK—The Columbia Records Sales Corp. has introduced an all-transistorized portable phonograph housed in a covered wood cabinet and made to retail at a suggested \$19.95.

The Model M-1900 is enclosed in a blue-and-silver wood case, has a solid state transistorized amplifier, an all-steel sponge rubber matted turntable, a five-inch front firing speaker and twin sapphire needles.

Initial shipments are on their way to distributors, and local advertising is scheduled late this month.

## Smith to Valando

NEW YORK — Larry Smith has joined the professional staff of Tommy Valando's publishing firms. Smith is a Juilliard graduate, and arranges, composes, sings and plays piano. He will first work on the score of Valando's new Broadway musical, "Flora, the Red Menace," as well as assisting general professional manager Frank Military on "Fiddler on the Roof."

## Reprise Seeks Europe Web of Correspondents

HOLLYWOOD — Reprise Records has sent general manager Mo Ostin to Europe to develop a network of correspondents to supply the label with tips and trend information. After 10 days in London, Ostin confers with licensees in Rome, Milan, Germany, Denmark, Sweden, Holland and France about securing material for release in the U. S.

Accompanying Ostin are three other Reprise pactees who will also conduct business in Europe: Jimmy Bowen, singles a&r chief; vocalist Keely Smith, and arranger Jack Nitzsche.

Bowen will meet with Pye officials in London to set up plans for recording Pye artists for the American market; Miss Smith will cut a single there and play club dates, and Nitzsche will cut two LP's.

European artists currently appearing on Reprise in the U. S. are the Kinks, Sandie Shaw and Charles Aznavour.

## Award to Knopf

NEW YORK — Mitch Miller will present Al Knopf, chairman of the United Jewish Appeal's Musician's Division, with a special award Friday (26) at Local 802 headquarters here. About 50 musical contractors, leaders and conductors are expected to appear for the presentation.

# What's Happened to Bette The Singer? She's on Disk

NEW YORK — When Bette Davis makes her disk debut this week on the Mercury single, "Single" (see photo page 12)—it's picked as a Spotlight record in this issue—this will not mark the first time that she has sung professionally.

The Oscar-winning actress sang in such films as "Hollywood Canteen" (introducing "Either Too Young or Too Old"), "Jezebel" ("Raise a Ruckus Tonight"), "Cabin in the Sky" ("Willie the Weeper"), "Dark Victory" ("Give Me Time for Tenderness"), "Kid Gallahad" ("The Moon Is in Tears Tonight"), "What Ever Happened to Baby Jane?" ("I've Written a Letter to Daddy"),

and the title tune from "Hush, Hush Sweet Charlotte."

Miss Davis also starred in the musical revue, "Two's Company," score by Vernon Duke and Ogden Nash.

Her "Single" disk—an "answer record" to Richard Burton's "Married Man"—was co-produced by Dave Kapralik and Ed Silvers for Mercury release. It marks Kapralik's first disk production since his recent departure from Columbia where he had served as an artist and repertoire executive and more recently as head of its April-Blackwood publishing firms. Kapralik and Silvers have formed an independent record producing firm, Kapsil Productions.

Kapralik has signed Miss Davis to an exclusive recording contract with Kapsil Productions. Plans are for Kapsil to produce a follow-up single with Miss Davis and a spoken word album. They will be released by Mercury.

## Callas' Carmen Seen Pop Hit

HOLLYWOOD — "Carmen" a pop hit? "Yes," states Jack Brandvein, Angel's merchandising manager, emphatically. "It is easily going to be the biggest hit in our history," he boasted. "We look for even greater sales next month when Miss Callas arrives in New York."

The vocalist is scheduled for two appearances at the Metropolitan Opera House, her first performance there in eight years. She performs "Tosca" on Mar. 19 and 26. Angel releases her version of "Tosca" Mar. 15.

## Publishers Sue Disk Companies

NEW YORK—Several music publishing companies have filed a copyright infringement suit against various defendants in New York Federal Court.

Plaintiffs are Pickwick Music Corp., Mills Music, Inc., Jerry Herman and Edward Morris & Co., T. B. Harms Co., Reg Connelly Music, Inc., and Bourne, Inc.

Defendants are Record Productions, Inc., George Alpert, Bennie Haleckman, Defiance Disk, Inc., Presswell Records Manufacturing Co., Edward and Domenick D. Joseph, Hammon Records, Inc., Modell's, King Karol, Inc., Merco Enterprises, Inc., Floyd Bennett Farmers Market Corp. and J. R. Record Corp.

The plaintiffs seek treble damages and an injunction restraining the defendants from continuing to manufacture their recordings without a license and payment of royalties.

Tunes involved are "Baby Won't You Please Come Home," "My Mother's Eyes," "I Can't Believe That You're in Love With Me," "How Come You Do Me Like You Do?" "Hello, Dolly!" "Old Man River," "Arrivederci Roma" and "My Mammy."

## Brubeck Begins Tour

NEW YORK—Dave Brubeck, Columbia Records jazz artist, began a U. S. college concert tour last week and will make the campus scene until March 20, at which time he goes on tour in Australia from March 25 to April 3.

## Cooper Dot Vice-Prez

HOLLYWOOD — George Cooper III has received his vice president's stripes from Randy Wood, Dot Records' president. Cooper remains as national merchandising director, basing from Nashville.

The new VP has been with Dot four years during which time he spearheaded a reshaping of the label's branches and distributor outlets.

Cooper joined Dot as its Nashville branch manager, moving up to regional head over the Cleveland, Cincinnati, Nashville and Atlanta markets. He became merchandising director in 1963. Much of Cooper's time is spent on the road working with branch and distributor personnel. He first met Wood as an American Airlines representative.

## Red Sox Rookie Signed by RCA

NEW YORK — RCA Victor has signed Tony Conigliaro, 20-year-old rookie with the Boston Red Sox, to an exclusive pact. Conigliaro's first disk, "Why Don't They Understand," was produced by Ed Penney and Al Kasha, with orchestral arrangements by Charlie Calello. It achieved strong action in the Boston area and was acquired by RCA Victor.

According to Ben Rosner, RCA Victor pop a&r manager who signed Conigliaro, Penney will continue to supervise the record dates.

## MPA OFFERS BOOK ADDITION

NEW YORK — The Music Publishers Association's handbook, "How to Improve Your Sheet Music Business," is being remailed to dealers with a new supplement. The book was first distributed in 1962.

The supplement includes new information, a list of parent agencies who handle foreign and miscellaneous publications and a guide to copyright problems.

Additional copies may be obtained by dealers through MPA headquarters here.



## MR. RECORD DEALER

For Fast Profits and Quick Turn-Over in Record Sales

### BILLBOARD DEFINITELY IS YOUR BEST BUYING GUIDE!

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214  
Please enter my subscription to BILLBOARD for

1 YEAR \$15   
  3 YEARS \$35   
  New   
  Renew  
 Payment enclosed   
  2 EXTRA issues for cash   
  Bill me later

Above subscription rates are for Continental U. S. and Canada. Overseas rates on request.

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_

741

Display Billboard's Big "HOT 100" and "TOP LP's" Record Charts

That Come to You Every Week

THEY'LL INCREASE SALES

Subscribe Now →



# HERE'S THE SINGLE YOU'VE BEEN WAITING FOR!

And worth waiting for, too! Your CRDC rep  
is ready to ship your order. Call him!

## ***THE BEACH BOYS*** **PLEASE LET ME WONDER DO YOU WANNA DANCE?**

5372



**5372**

Watch for their great new album "The Beach Boys Today!" Release date: March 1.



A NATIONAL HIT  
BREAKING IN ALL MARKETS

**"NOT TOO LONG AGO"**

**JOE STAMPLEY**

AND THE **UNIQUES**

b/w  
**"FAST WAY OF LIVING"**

**FOR DJ COPIES CONTACT:**

PAULA RECORDS 219

**PAULA RECORDS**

P. O. BOX 1832, SHREVEPORT, LA.  
(DIVISION OF JEWEL RECORDS)

Tel.: (318) 422-7182

**MARY ANN MILES'**

Answer to ...

**"DON'T OPEN THE DOOR"**

is ...

**"I'LL BE GONE"**

#201

Breakout Areas:  
CHI • ATLANTA • CLEVELAND

**CELESTE RECORDS**

3032 West Pico Blvd.  
Los Angeles, Calif. A. C. 213  
731-8368

Say You Saw It in Billboard

## Cover War Raging—With Share-the-Wealth Twist

• *Continued from page 1*

this tune to any American artist because of an obligation to Matt Monro.

An interesting aspect of the "For Mama" race is the fact that all four records, including the three on the Bubbling Chart, were released virtually simultaneously.

### Other Activity

Other multiversion activity is indicated by the action on "Land of a Thousand Dances." The version by Cannibal and the Headhunters on Rampart is at 100 this week on the "Hot 100," with the Midnighters on Chattahoochie in contention. "Real Live Girl," by Steve

Alaimo on ABC-Paramount, has moved onto the Bubbling at 106, with Bruce Forsythe's version on Blue Cat giving competition.

Not quite in the cover category, but interesting in view of the above multiversion activity, are several other examples of chart activity. One is Kapp Records' "The Race Is On," by Jack Jones. This has moved onto the "Hot 100" at 89. The tune was recently No. 1 on the Country chart, by George Jones on Musicor.

Also of interest on this week's "Hot 100" is the fact that Dionne Warwick on Scepter has moved onto No. 88 with "Who Can I Turn To" from "The Roar of the Greasepaint." This occurred just a couple of months after Tony Bennett's big one on Columbia.

## Montana Bill

• *Continued from page 4*

posed Montana bill to question.

Herman Finkelstein, general counsel for ASCAP, told Billboard that the measure was an attempt to set up a rate-making commission with jurisdiction over inter-state commerce, and thus was an infringement of federal jurisdiction. He explained that in ASCAP's case only the Federal courts under the Sherman Act have this power.

He also charged that the bill attempts to overrule the federal copyright law and that ASCAP members reserve the right to license individually, adding that anyone who wants to deal on an individual basis has the right to do so.

## EXAMPLE OF COLE'S ESTEEM IN INDUSTRY

NEW YORK—Capitol Records last week approached both RCA Victor and Columbia Records to see which of the firms would relinquish their contracted up-front ad space in Billboard for a Nat King Cole memorial ad. Both companies, in honor of Cole, freely extended their reserved space to Capitol. The Cole ad appears in this issue on page two, space regularly used by RCA Victor.

## 1,000 '1st Family' Disks Gather Warehouse Dust

GREAT FALLS, Mont. — A shipment of 1,000 Vaughn Meader records, useless since the assassination of President John F. Kennedy in November 1963, rests in a warehouse here.

The records were returned by a jobber a month after the assassination but were rejected by the Great Falls wholesale house who earlier shipped the records to the jobber, it was reported Feb. 10.

Meader's record, "The First Family," a parody of the Kennedy family, sold more than 5,000,000 copies in one year. He immediately abandoned the first-family parody when the President was killed in Dallas.

The unsold records were revealed during trial of an account action. The bill for the records figure as a part of the bill allegedly owed. Judge Paul G. Hatfield took the case under advisement after a non-jury trial.

The suit was brought by Interstate Counseling Service, a collection agency, against Reneapolis concern headed by Donald Balzer, who operates a record business in Billings, Mont. The claim in the account was assigned to the collection firm by Music Service Co. of Great Falls.

The Great Falls firm seeks recovery of \$6,231 plus interest. The defendant has acknowledged debt of only \$2,942, which the defense claims is the difference in the amount sought in plaintiff's complaint and the amount of credit due.

The defense contends the records were purchased on the

basis of the purchaser reserving the right to return all the records for full credit.

The plaintiff contends that this right applied only after the records had been paid for and this had not been done by the defendant. However, the defendant signed a note for his obligations totaling \$4,650 in May, 1963, it was reported.

In December, 1963, after the assassination, defendant shipped the 1,000 records back to the Great Falls firm.

## Bill Hits at Transshipping

• *Continued from page 1*

ting at dumping, under present law. Harm could not be claimed in the transshipper's own territory—but harm done to the other marketing area could be proved in violation of the law, since sales would be at "discriminatory prices" and cause injury to competition in the territory where they are dumped at the slashed prices.

This approach would take a good deal of proving in today's complex record distribution pattern (unless the industry goes in for the strong self-policing role urged by the commission).

The direct approach in a bill of the Rodgers' type to allow territorial franchising is sure to bring Justice Department argument—but many in the record industry have urged something in the way of legislation or agency ruling to attack the dumping problem.


**the  
wise retailer  
who gets a  
head start  
on the  
competition  
is obviously  
chess-minded**

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

Johnny Nash  
STRANGE FEELING  
ARGO 5492

Jan Bradley  
I'M OVER YOU  
CHESS 1919

Billy Stewart  
I DO LOVE YOU  
CHESS 1922



**CHESS**  
RECORDS





**BOBBY VINTON SPECIALIZES IN HITS.**

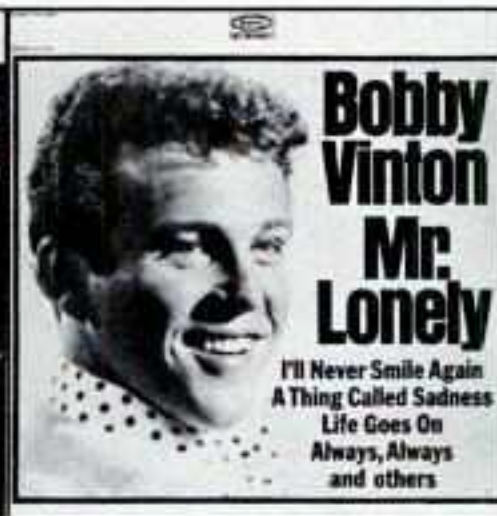
**"LONG LONELY NIGHTS" 5-9768**

JUST RELEASED... A BRAND NEW SINGLE HIT.

TWO HIT LPs CURRENTLY IN THE TOP 20!



LN 24098/BN 26098\*



LN 24136/BN 26136\*

*Be sure to see Bobby when he hosts "Hullabaloo," Tuesday, March 9th.*



\*Stereo © "EPIC", MARCA REG. T.M. PRINTED IN U.S.A.

Copyrighted material



# College Circuit Is Filled With Summa Cum Laude Talent

NEW YORK — The campus circuit during the first months of the new year continued to bubble with name talent.

Dave Brubeck Quartet on Feb. 6 played East Tennessee State University's Memorial Gymnasium, Johnson City. According to correspondent Bobby Joe Tipton, he drew 2,000 and received very favorable reaction. Several weeks earlier, on Jan. 15, Brubeck played at Ohio University's Sigma Nu

House at Athens. At that spot he drew 1,970 attendance. Neil B. Mahrer, campus correspondent, stated: "The group was very well received and the audience reacted to each presentation . . . the audience seemed to be on the edge of their seats throughout."

The Ohio University date coincided with good sales for the artist's album. Webb's World of Music, local dealer, reported sales were better than expected. He said: "I could have used more albums but was very pleased with the result of the concert."

Koon's Music Store said it did not receive its full order of merchandise before the concert, but nevertheless Brubeck sales went very well.

#### Four Seasons

The Four Seasons, playing the Nathan Goff Armory near West Virginia University at Morgantown, Feb. 3, drew 1,500. Correspondent Robert C. Welling stated: "The audience was mostly college students and teen-agers . . . reaction was very good . . . many remained for an autograph session."

Chief promotion for the concert, according to Welling, included posters and a campaign over WHAR, Clarksburg top 40 outlet. The station's deejays were on hand for the performance.

Nina Simone played Kenyon College Feb. 5 at Gambier, Ohio. Show was held at Rosse Hall and drew a capacity 630. According to correspondent George Craig, the audience gave the artist a standing ovation at the conclusion.

Harpisichordist Igor Kipnis

played Kenyon College's Rosse Hall Jan. 29, drawing 600. Craig said the audience enjoyed Kipnis' informal style.

#### Segovia

Andres Segovia playing Queens College, at Flushing, N. Y., on Feb. 6, drew a capacity 2,200. Hank Fox, correspondent, stated: "For many students, the performance was a new experience. They listened attentively, trying to acquaint themselves with serious music and, more specifically, with classical guitar."

On Jan. 29 the Bronx Community College, at its auditorium in New York City, presented "In White America," with a cast including Elizabeth Franz, Moses Gunn, Philip Baker Hall, Novella Nelson, Anthony Palmer and Fred Pinkard. The music was performed by George Blanchard. Performance drew a rousing ovation by the audience of 800.

#### Bitter End Singers

The Bitter End Singers, at West Point Jan. 24, drew a crowd of 1,800. Jerry Merges, campus correspondent, reported good audience reaction.

Rambling Jack Elliot played the University of Rochester Auditorium Jan. 30, drawing 250. Correspondent Carol Seeger reported: "His lethargic manner made him very glib at dealing with a faulty microphone."

George Shearing, at the George Nelson Fieldhouse of Utah State College, at Logan, drew 2,563 Jan. 15. Correspondent Joel Casey stated: "Shearing received a very warm reception . . . and he seemed pleased with the audience reaction."

## Village Gate Records Bows; Names Distrib

NEW YORK — The excitement and informality of New York's Greenwich Village will be transferred to records on a regular basis with the establishment of Village Gate Records.

The label, named after the nitery, is being headed by club owner Art and Burt D'Lugoff and Bob Sherman. Amy-Mala's parent company, Sherman Sales, is handling national distribution.

The company's first effort is a four-album package featuring LP's "Break Out!" by the Moonshiners; "The New Wave," by the New Wine Singers; "Fantastico," by George Morel, and "When Jazz Came Up the Volga," by the Saints of Bleeker Street.

Singles, culled from the album releases, are to be released before the end of the month. The label is planning to put

out two or three packages about every three months, according to D'Lugoff.

The sessions, produced by Avitol Productions, the Nemiroff-D'Lugoff production outfit, revolve at the present around the new artists. In the future the label intends to record name acts either live from the club or at a studio.

### Carolyn Hester Small Package, Big Talent

NEW YORK—Carolyn Hester, Dot Record's tiny package of big talent, made her Town Hall debut Saturday (13), and the pop-folk singer managed to shake off a slow start and wind up to an exciting pitch.

She scored heavily with Tom Paxton's "Can't Help But Wonder," which became a sing-along, and again drew audience participation with Bob Dylan's "Playgirls and Playboys."

Miss Hester and her six-string guitar were on stage for a full two hours. She was accompanied by composer-accompanist George Tomasco, who gave her first-class support with a 12-string guitar.

Miss Hester performed Tom-



A PLAYBACK of Bette Davis' new Mercury Records release, "Single," is listened to by, left to right, George David Weiss, producers Ed Silver and David Kapralik, and composer-arranger Joe Sherman. The song was written especially for Miss Davis by Sherman and Weiss as a rebuttal to Richard Burton's MGM click, "Married Man," a tune from the Broadway musical, "Baker Street."

### New York PRESS BOX SCORE

#### "BAKER STREET"

"Baker Street," a musical adapted from the stories of Sir Arthur Conan Doyle. Book by Jerome Coopersmith. Music and lyrics by Marian Grudeff and Raymond Jessel. Opened at the Broadway Theater Feb. 16 to mixed notices. MGM Records has the original cast album rights, and E. B. Marks (BMI) is publishing the score. Following is a breakdown of the New York press' critical appraisal:

**TIMES: SHOW**—" . . . you'll enjoy more than half of this musical."  
**SCORE**—" . . . tries too hard with some of the production numbers."

**HERALD TRIBUNE: SHOW**—"The conception is nice and somehow it just doesn't grow on you."  
**SCORE**—" . . . there is a musical risk, finally, about toying with songs that are jocularly intended as irrelevant: the irrelevance tends to outlast the conceit."

**NEWS: SHOW**—" . . . an absolutely captivating musical."  
**SCORE**—"The music and lyrics . . . are just right for what they are trying to do, especially the lyrics."

**POST: SHOW**—" . . . most disappointing."  
**SCORE**—" . . . isn't of vast help."

**JOURNAL-AMERICAN: SHOW**—"I was disenchanted."  
**SCORE**—" . . . pleasant and never intrusive and only occasionally inspired."

**WORLD-TELEGRAM: SCORE**—" . . . has the flavor, the purposeful pace and the piquant surprises of a Conan Doyle original."  
**SCORE**—"Neither music—nor lyrics—are a strength . . . though usually in an agreeable key."

## 16 Concerts Slated for New Stratford Season

STRATFORD, Ont.—With a musical range from the jazz of Benny Goodman and Dave Brubeck to the dramatic grandeur of Handel's "Solomon," 16 concerts will be presented this summer during the Stratford Festival's 13th season.

Among the leading artists signed for programs to be held in the Festival Theater between July 11 and Aug. 29 include

Claudio Arrau, pianist, in an all-Beethoven program; Leon Fleisher, pianist, in an all-Mozart program; Benny Goodman, appearing in both classical and jazz repertoire; Leonard Rose, cellist, in the all-Beethoven program and soloist with the National Youth Orchestra; Lois Marshall, soprano, in a vocal concert and in two presentations of Handel's "Solomon" which will also feature Charles Bressler, tenor, Norman Farrow, baritone, and the Festival Singers conducted by Elmer Iseler; and the Dave Brubeck Quartet with Paul Desmond, saxophone.

The National Festival Orchestra, which draws its members from leading symphonies in many parts of the country, will form the nucleus of another music workshop wherein the musicians study and work together in addition to their public performances. The orchestra will perform the complete cycle of the last Quartets of Beethoven from July 24 to Aug. 28.

sco's composition "That's My Song" and closed the first set with a stirring "East Virginia."

Her renditions of Buddy Holly's "Lonesome Tears" and "Water Is Wide" also drew tremendous audience response.

Second-half show stopper was her treatment of George Gershwin's "Summertime." It gave her the opportunity to display her considerable range. Her exciting finale was "Sing Hallelujah."

Poor lighting and staging failed to mar the performance.  
**DON OVENS**

**NEW RECORD ON:**

# DALE WARD

**"SHAKE RATTLE And ROLL"**  
b/w  
**"YOU GOTTA LET me KNOW"**

Record No. BB-150

★  
See your Boyd Record Dist.

★  
D.J.'s Write for Promo Records—

DISTRIBUTED NATIONALLY BY:

**Boyd RECORDS**

2609 N.W. 36th Street  
Oklahoma City 12, Okla.

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**

7¢ EACH 8x10  
IN 1000 LOTS \$9.88 per 100  
Post Cards \$40 per 1000

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

**COPYART Photographers**

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

THE AMERICAN RED CROSS

**JOIN UP JOIN IN**

SUPPORT YOUR RED CROSS



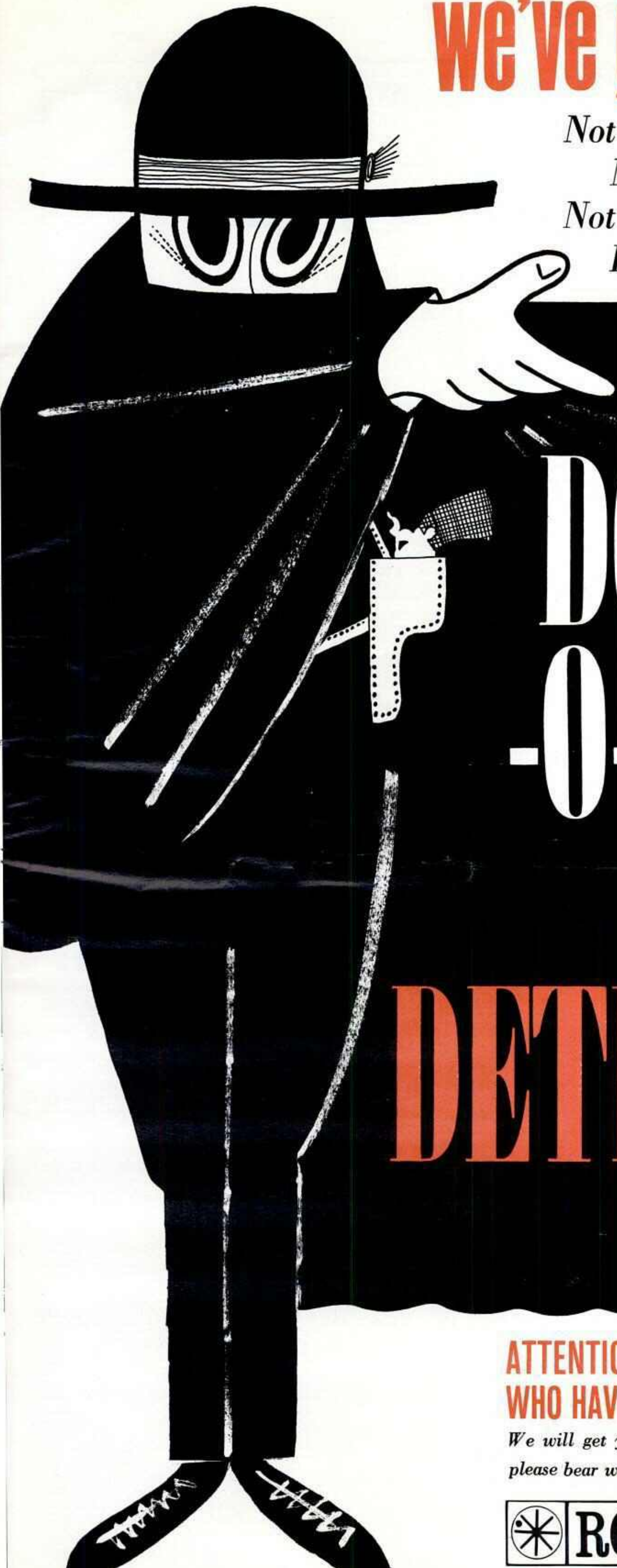
**we've got a smash dub!**

*Not a dealer has one...*

*Not a distributor has one...*

*Not a record has been pressed...*

*But it's a smash!*



**DOUBLE  
-O-SEVEN**

**BY THE  
DETERGENTS**

Roulette 4603

**ATTENTION STATIONS AND DISTRIBUTORS  
WHO HAVE BEEN CALLING FOR THE RECORD:**

*We will get your copies out to you as soon as possible,  
please bear with us!*





# Korvette's Refund Offer Sparks Sales in Classics

By LEE ZHITO

NEW YORK—The "money-back guarantee" device works wonders in moving classical product, according to David Rothfeld, chief record buyer for the 39-store chain.

Korvette ran the following ad in the Sunday New York Times on behalf of London Records' "Scheherazade," as recorded by Leopold Stokowski conducting the London Symphony Orchestra (a Billboard Spotlight Album Review, Feb. 20 issue):

"Play It Once—If you don't agree with Mr. Stokowski's opinion about this recording, return it with your receipt within seven days from the date of purchase—AND RECEIVE A COMPLETE REFUND."

Rothfeld told Billboard he has used this ad approach suc-

cessfully numerous times, and "it always shoots up the sales volume on the album that's being offered." Rothfeld told Billboard that he carefully chooses the selection for the money-back offer "to make certain that the record is really worthwhile."

Returns for the refund, according to Rothfeld, are negligible. "Once in a while, someone will buy the album to tape it, and then return it, but these people are so few, they really don't count," he said. When that happens, the customer, of course, gets his money back without question, but the dealer is able to use the returned record as a demonstration disk.

The appeal of a money-back guarantee is a very strong one, Rothfeld said. It indicates that the store has that much confidence in the release, that it will

stand behind it. As a result, the customer feels he has nothing to lose in making the purchase, and is thereby prompted to go for it.

Rothfeld indicated that he sticks to classical product in using the money-back guarantee device. The reason is that in the pop field the customer, as a rule is acquainted with the recording before he buys it. Invariably, he's been exposed to it on radio.

In the realm of serious music, only a hard-core clientele enjoys that confidence in its own judgment of performers and repertoire. The general tendency to be hesitant about a given release is thereby removed when the customer knows he can return the package for a full refund.

# 'Listening Table' Hikes Sales For Phoenix Record Dealer

By BOB LATIMER

PHOENIX — A substantial help in selling classical records is a unique "listening table" developed by Bert Himmelfarb, owner of the two Bert's Record Shops in Phoenix.

Designed both for practical everyday operating efficiency, as well as for showmanship in attracting the attention of passersby, the demonstration unit resembles a drum-like table, four feet in diameter, 18 inches deep, and supported on heavy wrought-iron legs.

Around the periphery are four built-in turntables, adjustable to any record speed, each accompanied with a stereo headset. Located immediately behind the front window of Himmelfarb's big record shop in the Uptown Plaza Shopping Center, the fixture is invariably clustered with listeners. At first glance, they resemble disk jockies, putting on a radio program. They can listen to any record without being disturbed themselves, or disturbing anyone else.



The "listening post" is particularly important in merchandising classical records. These are kept in browser racks close by, and demand more careful demonstration than pops. Operating controls are built into the

side of the drum top, for volume, bass and treble. The classical record customer can listen in comfort, has plenty of time to make his decisions, and is separated from the remainder of the shop where pop records are demonstrated.

# Program Offers a Critique Of New Classical Albums

NEW YORK — Classical albums will be getting prominent exposure on a new 52-week series called "First Hearing," debuting this month in eight major markets.

The 60-minute program, prepared by WQXR, New York, and sponsored by Eastern Airlines, presents newly recorded classical works, with Robert Lawrence, music critic and conductor sharing his opinions with the audience about the new recordings, which he, like most of his listeners, will be hearing for the first time.

The hope is the commentaries will help stimulate interest in specific new classical album product and encourage the listeners to match their

opinions against those of an acknowledged expert.

Next week's program will include Glinka's "Russian and Ludmilla Overture" (L'Orchestre de la Suisse Romande directed by Ernest Ansermet), Liszt's "Piano Concerto No. 2 in A" (Leonard Pennario, soloist, with the London Symphony Orchestra under Rene Leibowitz's direction), Stravinsky's "Suite No. 2 for Small Orchestra" (Canadian Broadcasting Corp. Orchestra, Igor Stravinsky, conductor) and R. Strauss' "Till Eulenspiegel's Merry Pranks" (The Philadelphia Orchestra conducted by Eugene Ormandy).

"Hearing" will be carried in prime evening time over FM

# CURCI KEEPS UP CLASSIC WORK

NAPLES—Alberto Curci, 78-year-old head of the Curci publishing house and CEMED diskery, continues his career as a classical composer with concertos, the latest of which have been issued by Curci, with Franco Gulli and his orchestra directed by Franco Capuana. The Curci firm, which was founded by the composer-executive's father, celebrated its centennial in 1960.

radio stations WQXR, New York; WCRB, Boston; WFLN, Philadelphia; WGMS, Washington; WFM T, Chicago; WKLS, Atlanta; KLEF, Houston, and WVCG, Miami.

# BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

1. **VAUGHN WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard SRV-134 SD (S), SRV-134 (M).
2. **TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orch.; Gilels, Chicago Symphony (Reiner): RCA Victrola VICS 1039 (S), VIC 1039 (M).
3. **PUCCINI**—Madama Butterfly; Maffo, Valletti, Elias, Corena, Rome Op. (Leinsdorf): RCA Victrola (3-12") VICS 6100 (S), VIC 6100 (M).
4. **PUCCINI**—Tosca; Milanov, Bjoerling, Corena, Warren, Rome Op. (Leinsdorf): RCA Victrola (2-12") VICS 6000 (S), VIC 6000 (M).
5. **DEBUSSY**—String Quartet in G Minor/**RAVEL**—String Quartet in F Major; Stuyvesant String Quartet: Nonesuch H 1007 (M).
6. **PURCELL**—Trumpet Music; Soloists & Rhenish Chamber Orch. of Cologne (Kehr): Nonesuch H 71027 (S), H 1027 (M).
7. **ORFF**—Carmina Burana; Czech Phil. (Smetacek): Parliament S 161 (S), 161 (M).
8. **STRAUSS**—Ein Heldenleben; Chicago Sym. (Reiner): RCA Victrola VICS 1042 (S), VIC 1042 (M).
9. **BACH**—Magnificat in D; Stich-Randall, Casoni, Bottazzo, Littasy, Sarre Ch. Orch. (Ristenpart): Nonesuch H 71011 (S), H 1011 (M).
10. **FRENCH ORGAN MASTERPIECES OF THE 17TH AND 18TH CENTURIES**; Froidebise: Nonesuch H 71020 (S), H 1020 (M).
11. **TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Minneapolis Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-10 (M).
12. **ORFF**—Catulli Carmina; Roon, Loeffler, Vienna Cho. (Hollreiser): Vox 8640 (M).
13. **TELEMANN**—Trio in E Flat for 2 Violins, Cello and Continuo; London Harpsichord Ens.: Nonesuch H 71004 (S), H 1004 (M).
14. **HAYDN**—Symphonies Nos. 6 (Morning), 7 (Noon) and 8 (Evening); Chamber Orch. of the Sarre (Ristenpart): Nonesuch H 71015 (S), H 1015 (M).
15. **BEETHOVEN**—Symphony No. 3; Vienna Phil. (Monteux): RCA Victrola VICS 1036 (S), VIC 1036 (M).

# Arts Foundation Is Chartered in Kansas

KANSAS CITY, Mo. — The Performing Arts Foundation of Kansas City was chartered last week. Its purpose is to promote plays and musical performances and to encourage interest in the performing arts, including the publishing and copyrighting of musical and dramatic works of "any type and nature." These efforts are expected to result in increased attention in serious works and spur the sale of their recordings.

The three-stage program calls for the presentation of major works, the subsequent development of a performing arts festival and the creation of a Performing Arts Center.

First presentation will be the American professional premiere of Handel's "Julius Caesar," May 21, May 23 and May 26 in the Kansas City Music Hall. Giorgio Tozzi, leading bass-baritone of the San Francisco Metropolitan and La Scala opera companies will play the protagonist.

The production moves to Dallas Nov. 19 and Nov. 21 and will be included in the Dallas Civic Opera season.

# Paley to Get Guild Award

NEW YORK — William S. Paley, chairman of the board of the Columbia Broadcasting System, has been named to receive the 1965 Concert Artists Guild Award.

The award, honoring those who have made an outstanding contribution to wider public appreciation of great music, will be presented to Paley at the Guild's annual dinner-concert April 15 at the Plaza in New York.

Mrs. Philip Wise, president of the Guild, in making the announcement, said, "The Concert Artists Guild Award is being presented to William S. Paley in recognition of his pioneering leadership in bringing fine music into millions of American

homes through recordings, TV and radio."

Participating in the presentation will be Ambassador Adlai E. Stevenson and John D. Rockefeller III, chairman of the board of Lincoln Center for the Performing Arts. Previous recipients of the award were Isaac Stern, Artur Schnabel, Rudolf Bing and Rockefeller.



**JUST RELEASED!  
HER SECOND ALBUM**

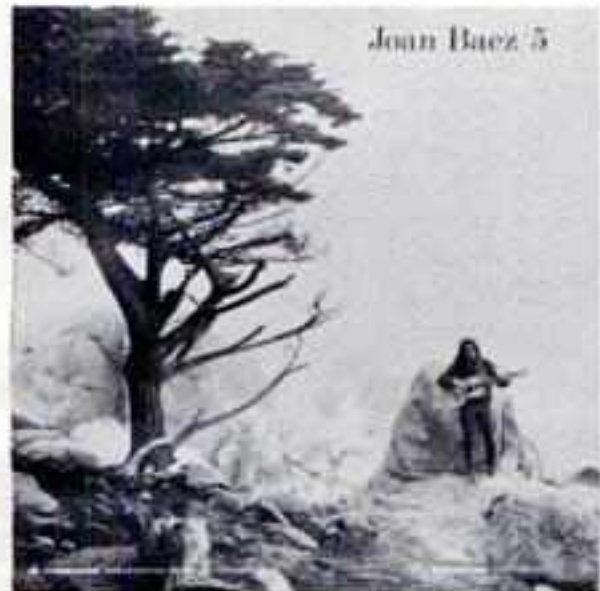
**"A moving, powerful performer." HI FI STEREO  
"Unforgettably moving experiences." HIGH FIDELITY**

# Buffy Sainte-Marie

VRS-9171 (Mono)

VSD-79171 (Stereo)

The leading folk artists are on



**JOAN BAEZ/5**  
VRS-9160 (Mono) • VSD-79160 (Stereo)



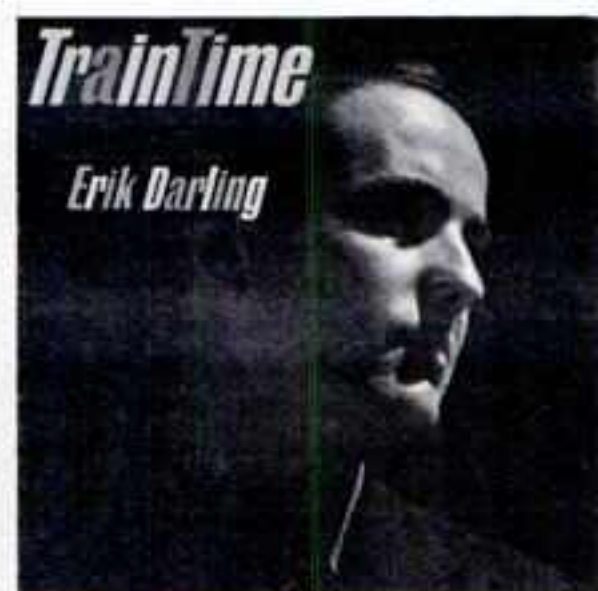
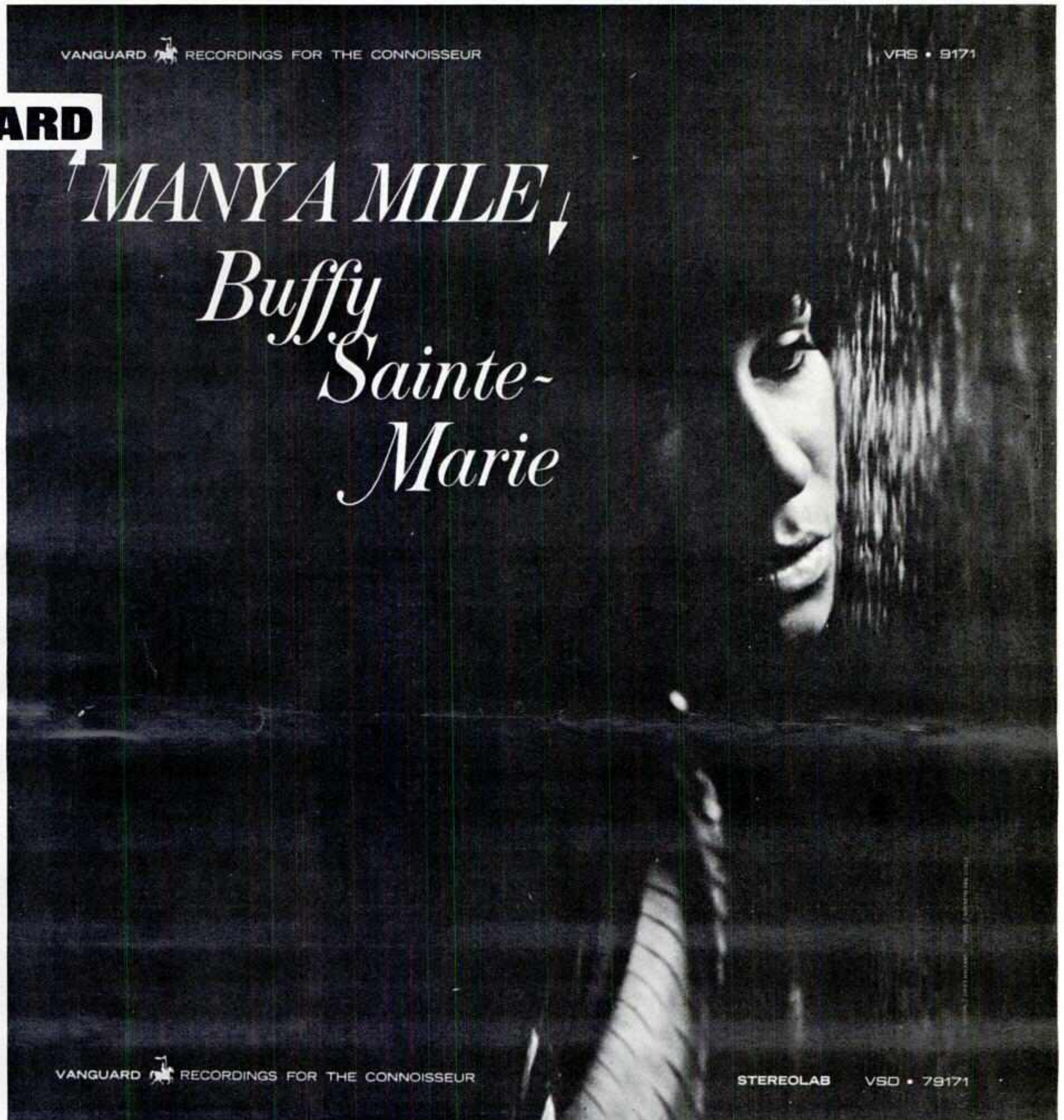
**IAN AND SYLVIA**  
Northern Journey  
VRS-9154 (Mono) • VSD-79154 (Stereo)



**THE WEAVERS — REUNION AT CARNEGIE HALL**  
VRS-9130 (Mono) • VSD-2150 (Stereo)



**JOHN HAMMOND**  
Big City Blues  
VRS-9153 (Mono) • VSD-79163 (Stereo)



**ERIK DARLING**  
Train Time  
VRS-9131 (Mono)



**JIM KWESKIN AND THE JUG BAND**  
Jug Band Music  
VRS-9163 (Mono) • VSD-79163 (Stereo)



**ERIC ANDERSEN**  
Today is the Highway  
VRS-9157 (Mono) • VSD-79157 (Stereo)



**DOC WATSON AND SON**  
VRS-9170 (Mono) • VSD-79170 (Stereo)

VANGUARD RECORDING SOCIETY, INC., 154 West 14th Street, New York 11, N. Y.



## Lopez a Hit in Mexico City; Grosses \$80,000 in 2 Weeks

HOLLYWOOD—Trini Lopez completed his first year of foreign appearances by grossing one million pesos or \$80,000 for two weeks' work at the Terza Cassino, Mexico City.

Lopez's recent engagement there broke the record held by Marlene Dietrich. He also topped appearances at the club by Johnny Mathis, Brenda Lee, Benny Goodman and Louis Armstrong.

Lopez's million pesos was the peak profit take for a night club date in Mexico, to culminate a hectic year of European concerting.

In this short span, Lopez has become one of the leading new American performers gaining the plaudits of international audiences. He is currently in the U. S. where he plans to stay for a while and concentrate on films and domestic bookings. He begins his first film for 20th Fox in April. The musical is called "Snow Job."

### Was Skeptical

Lopez revealed he was skeptical about playing Mexico because of his American background, repertoire and mode of continental dress. "The people came to the club with vegetables to throw at me," Trini said. His appearance there, however, drew Mexican society and Mexican film companies offered him roles.

During his first venture into international markets, Lopez had



AFTER BREAKING the top night club mark in Mexico City, Trini Lopez, center left, was besieged by youngsters at a record store. Lopez turned down two more appearances to play in Mexico. While there, Lopez discovered Latinos were just as enthusiastic for his music as other parts of the world.

to prove himself, his manager, Bullets Durgom, said. Despite his hit records, they just weren't sure how he would fare, the manager noted.

In such places as Lebanon, Monte Carlo, Australia, France, Spain, Benelux countries and Germany, Lopez's infectious style kept turnstiles clicking. His price of \$15,000 is a far cry from the \$300 a week he

earned at P. J.'s in Los Angeles.

Lopez says foreign audiences knew his material even though they might not have understood the words. "They pronounce the words phonetically," he explains. In traveling over 100,000 miles in the past year, the Reprise artist has played every country of significance except those in the Orient.

## EMI Unit Purchases Land in South Italy

ROME—A move which may shift balance of entire recording industry southward is a possibility. Voce del Padrone has bought land in the industrial zone at Pomezia, 20 miles south of Rome, for construction of a new factory.

The EMI subsidiary currently occupies an expensive tract of land near Milan Fair which has grown in value because of residential movement to the area. Acquisition of the Pomezia parcel may be a preliminary to sale of the Milan property.

Whether only the manufacturing or all of the offices would be moved to Rome is not clear, although the company does have a sales and publicity staff in Rome as well as in Milan.

Francois Minchin, director of Voce del Padrone, has been named administrator of the new organization, "Voce del Padrone Italiana." The new firm has acquired the land for "manufacturing phonograph records, phonographs, magnetic tapes, talking machines, films and electric apparatus."

## Beatles' N. S. on, Gobbled Off Mart

LONDON—Some 1,250,000 common shares of Northern Songs Ltd., the Beatles' song publishing firm, were put on the market Thursday (18), and investors bought up the issue on the London Stock Exchange as soon as it was released.

Total authorized stock in the company is 7,500,000 common shares at a capitalization of 750,000 pounds (\$210,000). Some \$1,400,000 of the stock has been issued.

Shares in the company, which anticipates a profit of \$15 million for the current year—started at \$1.05 each.

The Stock Exchange has been harshly criticized in the world of finance for allowing Northern Songs shares to be quoted on the stock market at all. The company has only been in existence for two years and normally the Exchange requires statements of a company's deal-

ings for at least five years before quoting it.

City columnists were virtually unanimous in recommending against buying the shares but despite this the original issue was expected to be oversubscribed.

Under the go-public deal, songwriter John Lennon and Paul McCartney each have a 15 per cent stake—worth almost \$1,000,000—in Northern Songs which holds the copyright of 56 of their compositions. Also each of them has received nearly \$300,000 for shares they had in the company.

The company's prospectus reveals that publisher Dick James, himself a former singer, has been paid \$360,000 for 312,000 shares that he held.

When the offer for sale is complete, James will have an equal stake with John and Paul.



CONNIE VAN DEN BOS, left, with Teddy Scholten, who announced the Dutch selections. Teddy was No. 1 at the Eurovision songfest a few years ago with her song, "Een Beetje."

## Western Music At Peak Behind Iron Curtain

• Continued from page 3

mail asking for more Western music, particularly pop and dance music. He said most of the letters complained that too much Bulgarian national music was played.

Kruzotov promised that "Radio Sofia will select the best from everything created by our own and foreign composers, and will offer these selections to our listeners."

## Holland Selects Singer for Fest

HILVERSUM — The jury selected Conny Van Den-Bos to represent Holland in the Eurovision Song Festival where she will sing "Het Is Genoeg." Conny and her song were chosen from a total of five singers and 15 songs.

Runner-up was the American-educated Dutchman Ronny Tober, 17, who returned from the U. S. a few months ago and is quickly gaining popularity.

The EMI record is about 50 cents cheaper and royalties will probably go to the Memorial Fund, too.

## New Releases in Japan in 1964 Total 9,432, Down 1%

TOKYO—Records released in Japan during 1964 totaled 9,432, a decrease of 1 per cent from the previous year's 9,512.

Japanese records included in the above figure were 4,093, which show a gain of 14 per cent over 3,599 in 1963, while international records were 4,896 dropping off by 10 per cent from 5,913. The reason for an increase of Japanese records is attributable to the activity of the newly born Crown label,

which produces Japanese songs exclusively.

The breakdown of records follows: seven-inch monaural, 2,555 (3,444 in 1963); seven-inch stereo 2,498 (787 in 1963); 10 and 12-inch monaural 1,064 (2,276 in 1963), and 10 and 12-inch stereo 3,315 (3,005 in 1963).

Indications are that the number of monaural is decreasing, while stereo is increasing.

Particularly noteworthy is that the number of seven-inch stereo was three times that of monaural in 1963. This reflects the shift to popular songs from monaural to stereo. The 4,896 international records can be broken down: 1,648 classical, 1,232 orchestra, 1,610 popular songs, 153 Latin American, 109 tangos, 40 French chansons and 104 miscellaneous.

## Adds to Staffs

NEW YORK—Atlantic and Atco Records are continuing the expansion of their field sales and promotion staff. Latest addition is George Badonsky, who has been brought in as Midwest sales and promotion representative for both labels. He'll be based in Chicago.

## EMI, British Decca Issue LP's on Funeral of Churchill

LONDON—Both EMI and British Decca have issued LP's to commemorate the state funeral of Sir Winston Churchill, taken from BBC recordings. Decca is getting American release on London and EMI plans to issue its single album in the U. S. on Stateside.

Decca's two-LP set includes a full description of the funeral procession in addition to an appreciation by Prime Minister Harold Wilson and tributes by Sir Robert Menzies and General

Eisenhower. There are other features, like the chimes of Big Ben, the minute guns fired to commemorate each year of Churchill's life, and the pipe bands which accompanied him on his last journey through London.

The set retails at just under \$6. All royalties are going to the Churchill Memorial Fund. Lady Churchill has officially approved the set. The Sir Winston speeches, released after his death, are now a best seller.

## Royal Records to Debut in Japan

TOKYO—Royal Records will bow in May with a capitalization of \$417,000. It will be the eighth major record firm in Japan. This firm is a subsidiary of Yasuda Enterprises, which operates 11 companies.

The initial releases (exclusively Japanese songs) are slated to hit the market in July. Records will be custom-pressed at present until a plant is completed in Iidabashi, Tokyo. The firm will not handle international records until business gets stabilized to some extent.



# Yes, Virginia-- There is a Sanity Clause

*'It's built into every person's moral contract with himself . . . and in the world of business, it's called "ETHICS."*

Some people choose to forget it exists . . . but whether you deal in records, pharmaceuticals, bubble gum or publishing, it's the great unseen giant that separates the men from the boys.

As with any intangible, Webster's Dictionary defines the word "ethics" in many ways, a few of which are:

- "the science which treats of the nature and grounds of moral obligation; the science of human duty"
- "a set of moral principles or values"
- or closer to home . . . "rules of practice in respect to a single class of human actions; as, social **ethics**, newspaper **ethics**"

At Billboard, we take immense pride in our 70-year heritage of sound and honorable business practice . . . where ethics are as vital to our operation as unlocking the door to our office in the morning.

Oh, sure . . . the highest of ideals can inadvertently get a little bruised now and then . . . unavoidable in any large operation where hundreds of people scattered throughout the world are involved in each weekly product. But on the whole the ethical soundness of Billboard's publishing code is totally unmatched by any other industry publication . . . and we'll take odds that no other music-record trade paper gets the kind of lively mail we do.

For example . . . a letter recently received from a Billboard contract advertiser:

**"For some time we have been complaining that the editorial content relating to merchandise issued or made by non-advertisers is in direct conflict with our paid advertising."**

**"We are not trying to dictate editorial policy to your publication, but since the editorial coverage boils down to free advertising for a competitor's merchandise, we would have to be idiots to continue to pay for what someone else gets for nothing. If anything, non-advertisers in the field get broader editorial coverage than do those who advertise. On the basis of the evidence, it is obvious that the best way to expand our editorial coverage and maintain our competitive position is to stop advertising."**

**"Until these problems are settled to our satisfaction, we will not renew our contract and will advertise only on a one-time basis when we feel it necessary."**

**GUILTY, YOUR HONOR!** . . . As much as we hate losing that contract business, we must confess to our firm conviction

- that just because you advertise does not mean you make **news**
- that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is **newsworthy**
- that just because you advertise, we should lessen or suppress **news** about your competitors

No, sir . . . sleep is too precious. Furthermore—we don't run free ads to hype big accounts . . . or print "puff" to make the book look bigger . . . or pull the wings off butterflies.

What we do try to do is make certain

- that every line of news in every issue of Billboard is accurate and of direct interest or importance to the industry
- that our advertisers get a fair shake—by our membership in Audit Bureau of Circulations (ABC) which presents the industry an annual, unbiased audit of our circulation, letting advertisers know exactly who his message is reaching and where they are.
- that our readers get the benefit of constant up-grading and improvement of editorial content —by our membership in American Business Press (ABP) . . . dedicated to furthering the editorial excellence and "ethical" standards of the business press. (Only ABC-audited publications are accepted for membership)

Do you think any of the above could have some possible bearing on the fact that Billboard's paid circulation is twice that of any other music-record business paper?

*Yes, Virginia . . . there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.*

## Billboard

*The ONLY ABC-audited business paper for the music-record industry*



# Philips to Bow \$2 Wing Line In U.K.; Viewed as Forerunner

By CHIS HUTCHINS

LONDON — Philips Records could revolutionize the LP market in Britain with a new album range, known as the Wing series, which will retail at \$2. Wing has been the budget line subsidiary of Mercury Records in the U. S. for more than a decade.

The average price of an LP here is \$4.40, but Pye's Golden Guinea, Decca's Ace of Hearts and Ace of Clubs and EMI's Encore series all sell at the previously lowest cost of a little under \$3.

Announcing the Wing series,

## 25 U.S. Firms Enter Italy's Hi-Fi Show

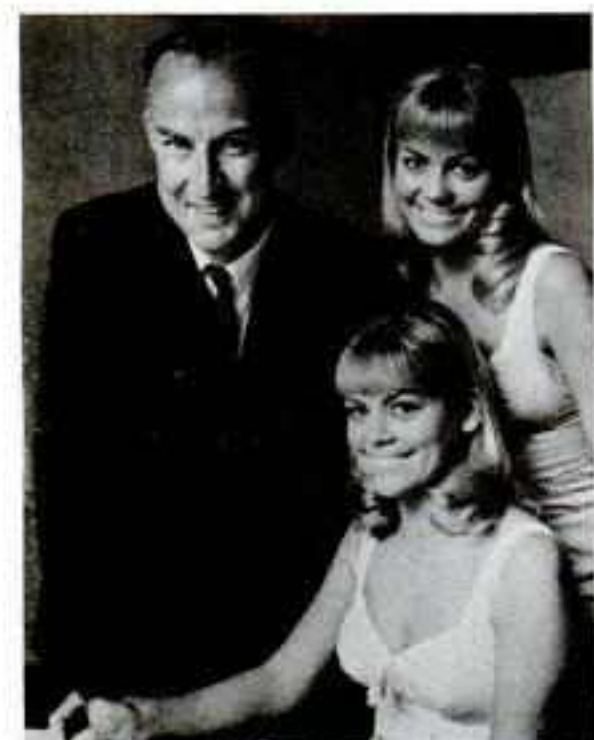
MILAN—Some 25 American firms took part in the first hi-fi and stereo equipment show ever held in Italy.

The show was held from Feb. 20-27 at the U. S. Trade Center in Milan. U. S. firms exhibiting included Ampex International, CBS Laboratories, Fisher Radio International, MGM Records, Voice of America Corp., Zenith, Dynaco, Heath Co. and Sherwood Electronics.

Products exhibited by the U. S. companies included record players, amplifiers, tuners, loudspeakers, tape recorders, kits, microphones, cartridges, turntables, and transistor stereo receivers and radios.

During the seven-day show, visitors listened to hi-fi and stereo music in special acoustical booths, and concerts were organized. There were also group visits by musical societies and amateur musicians.

Representatives of the American companies taking part held meetings at the show with Italian businessmen. Exhibiting companies had executives and representatives in attendance to discuss prices, specifications, product characteristics, and modification to the Italian market. A number of American exhibitors used the show to locate European agents, distributors and representatives.



THE FIELD TWINS, Lynette and Janice, are shown with Ron Gillespie, W&G Record Processing Co. Pty. of Australia, signing an exclusive pact with W&G Records. The girls' first single will be released next month.

Philips general manager Leslie Gould said that the idea was "to help dealers combat mail-order and record club selling."

Twenty-six LP's will be issued in the initial batch of releases on March 5—17 of them classical by the Minneapolis, Chicago and Detroit orchestras.

It is considered Philips anticipated a CBS move to introduce a similar priced series

when it begins marketing here through Oriole next month. Now the industry awaits a possible similar move by the other major companies.

Albums are undoubtedly receiving every British company's special attention this year. EMI has dropped advertising on singles in the trade and consumer papers to devote its entire budget to pushing LP's.



THE KINKS, Reprise Records artists from England, arrived in New York last week to prepare for the "Hullabaloo" TV show. They are greeted by Marvin Deane, next left, head of artists promotion, and George Lee, director of Eastern operations for Warner Bros.-Reprise Records.

## 24 Songs Are Selected for Bonn Songfest

MUNICH—Composer Franz Grothe and a jury of 13 met in Munich for three days and selected 24 numbers out of hundreds of new tunes for the fifth German Song Festival to be produced on May 22 in West Berlin. These are the 24 new German numbers:

- 1) "Zwei Zigaretten Gehn Durch Manhattan," 2) "Die Liebe ist ein Wildwestfilm," by Ralph Bendix, Electrola; 3) "Kuess Mich," 4) "Gib Dein Wort, Linda Lou," by the Blue Diamonds, Philips, 5) "Eine Schwalbe Macht Noch Keinen Sommer," 6) "Blondes Harr am Paléto," by Dorte Metronome; 7) "Schoene Maenner Sind Nicht Sehr Gefaehrlich," 8) "Meine Hochzeitsreise Mach' Ich Auf Den Mond," by Conny Electrola; 9) "Doch Der Mississippi," 10) "Ei e Rose Blueht in Colorado," by Peter Hinnen, Ariola; 11) "Sommers Wind," 12) Ich Werd Traurig Sein," by Gethe Ingmann, Metronome; 13) "Das Leben Ist Wunderbar," 14) "Mir Geht's Genau so Wie Dir" by Feschwister Leissmann, Ariola; 15) "Das Tagebuch Der Ersten Liebe," 16) "Das Fuenfte Rad Am Wagen," by Siw Malkvist, Metronome; 17) "Mit 17 Hat Mann Och Traeume," 18) "Liebesbriefe," by Peggy, 19) "Lebewohl, Winnetou," 20)

## Mina Waxes S. R. Winner For Ri-Fi

ROME — Mina, Italy's top feminine vocalist has recorded "Si Piangi, Si Ridi," the San Remo winner. The disk may well give Bobby Solo's best-selling record a hard run. The Ri-Fi release is notable because Italian soloists usually shy away from doing a song identified with another singer.

Ri-Fi has also made available an English translation of the lyrics and has offered Mina singing the song in any language desired, provided lyrics are provided for the taping. The program represents the first such effort to capture the world market for a San Remo prize-winner.

Six other artists on the Ri-Fi label, including Tony Dallara who has just moved over from Jolly, have recorded the 12 final numbers of the festival on an LP. Other voices are those of Cocki Mazzetti, Memo Remigi, Fabrizio Ferretti, Iva Zanicchi, Eugenia Foligatti and the Augusto Martello orchestra.

"Am Fernen Strand Der Bunten Traeume," by Medkum-Terzett, Polydor; 21) "Die Zillertaler Blasmusik," 22) "Es Wird Gebeten, Beim Trompeten Nicht Zu Schiessen," by Billy Mo, Decca; 23) "Sprich Nicht Darueber," 24) "Wann Faengt Bei Dir Die Liebe An," by Wencke Myhre, Polydor.

# News From the MUSIC CAPITALS OF THE WORLD

## AMSTERDAM

Popular Dutch singer Trea Dobbs has recorded "You've Lost That Lovin' Feeling" (Decca)... Anneke Gronloh recently had the French vocal and dance group Les Parisiennes, and Claude Bolling, on her TV show. Phonogram reported the release of the group's first LP... There seems to be no doubt that the friendly invasion of the Finnish Jenka polka will successfully spread all over Holland. It has gone into the dance halls. Phonogram has released two Jenka interpretations, besides "Letkiss," by Jaako Lasanen, a folkish Jenka by the harmonica duo Schriehl and Hupperts and a swinging version by the Dutch Swing College Band. Delta released several Scandinavian Jenka records and also the Pretty Jenka, played by Tony Eyk. HMV introduced a single with Yvar Sauna's ork playing "Letkiss," while RCA released a Jenka single played by the Beale St. Jazzband.

Dot's Jim Bailey, who made a European tour to discuss the results of the Dot repertoire and arrange a regular visit program to Benelux of the label's artists, was guest of Negram Co., reported Negram's managing director Robert Oeges... On Atlantic is flutist Herbie Mann and the Bill Evans Trio. Almost coinciding with the release of this record was a one-night performance of the Bill Evans Trio at the Amsterdam Concertgebouw. In the days following, sales figures of Evans' records showed a sharp increase with both Phonogram and Bovema... Pianist Jane Carlson recently gave a recital at the Amsterdam Concertgebouw and recorded Hindemith's "Ludus Tonalis" for Bovema's Columbia label... Also playing at the Concertgebouw was CBS pianist Rudolf Serkin, with works of Schumann, Beethoven, Mendelssohn... The successful British beat group, the Barron Knights, made a guest appearance in the Rudy Carrell show. Millie was also in the same TV show... With the Dutch carnival getting near, Bovema released a number of fitting LP items, featuring well-known artists as Cor Steyn, Rita Corita, Ralph Bendix and others... Famous DJ Jos Brink recorded a new single, "When I See Your Picture" and "The Rain Sizzles"... Negram's Cees de Man told us he made recordings of a new Dutch group, the Motions, of which he has great expectations. Results were such that releases in other countries (U. S., England, Germany, Mexico) will be made soon.

RAYMOND DOBBE

## DUBLIN

"I'm Walking in the Streets in the Rain," by Kildare writers Teresa Conlon, George Prendergast and Joe Harrigan, won the Radio Eireann National Song Contest and will be the Irish entry for the Eurovision Song Contest in Naples March 20. The winning number, sung by Butch Moore of Dublin's Capitol Showband, was one of over 200 songs entered. The final selection was made by six juries in Dublin, Waterford, Cork, Limerick, Sligo and Dundalk. Jury members were drawn from many walks of life and no special musical ability was required... Finance Minister Dr. James Ryan paid £2,500 for a continuing interest by the State in the copyright of "A Soldier's Song," the National Anthem, presumably for performances by army bands and orchestras at State occasions. Written by Peadar Kearney and Patrick Heaney, it was officially adopted by the govern-

ment in 1926. Agreement to acquire the copyright and music was made between the Minister and Peadar Kearney and the legal heirs of Patrick Heaney. This copyright has now lapsed and the £2,500 will acquire a continuing interest in it. It is expected to continue until the copyright expires. Normally copyright on songs expires 50 years after it has been publicly accepted.

Breen's, a Dublin record store, began issuing a four-page, fortnightly bulletin, free to customers. It contains reviews, news and features on various aspects of the business.

Dusty Springfield arrived for a short series of ballroom dates... Julie Rogers guested on Televis Eireann's National Song Contest and hopes to record the song that came in third, Gay McKeon's "Another Star, Another Tear"... Billy Fury and the John Barry Seven will appear at Dublin's Adelphi March 4.

Although Ian Whitcomb's "This Sporting Life" is a U. S. best seller, it has yet to be marketed here. A sample copy was favorably received on Irish TV's "Pickin' the Pops"... EMI released King's "Where Can She Be?" and Royal Blues' "Love's Gonna Live Here," written, respectively, by local trio leader Jim Doherty and Buck Owens... "Showband Show" emcee Paul Russell produced the Royal Blues' disk at Silverpine Studios... Cadets flew to London for a ballroom date at the Lyceum and a recording session supervised by Tommy Scott and Derry-born Phil Coulter.

KEN STEWART

## LONDON

Visitors to EMI head office in the past fortnight have included Americans Jimmy Johnson from Buena Vista, Ed Chalpin of PPX Enterprises, L. Forgash of Guardian Industries which owns Roulette Records, Hubert David of Davon and Horizon Music and from Barcelona, George Alexander, managing director of EMI's Spanish subsidiary... Keely Smith is due in London (28) to record tracks for Reprise at Pye's studios under the direction of Tony Hatch. She has asked "Downtown" composer Hatch to write some songs for her. Arriving before Keely were Reprise chief Morris Austen, and Jack Nitzsche, who will record tracks under Andrew Oldham's supervision... Pye has issued an original soundtrack LP of Bronislaw Kaper's music from the Columbia-Keep film "Lord Jim." The picture was chosen for this year's Royal Film Performance (held last week).


... Vee Jay's Randel Wood had two days of discussions with Philips' general manager Leslie Gould before returning to New York; topics included the major push on gospel music which the label is planning for this spring... RCA Victor vice-president and general manager George Marek, in London on an otherwise private visit, had discussions with Decca chairman Si Edward Lewis on promotion plans for the soundtrack LP of "The Sound of Music," due out next month.

Another visitor was Pye's U. S. representative Irving Schezar, in for talks at head office with managing director Louis Benjamin... Britain's entry in the Eurovision Song Contest will be "I Belong," a number written by virtually unknown composers Peter Lee-Stirling and Phil Peters. Decca's Kathy Kirby will sing it as she did in the BBC-TV heat to decide the entry. The song, chosen by votes from 250,000 viewers, is published by Robbins... Louis Benjamin hosted a Pye reception to launch the Chess label on its own

(Continued on page 20)



**Put your money on a sure winner!**



**KAPP**  
K-651  
45 RPM SINGLE

**JACK  
JONES  
THE  
RACE  
IS ON**

**Here's a great new  
side to Jack Jones.**





# News From the MUSIC CAPITALS OF THE WORLD

• Continued from page 18

mark here last week. Guests included Marshall Chess, Jackie Ross and Johnny Nash.

CHRIS HUTCHINS

## MANILA

Derrick Coupland, far East supervisor of Decca London, here last week for the launching of London's tribute album containing Sir Winston Churchill's memoirs and speeches. Negotiations are being made with the local USIS Library here, through Decca London's licensee, Super Records, for an audio-visual Churchill Memorial. . . . Frederick Marks of Festival Records is here for the licensing of his label in this area. . . . Jorge Araneta of the dome coliseum in Cubao, Quezon City, has announced his two forthcoming extravaganzas: Holiday on Ice and the Beauty Pageant, to be participated in by 1964 world beauties. Top recording and TV artists Andy Williams and Steve Lawrence may appear.

LUIS TRINIDAD

## MEXICO CITY

A convention has been called in Mexico March 21 of all top executives of RCA Victor's Latin American subsidiaries. Dario Soria, the company's vice-president in charge of the International division, and possibly George Marek, vice-president and general manager of the Record division, will attend the meeting. . . . In his first personal appearances in Mexico, Trini Lopez has had the greatest success any American performer has ever had here. His record sales increased sharply and nearly all his LP's have been issued. . . . Dean Martin arrived and will shoot a picture. No personal appearances are scheduled.

CBS started a big promotion for Columbia's de luxe album "Mexico," issued in the Legacy Collection. The music was recorded in Mexico by Carlos Chavez during autumn 1961, under the personal supervision of Goddard Lieberson. . . . During a recent visit to Los Angeles, Mariano Rivera Conde, general manager of creative services of RCA Victor Mexicana, signed up for May recordings in Mexico famed Cuban composer Rene Touzet and band leader Juan Garcia Esquivel. A young guitar-playing Costarican singer, Ray Tico, who was successful in a small Hollywood night club, will also record for the first time for RCA Victor Mexicana.

Constantin Th. Metaxas, general manager of Dusa, signed up for Polydor 10-year-old Evita, the most popular star of her age in Mexico. . . . At the Palace of Fine Arts,

the Modern Jazz Quartet gave four successful concerts. Their Atlantic-Philips LP with Laurindo Almeida is becoming quite popular.

OTTO MAYER-SERRA

## MUNICH

John Lennon, one of the Beatles, arrived here with his wife, Cynthia on the way to St. Moritz for a ski holiday. . . . French movie star Michel Paje arrived here to record more numbers in German. . . . The Munich Tempo label released an EP album featuring selections from "My Fair Lady" and "Annie Get Your Gun," played by Ernst Jaeger and his big band. . . . Munich star Bibi Johns left for the States. She will visit New York, Las Vegas, and Hollywood to get ideas for her next TV show. . . . Munich's yodel king Franz Lang toured the States. . . . The Stuttgart radio station got 46,000 letters for the record show, "You Favorite Hit Tune of '64." . . . Lesley Gore and the Rattles guest star in a TV special of the 2d German TV Network. . . . U. S. singer Gus Backus, Munich's Fred Bertelmann, Berlin's Gerd Boettcher, Cologne's Will Brandes, and Munich's Manuela will guest star in a TV special produced by the East German TV Network on March 5 and 6 in Leipzig, East Germany. . . . The Deutsche Vogue label rushed the German version of Petula Clark's "Downtown." The German lyrics are by Ulli Blecher. . . . East Berlin's Juergen Herman and his ork recorded "Mr. Sandman" and "Tico Tico" for the East German Amiga label.

JIMMY JUNGERMANN

## OSLO

Incredible, but true, Jim Reeves' RCA Victor recording of "I Love You Because" is now back on the Norwegian Top 10, reaching fifth position this week. The platter, last year a record-breaker with 30 weeks in the parade, is back in the sales again because the TV system here repeated the transmission from last year's RCA c&w package, including the performances of Bobby Bare, Chet Atkins, the Anita Kerr Singers and Jim Reeves. . . . Phonograph sales are 65 per cent more than budgeted, claims Sverre Dahl of A-S Nord-Dis, adding that the sales of Polydor stereo LP's now are as much as three times the sales of mono records. . . . The Righteous Bros. winning version of "You've Lost That Lovin' Feelin'" is out on the Sonet label here, distributed by Arne Bendiksen A.S. . . . Iversen & Frogg issued another track from the Beatles' Parlophone LP "Beatles for Sale." "Rock and Roll Music" c-w "Eight Days a Week,"

with Rolf Syversen, the company's a&r man, claiming that England can not supply Norway with enough Beatles singles. The platter this week enters the No. 7 position. . . . The Beach Boys made their Top 10 debut in Norway this week with "Little Honda." . . . This month's success in Scandinavian showbusiness is Swede Thore Skogman, composer and singer who penned "Froken Franken." One hundred thousand copies sold in Sweden and is now also topping Norway's Hit Parade. . . . Al Bishop, American singer formerly with the Deep River Boys, issues "Fire of Midnight" c-w "In the Chapel in the Moonlight" on Troll. The first is an English version of a very well-known Norwegian hit tune. Both are from his LP, "Al Bishop," the first LP produced by the eight-months-young Troll diskery, founded by Jorg-Fr. Ellertsen.

ESPEN ERIKSEN

## ROME

The EMI name which has been absent from its Italian disks is now appearing, along with the Capitol, Stateside, Voce del Padrone, Columbia and Pathe labels. . . . "Midnight in Moscow" which reached the finals of "Naples Against Everybody" in the TV-lottery competition has now been released in various versions here by Mercury, Ri-Fi, Carosello and Ricordi. . . . Mina, exhilarated with her trophy as top foreign singer in Spain, having topped runner-up Sylvie Vartan 796-604, headlines the new "Studio One" TV series. Other singer is Milly, of Jamaican origin. Choreography is by Hermes Pan. . . . Meazzi is trying to determine whether it is time for a big-band comeback. It has issued a disk by Gianni Fallabrini and ork, label's artistic director, is directing TV's "The Forerunners." . . . Domenico Modugno is rehearsing a straight play, while his musical leading lady of a year ago, Liana Orfei, who began in the circus and then went to the cinema, is now recording for Ri-Fi. . . . "Panorama," the Mondadori-Time-Life monthly, is confident that it will sell 200,000 under its new Voce del Padrone promotion program. . . . Nico Fidenco has recorded the theme from "The Carpetbaggers" under its Italian title. . . . Venetian Song Festival will take place April 8-10. . . . New Christy Minstrels are asking \$5,000 per night for their summer tour of Italy. . . . Two Voce del Padrone artists, Sergio Bruno and Bruno Martino, are threatening to change labels over contractual bonus demands. . . . Otello Profazio, the singing Sicilian story-teller, has come up with a new Cetra LP, "Trena del Sole," about the train which carries job hunters from the depressed South to Milan. . . . Rita Pavone has recorded an RCA LP of the songs which she sang during the eight-week TV run of "Gian Burrasca." . . . Gino Paoli, back from Brazil, did a recording session with four young RCA Singers, and a live audience.

SAM L. STEINMAN

## SYDNEY

Noeleen Batley, 21, one of Festival's most successful girl singers, signed a five-year recording contract with the label. This is her second five-year term with the company. Miss Batley recently starred in the presentation of "The Wizard of Oz" at Sydney's Tivoli Theater and is to take a holiday trip to Tokyo where she will be feted by King Records who released her version of "Little Treasure from Japan." Festival a&r men are planning a series of singles and albums by the artist. . . . Festival is rush-releasing the Atlantic single featuring Lavern Baker's hot version of "Fly Me to the Moon." . . . Two other singles expected to create chart action and added to Festival's rush-release list are Herb Alpert's Tijuana Brass with "Whipped Cream" and Ember Records original of British vocalist Marcus Trio performing a number penned by the Rolling Stones titled "Tell Me."

Decca's Earl Grant is currently completing his fourth visit to Australia with a four to five-week stint at Chequers Theater Restaurant here and later will appear in Melbourne, scene of the artist's



CBS RECORDS' original-cast album of the musical, "Michael Strogoff," is a top seller in France. At the first night performance are, left to right, Bernard Taylor, general manager of Disques CBS; Paulette Merval, the show's female star; V. Peter de Rougemont, vice-president of European Operations for Columbia Records International; Marcel Merkes, show's male star.

first contract with Australian audiences. Festival is releasing Grant's album "Just One More Time" and his two greatest hits down under, "The End" c-w "Swingin' Gently," formerly issued on separate singles. Like many other visiting top line American artists, Grant is contemplating investing some of his earnings in a ranch property.

With the film of the new James Bond thriller "Goldfinger" due to open in Sydney in late March, Australian Record Co. Ltd., has scheduled the release of the United Artists' soundtrack album to coincide with that of the picture. . . . ARC will also tie in with the numerous promotions being conducted by the motion picture industry, car dealers and book and music publishing companies.

Australian Record Co.'s latest release of hit singles includes nine imports among which are UA's "Little Things" by Bobby Goldsboro, "Jerk and Twine" by Jackie Ross on Chess label, Dion Di Mucci's "Unloved, Unwanted Me" and "Orange Blossom Special" by Johnny Cash—both recorded on CBS label in Australia. . . . In the local field Sven Libaek has produced another up-to-date folk song by the Norfolk Singers who have been enjoying tremendous success with their last single, "The Opera House Is Falling Down." The title of the new single is "Nasho Service," which refers to all the young Australian's views about being called up for the National Army Training Service.

Australia's top c&w singer Slim Dusty has had a family affair single issued on the Columbia label which is proving a hot platter in the country areas in all states. On side "A" Slim has featured his young daughter Anne and himself doing the number "Teenage Country Style," and on the flip he introduces his wife Joy and the number "You'd Better Be Waiting." Both numbers have been composed by Dusty. . . . HMV has issued a new single by New Zealand teen artist Dinah Lee from the Viking label, "I'll Forgive You Then Forget You." Lee is being brought to Australia by TV station TCN to appear on it's national "Bandstand" show to assist in the promotion of this disk in Australia.

Bryan Davis who has a follow up with his new HMV single "I'm Gonna Make You Cry." . . . With the Vic Dana single "Red Roses for a Blue Lady" breaking out in all states on the Liberty label, EMI is also releasing the Wayne Newton version on Capitol.

Allan Wotton, Sydney manager for the Melbourne-based diskery W & G, has reported big sales with their single releases of Ned Miller's "Do What You Do, Do Well," and the Melbourne folk group now in England with its first British produced single, "I'll Never Find Another You." . . . Gracie Fields who is doing a farewell tour of Australia with a two concert appearance in each state, is doing very well. Sydney Town Hall was completely sold out two weeks before. . . . Frank Fontaine of "The Jackie Gleason Show" has been booked for appearances at Sydney's

Chequers Night Club. . . . Fontaine will follow Shirley Bassey, who appears at the night spot after a successful stint by Earl Grant.

Bob Cooley, Philip's a&r manager, has received word that Millie, booked for a two-week tour of New Zealand by General Artists of New Zealand, will give one appearance in Sydney March 1 at the Trocadero. She will be supported by Dinah Lee.

GEORGE HILDER

## TOKYO

Nippon Gramophone will double its capitalization to \$666,666 on May 1.

The new fund will be mostly allocated for the improvement of plant equipment and the construction of a larger recording studio in a new location.

Another Neumann's cutting machine will be imported from West Berlin, bringing the total to three.

N. Izawa, president and G. H. Heldegard, international affairs manager of the label, who left for Hamburg for talks with Deutsche Nippon Columbia, is releasing an album of most popular Japanese and German marches etched by Kenny Ball band last November at its Tokyo studio. . . . The 17-year-old Jamaican singer Millie of "My Boy Lollipop," is in Japan. . . . According to the announcement of Japan Phonograph and Record Association, record production in December is 4,675,681 Japanese records worth \$3,542,680 and 3,493,177 international records worth \$4,251,691, making a total of 8,168,858 records, \$7,794,371 at manufacturers' prices. Stereo disks involved in above figures are 5,229,778 records at a \$5,696,727.

J. FUKUNISHI

## TORONTO

The Allen-Ward Trio signed a five-year contract with Vanguard Records and they're in New York for recording sessions that will include some of their own compositions. . . . Canadian singer Jerry Martin has been signed by Norrie Paramor to record for EMI, and he'll have a single, both his own tunes, released in the U.K. next month. Martin, who acted on stage and TV here as well, is also busy peddling his songs to British groups. . . . Bilingual recording artist Pierre Lalonde, who's gone over well here in both French and English on the Canadian Apex label, has graduated to the parent Decca label and cut his first disk in New York with Henry Jerome. . . . U. S. distribution has been set for "Pack Up Your Trouble" LP by the Carl Tapscott Singers on RCA Victor's Canada-International label. The album, a sort of "hit parade" of the best-known songs from World Wars I and II, has already been released in Australia and South Africa, and negotiations are underway for U. K. release.

Max Falcon, who sees more of the clubs in Michigan and Tennessee than of his native Canada

(Continued on page 44)



FURTHER SEGMENTS of the NBC TV series, "Hullabaloo," were filmed recently at Twickenham, England, by U.K. artists. Brian Epstein, who introduces the artists, is on set talking to Joe Brown, with Billy J. Kramer, left, Georgie Fame, seated and Wayne Fontana.



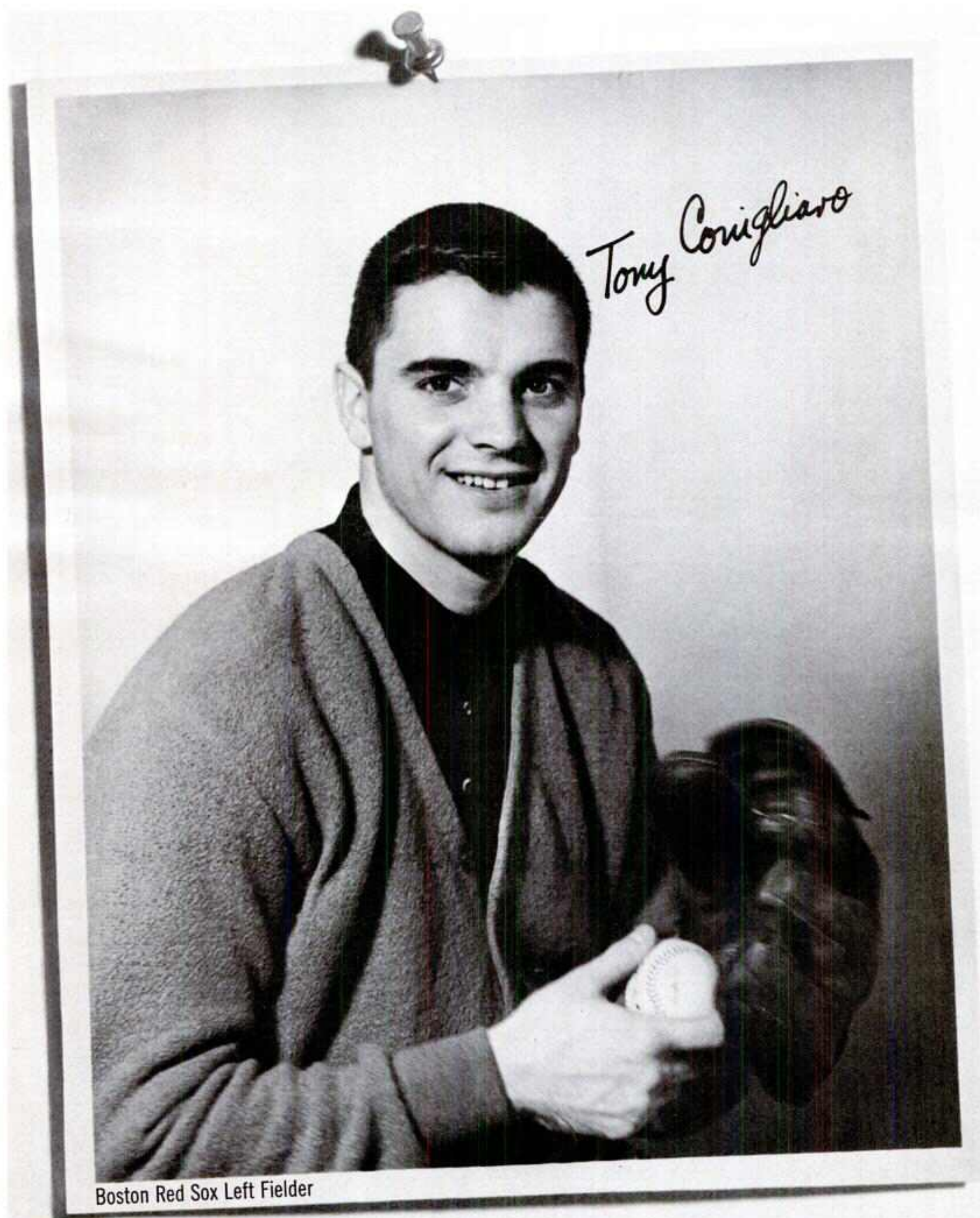
From Out of Left Field

# TONY CONIGLIARO



connects with

## "WHY DON'T THEY UNDERSTAND"

c/w "PLAYING THE FIELD" #8523



**DON'T GET CAUGHT OFF BASE! ORDER NOW! RCA VICTOR**

 The most trusted name in sound 



## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Week	Song	Artist
1	1	1	UNDER THE BOARDWALK	Rolling Stones (Decca)
2	9	2	DOWNTOWN	Petula Clark (Astor)—Leeds
3	3	3	FERRY 'CROSS THE MERSEY	Gerry & the Pacemakers (Columbia)
4	2	4	THE WEDDING	Julie Rodgers (Philips)—Boosey & Hawkes
5	4	5	OVER THE RAINBOW	Billy Thorpe & the Aztecs (Parlophone)—Alberts
6	—	6	IF I FELL	Beatles (Parlophone)—Leeds
7	10	7	TWENTY MILES	Ray Brown & the Whispers (Festival)
8	8	8	WALK AWAY	Matt Monroe (HMV)—Castle
9	—	9	TERRY	Twinkle (Decca)
10	—	10	SHAGGY DOG	Mickey Lee Lane (Stateside)
11	—	11	DO WHAT YOU DO DO WELL	Ned Miller (W. & G.)
12	15	12	ROUTE 66	Rolling Stones (E.M.I.)
13	5	13	SOMEWHERE	P. J. Proby (Liberty)
14	6	14	I FEEL FINE	Beatles (Parlophone)—Leeds
15	7	15	HEART OF STONE	Rolling Stones (Decca)

## BRITAIN

\*Denotes local origin

This Week	Last Week	Week	Song	Artist
1	2	1	TIRED OF WAITING FOR YOU	Kinks (Pye)—Kassner Music
2	1	2	YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Brothers (London)—Screen Gems
3	8	3	I'LL NEVER FIND ANOTHER YOU	Seekers (Columbia)—Belinda Music
4	4	4	KEEP SEARCHIN'	Del Shannon (Stateside)—Vicki Music
5	3	5	GO NOW	Moody Blues (Decca)—Belinda Music
6	5	6	COME TOMORROW	Manfred Mann (HMV)—Belinda Music
7	22	7	GAME OF LOVE	Wayne Fontana and the Mindbenders (Fontana)—Skidmore Music
8	9	8	THE SPECIAL YEARS	Val Doonican (Decca)—Shapiro-Bernstein
9	16	9	DON'T LET ME BE MISUNDERSTOOD	Animals (Columbia)—West One Music
10	6	10	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Piccadilly)—Mellin Music
11	7	11	YOU'VE LOST THAT LOVIN' FEELIN'	Cilla Black (Parlophone)—Screen Gems
12	11	12	BABY PLEASE DON'T GO	Them (Decca)—Leeds Music
13	20	13	FUNNY HOW LOVE CAN BE	Ivy League (Piccadilly)—Southern Music
14	21	14	IT HURTS SO MUCH	Jim Reeves (RCA)—California Music
15	13	15	LEADER OF THE PACK	Shangri-Las (Red Bird)—Mellin Music
16	10	16	TERRY	Twinkle (Decca)—Favourite Music
17	15	17	THE THREE BELLS	Brian Poole and the Tremeloes (Decca)—Biem/Southern
18	12	18	YEH YEH	Georgie Fame (Columbia)—Roar Music
19	14	19	FERRY CROSS THE MERSEY	Gerry and the Pacemakers (Columbia)—Pacermusic
20	23	20	YES I WILL	Hollies (Parlophone)—Screen Gems
21	—	21	IT'S NOT UNUSUAL	Tom Jones (Decca)—Leeds
22	17	22	GIRL DON'T COME	Sandie Shaw (Pye)—Glissando Music
23	—	23	MARY ANNE	Shadows (Columbia)—Francis, Day & Hunter
24	19	24	I'M LOST WITHOUT YOU	Billy Fury (Decca)—South Mountain Music
25	26	25	GETTING MIGHTY CROWDED	Betty Everett (Fontana)—Belinda Music
26	—	26	DANCE, DANCE, DANCE	Beach Boys (Capitol)—Burlington Music
27	24	27	WHAT IN THE WORLD'S COME OVER YOU	Rockin' Berries (Piccadilly)—Welbeck
28	—	28	GOODNIGHT	Roy Orbison (London)—Acutt-Rose
29	29	29	COME SEE ABOUT ME	Supremes (Stateside)—Belinda Music
30	—	30	I MUST BE SEEING THINGS	Gene Pitney (Stateside)—Schroeder Music

## EIRE

This Week Last Week

This Week	Last Week	Week	Song	Artist
1	1	1	HUCKLEBUCK/I RAN ALL THE WAY HOME	Brendan Bowyer and the Royal (HMV)—Leeds/Dash
2	5	2	YOU'VE LOST THAT LOVIN' FEELING	Righteous Brothers (London)—Screen Gems
3	4	3	GO NOW	Moody Blues (Decca)—Sparta
4	9	4	TIRED OF WAITING FOR YOU	Kinks (Pye)—Kassner
5	—	5	I LOVE YOU MORE AND MORE EVERY DAY	Joe Dolan and the Drifters (Pye)—Copyright Control
6	3	6	ROUND AND AROUND	Dickie Rock and Miami (Pye)—Robbins
7	2	7	NO ARMS CAN EVER HOLD YOU	Bachelors (Decca)—Burlington
8	10	8	LOVE'S MADE A FOOL OF YOU	Dixies (Parlophone)—Knox
9	6	9	YEH YEH	Georgie Fame (Columbia)—Roar
10	7	10	TRIBUTE TO JIM REEVES	Larry Cunningham and the Mighty Avons (King)—Various

## FRANCE

This Week Last Week

This Week	Last Week	Week	Song	Artist
1	1	1	VOUS PERMETTEZ MONSIEUR	Adamo (Voix de son Maitre)—Pathe
2	6	2	SACRE CHARLEMAGNE	France Gall (Philips)—Bagatelle
3	4	3	TOUJOURS UN COIN QUI ME RAPPELLE	Eddy Mitchell (Barclay)—Salve
4	2	4	UN AMI CA N'A PAS DE PRIX	Johnny Hallyday (Philips)—Labrador
5	7	5	DONNA DONNA	Claude Francois (Philips)—Mills
6	3	6	LES FILLES DU BORD DE MER	Adamo (Voix de son Maitre)—None
7	—	7	LE CHEF DE LA BANDE	Franck Alamo (Riviera)—Tutti
8	10	8	LA MONTAGNE	Jean Ferrat (Barclay)—Halleluya
9	5	9	NOTRE PLACE AU SOLEIL	Enrico Macias (Pathe)—None
10	8	10	ECOUTE CE DISQUE	Sheila (Philips)—Tutti
11	12	11	MA VIE	Alain Barriere (RCA)—Tutti
12	14	12	LETKISS	Anton Letkiss (Barclay)—Contesse
13	9	13	TOMBE LA NEIGE	Adamo (Voix de son Maitre)—Pathe
14	11	14	LA CORDE AU COU	Richard Anthony (Columbia)—Ami
15	—	15	SI TU N'Y CROIS PAS	Guy Mardel (A. Z.)—Tutti

## FRENCH (WALLOON) BELGIUM

\*Denotes local origin

This Week	Last Week	Week	Song	Artist
1	9	1	LETKISS	several
2	1	2	LES FILLES DU BORD DE MER	Adamo (HMV)—Ardmore & Beechwood
3	—	3	TOUJOURS UN COIN QUI ME RAPPELLE	Eddie Mitchell (Barclay)—Belindamusic
4	5	4	LA CORDE AU COU	Richard Anthony (Columbia)
5	8	5	I FEEL FINE/SHE'S A WOMAN	Beatles (Parlophone)
6	2	6	A VOT' BON COEUR/DOLCE PAOLA	Adamo (HMV)—Ardmore & Beechwood
7	7	7	SACRE CHARLEMAGNE	France Gall (Philips)—Moderny
8	6	8	DONNA DONNA/DU PAIN ET DU BEURRE	Claude Francois (Fontana)—Acutt Rose
9	10	9	JE NE SUIS PLUS RIEN SANS TOI	Dick Rivers (Pathe)
10	—	10	LES CLOCHES SONNAIENT	JE SAIS—Claude Francois (Fontana)

## WEST GERMANY

This Week Last Week

This Week	Last Week	Week	Song	Artist
1	1	1	KLEINE ANNABELL	Ronny (Telefunken)—Idee
2	7	2	DAS WAR MEIN SCHOENSTER TANZ	Bernd Spier (CBS)—Melodie der Welt
3	12	3	RAG DOLL	The Five Tops (Philips)—Accord
4	9	4	KIDDY KIDDY KISS ME/EIN SONNY BOY UND EINE SIGNORINA	Rita Pavone & Paul Anka (RCA)—Arnie; Melodie der Welt

This Week	Last Week	Week	Song	Artist
5	11	5	DIESE NACHT HAT VIELE LICHTER	Conny (Electrola)—United Artists
6	3	6	I FEEL FINE	The Beatles (Odeon)—Budde
7	2	7	DER COLT STECKT IMMER IM PYJAMA	Rex Gildo (Electrola)—Gerig
8	4	8	DAS IST DIE FRAGE ALLER FRAGEN	Cliff Richard (Columbia)—Aberbach
9	14	9	AUF DER HUETT'N	Vico Torriani (Decca)—Melodie der Welt
10	8	10	PRETTY WOMAN	Roy Orbison (London)—Acutt-Rose-Siegel
11	5	11	VERGANGEN, VERGESSEN, VORUEBER	Freddy (Polydor)—Esplanade
12	—	12	SO EIN SEEMANN	Peter Lauch (Golden 12)—Eris
13	—	13	GOODBYE, GOODBYE, GOODBYE	Peggy March (RCA)—Budde
14	6	14	BABY LOVE	The Supremes (CBS)—Aberbach
15	—	15	TRAURIGSEIN BRINGT NICHTS EIN	Manfred Schnelldorfer (Decca)—Busse
16	15	16	GIB DEM BUB DIE GEIGE NICHT	Paul Kuhn (Electrola)—Melodie der Welt
17	—	17	ONLY YOU	The Rackets (Elite)—Mellin-Siegel
18	17	18	DON'T HA HA HA	The Governors (Golden 12)—Mellin-Siegel
19	—	19	MAX UND MORITZ	Suzie (Vogue)—Montana
20	—	20	KUESSE NIE NACHT MITTERNACHT	Siw Malmkvist (Metronome)

## HOLLAND

This Week Last Week

This Week	Last Week	Week	Song	Artist
1	2	1	THE FRENCH SONG	Lucille Starr (London)
2	1	2	I FEEL FINE	The Beatles (Parlophone)
3	4	3	LOVELY LOVELY	Chubby Checker (Cameo-Parkway)
4	3	4	DOWNTOWN	Petula Clark (Vogue)
5	5	5	I COULD EASILY FALL	Cliff Richard (Columbia)
6	6	6	LITTLE RED ROOSTER	The Rolling Stones (Decca)
7	8	7	LES FILLES DU BORD DE MER	Adamo (HMV)
8	17	8	LET KISS	Gudrun Jankis (Omega)—Stig Rauno (Barclay)
9	7	9	DOLCE PAOLA	Adamo (HMV)
10	9	10	ADALITA	Trini Lopez (Reprise)
11	10	11	THE WEDDING	Julie Rogers (Mercury)/Trea Dobbs (Decca)
12	37	12	SCOMMELSTOEL	Gert Timmerman (CNR)
13	13	13	FRATER VENANTIUS	Wim Sonneveld (Philips)
14	14	14	COME A LITTLE BIT CLOSER	Jay and the Americans (UA)
15	15	15	PRETTY WOMAN	Roy Orbison (London)
16	11	16	MIJN DAGBOEK	Willeke Alberti (Philips)
17	26	17	CRAZY ARMS/COLINDA	Lucille Starr (London)
18	12	18	BABY LOVE	Supremes (Motown)
19	19	19	NOORDZEESTRAND	Rocco Granata (CNR)
20	20	20	NO NANAI	Trio Hellenique (Swe-Disc)

## HONG KONG

This Week Last Week

This Week	Last Week	Week	Song	Artist
1	1	1	PLEASE LEAVE HER TO ME	Fabulous Echoes (Diamond)
2	7	2	NO ARMS CAN EVER HOLD YOU	Bachelors (British Decca)
3	2	3	SEND ME NO FLOWERS	Doris Day (CBS)
4	4	4	I FEEL FINE	Beatles (Parlophone)—Northern Sounds Inc.
5	—	5	I'LL CRY INSTEAD	Beatles (Parlophone)—Northern Sounds Inc.
6	—	6	WALK AWAY	Matt Monro (Columbia)
7	3	7	I COULD EASILY FALL	Cliff Richard (Columbia)
8	7	8	GENIE WITH THE LIGHT BROWN LAMP	Shadows (Columbia)
9	—	9	DIAMOND HEAD	Ventures (Liberty)
10	6	10	DEAR HEART	Andy Williams (CBS)

## ITALY

\*Denotes local origin

This Week	Last Week	Week	Song	Artist
1	1	1	SE PIANGI SE RIDI	Bobby Solo (Ricordi)
2	11	2	LE COLLINE SONO IN FIORE	Minstrels (CBS)

This Week	Last Week	Week	Song	Artist
3	6	3	AMICI MIEI	Gene Pitney (Musicor)
4	2	4	NON SON DEGNO DI TE	Gianni Morandi (RCA)
5	4	5	E SE DOMANI	Mina (Ri Fi)
6	—	6	ABBRACCIAMI FORTE	Ornella Vanoni (Ricordi)
7	3	7	CRISTINA	Bobby Solo (Ricordi)
8	8	8	VIVA LA PAPPALONA	Rita Pavone (RCA)
9	5	9	INVECE NO	Petula Clark (Vogue)
10	14	10	IO CHE NON VIVO SENZA TE	Pino Donaggio (Columbia)
11	—	11	SI VEDRA'	Surfs (Festivals)
12	7	12	HO BISOGNO DI VEDERTI	Gigliola Cinquetti (CGD)
13	10	13	L'AMORE HA I TUOI OCCHI	Bruno Filippini (MRC)
14	15	14	COMINCIANO AD AMARCI	John Foster (Style)
15	—	15	AMICI MIEI	Nicola Di Bari (Jolly)

## JAPAN

\*Denotes local origin

This Week	Last Week	Week	Song	Artist
1	3	1	LA PLUS BELLE POUR ALLER DANSER	Sylvie Vartan (Victor)—Victor
2	1	2	ANKO TSUBAKI WA KOI NO HANA	Miyako Harumi (Columbia)—JASRAC
3	4	3	YAWARA	Misora Hibari (Columbia)—JASRAC
4	5	4	LA RAGAZZA DI BUBE	Soundtrack (Fontana)—Victor
5	2	5	OZASHIKI KOUTA	Mahina Stars & Matsuo Kazuko (Victor)—JASRAC
6	6	6	UNA SERA DI TOKIO	Mahina Stars (Victor); C. Valente (London); Milva (Seven Seas)—JASRAC
7	7	7	THE HOUSE OF THE RISING SUN	The Animals (Odeon)—Shinko
8	—	8	CHE CHE CHE	Hashi Yukio (Victor)—JASRAC
9	—	9	KUROI KAIKYO	Ishihara Yujiro (Teichiku)—JASRAC
10	—	10	MATSUNOKI KOUTA	Ninomiya Yukiko (King)—JASRAC

## MEXICO

\*Denotes local origin

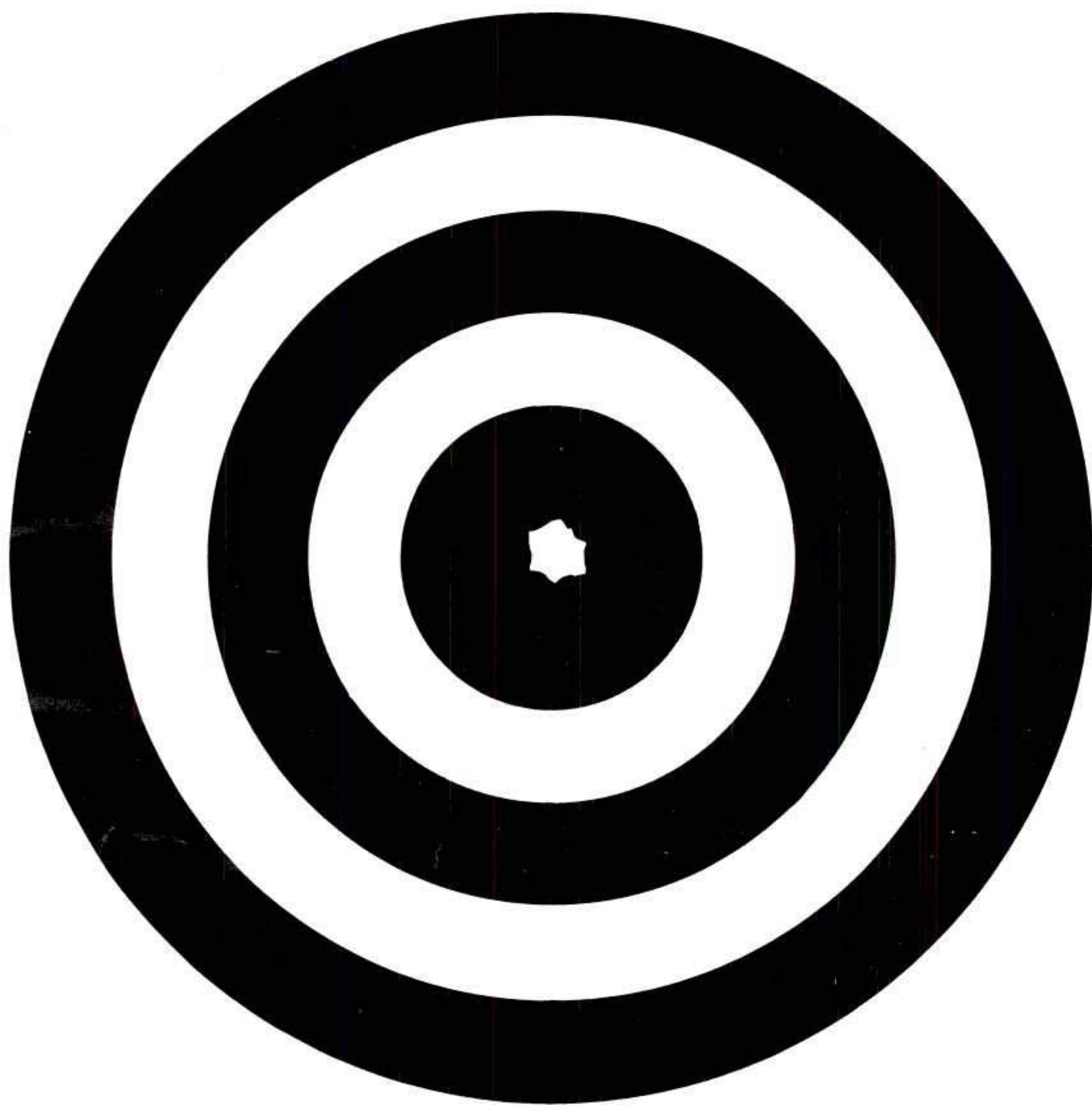
This Week	Last Week	Week	Song	Artist
1	1	1	POLLERA COLORA	Carmen Rivero (CBS)—Mundo Musical
2	2	2	I LOVE HER	Santo and Johnny (Gamma)—Pending
3	7	3	POLLERA AMARILLA	Sonia Lopez (CBS)—Pending
4	4	4	PRETTY WOMAN	Roy Orbison (London)—Mundo Musical
5	5	5	LA CUMBIA	Carmen Rivero (CBS)—Pending
6	8	6	I WANT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

## NORWAY

\*Denotes local origin

This Week	Last Week	Week	Song	Artist
1	1	1	FROKEN FRAKEN	Sven-Ingvars (Philips)—Carl M. Iversen
2	2	2	I FEEL FINE	Beatles (Parlophone)—Edition Lyche
3	3	3	I COULD EASILY FALL	Cliff Richard (Columbia)—Belinda
4	4	4	JEG MARSJERER VED DIN SIDE	Wenche Myhre (Triola)—Belinda
5	10	5	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)—Moerk
6	5	6	THERE'S A HEARTACHE FOLLOWING ME	Jim Reeves (RCA Victor)—Palace Music/Stig Anderson
7	—	7	ROCK AND ROLL MUSIC	Beatles (Parlophone)—Edition Lyche
8	—	8	LITTLE HONDE	Beach Boys (Capitol)
9	9	9	WALK TALL	Val Doonican (Decca)—Edition Lyche
10	7	10	GOLDFINGER	Shirley Bassey (Columbia)—United Artists/Stig Anderson
10	8	10	DOWNTOWN	Petula Clark (Vogue)—Reuter-Leeds





*In Number of Subscribers*  
*In Subscriber Action*  
*In Advertising Sales*

**Billboard**

*is Number 1 . . . Internationally*



## SPOTLIGHTS



### POP

**BOBBY VINTON — LONG LONELY NIGHT** (Arc, BMI)—Hot follow up to "Mr. Lonely." Beautiful ballad with slight tempo well performed by Vinton and chorus. Flip: "Satin" (Acacia, ASCAP).  
Epic 9768

**FRANK SINATRA—ANYTIME AT ALL** (Duchess, BMI)—Right on the heels of his successful "Somewhere in Your Heart" comes another winning ballad with the powerful combination of Sinatra, arranger Freeman and producer Bowen. Flip: "Available" (Sergeant, ASCAP).  
Reprise 0350

**BOBBI MARTIN—I CAN'T STOP THINKING OF YOU** (South Mountain, BMI)—In the vein of her recent hit, "Don't Forget I Still Love You" is another equally strong ballad. Can't miss! Flip: "A Million Thanks to You" (Duchess, BMI).  
Coral 62447

**MARY WELLS — WHY DON'T YOU LET YOURSELF GO** (T. M., BMI)—First-rate performance on a strong piece of material. Flip: "Never, Never Leave Me." (Merna, BMI).  
20th Century-Fox 570

**MAJOR LANCE — COME SEE** (Camad-Chi-Sound, BMI)—Bluesy beat and delivery on medi-tempo Curtis Mayfield tune: "You Belong to Me My Love." (Jalynne, Curtom, BMI).  
Okeh 7216

**EYDIE GORME—DO I HEAR A WALTZ** (Williamson-Burthen, ASCAP)—Title tune of the forthcoming Broadway musical by Richard Rodgers and Steve Sondheim is given a beautiful reading and an unusual arrangement by Robert Mersey. Flip: "After You've Gone" (Mayfair, ASCAP).  
Columbia 43225

**DICK AND DEE DEE — BE MY BABY** (Odin, ASCAP)—Change of pace from their "Thou Shalt Not Steal." Powerful up-tempo drive coupled with a good lyric finds them with a Newbeat sound. Flip: "Room 404" (Odin, ASCAP).  
Warner Bros. 5608

**BETTE DAVIS — SINGLE** (Marimba, ASCAP)—An enchanting answer to Richard Burton's "A Married Man." Miss Davis gives the clever piece of material a delightfully funny reading as witnessed on last week's "Hollywood Palace TV Show." Flip: "Oh What It Seemed to Be" (Joy, ASCAP).  
Mercury 72404

**IRMA THOMAS — YOU DON'T MISS A GOOD THING** (Metric-Ragmar, BMI)—One of her best performances to date on a strong piece of material. Flip: "Some Things You Never Get Used To" (Blackwood, BMI).  
Imperial 66095

**WAYNE FONTANA AND THE MINDBENDERS—GAME OF LOVE** (Skidmore, ASCAP)—All the ingredients of a smash! Material, performance, arrangement and production are outstanding. Has the drive and beat of the Bo-Diddley hits. Flip: "Since You've Been Gone" (Near North, BMI).  
Fontana 1503

### REVIEWED THIS WEEK, 125—LAST WEEK, 101

#### GUEST PANELIST OF THE WEEK

HY LIT  
WIBG Radio  
Philadelphia  
6-10 p.m.  
7-p.m.-Midnight  
Sundays



Each week a program director and/or deejay is invited to sit-in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance speaker-telephone hook-up.

### COUNTRY

**GEORGE AND GENE—I'VE GOT FIVE DOLLARS AND IT'S SATURDAY NIGHT** (Peer Int'l, BMI)—**WRECK ON THE HIGHWAY** (Acuff-Rose, BMI)—The combination of Jones and Pitney can't miss. Their individual styles blend perfectly on material that should hit fast and furious on the pop charts as well. Flip is the famous, traditional country number well performed by the duo.  
Musicor 1066

**KITTY WELLS—YOU DON'T HEAR** (Cash, BMI)—**SIX LONELY HOURS** (Cedarwood, BMI)—A two-sided winner. Top side is material well written by Tommy Cash, brother of Johnny. Both sides are taken from her successful album, "Burning Memories."  
Decca 31749

**NORMA JEAN—I CRIED ALL THE WAY TO THE BANK** (Wilderness, BMI)—Following up her hit "Go Cat Go" she has a winner in special material written by Liz Anderson. Flip: "You Have to Be Out of Your Mind." (Wilderness, BMI).  
RCA Victor 8518

**JOHNNY HORTON — I JUST DON'T LIKE THIS KIND OF LIVIN'** (Rose, BMI)—The fine style of Horton fits this lesser known but powerful song from the pen of Hank Williams. Flip: "Rock Island Line."  
Columbia 43228

**EDDY ARNOLD—WHAT'S HE DOING IN MY WORLD** (4 Star, BMI)—One of his finest performances in years. Eddy and a chorus give this Carl Below ballad a fine reading. Flip: "Laura Lee" (T. M. & Quadric, BMI).  
RCA Victor 8516

**JOHNNY SEA—MY OLD FADED ROSE** (Southwind, BMI)—Outstanding piece of material from the pen of Johnny Cash and June Carter is given a heartfelt reading by Sea. Flip: "It's a Shame" (Glasco. SESAC).  
Philips 40267

4 ★★★★★    4 ★★★★★    4 ★★★★★    4 ★★★★★    4 ★★★★★    4 ★★★★★    4 ★★★★★

### POP

**DAMITA JO—Silver Dollar** (Hampshire House, ASCAP). EPIC 9766

**THE REASONS—You Made Me Love You** (Broadway, ASCAP). UNITED ARTISTS 827

**MICKEY AND SYLVIA—Let's Shake Some More** (Metric-Atlantic, BMI). RCA VICTOR 8517

**THE MITCHELL TRIO—My Name Is Morgan** (Teena, ASCAP). MERCURY 72400

**MEL TORME—Do I Love You Because You're Beautiful?** (Williamson, ASCAP). COLUMBIA 43230

**GEORGE MARTIN AND HIS ORK—Cast Your Fate to the Wind** (Friendship, BMI). UNITED ARTISTS 831

**THE CHARTBUSTERS—Breakin' My Heart** (South Mountain, BMI). MUTUAL 511

**GRADY AND BRADY—Love Or Money** (Dragonwyck, BMI). PLANETARY 104

**SOLOMON BURKE—Got to Get You Off My Mind** (Cotillion, BMI). ATLANTIC 3276

**ROCKY ROBERTS—The T-Bird** (Zim-Patricia, BMI). ROULETTE 4595

**EMERY THOMPSON — Happy Matador** (Rated-Bonatemp, BMI). WATCH 1901

**ADAM, MIKE AND TIM—Little Baby** (Miller, ASCAP)—You're the Reason Why (Gay PRS, ASCAP). PRESS 9728

**AVO AND RAY—College Life** (Carlson, BMI). FRATERNITY 939

**FLORENCE DEVORE—Kiss Me Now** (Don't Kiss Me Later) (Mother Bertha & Bob-Mar, BMI). PHI-DAN 5000

**BRENDA HOLLOWAY—When I'm Gone** (Jobete, BMI). TAMLA 54111

**DICK ST. JOHN—Love's a Funny Little Game** (Karin, ASCAP). PHILIPS 40256

### COUNTRY

**KIRK HANSARD—Die Wille Joe** (Silver Star, BMI)—They've All Come Home But One (Silver Star, BMI). COLUMBIA 43222

### SPIRITUAL

**HAMPTON-AIRES—It's a Blessing** (Lil Etta, BMI)—We Don't Thank Him Enough (Lil Etta, BMI). GOSPEL CORNER 101

**GOLDEN CROWNS—Everything Will Be Alright** (Savoy, BMI)—Have You Got Oil in Your Vessel (Savoy, BMI). SAVOY 4227

### POLKA

**LIL' WALLY—One Has My Heart, the Other My Name** (Jay Jay)—Ee-I-Oh Polka (Jay Jay). JAY JAY 313

**LIL' WALLY—Bartenders Song** (Jay Jay)—Balloon (Jay Jay). JAY JAY 314



#### SPOTLIGHT WINNERS OF THE WEEK

##### SINGLES REVIEW POLICY

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



*America's Newest Singing Sensation*

# BOBBI MARTIN

*Her Follow-up HIT to "Don't Forget I Still Love You"*

## "I CAN'T STOP THINKING OF YOU"

**62447**





HOT 100

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

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

Billboard Award

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'THIS DIAMOND RING', 'YOU'VE LOST THAT LOVIN' FEELIN'', 'MY GIRL'.

Table with columns: 33-65, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'A CHANGE IS GONNA COME', 'PAPER TIGER', 'LET'S LOCK THE DOOR'.

Table with columns: 66-100, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'ANGEL', 'COMING ON TOO STRONG', 'DO THE CLAM'.

HOT 100—A TO Z—(Publisher-Licensee)

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

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

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

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with publisher/licensee information.



**DESTINED TO BE  
THEIR FOURTH NO. 1 RECORD IN A ROW!**

# **THE SUPREMES**

"... The hottest recording group since the Beatles."  
Tom Wolfe, N.Y. Herald Tribune



*Hits are our business . . .*

**Tamla / Motown / Gordy Record Corp.**

2640 W. Grand Blvd., Detroit, Mich.



# TOP 100

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

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

Billboard Award

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>BEATLES '65</b> Capitol T 2228 (M); ST 2228 (S)	9
2	3	<b>GOLDFINGER</b> Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	12
3	2	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	22
4	5	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	6
5	6	<b>MY LOVE FORGIVE ME</b> Robert Goulet, Columbia CL 2296 (M); CS 9096 (S)	10
6	7	<b>COAST TO COAST</b> Dave Clark Five, Epic LN 24128 (M); BN 24128 (S)	9
7	4	<b>WHERE DID OUR LOVE GO</b> Supremes, Motown MT 421 (M); S 421 (S)	24
8	9	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 9000 (M); KOS 2600 (S)	21
9	8	<b>THE BEACH BOYS CONCERT</b> Capitol TAO 2198 (M); STAO 2198 (S)	17
10	11	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	18
11	10	<b>ROUSTABOUT</b> Elvis Presley, RCA Victor LPM 2999 (M); LSP 2999 (S)	16
12	15	<b>RIGHT NOW</b> Righteous Brothers, Moonlight M 1001 (M); S 1001 (S)	9
13	12	<b>PEOPLE</b> Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	22
14	13	<b>THE BEATLES—A HARD DAY'S NIGHT</b> Soundtrack, United Artists UAL 3366 (M); UAS 4366 (S)	33
15	16	<b>DEAR HEART AND OTHER GREAT SONGS OF LOVE</b> Jack Jones, Kapp KL 1415 (M); KS 3415 (S)	8
16	14	<b>HELLO, DOLLY!</b> Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	54
17	19	<b>SOME BLUE-EYED SOUL</b> Righteous Brothers, Moonlight MLP 1002 (M); SLP 1002 (S)	7
18	18	<b>MR. LONELY</b> Bobby Vinton, Epic LN 24136 (M); BN 24136 (S)	7
19	26	<b>THE BEST OF AL HIRT</b> RCA Victor LPM 3309 (M); LSP 3309 (S)	5
20	17	<b>THE ROLLING STONES 12 X 5</b> London LL 3402 (M); PS 402 (S)	16
21	22	<b>SOFTLY, AS I LEAVE YOU</b> Frank Sinatra, Reprise F 1013 (M); PS 1013 (S)	11
22	23	<b>CHAD &amp; JEREMY YESTERDAY'S GONE</b> Chad Stuart & Jeremy Clyde, World Artists WAM 2002 (M); WAS 2002 (S)	23
23	20	<b>EVERYBODY LOVES SOMEBODY</b> Dean Martin, Reprise R 6130 (M); RS 6130 (S)	29
24	24	<b>THE DOOR IS STILL OPEN TO MY HEART</b> Dean Martin, Reprise R 6140 (M); RS 6140 (S)	16
25	25	<b>JOAN BAEZ/5</b> Vanguard VRS 9160 (M); VSD 79160 (S)	15
26	21	<b>A BIT OF LIVERPOOL</b> Supremes, Motown MLP 623 (M); SLP 623 (S)	14
27	27	<b>BOBBY VINTON'S GREATEST HITS</b> Epic LN 24098 (M); BN 24098 (S)	22
28	28	<b>HELLO, DOLLY!</b> Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	42
29	29	<b>ALL SUMMER LONG</b> Beach Boys, Capitol T 2110 (M); ST 2110 (S)	31
30	38	<b>YOU REALLY GOT ME</b> Kinks, Reprise R 6143 (M); RS 6143 (S)	12
31	32	<b>GETZ AU GO GO</b> Stan Getz, Verve V 8600 (M); V6-8600 (S)	11
32	33	<b>I STARTED OUT AS A CHILD</b> Bill Cosby, Warner Bros. W 1567 (M); (no Stereo)	15
33	34	<b>DEAR HEART AND OTHER SONGS ABOUT LOVE</b> Ork & Chorus of Henry Mancini, RCA Victor LPM 2990 (M); LSP 2990 (S)	5
34	41	<b>BLUE MIDNIGHT</b> Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	6
35	37	<b>SAM COOKE AT THE COPA</b> RCA Victor LPM 2970 (M); LSP 2970 (S)	18
36	44	<b>THE NANCY WILSON SHOW!</b> Capitol KAO 2136 (M); SKAO 2136 (S)	4
37	30	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	76
38	35	<b>GETZ/GILBERTO</b> Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	39
39	57	<b>THE FOLK ALBUM</b> Trini Lopez, Reprise R 5147 (M); RS 6147 (S)	5
40	36	<b>GOLDEN BOY</b> Original Cast, Capitol VAS 2124 (M); SVAS 2124 (S)	11
41	31	<b>SOMETHING NEW</b> Beatles, Capitol T 2108 (M); ST 2108 (S)	30
42	39	<b>COTTON CANDY</b> Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	41
43	40	<b>GREAT SONGS FROM MY FAIR LADY AND OTHER BROADWAY HITS</b> Andy Williams, Columbia CL 2205 (M); CS 9005 (S)	23
44	42	<b>WHO CAN I TURN TO</b> Tony Bennett, Columbia CL 2285 (M); CS 9085 (S)	11
45	43	<b>PETER, PAUL &amp; MARY IN CONCERT</b> Warner Bros. W 1555 (M); W5 1555 (S)	29
46	47	<b>THE SIDEWINDER</b> Lee Morgan, Blue Note 4157 (M); 84157 (S)	21
47	50	<b>LOUIE LOUIE</b> Kingsmen, Wand 637 (M); (no Stereo)	59
48	48	<b>YOUR CHEATIN' HEART</b> Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	9
49	45	<b>FUNNY GIRL</b> Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	44
50	49	<b>MEET THE BEATLES</b> Capitol T 2047 (M); ST 2047 (S)	57
51	51	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	147

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	53	<b>PEARLY SHELLS</b> Billy Vaughn, Dot DLP 2605 (M); DLP 25605 (S)	9
53	56	<b>THE KINGSTON TRIO</b> Decca DL 4613 (M); DL 74613 (S)	7
54	52	<b>SUGAR LIPS</b> Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	28
55	54	<b>"POPS" GOES THE TRUMPET</b> Al Hirt/Boston Pops Orch. (Piedler), RCA Victor LHM 3729 (M); LSC 3729 (S)	23
56	68	<b>A LITTLE BIT OF HEAVEN</b> John Gary, RCA Victor LPM 2994 (M); LSP 2994 (S)	6
57	64	<b>MY FAIR LADY</b> Original Cast, Columbia OL 3090 (M); OS 2015 (S)	434
58	60	<b>CALL ME IRRESPONSIBLE AND OTHER HIT SONGS</b> Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	43
59	65	<b>L-O-V-E</b> Nat King Cole, Capitol T 2195 (M); ST 2195 (S)	4
60	70	<b>THE RETURN OF ROGER MILLER</b> Smash MGS 27061 (M); SRS 67061 (S)	4
61	59	<b>THE INCOMPARABLE MANTOVANI</b> London LL 3392 (M); PS 392 (S)	17
62	46	<b>THE BEATLES' STORY</b> Capitol TBO 2222 (M); STBO 2222 (S)	12
63	67	<b>THE BEST OF JIM REEVES</b> RCA Victor LPM 2890 (M); LSP 2890 (S)	30
64	61	<b>THE IMPRESSIONS KEEP ON PUSHING</b> ABC-Paramount ABC 493 (M); ABCS 493 (S)	30
65	62	<b>KINGSMEN, VOL. 2</b> Wand LP 459 (M); LP 459 S (S)	23
66	71	<b>STANDING OVATION!</b> Jerry Vale, Columbia CL 2273 (M); CS 9073 (S)	5
67	78	<b>SOUTH OF THE BORDER</b> Herb Alpert's Tijuana Brass, A&M LP 108 (M); ST 108 (S)	7
68	66	<b>THE PEOPLES CHOICE</b> Ferrente & Teicher, United Artists UAL 3385 (M); UAS 6385 (S)	14
69	63	<b>THE BEATLES' SECOND ALBUM</b> Capitol T 2080 (M); ST 2080 (S)	45
70	85	<b>SHAKE</b> Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S)	3
71	69	<b>THE PINK PANTHER</b> Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	47
72	55	<b>THE MANFRED MANN ALBUM</b> Ascat AM 13015 (M); ALS 14015 (S)	15
73	80	<b>THE GREATEST LIVE SHOW ON EARTH—JERRY LEE LEWIS</b> Smash MGS 27056 (M); SRS 67056 (S)	13
74	58	<b>TOUR DE FARCE AMERICAN HISTORY AND OTHER UNRELATED SUBJECTS</b> Smothers Brothers, Mercury MG 20948 (M); SR 60948 (S)	11
75	73	<b>SHE CRIED</b> Lettermen, Capitol T 2142 (M); ST 2142 (S)	16
76	72	<b>TRINI LOPEZ AT PJ'S</b> Reprise R 6093 (M); RS-6093 (S)	80
77	83	<b>LICORICE STICK</b> Pete Fountain, Coral CRL 57460 (M); CRL 737460 (S)	28
78	76	<b>FOR SWINGIN' LIVERS ONLY!</b> Allan Sherman, Warner Bros. W 1569 (M); WS 1569 (S)	14
79	77	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1132 (M); CS 8634 (S)	356
80	75	<b>THE KENNEDY WIT</b> John F. Kennedy, RCA Victor VDM 101 (M); (No Stereo)	10
81	110	<b>WE COULD</b> Al Martino, Capitol T 2200 (M); ST 2200 (S)	4
82	74	<b>TRINI LOPEZ LIVE AT BASIN ST. EAST</b> Reprise R 6134 (M); RS 6134 (S)	19
83	79	<b>WEST SIDE STORY</b> Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	175
84	109	<b>DEAN MARTIN HITS AGAIN</b> Reprise R 6146 (M); RS 6146 (S)	3
85	84	<b>DREAM WITH DEAN</b> Dean Martin, Reprise R 6123 (M); RS 6123 (S)	27
86	104	<b>THE NEW CHRISTY MINSTRELS SING AND PLAY COWBOYS AND INDIANS</b> Columbia CL 2303 (M); CS 9103 (S)	3
87	87	<b>IN THE WIND</b> Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	71
88	81	<b>BARBRA STREISAND/THE THIRD ALBUM</b> Columbia CL 2134 (M); CS 8934 (S)	53
89	111	<b>DOWNTOWN</b> Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S)	3
90	93	<b>JOHNNY RIVERS AT THE WHISKEY A GO GO</b> Imperial LP 9264 (M); LP 12264 (S)	37
91	82	<b>ROY ORBISON'S GREATEST HITS</b> Monument MLP 8000 (M); SLP 18000 (S)	131
92	86	<b>HOW GLAD I AM</b> Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	26
93	100	<b>HAWAII TATTOO</b> Walkie, Kapp KL 1366 (M); KS 3366 (S)	7
94	89	<b>IT MIGHT AS WELL BE SWING</b> Frank Sinatra, Count Basie & His Ork, Reprise F 1019 (M); PS 1019 (S)	28
95	88	<b>THE BARBRA STREISAND ALBUM</b> Columbia CL 2007 (M); CS 8807 (S)	99
96	94	<b>MORE OF ROY ORBISON'S GREATEST HITS</b> Monument MLP 8024 (M); SLP 18024 (S)	28
97	101	<b>WALK, DON'T RUN, VOL. 2</b> Ventures, Dolton BLP 3031 (M); BST 3031 (S)	21
98	90	<b>PETER, PAUL AND MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	149
99	96	<b>THE CAT</b> Jimmy Smith, Verve V 8587 (M); V6-8587 (S)	24
100	99	<b>SONGS FOR LONESOME LOVERS</b> Ray Charles Singers, Command RS 874 (M); RS 874 SD (S)	13

This Week	Last Week	Title, Artist, Label	Wks. on Chart
98	98	<b>BURL IVES SINGS PEARLY SHELLS AND OTHER FAVORITES</b> Decca DL 4578 (M); DL 74578 (S)	13
99	91	<b>WELCOME TO THE PONDEROSA</b> Lorne Greene, RCA Victor LPM 2843 (M); LSP 2843 (S)	14
100	92	<b>BACH'S GREATEST HITS</b> Creative Swingle Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	71
101	95	<b>SURFER GIRL</b> Beach Boys, Capitol T 1981 (M); ST 1981 (S)	54
102	105	<b>HERE WE A GO GO AGAIN!</b> Johnny Rivers, Imperial LP 9274 (M); LP 12274 (S)	20
103	103	<b>THE BEST OF MANCINI</b> Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	30
104	97	<b>INVISIBLE TEARS</b> Ray Conniff & The Singers, Columbia CL 2264 (M); CS 9064 (S)	22
105	107	<b>I DON'T WANT TO SEE YOU AGAIN</b> Peter & Gordon, Capitol T 2320 (M); ST 2320 (S)	9
106	106	<b>IT HURTS TO BE IN LOVE</b> Gene Pitney, Musicor MM 2019 (M); MS 2019 (S)	16
107	116	<b>THE GOOD LIFE WITH THE DRIFTERS</b> Atlantic 8102 (M); SD 8102 (S)	4
108	142	<b>JOHNNY RIVERS IN ACTION!</b> Imperial LP 9280 (M); LP 12280 (S)	2
109	—	<b>BIZET: CARMEN</b> Maria Callas, Angel CLX 3650 (M); SCLX 3650 (S)	1
110	—	<b>THE ZOMBIES</b> Parrot PAL 61001 (M); PAS 71001 (S)	1
111	102	<b>RUNNIN' OUT OF FOOLS</b> Aretha Franklin, Columbia CL 2281 (M); CS 9081 (S)	11
112	122	<b>KNOCK ME OUT!</b> Ventures, Dolton BLP 2033 (M); BST 2033 (S)	3
113	115	<b>THE UNSINKABLE MOLLY BROWN</b> Soundtrack, MGM E 4232 ST (M); SE 4232 ST (S)	33
114	118	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	93
115	114	<b>THIS IS LOVE</b> Johnny Mathis, Mercury MG 20942 (M); SR 60942 (S)	20
116	140	<b>THIS IS US—THE SEARCHERS</b> Kapp KL 1409 (M); KS 3409 (S)	12
117	120	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	139
118	121	<b>OLDIES BUT GOODIES, VOL. 7</b> Various Artists, Original Sound OSR-LPM 5012 (M); OSR-LPS 8837 (S)	8
119	139	<b>KINGSMEN, VOL. III</b> Wand 662 (M); 662 S (S)	2
120	—	<b>FOUR TOPS</b> Motown M 622 (M); S 622 (S)	1
121	128	<b>THE BEST OF PETER NERO</b> RCA Victor LPM 2978 (M); LSP 2978 (S)	2
122	141	<b>INTRODUCING HERMAN'S HERMITS</b> MGM E 4282 (M); SE 4282 (S)	2
123	126	<b>I HAD A BALL</b> Original Cast, Mercury OCM 2210 (M); OCS 6210 (S)	5
124	130	<b>CAMELOT</b> Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	214
125	119	<b>THE ANIMALS</b> MGM E 4264 (M); SE 4264 (S)	26
126	132	<b>HOLD WHAT YOU'VE GOT</b> Joe Tex, Atlantic LP 8106 (M); SD 8106 (S)	4
127	123	<b>HAWAII TATTOO</b> Martin Denny, Liberty LRP 3394 (M); LST 7394 (S)	7
128	124	<b>I DON'T WANT TO BE HURT ANYMORE</b> Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	31
129	134	<b>ODE TO THE LITTLE BROWN SHACK OUT BACK</b> Billy Edd Wheeler, Kapp KL 1425 (M); KS 3425 (S)	3
130	137	<b>OLIVER</b> Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	97
131	129	<b>THE IKE &amp; TINA TURNER SHOW... LIVE</b> Warner Bros. W 1579 (M); WS 1579 (S)	4
132	127	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	240
133	138	<b>BEST OF SAM COOKE</b> RCA Victor LPM 2625 (M); LSP 2625 (S)	34
134	—	<b>I'LL BE THERE</b> Gerry & The Pacemakers, Laurie LLP 2030 (M); SLP 2030 (S)	1
135	—	<b>THEMES FROM THE JAMES BOND THRILLERS</b> Roland Shaw & His Ork, London LL 3412 (M); PS 412 (S)	1
136	135	<b>AMERICAN TOUR</b> Dave Clark Five, Epic LN 24117 (M); BN 24117 (S)	27
137	—	<b>FERRY CROSS THE MERSEY</b> Soundtrack, United Artists UAL 3387 (M); UAS 4387 (S)	1
138	—	<b>COMMAND PERFORMANCE</b> Jan & Dean, Liberty LRP 3403 (M); LST 7403 (S)	1
139	131	<b>PETER NERO PLAYS SONGS YOU WON'T FORGET</b> RCA Victor LPM 2935 (M); LSP 2935 (S)	21
140	143	<b>BAJOUR</b> Original Cast, Columbia KOL 6300 (M); KOS 2700 (S)	2
141	144	<b>THE HOLLYRIDGE STRINGS PLAY HITS MADE FAMOUS BY ELVIS PRESLEY</b> Capitol T 2221 (M); ST 2221 (S)	3
142	147	<b>GOIN' OUT OF MY HEAD</b> Little Anthony & The Imperials, DCP DCL 3808 (M); DCS 4808 (S)	2
143	146	<b>RAY CHARLES LIVE IN CONCERT</b> ABC-Paramount ABC 500 (M); ABCS 500 (S)	2
144	—	<b>JAZZ IMPRESSIONS OF NEW YORK</b> Dave Brubeck Quartet, Columbia CL 2275 (M); CS 9075 (S)	1
145	149	<b>BLUE RABBIT</b> Johnny Hodges/Wild Bill Davis, Verve V 8599 (M); V6-8599 (S)	2
146	—	<b>HOW SWEET IT IS TO BE LOVED BY YOU</b> Marvin Gaye, Tamla TM 258 (M); TMS 258 (S)	1
147	150	<b>ANYONE FOR MOZART</b> Swingle Singers, Philips PHM 200-149 (M); PHS 600-149 (S)	2



# NEW ALBUM RELEASES

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

## ANGEL

FALLA: THE THREE CORNERED HAT—de Los Angeles & The Philharmonic Orch. (de Burgos); 36235  
**A. SCARLATTI: CANTATA: INFIRMATA VULNERATA—& other composers; 36237**  
**TCHAIKOVSKY: SYMPHONY NO. 5 IN E MINOR OP 64—The New Philharmonia Orch. (Pretre); 36259**  
**BEETHOVEN: SONATA NO. 11 IN B FLAT MAJOR OP 22 & SONATA NO. 12 IN A FLAT MAJOR OP 26—Artur Schnabel; COLH 55**  
**BEETHOVEN: SONATA NO. 13 IN E FLAT MAJOR OP 1, SONATA NO. 14 IN C SHARP MINOR OP 27 NO. 2, SONATA NO. 15 IN D MAJOR OP 28—Artur Schnabel; COLH 56**

## BACKBEAT

JOE HINTON—"Funny" (How the Time Slips Away); BLP 60

## CAPITOL

ADAM FAITH—It's Alright; T 6101  
 Latin World of PEPE JARAMILLO; T 6110, ST 6110  
 SOUNDTRACK—Ferry Cross the Mersey; T 6111  
 The State Funeral of Sir Winston Churchill; KAO 6113  
 THE BEACH BOYS Today; T 2269  
 FRANKIE LAINE—I Believe; T 2277, ST 2277  
 The Best of the KINGSTON TRIO Vol. 2; T 2280, ST 2280  
 BOBBY RYDELL—Somebody Loves You; T 2281, ST 2281  
 THE BENNY GOODMAN QUARTET—Made in Japan; T 2282, ST 2282  
 BUCK OWENS—I've Got a Tiger By the Tail; T 2283, ST 2283  
 CANNONBALL ADDERLEY/ERNIE ANDREWS—Live Session!; T 2284, ST 2284  
 THE HOWARD ROBERTS QUARTET—Something's Cookin'; T 2214, ST 2214  
 Rock Out With RICK DALE & HIS DELTONES; T 2293, ST 2293  
 PETER BRADY; T 2286, ST 2286  
 RICHARD & JIM—Two Boys From Alabama; T 2287, ST 2287  
 The Big Hits of Detroit—Arranged & conducted by H. B. Barnum; T 2289, ST 2289

## COLUMBIA

BERNSTEIN Conducts Copland; N. Y. Philharmonic; ML 6098, MS 6698  
 JOHNNY CASH—Orange Blossom Special; CL 2309, CS 9109  
 CHOPIN: PIANO CONCERTO NO. 1 IN E MINOR—Emil Gilels; ML 6112, MS 6712  
 ORQUESTA SERENATA TROPICAL—Rumbas Solamente Rumbas; EX 5134, ES 1834  
 EYDIE GORME Sings The Great Songs From The Sound of Music & Other Broadway Hits; CL 2300, CS 9100  
 Magic Fire Music—Philadelphia Orch. (Ormandy); ML 6101, MS 6701  
 SARITA MONTIEL—Songs From The Film "Besame"; EX 5135, ES 1835  
 JERRY VALE—Have You Looked Into Your Heart; CL 2313, CS 9113  
**DELMARK**  
 CLANCY HAYES—Oh! By Jingol; DL 210, DS 9210

## ELEKTRA

THE DILLARDS & BYRON BERLINE—Pickin' & Fiddlin'; EKL 285, EKS 7285  
 PHIL OCHS—I Ain't Marching Anymore; EKL 287, EKS 7287  
 VARIOUS ARTISTS—Classical Music of Japan; EKL 286, EKS 7286

## EPIC

THE BACK PORCH MAJORITY Live From Ledbetter's; LN 24134, BN 26134

## HILLTOP

The Legend of PETE CASSELL; JM 6023  
 FLOYD CRAMER & HOUSTON ROBERTS—Country Piano; JM 6025  
 HERBIE REMINGTON—Remington Rides Again!; JM 6020  
 COUNTRY JOHNNY MATHIS; C 7004

## JOY

The New Dance Sound of BILLY BUTTERFIELD; JL 1003, JLS 5003

## KAPP

THE NEW SEARCHERS LP—Mike, John, Frank, Chris; KL 1412  
 ROGER WILLIAMS Plays the Hits; KL 1414

## LONDON

RENATA TEBALDI—Operatic Arias; 5912, OS 25912  
 Presenting MARILYN HORNE; 5910, OS 25910  
 EILEEN FARRELL—Songs America Loves; 5920, OS 25920  
 NICOLAI GHIAUROV—Arias From French and Russian Operas; 5911, OS 25911  
 BRUNO PREVEDI—Tenor Arias; 5875, OS 25875

MANTOVANI—Gems Forever; LL 3032, PS 106  
 MANTOVANI—Continental Encores; LL 3095, PS 147  
 MANTOVANI—Film Encores Vol. 2; LL 3117, PS 164  
 MANTOVANI—The Music of Victor Herbert & Sigmund Romberg; LL 3122, PS 165  
 MANTOVANI—The Music of Irving Berlin & Rudolf Friml; LL 3123, PS 166  
 MANTOVANI—The Music of Stephen Foster; LL 3136, PS 182

MANTOVANI—Songs To Remember; LL 3149, PS 193  
 MANTOVANI—Operetta Memories; LL 3181, PS 202  
 MANTOVANI—Music From Exodus & Other Great Themes; LL 3231, PS 224  
 MANTOVANI—Italia Mia; LL 3239, PS 232  
 MANTOVANI—Themes From Broadway; LL 3250, PS 242  
 MANTOVANI—Songs of Praise; LL 3251, PS 245  
 MANTOVANI—American Waltzes; LL 3260, PS 248  
 MANTOVANI—Moon River & Other Great Film Themes; LL 3261, PS 249

**LONGHORN**  
 BOB WILLS Keepsake Album No. 1; LP 001

## MGM

JOE QUIJANE—Fiddler On The Roof Goes Latin; E 4283, SE 4283

## MONITOR

PROKOFIEV: PIANO CONCERTO NO. 3 OP 26—State Radio Orch. (Kondrashin); MC 2061, MCS 2061  
 PROKOFIEV: Alexander Nevsky Cantata Op 78—State Radio Orch. (Samosud); MC 2062, MCS 2062  
 VARIOUS COMPOSERS—Russian Art Songs; MC 2063, FCS 2063  
 PROKOFIEV: ROMEO & JULIET OP 75 (10 Piano Pieces); MC 2064

TCHAIKOVSKY: CONCERTO FOR VIOLIN OP 35—State Radio Orch. (Nebolsin); MC 2065  
 HAYDN: TRIO NO. 30 in D Major—MC 2066, MCS 2066  
 MOZART: DIVERTIMENTO NO. 17 in D MAJOR—Leningrad Philharmonic Orch. (Sanderling); MC 2067, MCS 2067  
 RAVEL: TRIO IN A MINOR—CHOPIN: TRIO IN G MINOR; MC 2069, MCS 2069  
 DVORAK: DUMKY TRIO OP 90—SMETANA: TRIO IN G MINOR; MC 2070, MCS 2070

## NONESUCH

MOZART: MASS IN C MAJOR K 317—Chamber Orch. of the Sarre (Ristenpart); H 1041, H 71041

(Continued on page 33)



THANKS!

FOR THE TREMENDOUS SALES  
 It's Not on the Charts,  
 But Our Sales Are Full of Sparks!

IT'S HOT!



NO BEER IN HEAVEN

BY

*Lil Wally*

JAY JAY 306

FROM LP

JAY JAY 1079

STEREO 5079

Order these Juke Box money makers from your Distributors and One Stops

FREE TITLE STRIPS • BROWSER BOX • DIVIDER CARDS

NO BEER IN HEAVEN .....	Jay Jay 306	Qty. _____
ONE HAS MY HEART, THE OTHER HAS MY NAME .....	Jay Jay 313	Qty. _____
BARTENDER SONG .....	Jay Jay 314	Qty. _____
MY WIFE SHE GOT DRUNK .....	Jay Jay 205	Qty. _____
WISH I WAS SINGLE AGAIN .....	Jay Jay 145	Qty. _____
FRANKFURTER .....	Jay Jay 280	Qty. _____
BEER BARREL POLKA .....	Jay Jay 236	Qty. _____
BLUE SKIRT WALTZ .....	Jay Jay 154	Qty. _____
I STOPPED FOR A BEER .....	Jay Jay 222	Qty. _____
NIGHT AFTER NIGHT .....	Jay Jay 292	Qty. _____

TOTAL

### LITTLE STEREO ALBUMS

WISH I WAS SINGLE AGAIN	Qty. _____	Name _____
<i>Lil Wally's</i> GREATEST	Qty. _____	Address _____
OH BOY, POLKA JOY	Qty. _____	City _____
BEAUTIFUL POLKA MUSIC	Qty. _____	State _____

Write for Complete Catalog

JAY JAY RECORD COMPANY 2454 S. Kedzie Ave. • Chicago 23, Ill.

SEE

*Lil Wally*

IN ACTION!

ITINERARY

*Lil Wally*

Sun., April 18—Chicago's Aragon Ballroom  
 Tues., April 20—Stevens Point Wisc.  
 Wed., April 21—Hamel, Minn.  
 Thurs., April 22—Minneapolis, Minn.  
 Friday, April 23—Omaha, Nebr.  
 Sat., April 24—Columbus, Nebr.  
 Sun., April 25—Chicago's Carousel  
 Tues., April 27—Cleveland's Aragon  
 Wed., April 28—Warren, Ohio  
 Thurs., April 29—Pittsburgh, Penn.  
 Friday, April 30—Detroit, Mich.  
 Sat., May 15—N. Tonawanda, New York

Sun., May 16—Buffalo, N. Y.  
 Mon., May 17—Dearborn, Mich.  
 Wed., May 19—Chicopee, Mass.  
 Thurs., May 20—Webster, Mass.  
 Fri., May 21—Lowell, Mass.  
 Sat., May 22—Mendon, Mass.  
 Sun., May 23—Crystal Lake, Conn.  
 Mon., May 24—Hadley, Mass.  
 Tues., May 25—Utica, New York  
 June 12—Cleveland, Ohio  
 June 20—Detroit, Mich.  
 June 25 & 26—Pilsen Pk., Chicago

EUROPEAN TOUR • FRANCE, ITALY, POLAND — July 12th to Aug. 2nd.



# ALBUM REVIEWS (continued)



**POP SPOTLIGHT**  
**A TOUCH OF MAGIC**

Kate Smith. RCA Victor LPM 3308 (M); LSP 3308 (S)

Kate Smith is one of the truly fine vocal talents. Her vast following will be delighted with this album which features Kate singing a blend of the old and new. In great voice, she offers "Love Is a Many-Splendored Thing," "Danke Schoen," "Call Me Irresponsible," to name a few.



**POP SPOTLIGHT**  
**THE FANTASTIC AND EXCITING DEBUT OF MARILYN MICHAELS**

Warner Bros. W 1582 (M); WS 1582 (S)

Miss Michaels sings with much heart and notable clarity of tone. The extraordinary feeling she projects into each song, matched with interesting phrasing, gives her a distinctive sound. Alan Larber's arrangements and instrumentation are brightly posh, lending fine complement to the vocals. Top cuts include "Mam-E-Le," "Johnny One Note."



**POP SPOTLIGHT**  
**HIT CITY '65**

The Surfari's. Decca DL 4614 (M); DL 74614 (S)

Current pop powerhouse singles such as "Leader of the Laundramat," "Gone Gone Gone," "Love Potion Number Nine" are performed in the group's surfin' style. Plenty of excitement throughout as the album is upbeat all the way.



**POP SPOTLIGHT**  
**THE UNKNOWN EDITH PIAF**

Philips PCC 217

This uniquely gifted performer is magnificent in this album. Here in 12 French songs, collected from tapes, she reveals all the reasons for her fame. She is tender, stirring and masterful. Bound in appealing cover with story and photos highlighting her life.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

**BIZET: CARMEN**

Maria Callas, Angel CLX 3650 (M); SCLX 3650 (S)

**THE ZOMBIES**

Parrot PAL 61001 (M); PAS 71001 (S)

**FOUR TOPS**

Motown MN 622 (M); S 622 (S)

### ★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

**TEEN BEAT '65 . . .**

Sandy Nelson, Imperial LP 9278 (M); LP 12278 (S)

**FRIENDLY PERSUASION . . .**

Ray Conniff, His Ork & Chorus, Columbia CL 2210 (M); CS 9010 (S)

**DON'T FORGET I STILL LOVE YOU . . .**

Bobbi Martin, Coral CRL 57472 (M); CRY 757472 (S)

**THOU SHALT NOT STEAL . . .**

Dick & Deedee, Warner Bros. W 1586 (M); WS 1586 (S)

**THE NAME GAME . . .**

Shirley Ellis, Congress CGL 3003 (M); (No Stereo)

**SPRINGTIME . . .**

Ferrante & Teicher, United Artists UAL 3406 (M); UAS 6406 (S)

**HAVE YOU LOOKED INTO YOUR HEART . . .**

Jerry Vale, Columbia CL 2313 (M); CS 9113 (S)

**WALK AWAY . . .**

Matt Monro, Liberty LRP 3402 (M); LST 7402 (S)

**MORE OF THE BEST OF JERRY BUTLER . . .**

Vee Jay VJ 1119 (M); VJS 1119 (S)

**THE SENSITIVE SOUND OF DIONNE WARWICK . . .**

Scepter 528 (M); S 528 (S)

**EL PUSSY CAT . . .**

Mango Santamaria, Columbia CL 2298 (M); CS 9098 (S)

**GOLDFINGER . . .**

Billy Strange, Crescendo GNP 2006 (M); ST 2006 (S)

**OUR SHINING HOUR . . .**

Sammy Davis/Count Basie, Verve V 8605 (M); V 6-8605 (S)

**PAPER TIGER . . .**

Sue Thompson, Hickory LPM 121 (M); (No Stereo)

**TOP TEEN HITS . . .**

Brenda Lee, Decca DL 4626 (M); DL 74626 (S)

**LEADER OF THE PACK . . .**

Shangri-Las, Red Bird RB 20-101 (M); (No Stereo)



**POP SPOTLIGHT**  
**GUITAR FOR LOVERS**

Al Caiola. United Artists UAL 3403 (M); UAS 6403 (S)

A fine blending of standards with new pop standards. The expertise of Caiola and electric guitar, supported by chorus, provide many moments of fine listening. Selections include "Dear Heart," "Satin Doll," "My Love Forgive Me," "Isn't It Romantic?"



**POP SPOTLIGHT**  
**THE MONSTER ALBUM**

Various Artists. DCP DCS 6805 (S)

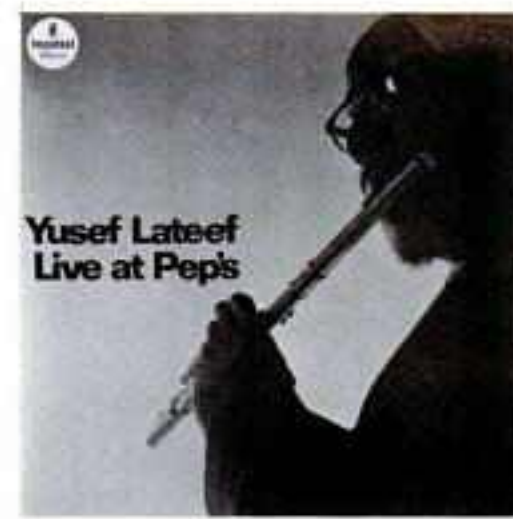
A very commercially appealing album is this collection of "mutated" done in the style of the latest craze. The beat is perfect for dancing and listening. Tunes include "The Ghoul From Ipanema," the popular "Monster Mash" and "Purple People Eater."



**COUNTRY SPOTLIGHT**  
**FIRST OF THE FAMOUS**

Various Artists. Capitol T 2275 (M)

A field day for country music fans. The greats of country music sing the songs that made them great. Unbeatable collector's item.

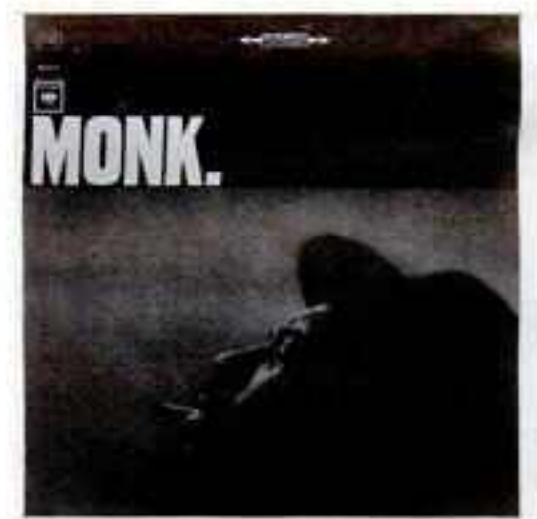


**JAZZ SPOTLIGHT**

**YUSEF LATEEF LIVE AT PEP'S**

Impulse A-69 (M); AS-69 (S)

Exciting jazz all the way. No nuance of a live performance is omitted (one can clearly hear the Peps Bar cocktail shakers during the bass solos of Ernie Farrow). The mood and range vary widely from swinging blues to Middle Eastern tones. Lateef adroitly handles the oboe, tenor sax, argol and shannas. His inclusion of the "unusual" instruments have gained him an important reputation as an innovator in the field.



**JAZZ SPOTLIGHT**

**MONK**

Thelonious Monk. Columbia CL 2291 (M); CS 9091 (S)

Still the ruler of the "n" jazz roost is Monk. His albums are more in demand than ever before, and this one will find ready acceptance. This outing Monk gives his touch to other than Monk compositions such as "Just You, Just Me," "April in Paris," "Liza" (All the Clouds'll Roll Away).



**POP SPOTLIGHT**  
**THE FIRST HITS OF 1965**

Frank Chacksfield & His Ork. London LL 3416 (M); PS 416 (S)

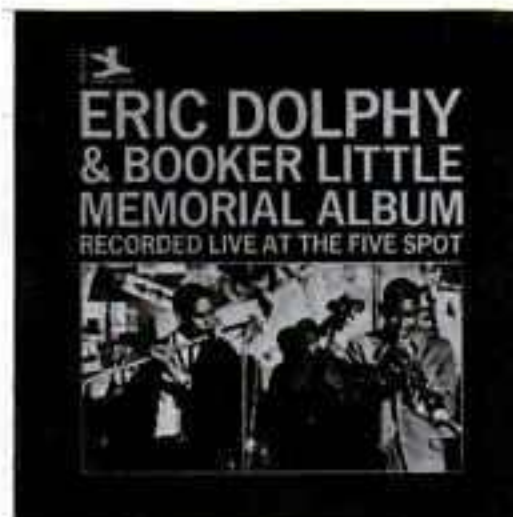
Frank Chacksfield demonstrates that he can play today's hot pop music as well as his traditional mood material. "I Feel Fine" is handled with a Mersey beat and enough of the Liverpool sound to satisfy most Beatle fans. He's more in the old groove with "Goldfinger."



**COUNTRY SPOTLIGHT**  
**COUNTRY GOLD**

Wilburn Brothers. Decca DL 4615 (M); DL 74615 (S)

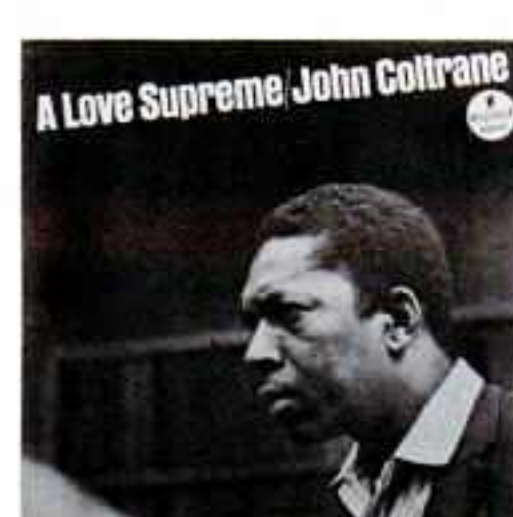
The duo is an established tradition with country music fans. Their single, "I'm Gonna Tie One on Tonight," is still registering on BB's Hot Country Singles chart after 14 weeks. Selections include "I Don't Care," "Crazy Arms," "World of Forgotten People."



**JAZZ SPOTLIGHT**  
**ERIC DOLPHY & BOOKER LITTLE MEMORIAL ALBUM**

Prestige PR 7334 (M)

Avant-gardist Dolphy has already been the subject of one fine memorial tribute since his recent death in France. As it seems, Dolphy may achieve greater fame posthumously, although his influence was strongly felt in Los Angeles and New York. The combining of the late Little and Dolphy for performance of "Number Eight" and "Brooker's Waltz" is excellent thinking.



**JAZZ SPOTLIGHT**

**A LOVE SUPREME**

John Coltrane. Impulse A-77 (M); AS-77 (S)

To the world outside (and within, we expect) the jazz artist is not one who closely identifies with God. Coltrane is one who now does, and has dedicated this most interesting jazz treatise to Him. A special emotional projection (John calls it "A Love Supreme") prevails throughout. Good jazz is creative, innovative and emotional. Coltrane, with God, plays excellent jazz.



**JAZZ SPOTLIGHT**

**COOL SAX FROM HOLLYWOOD TO BROADWAY**

Eddie Harris. Columbia CL 2295 (M); CS 9095 (S)

Good commercial jazz package. Harris' distinctive tenor sax is the dominant factor throughout. The adaptations of such excellent music for jazz as "People," "I've Grown Accustomed to Her Face," "From Russia With Love" will no doubt capture the attention of pop music fans as well as jazz buffs.





**RHYTHM & BLUES SPOTLIGHT**  
**FUNNY (HOW THE TIME SLIPS AWAY)**

Joe Hinton. Backbeat BLP 60 (M)

Joe's single of "Funny" recently became one of the top sellers in the country. His approach is r&b; however, his recent hit registered very big with pop record buyers. His high register vocal trade-mark is present throughout the album. Backing is provided by chorus on many of the cuts.



**CLASSICAL SPOTLIGHT**  
**MENOTTI: THE DEATH OF THE BISHOP OF BRINDISI**

Boston Symphony (Leinsdorf). RCA Victor LM 2785 (M); LSC 2785 (S)

Menotti's works have been excellent sellers in the past. The recent national TV exposure for this work as well as his "Amahl and the Night Visitor" has done much to create interest in his operatic compositions. The moralistic drama is complemented on the flip side by Schonberg's tale of sorrow and death. Both works are superbly interpreted by Leinsdorf's Boston Orchestra.



**CLASSICAL SPOTLIGHT**  
**JUSSI BJOERLING IN CONCERT**

RCA Victor LM 2784 (M)

This is an outstanding record by the great singer. He is in excellent form, displaying warmth and straightforwardness so necessary in personal concert. He is ably backed in his appearance by the Gothenburg Symphony Orchestra, the Stockholm Philharmonic and Frederick Schauwecker. A collector's item.



# 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**

**I'M COUNTING ON YOU**

Frank Fontaine. ABC-Paramount ABC 514 (M); ABCS 514 (S)

There's no denying the Frank Fontaine cult. If it's schmaltz and saccharine they want, he's got it in abundance and he makes it quite palatable. The songs are standards and Fontaine keeps the memory lingering on.



**POP SPECIAL MERIT**

**THE END OF A LOVE AFFAIR**

Morgana King. Ascot AM 13019 (M); ALS 16019 (S)

There is jazz base in Morgana King's styling that stretches a pop song to its fullest. And because of it, she can reach the pop music fan as well as the jazz buff without giving an inch. In this set, she gives all, and the popsters, nor the jazzsters, nor anybody can find fault. It rates a strong push.



**POP SPECIAL MERIT**

**CASCADING VOICES**

Hugo & Luigi Chorus. Roulette R 25283 (M); SR 25283 (S)

Hugo and Luigi's mixed chorus comes up with exceptionally smooth performances of such standards as "Smoke Gets in Your Eyes," "Tea for Two" and other evergreens of that ilk. Orchestrations and arrangements are lush. The album title, "Cascading Voices," is an accurate description of the chorus' effect.



**POP SPECIAL MERIT**

**NOBODY BUT YOU**

Lou Rawls. Capitol T 2273 (M); ST 2273 (S)

This is a blues album, but Rawls is a singer who transcends categories, therefore this catch-all pop classification. The way he does it, blues is pop and pop is blues, but overall it's music and very exciting to boot. Hence a good sales rackup.

*(Continued on page 32)*



**RHYTHM & BLUES SPOTLIGHT**  
**B. B. KING: LIVE AT THE REGAL**

ABC-Paramount ABC 509 (M); ABCS 509

The Regal Theater in Chicago must have gone wild last November when B. B. King appeared there. If this LP of one of his shows is an example of what went on, it's easy to understand the enthusiasm his blues could have generated. We're all lucky that it's been captured so well on disk.



**CLASSICAL SPOTLIGHT**  
**PAGANINI: VIOLIN CONCERTO NO. 2/SAINT-SAENS: VIOLIN CONCERTO NO. 1**

Ruggiero Ricci/Cincinnati Symphony Orch. (Rudolf). Decca DL 10106 (M); DL 710106 (S)

Ruggiero Ricci demonstrates his mastery of the violin in two lesser-played concertos by Paganini and Saint-Saens. The Cincinnati Orchestra plays the Saint-Saens work in its original form—the first time it has been recorded in this manner.



**CLASSICAL SPOTLIGHT**  
**CARUSO IN SONG**

Enrico Caruso. RCA Victor LM 2778 (M)

These 14 selections range from rhythmic, romantic Neapolitan songs to the somber "Requiem: Ingemisco," and all sung with the fire and brilliance of the great tenor. Of course, there are the usual technical reproductive shortcomings from such a collection, but it's Caruso's voice and that's all that matters.



**POP SPECIAL MERIT**

**COOKIN' WITH THE SPATS**

ABC-Paramount ABC 502 (M); ABCS 502 (S)

Album debut for new Californian group consisting of seven boys ranging in age from 15 to 17. Included in the fare is their single "Gator Tails and Monkey Ribs," which served as their introduction last year. They have a good rhythm feel and their arrangements are aimed right at the discotheques.

## ALBUM REVIEW POLICY

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

**SEE ALBUM REVIEWS  
ON BACK COVER**

# THE WINNING DISH "WHIPPED CREAM"

BY

# HERB ALPERT'S TIJUANA BRASS

## A & M #760



8255 SUNSET BLVD., LOS ANGELES 46, CALIF.  
656-5330



**THE BIG  
NARM  
CONVENTION  
ISSUE  
MARCH 6**

**... INCLUDING  
THE  
CHILDREN'S  
RECORD  
MARKET**

**DEALER  
INVENTORY  
CHECKLISTS  
OF TOP  
KIDDIE  
PRODUCT**

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

**PROFILE OF  
THE RACK JOBBER  
AVERAGE DOLLAR  
VOLUME, NUMBER  
OF LOCATIONS,  
BUYING SOURCES,  
DISCOUNT POLICIES,  
FREQUENCY OF  
SERVICE**

**"ALL-TIME  
BEST-SELLER  
CHART"  
OF  
CHILDREN'S  
RECORDS**

**BONUS  
DISTRIBUTION  
AT BIG  
NARM  
CONVENTION  
SAN FRANCISCO  
FEBRUARY 28**

**AN  
ANALYSIS  
OF THE  
BUDGET FIELD  
AND ITS  
GROWTH IN  
VOLUME**

**AD  
DEADLINE  
FEBRUARY  
24**

**A  
SPECIAL  
SECTION  
IN THE  
MARCH 6  
ISSUE OF  
BILLBOARD**



**DON'T LET IT GET AWAY!**

Call Billboard Today

## ALBUM REVIEWS

Continued from page 31

### POP SPECIAL MERIT

**EL PUSSY CAT**

Mongo Santamaria. Columbia CL 2298 (M); CS 9098 (S)

Santamaria's style combines the excitement of the Afro-Cuban beat with the sophistication of jazz. There's plenty of beat, great for dancing and plenty of percussive sound for listening. The Santamaria brand of music is rapidly becoming the rage of night clubs, dances and festivals.

### POP SPECIAL MERIT

**UPTOWN WITH PETULA CLARK**

Imperial LP 9281 (M); LP 12281 (S)

Package should do some riding on rival's coattails. Pet is a different sounding gal "Uptown" than "Downtown." Although she displays a fine vocal talent on this album, it is not in the same groove as her current single.

### POP SPECIAL MERIT

**THE GOLDEN BOY INSTRUMENTAL ALBUM**

H. B. Barnum. Capitol T 2278 (M); ST 2278 (S)

H. B. Barnum's imaginative arrangements capture all the excitement of the Sammy Davis musical. It's a first-rate instrumental version of a popular Broadway show. The sound reproduction is exceptional.

### POP SPECIAL MERIT

**TWO SHADES OF BUD GREEN**

Holliday HOLP 1001 (M)

Side 1 is worth the price of admission with smaltzy traditional arrangements and renditions of the all-time Green greats, "Sentimental Journey," "Once in a While," "Alabama Bound," "That's My Weakness Now," "I'll Always Be in Love With You" and "I Love My Baby." The flip is the budding Green, six legit newies from the pen of the talented composer. The sound is provided by big string orchestra and chorus.

### POP SPECIAL MERIT

**HAPPY HORN**

Dick Ruedebusch. United Artists AM 13017 (M); ALS 16017 (S)

Dick plays a well-educated horn. Supported by good contemporary arrangements, he neatly blows his way through classics like "Bye Bye Blackbird," "The Bilbao Song," "Meet Mr. Callagan."

### ORIGINAL SOUND TRACK SPECIAL MERIT

**ZOBRA THE GREEK**

Soundtrack. 20th Century-Fox TFM 3167 (M)

The motion picture has been greeted by wide critical acclaim across the country, along with a strong box office. Although the music is limited in scope—all Greek flavored—it is a "must" for the many collectors of original motion picture soundtrack scores.

### LOW PRICE COUNTRY SPECIAL MERIT

**GENE AUTRY'S GREAT WESTERN HITS**

Harmony HL 7332 (M)

Country and western collectors who lack these sides by Autry have a low-priced bargain here. The old masters include "Ole Faithful," "The Last Roundup," "Missouri Waltz." The arrangements have an old timey flavor which will give connoisseurs a kick.

### LOW PRICE COUNTRY SPECIAL MERIT

**ALONE WITH GOD**

"Little" Jimmy Dickens. Harmony HL 7326 (M)

All the great artists of the country field were close to God, and this package of sides by Jimmy Dickens is proof of the aforementioned. These sides are marked by sincerity and Dickens' individuality. Included are "No Tears in Heaven," "Just A Closer Walk With Thee," "He Spoke Not a Word," etc. Should be stocked for country and sacred sales.

### FOLK SPECIAL MERIT

**38 FAVORITE AMERICAN FOLK SONGS (3-12")**

Leadbelly, Pete Seeger, Woody Guthrie. Disc FF 1 (M)

For collectors of folk music and its history, this de luxe package will be of great interest. Consisting of a three-record set and a lyric book, the set is devoted to the works and performances of Leadbelly, Seeger and Guthrie. Bio sketches of all three are also included.

### LATIN SPECIAL MERIT

**TITO TITO TITO**

Tito Rodriguez. United Artists UAL 3411 (M); UAS 6411 (S)

Rodriguez has returned to the pure sound that projected him into the tops among the makers of Latin American music. The infectious rhythm is maintained by percussion with trumpets and Tito's vocals providing the extra flavoring.

### OPERA SPECIAL MERIT

**THE DEVIL & DANIEL WEBSTER**

Various Artists. Desto D 450 (M); DST 6450 (S)

Moore's classic folk opera with book by the late Stephen Vincent Benet had a long and successful run on Broadway a while back. The Festival Choir and Orchestra and cast headed by Lawrence Winters as Webster do a fine job.



### FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

### POPULAR

**STARRING STEVE ALAIMO**  
ABC-Paramount ABC 501 (M); ABCS 501 (S)

**TRADE WINDS**  
Earl Grant. Decca DL 4623 (M); DL 74623 (S)

**SEMI-CLASSICAL FAVORITES**  
Hugo Winterhalter. Kapp KL 1426 (M); KS 3426 (S)

**THE POPULAR PREVIN**  
Andre Previn. Columbia CL 2294 (M); CS 9094 (S)

**THE INCOMPARABLE CORONADOS**  
4 Corners FCL 4212 (M)

**WHEN IRISH EYES ARE SMILING**  
Phil Regan. Coral CRL 57459 (M); CRL 757459 (S)

**SONGS I SANG WITH GUY LOMBARDO**  
Kenny Gardner. Roulette R. 25282 (M); SR 25282 (S)

**SI! SI! LA PLAYA!**  
La Playa Sextet. United Artists UAL 3410 (M); UAS 6410 (S)

**ORGAN IN ORBIT**  
Sir Julian. United Artists UAL 3334 (M); UAS 6334 (S)

### LOW PRICE POPULAR

**WHEN IRISH EYES ARE SMILING**  
Living Strings. RCA Camden CAL 859 (M); CAS 859 (S)

### COUNTRY

**MR. & MRS. COUNTRY MUSIC**  
Johnny & Jonie Mosby. Columbia CL 2297 (M); CS 9097 (S)

**KAY ARNOLD SINGS EDDY ARNOLD**  
Sims LP 126 (M)

**THE FRIENDS OF OLD TIME MUSIC**  
Various Artists. Disc D 113 (M)

### CLASSICAL

**BACH: SONATAS NO. 111 & NO. 51**  
Thomaner Chorus & Gewandhaus Orchestra (Thomas). Bruno BR 23034L (M); SBR 32015L (S)

**MUSIC FOR VOICE AND GUITAR**  
Peter Pears and Julian Bream. RCA Victor LM 2718 (M); LSC 2718 (S)

**TCHAIKOVSKY: PIQUE DAME (3-12")**  
Various Artists. Bruno BR 23004-6L (M)

BILLBOARD, February 27, 1965

Copyrighted material



**JAZZ**

**SPRING INTO SPRING**  
Quartette Tres Bien. Decca DL 4617  
(M); DL 74617 (S)

**RHYTHM & BLUES**

**IT'S ALL OVER**  
Walter Jackson. Okeh OKM 12107  
(M); OKS 14107 (S)

**FOLK**

**SEA ISLAND FOLK FESTIVAL**  
Moving Star Hall and Alan Lomax.  
Folkways FS 3841 (M)

**AN EVENING ON BUFORD MOUNTAIN**  
Jim Symington & Patti Douglas.  
Fontana MGF 27535 (M) SRF 67535 (S)

**NEW SOUNDS**  
The Travelers 3. Capitol T 2207 (M);  
ST 2207 (S)  
**FOR THE LOVE OF HIM**  
Bonnie Dobson. Mercury MG 20987  
(M); SR 60987 (S)

**SPOKEN WORD**

**SHAKESPEARE: RICHARD III**  
Jay Robinson. Folkways FL 9874 (M)

**PRAYERS FROM THE ARK/PRIERES DANS L'ARCHE**  
Marian Seldes. Folkways FL 9727 (M)

**THE GERMAN BALLAD/THE CLASSICAL AGE**  
Professor Eric Bauer and Miss Brigitt Schaldnagel. Folkways FL 9918 (M)

**POLKA**

**CZECH POLKA SPECTACULAR**  
Al Grebnik. Jay Jay 1085 (M)

**POLKA HOPS**  
The Bell Hops. Jay Jay 1084 (M)

**INTERNATIONAL**

**THE "YEH-YEH" GIRL FROM PARIS!**  
Francoise Hardy. 4 Corners FCL 4208 (M)

**JAPANESE MANDOLINS**  
Yotsuo Koyama. Capitol T 10376 (M);  
ST 10376 (S)

**AN EVENING IN ISTANBUL**  
Various Artists. Capitol T 10375 (M)

**PORTRAIT OF LOVE**  
Margarita Padilla. Columbia EX 5131 (M)

**THE BEST OF MARIO ORTIZ**  
Remo LPR 1513 (M)

**SONGS OF PARAGUAY**  
Los Tres Sudamericanos. Epic LF 18034 (M); BF 19034 (S)

**ITALIAN STYLE**  
Los Marcellos Ferial. 4 Corners FCL 4210 (M)

**AMORE . . . AMORE**  
Claudio Villa. 4 Corners FCL 4215 (M)

**LOVE LETTERS**  
Roberto Yanes. Columbia EX 5133 (M)

**AN AMERICAN IN SPAIN**  
Peter Evans. RCA Victor LPM 3306 (M); LSP 3306 (S)

**ON THE RIVER DON**  
Don Cossack Chorus/Serge Jaroff.  
Conductor. Decca DL 10105 (M); DL 710105 (S)

**SACRED**

**MAY WE SING TO YOU?**  
Nelson Brothers Quartet. Nelbro NBM 1001 (M)

**THE MELODIES OF 50 BEAUTIFUL HYMNS**  
Peter Bennett. United Artists UAL 3393 (M); UAS 6393 (S)

**GOSPEL**

**HEAVENLY FATHER**  
Mighty Gospel Giants. Savoy MG 14101

**LOW PRICE CHILDREN'S**

**WALT DISNEY PRESENTS LEARNING TO TELL TIME IS FUN**  
Laura Olsher Disneyland DQ 1263 (M)



**THREE-STAR ALBUMS**

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

**POPULAR**

**GREAT SONGS OF THE '60's**  
Kirby Giffin. Columbia CL 2290 (M);  
CS 9090 (S)

**SLIGHTLY FRENCH**  
Roger Bourdin & His Ork. Capitol T 2211 (M); ST 2211 (S)

**NEW ALBUM RELEASES**

Continued from page 29

**VIVALDI: SIX CONCERTI FOR FLUTE, STRINGS & CONTINUO OP 10**—Collegium Musicum de Paris (Douatte); H 1042, H 71042  
**PERGOLESI: LA SERVA PADRONA**—Orch. Pomeriggi Musicali del Teatro Nuovo di Milano (Gracis); H 1043, H 71043  
**SCHUMANN: KONZERTSTUCK FOR 4 HORNS & ORCH. IN F MAJOR OP 86**—Chamber Orch. of the Sarre; H 1044, H 71044  
**HAYDN: SONATAS FOR FLUTE & PIANO IN C MAJOR & G MAJOR**; H 1045, H 71045

**NOUVELLES**

**GLORIA LASSO**—Oceano; PAM 67.149  
**TINO ROSSI**—Chansons De Mes Films; PAM 67.152  
Bourvil et Pierrette Bruno; PAM 67.153

**PHILIPS**

**BRIAN HYLAND**—Rockin' Folk; PHM 200-158, PHS 600-158

**SCEPTER**

The Sensitive Sound of **DIONNE WARWICK**; 528

**SELECT**

The Consul of **FLOYD MORRIS**; SL 1109, SSL 1109

**SKYLITE**

**JUNIOR BLACKWOOD BROS.**—His Grace Reaches Me; SRLP 6025

**THE OAKRIDGE BOYS** Sing For You; SRLP 6020

**SONS OF HARMONY**—Above the Clouds; SRLP 6024

**STAMPS QUARTET**—Without Him; SRLP 6021

**REBELS QUARTET**—The Unseen Guest; SRLP 6022

**THE GOSPEL HARMONY BOYS** Present  
Portraits in Song; SRLP 6023

**STATUS**

**AHMED ABDUL-MALIK**—Spellbound; ST 8303  
**ZOOT SIMS**—Koo Koo; 8309

**20th CENTURY-FOX**

**SOUNDTRACK**—Zobra The Greek; TFM 3167

**VANGUARD**

**PROKOFIEV: SYMPHONY NO. 3 OP 44 LE PAS D'ACIER-BALLET SUITE**—Utah Symphony Orch. (Abravanel); VRS 1122, VSD 71122

**HEDY WEST Vol. 2**; VRS 9162, VSD 79162  
**BACH: CANTATAS NO. 4, CHRIST LAG IN TODESBANDEN & NO. 140 WACHET AUF**—Choir & Orch. of the Bach Guild (Prohaska); SRV 152

**THE DELLER CONSORT**—Madrigals of Thomas Morley & John Wilbye; SRV 157, SRV 157SD

**BACH: EASTER ORATORIO**—Various Artists/Vienna Academy Choir (Prohaska); SRV 156

**JAN PEERCE** On 2nd Avenue; VRS 9166, VSD 79166

**PHYLLIS CURTIN** Sings Cantigas Cancones of Latin America; VRS 1125, VSD 71125

**HAYDN: MASS IN TIME OF WAR**—Various Artists; SRV 153, SRV 153SD

**VILLAGE GATE**

**NEW WINE SINGERS**—The New Wave; VGLP 2003, VGLP 2003

**JORGE MOREL**—Fantastico; VGLP 2001, VGLP 2001

**THE SAINTS OF BLEECKER STREET**—When Jazz Came Up the Volga; VGLP 2004, VGLP 2004

**THE MOONSHINERS**—Break Out! VGLP 2002, VGLP 2002

**WARNER BROS.**

**VARIOUS ARTISTS**—The Stars Salute Dr. Martin Luther King; W 1591, W5 1591

**WORD**

**MISS AMERICA VONDA VANDYKE**—Teenage Diary; W 3291-LP

EXCITING! . . . AND SELLING \$\$\$

**LEE LAMONT'S "CRYING MAN"**

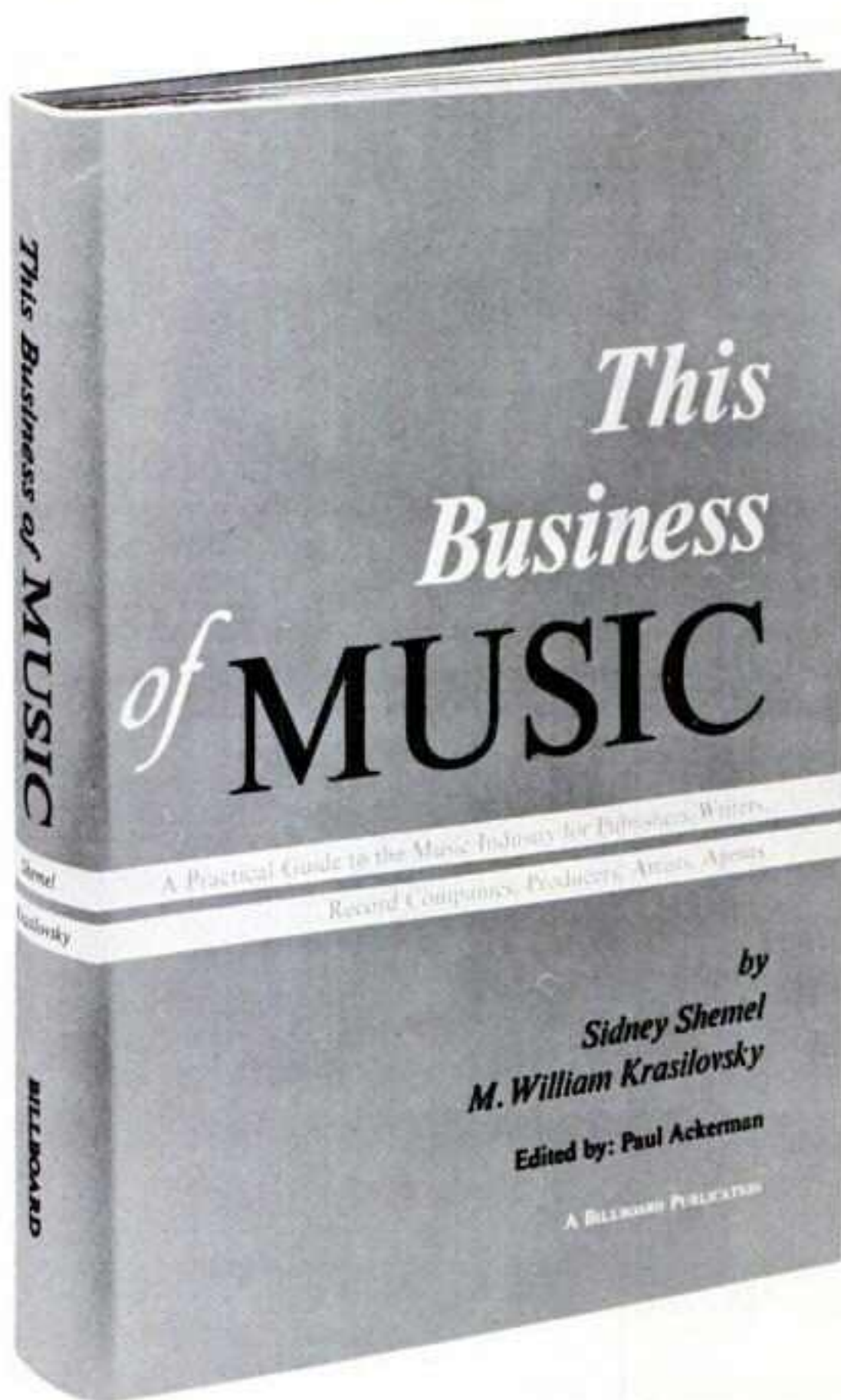
BACKBEAT 542  
A HIT SINGLE—  
NOW A GREAT NEW ALBUM

**JOE HINTON'S "FUNNY"**

BACKBEAT LP 60  
Duke and Peacock Records, Inc.  
2809 ERASTUS STREET  
HOUSTON 26, TEXAS  
OR 3-2611

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

**"RAVES" FROM THE PRESS BOTH HERE AND ABROAD!**



" . . . it should surely become a standard work of reference on the shelves of anyone whose business is American or European music."

Record Retailer

"It's the most complete and knowing reference work for the music and record industry that I've ever encountered."

Music Business

" . . . and exhaustive tome on the workings of the industry, explaining the rights and obligations of those participating in it. It has the answers to millions of tricky music business questions."

New Musical Express

A TRULY VITAL NEW VOLUME DESTINED TO BECOME AS BASIC AND INDISPENSABLE A TOOL FOR THE MUSIC INDUSTRY AS THE DICTIONARY IS FOR THE WRITING PROFESSION.

**\$12.50 per copy**  
**420 pages—6 1/8 x 9 1/4**

Twenty-nine all-encompassing chapters covering every aspect of the music business from artist contracts to frozen funds in foreign record deals . . . from rights of privacy to musical commercials . . . from taxation and capital gains to the cost of a demo.

In addition, over 190 pages of forms and appendixes supply working samples of contracts, licenses, writer and publisher applications, agreements and payment formulas as well as verbatim texts of copyright statutes and regulations.

**ORDER NOW**

Billboard—Book Division, Dept. 8039, 2160 Patterson St., Cincinnati, Ohio 45214

**THIS BUSINESS OF MUSIC, \$12.50 per copy**

Please ship \_\_\_\_\_ copies of This Business of Music & bill me for \$12.50 per copy, plus shipping. (4% tax for N.Y.C. and Calif. residents.)

I prefer to save shipping charges and have enclosed my check in advance. (N.Y.C. and Calif. residents add 4% tax.)

Ship to: (please print) \_\_\_\_\_

Address \_\_\_\_\_

City, State and Zip Code \_\_\_\_\_

**IRISH DANCE PARTY**  
Michael Coleman/The McNulty Family.  
Coral CRL 57484 (M)

**CLASSICAL**

**REQUESTED FROM WARSAW**  
Various Artists. Bruno BR 50203 (M)

**HELLO OUT THERE**  
Various Artists. Desto D 451 (M); DST 6451 (S)

**INTERNATIONAL**

**A GREAT VOICE SINGS THE GREATEST FADOS**  
Americo Lima. Request RLP 8065 (M)



**\$6.5 MILLION MARKET**

# Merchandising Religious Disks Needs Aggression: Tim Spencer

By ELIOT TIEGEL

LOS ANGELES — Religious records is a lucrative market, shooting for \$6.5 million sales this year, comments Tim Spencer, RCA Victor's special religious distributor. If a retailer merchandises his product aggressively, the financial rewards are plentiful. Like every other aspect of the record business, if religious product is left dormant and unattended, it becomes a space waster, Spencer says.

To insure that religious merchandise turns a profit for the book-Bible store retailer or for any regular retailer maintaining a religious section, Spencer suggests:

1. Merchandise must be exposed and made available. Obsolescence is not a problem with religious material, hence long-term profit is a positive factor in stocking LP's.
2. Merchandise must look fresh and attractive through the preparation of window displays and racks. Manufacturers will provide covers.
3. Disk jockey relationship must be maintained, both on popular and religious stations. As with all other music, radio airplay has the most strength in providing exposure.

4. Adequate inventories should be maintained. (2,000 book-Bible stories in the nation carry religious product.) Customers no longer are content to wait until an album arrives on order. Religious stores should allocate at least one-sixth of their floor space to records.

5. Stock should turn over every 90 days in order to maintain a profitable record department. (Since joining RCA seven years ago, Spencer has helped increase the label's religious business "900 per cent." RCA now sells \$1 million in religious merchandise.)

**Problem**

One problem to be overcome by religious labels and their retail outlets, according to Spencer, is obtaining artist and label credit from deejays. Spencer believes this situation has developed in certain areas because deejays are given religious music shows when they have no working knowledge of the subject.

Spencer plans to propose to RCA that special LP's be made for radio stations, with artist lead-ins on tracks to provide the uninformed deejays with comments about the selections and the performers.

## CHURCH SOUND RINGS THE BELL IN POP FIELD

NEW YORK—The average record buyer is unaware of it, but the influence of religious music has become an important one even in the pop field. In this large mainstream of American music, the so-called "church sound" has, for years, been a vital element of record production.

Artists such as Otis Redding, on Atco-Atlantic, Solomon Burke, on Atlantic, the late Sam Cooke on RCA Victor, Little Willie John on King and countless others bring to the pop field the vocal techniques which derive from church music. The late Nat Cole too, learned much from the gospel as well as jazz fields.

The church sound first became an important element of pop music when it became a tributary to rock 'n' roll about a decade ago. Such artists as Little Richard, for instance, during the years, have tapped both markets—the gospel and the pop market.

The church sound, too, enters the pop field via artists who are blues-oriented, such as Ray Charles. Many others have reflected this idiom such as Clyde McPhatter, Ruth Brown, Johnny Ray.

a position of dominance in American music.

In Mendelsohn's view, "spiritual" is the generic term and includes gospel, jubilee and other forms. "This music," he says, "pre-dates blues, jazz, and, of course, rock 'n' roll, which is blues-based . . . and blues and jazz were, to a large extent, based upon the rhythms of gospel music."

**Pop-Gospel Fad**

About two and one half years ago," Mendelsohn commented, "there occurred the so-called pop-gospel fad . . . but it was just that—a fad; it lacked authenticity and it had to fail because this music does not belong in night clubs."

As for records, Mendelsohn states: "You cannot fool the buyer of spiritual and gospel records; there is no such thing as a record making it because of 'hype'; the buyers know

(Continued on page 44)

## Savoy Cites Wherefores Of Spiritual Disk Boom

NEW YORK — Savoy Records, whose spiritual packages are a dominant item in the religious record market, now places most of its production emphasis upon this record genre. The label, headed by Herman Lubinsky, has experienced a tremendous increase in business in the religious field during the past three years. According to Fred Mendelsohn, a&r director, the expanded sale of Negro spiritual and gospel disks is traceable to several factors:

One of these factors is the additional exposure of artists on television. As a result of this exposure, many white record buyers have joined the mass of Negro record buyers.

Another reason for the increased market lies in the fact that Negro spiritual and gospel artists are now playing the college market. Like the TV exposure, this results in a broader buying base.

The folk record buyer has also become a buyer of Negro gospel and spiritual records, inasmuch as he sees the close relationship between these musical forms.

**Reflects 'Roots'**

In general, Mendelsohn notes, the increased market for gospel and spiritual disks once more reflects an important musical phenomenon of this generation: The emergence of "the roots" to

## DECCA SEES SACRED FIELD AS A MART HERE TO STAY

NEW YORK — Decca Records executives view the religious field as a stable market wherein record product takes on a catalog value.

The label's country roster has been very powerful in the sacred field—for the specific artists on the roster mirrors the fact that all great country talent records sacred as well as secular material. Powerhouses on the label, of course, are Red Foley and Jimmie Davis, along with Ernest Tubb, Webb Pierce, Kitty Wells, Wilburn Brothers.

Foley's biggest albums in this vein have been such packages as "Beyond the Sunset," "Songs of Devotion," etc., and he's also had tremendous religious singles. Notable among the latter was

"Peace in the Valley," which scored in all categories.

Decca artists such as Jimmie Davis in the gospel field, Billy Grammer with instrumental gospel are standouts in the label's religious coverage.

But the Decca approach to the religious market is all-embracing, and includes such material as the Harry Simeone Chorus; Bible reading by Charles Laughton, a number of religious standard albums by Fred Waring, such as "Songs of Devotion"; Rosetta Tharpe's "The Gospel Train" and Bill Monroe's "I'll Meet You in Church Sunday Morning."

Decca executive Lenny Salidor holds to the view that the religious market will be there as long as records exist.

EDITORIAL

## Fabric of Americana

Religious music—in its many forms—has become an increasingly large factor in the record business.

In terms of dollar volume, it is a small but stable segment of the industry. It is a segment which is increasing in size annually.

In terms of influence, it is even more important. In addition to the specific cultural and spiritual values inherent in the many categories—gospel, sacred, etc.—religious music exerts a tremendously large influence on pop music.

This is implicit in what many of us have come to call the "church sound."

The Red Foleys, George Beverly Sheas, Mahalia Jacksons, Sam Cooke, Solomon Burkes, Otis Reddings and the late great Nat Cole all have made the pop music world richer as a result of their religious musical background.

The religious musical heritage we speak of—from the gospel quartets through the range of the spirituals—is a uniquely American heritage, with roots which are deep. It is part of the fabric of Americana.

It is, fortunately, embedded in the fabric of the record business. Careful attention to this field by manufacturers and distributors and dealers—and by radio—should be one of the industry's aims and part and parcel of the industry's blueprint for future growth.

## VJ Hopes to Open Negro Gospel Door

LOS ANGELES — Vee Jay Records has begun a direct action campaign to break down the barriers heretofore hindering the commercial acceptance of Negro gospel-spiritual music.

National sales chief Bill Siegel is high on unparalleled sales for authentic Negro gospel music while holding in reserve his annoyance for what he calls "resistance by dealers to display the product" and the industry's total lack of drive for ethnic religious music.

"It's everybody's fault that gospel music hasn't been accepted in many parts of the country," Siegel said. "The manufacturers are at fault for not working in gospel product in their regular releases." Vee Jay's recent sales meeting introduced new gospel packages with the same enthusiasm as other product. This is Vee Jay's philosophy: Gospel music is a strong, steady seller which has never really been merchandised and accepted with gusto.

**Growing Market**

The Negro gospel market is definitely growing, and Vee Jay, with its prestige catalog, has begun opening the college market for this specialized product, Siegel said.

The label is aiming its sales messages at retail stores around campuses. Siegel says two recent developments have proved the potency of the college market. He says the Harvard Co-op did a booming business in gos-

pel material during Christmas and that Discount Records in Berkeley near the University of California campus, has shown sales for Negro artists.

The company's creative approach plus its new art concept have decidedly helped in making more whites aware of the Negro gospel sound, according to Siegel. Producer Dick Simpson in Chicago shoots for the non-stereotyped sound while the LP packaging is slick and classy.

"We try to get away from that old-time sound," Siegel explains. Three-track stereo techniques are used on LP's, offering greater sweep and depth to the music which formerly sounded flat."

**Bridge Closing**

The distinct bridge between the Southern white gospel audience and the Negro gospel following is slowly closing. Radio exposure in Southern areas in accomplishing this, Siegel says. Of course dyed-in-the-wool gospel fans will always support their own favorites.

The fact that many of the record industry's top pop artists developed in the gospel field has helped make white audiences aware of Negro music, notes Siegel. Some of the artists are the late Sam Cooke, Gene McDaniels, Ben E. King, Aretha Franklin and Clyde McPhatter.

**New Commodity**

While vocal interpretations are the backbone of the catalog, sermon LP's are a new commodity. The Rev. Edmond Blair's sermon is the first offered by a reverend in LP. (Other labels issuing sermons are Chess, Savoy, Duke and Peacock.)

Gospel product comprises 10 per cent of Vee Jay's total output, but Siegel claims Vee Jay accounts for 80 per cent of the total Negro gospel business.

Another sign that Vee Jay's brand of gospel is reaching broadening audiences is the Handleman Drug Co's. acceptance of product for the first time. Siegel says the entire sales chain, from his own salesmen to distributor personnel, has to be ingrained with the untapped music potential.

## Word Enters Gospel Quartet Field; Florida Boys Signed

WACO, Tex.—Word Records has signed the Florida Boys to a recording contract. The quartet will record on the Canaan label which is wholly owned by Word.

The Florida Boys' album, "The Florida Boys in Nashville," is the first album on the Canaan label. The Florida Boys consist of Les Beasley, manager of the group, Billy Todd, Glen Alred and Coy Cock. They are ac-

companied by Derrell Stewart on the piano.

Word has nine full-time sales representatives to introduce the Canaan label. Plans include nine other quartet albums by different artists to be released in the early spring. Other major groups that have already been contracted and recorded include the Plainsmen of Baton Rouge, the Harvesters of Charlotte and the Couriers of Harrisburg.



**THE LEFEVRES • ATLANTA, GA.**



**THE BLUE RIDGE QUARTET • SPARTANBURG, S. C.**



**AMERICA'S MOST POPULAR GOSPEL TELEVISION PROGRAM**

**THE GOSPEL SINGING**  
**Caravan**

**EXCLUSIVE ARTIST FOR  
SING RECORDING CO., INC.  
BOX 1502, ATLANTA, GA.**

**SELLING AGENT:  
PATAWAY RECORD DIST.  
CLEVELAND, TENN.**

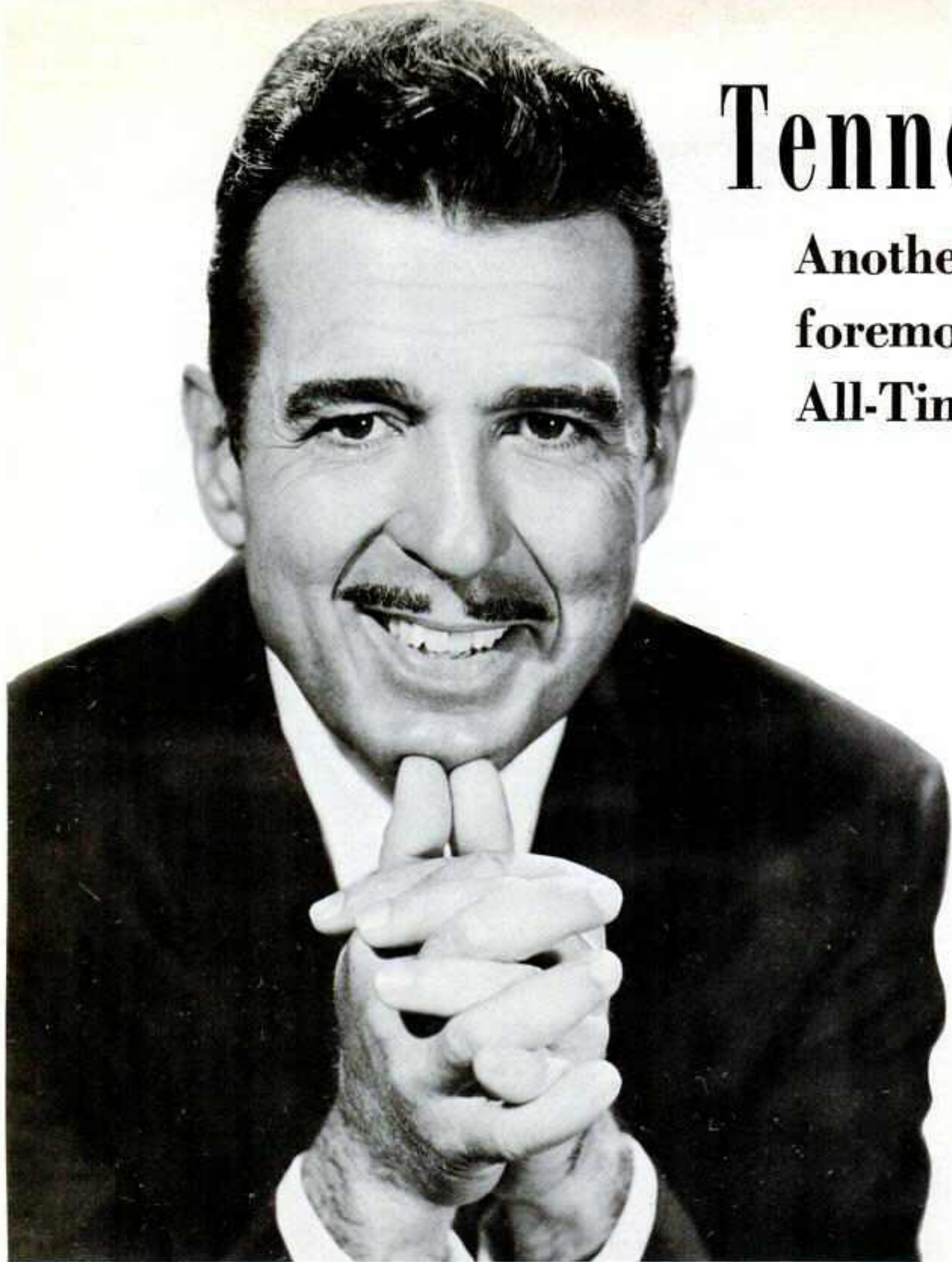


**THE PROPHETS QUARTET • KNOXVILLE, TENN.**



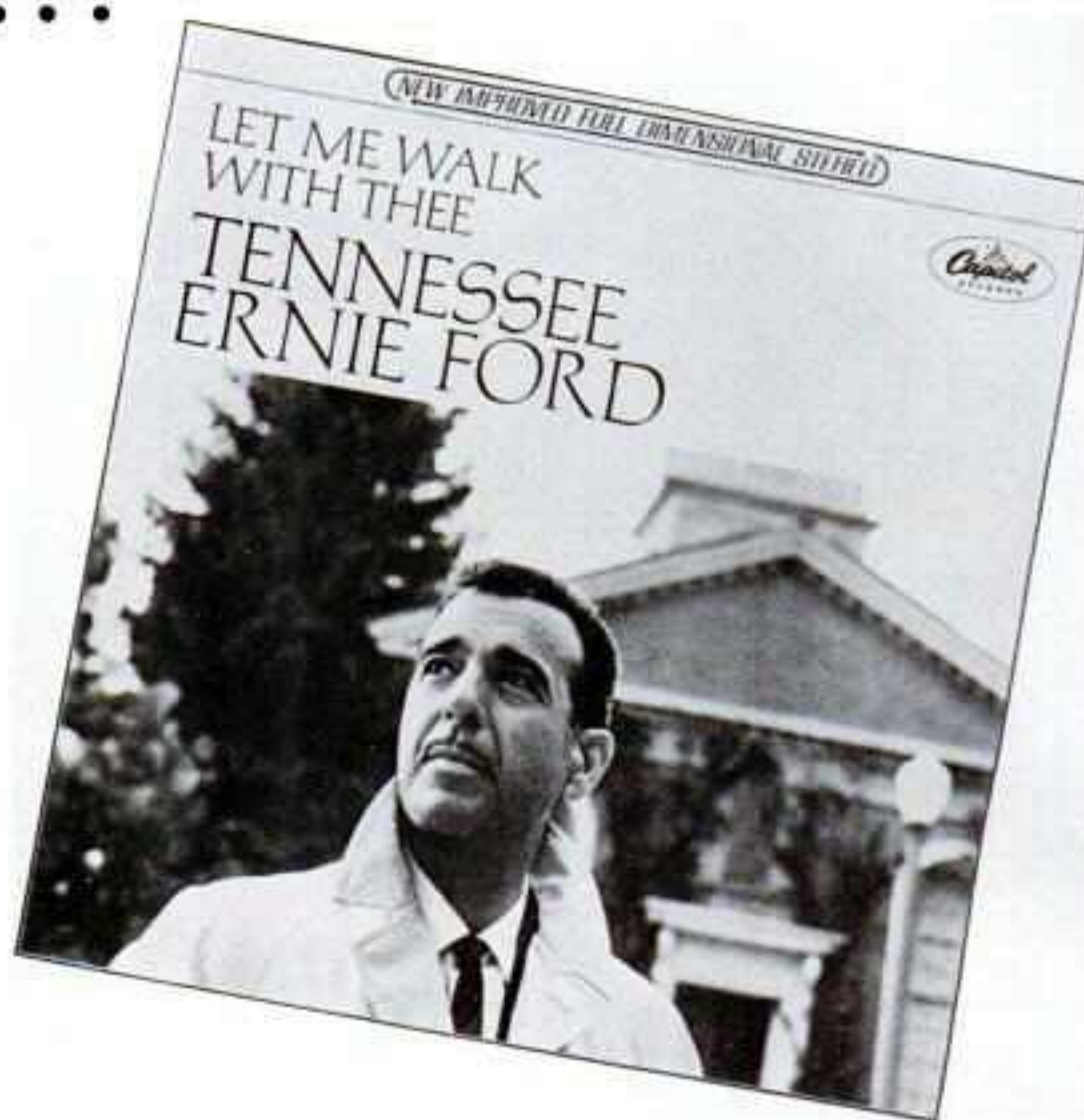
**THE JOHNSON SISTERS • BIRMINGHAM, ALA.**





# Tennessee Ernie Ford

Another New Album from one of the foremost religious album sellers of All-Time . . . . .



An exclusive  recording artist

Public Relations  
Freeman/Sutton & Assoc.

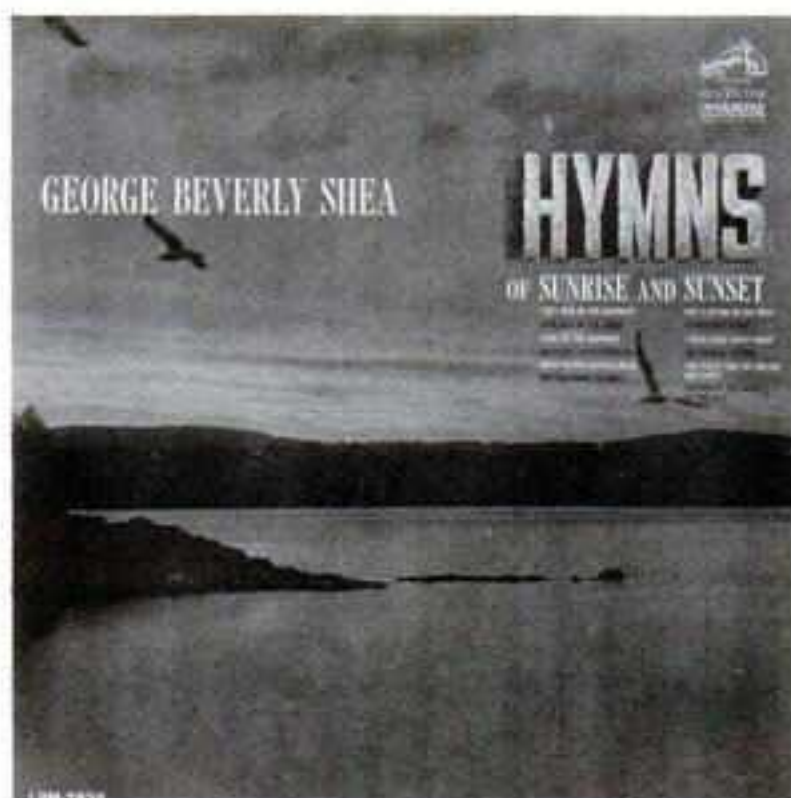
Warm thanks to Billboard for their kind mention of my 23 RCA Victor sacred long play releases. And you men of the airwaves! Thank you for including one of our songs, or a hymn sung by another sacred artist, on so many of your shows.

My appreciation once again to all of the friends of NARAS for the 1963 nomination in our category for "The Earth Is The Lord's" album. The plaque on my office wall serves as a reminder just to do one's best. There are those who will pause to listen to a "hymn that lifts the heart," and that is reward enough—always.

## GEORGE BEVERLY SHEA



THE BEST OF GEORGE BEVERLY SHEA  
LPM-2932



GEORGE BEVERLY SHEA SINGS HYMNS  
LPM-2839



THE EARTH IS THE LORD'S  
LPM-2753

Mr. Shea has just come from British Columbia where 9,000 people came to his four sacred song recitals in The Queen Elizabeth Theater, Vancouver, and the Vincent Massey Auditorium in New Westminster.

Currently he is in Honolulu with the Billy Graham Crusade at International Center, where Honolulu's much honored Police Chief, Dan Liu, is crusade chairman.

March is taken up with sacred song recitals in New Zealand and Australia. Concert halls are already sold out in Sydney, Melbourne, Brisbane, Perth and in Auckland in which instrumentalists Tedd Smith and Don Hustad join Mr. Shea. In May they will all be together again with Mr. Graham in the Copenhagen, Denmark crusade.

For Availability—Contact: Billy Graham Association  
1300 Harmon Place, Minneapolis, Minnesota

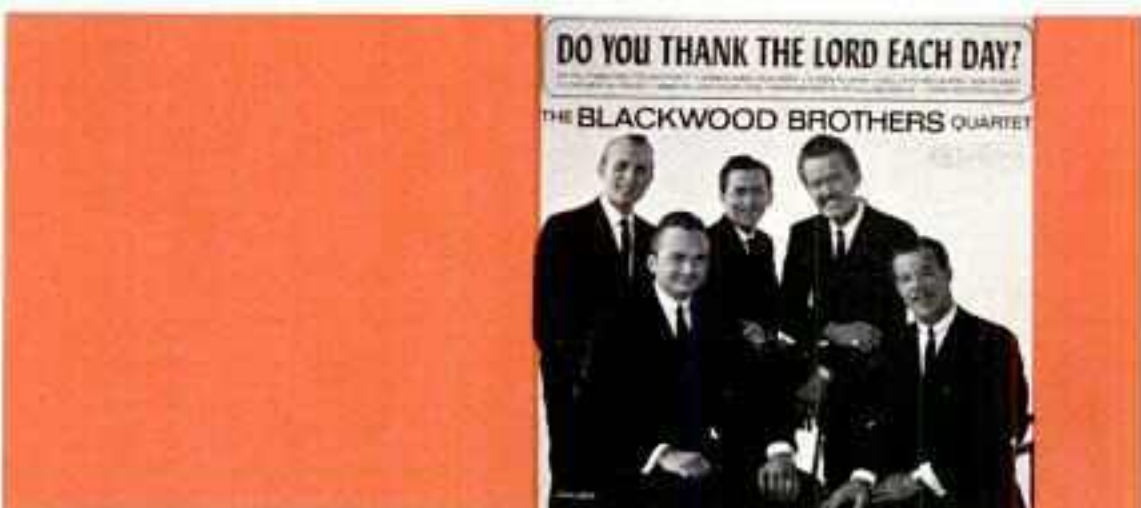


# THE GOSPEL QUARTET TEAM

## THE BLACKWOOD BROTHERS & THE STATESMEN



**RCA Victor recording artists, seen coast to coast on  
"SINGIN' TIME IN DIXIE"  
America's Outstanding Gospel Singing Program**



**BLACKWOOD BROTHERS QUARTET**  
James Blackwood, Mgr.; 209 No. Lauderdale,  
Memphis, Tennessee—901-527-4349

**STATESMEN QUARTET**  
Hovie Lister, Mgr.; Suite 109,  
Briarcliff Hotel, Atlanta, Georgia—404-873-2139



# Producer Views Gospel Mart As Shape of Things to Come

By **DAROL RICE**  
RCA Victor Religious Producer

Exposure in ever-widening circles substantially accounts for the expanding base of gospel music record sales and public acceptance from both religious and secular markets. And the Gospel Train is gaining even more momentum as it rolls into 1965.

Rising in the Old South, gospel music was sired by camp meetings, old fashioned revivals and what was sometimes called "brush arbor" gatherings. In those days there were "singing school teachers" who traveled regular routes instructing in the art of singing through reading "shaped notes." Shaped note arrangements and books are available even today in fresh printings of new and standard gospel songs, especially through Texas and middle South areas.

As the horse and buggy gave way to faster and improved transportation, the circuits spread and gave cohesion to regional songs and interpretations on a wider and more uniform basis, much as early-day pop standards were made nationwide hits by traveling road companies giving performances of Broadway and the Keith and Orpheum vaudeville circuit plug numbers.

Gospel sings in the churches and little red schoolhouses were predecessors to the huge municipal auditoriums seating thousands that now saturate the country.

The live concert with its attendant excitement, evolved in addition to impact from extensive church schooling and choir works. This exposure, together with live and syndicated TV and radio shows numbering thousands of performances weekly, has created and sustained a market for gospel recordings within the U. S. that could not have been anticipated even a few short years ago.

### Undetermined Life

The effective sales life of a religious album? I just don't know, as we are still selling almost everything we have ever recorded in this field. In fact, there are many cases in our catalog history where an album has not reached its best sales period until the fifth, sixth or even eighth year.

We feel we have probably the largest roster of religious artists on one major label. Some time ago it became necessary to put the entire operation—and it has grown into this—under one person for co-ordinating in recording and scheduling activities. Our artists cover a broad spectrum of the gospel-religious area and include George Beverly Shea, the Blackwood Brothers Quartet, the Statesmen Quartet, Doris Akers, Jack Holcomb, Tony Fontane, Solomon King, and Darol Rice and the Billy Graham Crusade Choirs under the direction of Cliff Barrows.

### GMA Fills Need

The newly formed Gospel Music Association should make a most constructive contribution now and in the future, filling a need that exists for communication and the exchange of ideas.

As in the case of pop and country music, international barriers which hindered sacred music are disappearing. Evangelical crusades and rallies have stirred deep interest in the music. This cycle is happening at an accelerated clip much as it did in the earlier days, with appearances of American groups and solo personalities at foreign concerts (sometimes billed there as jazz attractions), exposure on radio and TV and choir arrangements emphasizing a contemporary approach to religious works. It's all happening on a seeping down process as well as a direct frontal approach.

### New Opportunity

The vitality of gospel music is expressed with new artists given the opportunity to perform, perfect and develop through in-person appearances made possible on radio, television, in churches and on packaged concerts. Music and lyric approaches, along with adventures in arrangements and sound, are being more readily accepted when presented in the proper format, where all of the rules of good taste and packaging apply in successfully merchandising the consumer product.

Gospel and religious recordings today have outgrown any tag-along concept of earlier years and stand on their own merit.

There's a great future ahead for the gospel and religious recording field, whose strength and energy stems directly from the world's people.

## Sharpe Notes

By **DON LIGHT**

The Rangers, Ronnie Page, David Reece and Derrell Johnson have been made honorary Colonels on the staff of Tennessee's Governor, Frank G. Clement. . . . Hovie Lister and the Statesmen will record new albums for RCA this week at the Nashville studio under the direction of West Coast a&r man Darol Rice. . . . Joe Moscheo, manager of the Prophet Quartet of Knoxville, reports the group has a new bus complete with TV. . . . The Oak Ridge Quartet is recording a new Skylite album this week at the local RCA studio.

Dad Speer has rejoined the Speer Family after a short illness which kept him from making appearances in January. . . . Jack Tony, lead singer of the Statesmen, has recorded a new album (Continued on page 42)



THE STAMPS QUARTET, Skylite recording artists and regular members of the "Singin' Time in Dixie" syndicated TV program, have a new Skylite album, "GO YE" (Skylite SRLP 6028). (Advertisement)



DAROL RICE, RCA Victor's gospel and sacred product producer, keeps in touch with an artist via phone during a break in a recording session in the company's Hollywood studio. Rice travels throughout the country to record albums in RCA's own studios and at concert appearances.

### To our friends of the Music World:

The importance of Gospel music has always been stressed in the many Billy Graham Evangelistic Crusades down through the years. Nor can we fail to recognize the importance of phonograph recordings in the evangelistic outreach of all our Crusades.

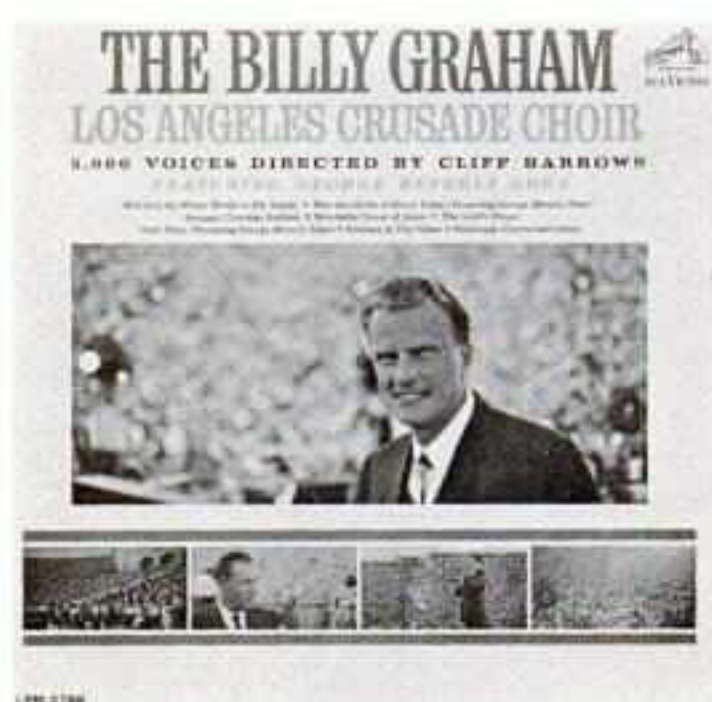
We gratefully extend our sincere appreciation to the disc jockeys, radio station managers and their colleagues who have consistently played our albums featuring dedicated choirs from around the world.

Our beloved gospel singer, George Beverly Shea and the Billy Graham Crusade Choir Director, Cliff Barrows, are most grateful to all the choir members who have so generously given of their time and talents in this ministry.

Last, but by no means least, we salute Billboard for its significant assistance to all who are engaged in the ministry of Gospel music.

### George Wilson

Secretary-Treasurer  
Billy Graham Evangelistic Association



THE BILLY GRAHAM  
LOS ANGELES CRUSADE CHOIR  
LPM 2-2788



THE BILLY GRAHAM CRUSADE  
CHOIR SINGS FOR YOU  
LSP 2499



BILLY GRAHAM  
INTERNATIONAL CRUSADE  
CHOIRS LPM 2088



**FROM.....**  
**NASHVILLE**  
**MUSIC CITY, U.S.A.**  
**GOSPEL SINGING BY TWO**  
**OF AMERICA'S FAVORITE GROUPS**

**THE SPEER FAMILY**



**AMERICA'S FIRST FAMILY  
OF GOSPEL MUSIC**

**GET THEIR NEW  
SKYLITE ALBUM SRLP 6027**

**"WON'T WE BE HAPPY"**

Released Feb. 20

*For D.J. copies and personal appearance info*  
**BROCK SPEER**  
Box 9201, Nashville, Tennessee

**THE OAK RIDGE BOYS**



**COMING SOON—A NEW  
SKYLITE ALBUM SRLP 6028**

**"I WOULDN'T TAKE  
NOTHING FOR MY  
JOURNEY NOW"**

Release date March 15, 1965

*For D.J. copies and personal appearance info contact*  
**SMITTY GATLIN**  
Box 8533, Nashville, Tennessee



An Open Letter to

Steven H. Sholes,  
Division Vice-President,  
Popular Artists and Repertoire,  
RCA Victor Record Division

Dear Steve:

If my memory serves me right, it has been a little over 15 years since you were introduced to George Beverly Shea by the then Vice-President and General Manager of the Record Division of RCA Victor, Paul Barkemier. I well remember Paul's enthusiasm regarding Bev's potential as a religious recording artist. After listening to Bev's singing and meeting him, and learning of his activities with the Billy Graham Evangelistic Association, you agreed with Mr. Barkemier that Bev should be signed up as an RCA Victor artist. Your foresight in signing Bev and your faith in the future of religious recordings is now history. "GOSPEL MUSIC" is here to stay.

I personally want to thank you for your guidance and assistance through the young years of my gospel music activities with RCA Victor.

Thanks are also due to Billboard for their ever-increasing recognition given to the TRADE of this segment of the music business and to all the disk jockeys whose thousands of hours of air play have had such an influential part in bringing to gospel music the attention it so richly deserves.

Respectfully,

Tim Spencer, Inc.  
Independent Representative,  
RCA Victor Religious Recordings,  
1328 North Highland Ave.,  
Hollywood, Calif. 90028

*My Heartfelt Thanks to  
RCA Victor, all the Disc Jockeys,  
Darol Rice, Tim Spencer and  
Billboard for their promotion and  
interest of Gospel Music.*

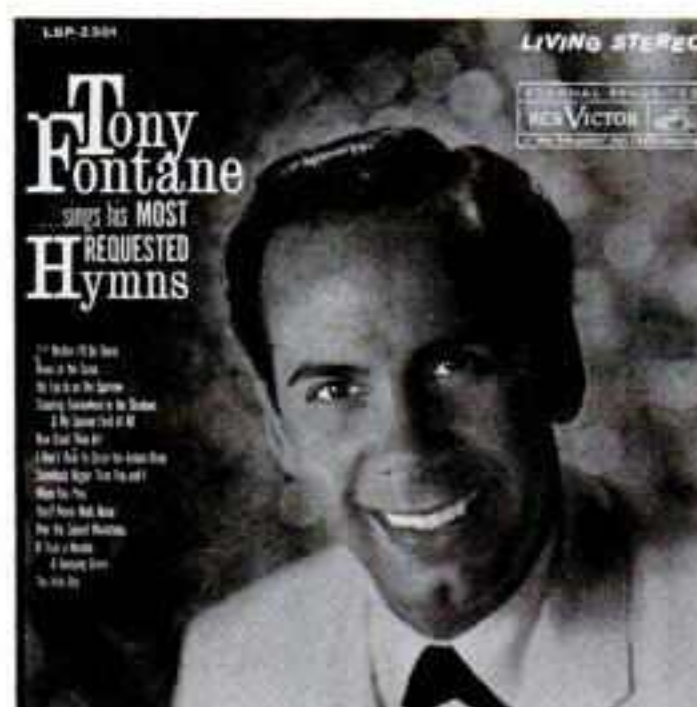
**Tony Fontane**



**Tony Fontane Sings: Songs From The Tony Fontane Story, a color dramatic musical; a true story of Tony Fontane's life. LPM/LSP 2526.**



**THE HYMNS MY MOTHER SANG LPM/LSP 2751**



**TONY FONTANE SINGS HIS MOST REQUESTED HYMNS LPM/LSP 2301**



**TONY FONTANE SINGS CONCERT TOUR FAVORITES LPM/LSP 2869**



# THE HAPPY GOODMAN FAMILY

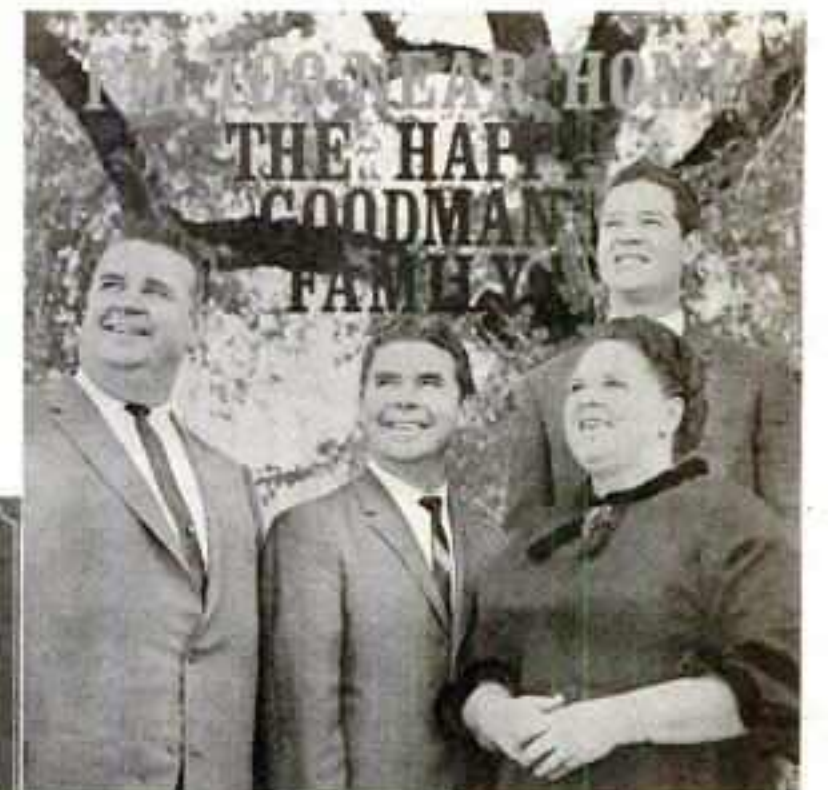
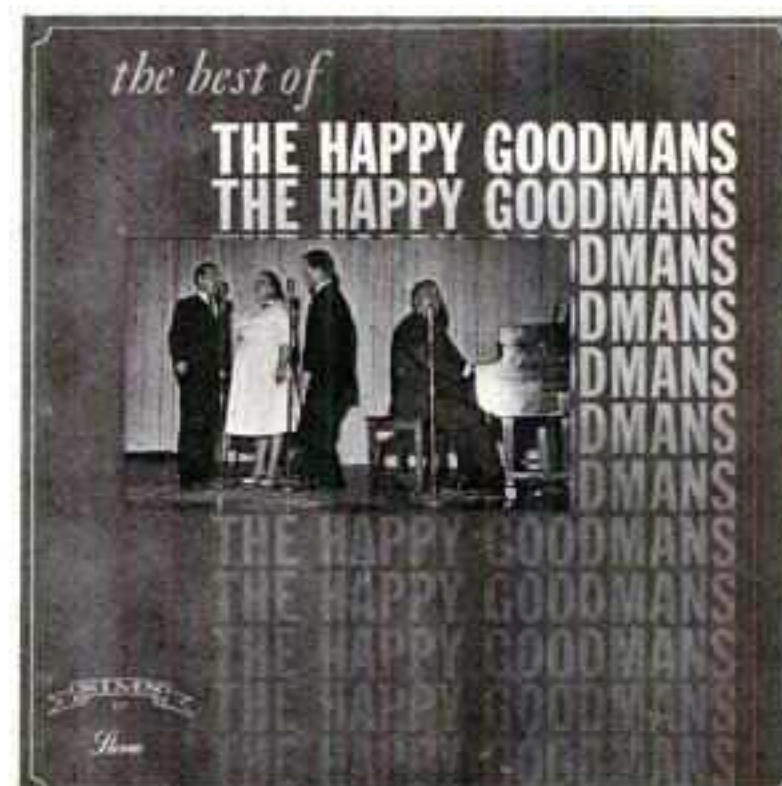


**AMERICA'S  
FASTEST  
GROWING  
GOSPEL  
GROUP**



## **THE HAPPY GOODMAN FAMILY**

**35 Grapevine Rd.  
Madisonville, Ky.  
502—821-7501**





# WMBI Believes in Catering To Listeners' Spiritual Needs

By RAY BRACK

CHICAGO—WMBI AM-FM Radio, owned and operated by the Moody Bible Institute here, is a highly influential factor in the million-dollar Midwest religious record market.

Three facts thrust the outlet—and its affiliates in Moline, Ill., and Cleveland—forward as a top showcase:

1) It has the audience. Audience ratings frequently find WMBI among Chicago's top 10 sundry time slots.

2) It programs records—about eight hours daily, on the average. Best known disk jockey, Bill Pearce—a versatile Word Records artist as well—handles a nightly disk show and a Saturday afternoon "Records by Request" feature. Pearce's nighttime programming has landed him a loyal following of religious-oriented audiophiles.

3) It programs the right religious music for the overwhelmingly middle-of-the-road Midwest audience. WJJD's proposed switch to total country notwithstanding, there's limited country

gospel hunger in the region. WMBI eschews the Nashville quartets.

## Conservative Sound

Reflecting the theological position of the Moody Bible Institute, WMBI airs a conservative religious musical sound. It is the type of music popularized virtually worldwide by the Billy Graham evangelistic crusades: The Bev Shea touch with a gospel song, the Paul Mickelson or Don Hustad treatment of a hymn; Cliff Barrows-style choir work and Ralph Carmichael orchestral arrangements.

This is not to imply that classical works of all major labels are not heard regularly on WMBI. Handel, Hayden, Brahms, Beethoven and Britton-type sacred works are regular fare.

The bulk of the station's record library consists of—in addition to Bev Shea on RCA Victor—such labels as Word Records, Waco, Tex.; Sacred Records, Whittier, Calif.; Christian Faith Recordings, Northridge, Calif.; Broadman Records, Nashville

(the Broadman Chorale); Crown V Records, Cleveland; Diadem Records, Grand Rapids, Mich.; Zondervan Records, Grand Rapids, Mich.; Supreme Recordings, Glendale, Calif., and RCA Camden (Augustana Choir).

The station's philosophy of record programming, according to station manager James Draper, is aligned with the outlet's chief objective: "To minister to the spiritual needs of our audience."

## Disks Screened

All records submitted to the station are screened by Bill Pearce, script chief Joe Musser, and supervisor of production Wendell Borrink, utilizing the Moody Institute's well-defined religious standards as well as the staff's own musical tastes.

"We are aware that in some way our record programming may influence religious record buying," said W. E. Mayfield, manager of the Moody Bible Institute radio division, "but we have no way of determining to what extent." The station never recommends or advertises particular product on the air.

Pearce does introduce new releases on his Saturday afternoon show and writes record review columns for the station's quarterly publication and the Moody Monthly magazine.

Additional product showcasing is afforded by the live talent aired by WMBI. Many of the artists have cut religious albums.

## Pearce an Example

Bill Pearce is the prime example, with baritone vocal solos, trombone solos and vocal ensemble cuttings on Word Records. Dick Anthony, another top Word artist, was until recently a WMBI fixture. The WMBI chorus, "16 Men," just recently cut an album here on RCA.

## Sharpe Notes

Continued from page 38

for Sing Records of Atlanta which will be released this month. . . .

**Jerry Redd**, has joined the **Plainsmen Quartet** as tenor singer replacing **Thurman Bunch**. . . . The **Couriet Quartet** from Harrisburg, Pa., recorded their first album for Canaan new subsidiary of Word Records, last month under the direction of label vice-president **Marvin Norcross**.

**Brock Speer**, bass singer and manager of the **Speer Family** has announced the addition of **Charles Yates** to the group. A tenor singer, Yates replaces **Jerry Redd**.

**Byron Burgess** of the **Stamps Trio** was recently married to the former **Miss Leonette Allen**, a music major at SMU. . . . The **Blackwood Brothers** just returned from a month-long tour of the West Coast and Canada. . . . **Jim Wetherington**, bass singer for the **Statesmen**, has a new album release on the Temple label, with his **Golden Stairs Choir** from Atlanta. . . . **Maurice LeFevre**, director of a&r for Sing Records has announced the signing of the **Vanguards** from Tulsa, to the label. The group's first album will be released this month.

The **Goodman Family** and the **Speer Family** played to turnaway crowds at the Kingsland Theater in St. Louis, last weekend. . . . **John Hall** of the **Stamps Quartet** has a new album release on Temple, the new subsidiary of Skylite.



WMBI's BILL PEARCE may well qualify as nation's top middle-road religious disk jockey. His late evening FM show, incorporating product ranging from sacred "pop" to classical religious works, is gaining appeal outside the station's traditionally Bible-oriented audience.

It is significant to note that these artists are showcased by personal appearances in church auditoriums throughout the Midwest, thus boasting religious product extraneous of broadcast.

The potential WMBI (and

affiliates) listening audience is 25 million. It's perhaps the most lucrative sacred record market in the world. And, though WMBI has the ear of a major segment of the market, it has never been contacted by a label promotion man.

# SOLOMON KING

Winner of Billboard's  
"SACRED SPECIAL  
MERIT AWARD"



MONO LPM-2985 • STEREO LSP-2985

**SIDE 1**  
You'll Never Walk Alone (ASCAP 2:11)  
It Is No Secret (BMI 2:24)  
The Savior Is Waiting (ASCAP 2:56)  
In Times Like These (BMI 2:07)  
My Testimony to God (BMI 2:29)  
When They Ring the Golden Bells (P.D. 3:32)

**SIDE 2**  
I Believe (ASCAP 3:23)  
I Believe in Miracles (BMI 2:28)  
Amazing Grace (P.D. 2:31)  
Just a Closer Walk With Thee (P.D. 2:31)  
Battle Hymn of the Republic (P.D. 2:22)  
A Prayer for Peace (BMI 2:38)

For availability—contact:

**TERRY DENE**

9343 Nightingale Dr. Beverly Hills, Calif.



# DORIS AKERS



GOSPEL SPOTLIGHT

DORIS AKERS & THE STATESMEN QUARTET SING FOR YOU

RCA Victor LPM 2936 (M); LSP 2936 (S)

An outstanding gospel recording by one of the most salesworthy names in the field. Excellence of the performance, along with the artists' general market appeal, makes this one a natural top seller.



DORIS AKERS—Forever Faithful  
LPM 2936

For availability contact:

**DON FARRER**

1328 N. Highland Ave., Hollywood, Calif. 90028



## Blackwood Bros. Quartet: A Moving, Diversified Group

NASHVILLE — The Blackwood Brothers Quartet was organized in 1934, and for the past 30 years have probably traveled more miles, sung to more people, and sold more records than any other group in the gospel quartet field. They are currently in their 13th year of recording for RCA Victor.

The group has many firsts in bringing gospel music to the world. They were first of this type of groups to appear on network television. In 1954, they were winners of the Arthur Godfrey Talent Scout Show. They have also appeared on the Tennessee Ernie Ford Show.

They were first to use a bus as means of transportation. Now, over 50 gospel groups use buses. The Blackwoods have a custom built double-decker bus which is specially equipped with compartments for each member, wardrobe space, rest room, lounge, refrigerator, mobile telephone, two radios and TV.

A very diversified group, they do much more than travel and sing. They own two of the largest gospel music publishing companies, Gospel Quartet Mu-

sic Co., and the Stamp Quartet Music Co., and they recently purchased, with the Statesmen, the James D. Vaughan catalog, the oldest gospel publishing company in the U. S. Also with the Statesmen Quartet they own

and operate Skylite Recording Co. They also originated and sponsor annually the National Quartet Convention.

Today the Blackwood Brothers Quartet consists of James Blackwood, manager and lead singer; J. D. Sumner, bass and one of the leading composers in the quartet field; Cecil Blackwood, baritone; Bill Shaw, tenor, and Whitey Gleason, piano.

## Young's Formula for Success

NASHVILLE—Ernie Young, silver-haired Music City trade pro, has a three-point answer to the decade of success his own Nashboro Records spiritual line still enjoys:

1. A 50,000-watt electronic storekeeper called WLAC-Radio, which is giving him a \$3,000 per month advertising budget (which covers all Ernie's Record Mart merchandise, basically spiritual and r&b product).

2. A long-standing neglect by distributors, in general, regarding spiritual records.

3. A stable of rock-solid spiritual groups capable of coming up with strong and original material.

Spiritual record manufacturing was the last area Young jumped into but he declares it is his top corporate breadwinner.

When asked if he felt the spiritual field had a healthy future, Ernie replied rhetorically, "Is the population expanding?"

Ernie's Record Mart, the Young-owned and operated Nashboro Records, (solely spiritual and r&b) and the 15-year, seven-nights-a-week WLAC advertising stint all dovetail into one picture of corporate success.

Again, Young maintains that the spiritual music product fares best of all. "We pitch all our products on WLAC, to some 38 States. But Nashboro spiritual records do better than r&b.

"WLAC gives us something the others (labels) don't have—\$3,000 a month worth of radio. And you know, I'm going to have my records played."

Ernie, who a&r's and engineers his spiritual sessions, started Nashboro Records because he figured he could manufacture records just as good as the others. Nashboro boasts a hard core of top spiritual groups which includes the Swanee Quintet, Edna Gallmon Cook, the Consolers, and Brother Joe May. They top a roster of some 25 to 30 spiritual groups on Nashboro.

Ernie's radio-fired mail-order sales keep the Nashboro spiritual line in the black, but the label also works through the top distributors in this field.

## VEE-JAY IS THE LEADER IN GOSPEL MUSIC

The Argo Singers  
The Original Five Blind Boys  
Back Home Choir of the Greater Harvest Baptist Church  
The Original Blind Boys of Alabama  
Alex Bradford  
The Archie Brownlee Memorial  
The Caravans  
Don and Alleyne Cole  
Alberto Cortez  
Gospel Harmonette  
Great Gospel Artists  
Original Cast Gospel on Broadway  
Gospel Singing Group  
The Harmonizing Four  
The Highway QC's  
The Honeycombs  
The Sally Martin Singers  
Northeastern Michigan State Choir  
The Patterson Singers  
The Richburg Singers  
The Staple Singers  
The Swan Silvertones  
Princess Stewart  
Charles Taylor  
The Thompson Community Singers  
Various Artists  
The Watson Sisters  
Marion Williams & The Stars of Faith  
Maceo Woods  
The Wooten Ensemble



9056 Santa Monica Blvd.  
Los Angeles, California

## MUSIC'S ROLE IN NEGRO LIFE CITED

NEW YORK — "Gospel and spiritual music has continued as an important part of the culture in the Negro community throughout the country," states Sol Rabinowitz, Epic Records' director of merchandising.

Rabinowitz, who has had experience with gospel and spiritual music and records since the 1940's, declares: "The accelerated 'Negro Revolution' in recent years has, if anything, created a new interest in gospel music among folk enthusiasts, particularly at the college level."

Rabinowitz continues: "Epic's Staple Singers, one of the leading groups in this field, made a recent successful appearance on the Les Crane TV show. Bessie Griffin and the Gospel Pearls, another Epic Gospel group, have appeared on the Ed Sullivan show a number of times.

"It is also interesting to note that American gospel and spiritual singers have found an increasingly avid following in Europe.

"Epic-Okeh has every intention of expanding activities in this growing field."



THE BLACKWOOD BROTHERS QUARTET, organized in 1934 and currently celebrating its 13th year of recording for RCA Victor. The Blackwoods are generally credited with selling more records over the years than any other group in the gospel quartet field. Seated, left to right: Whitey Gleason, piano; J. D. Sumner, bass singer and composer; Cecil Blackwood, baritone. Standing: Bill Shaw, tenor, and James Blackwood, manager and lead singer.

## JACK HOLCOMB



JACK HOLCOMB SINGS YOUR FAVORITES  
LPM 2729



JACK HOLCOMB SINGS THE GOSPEL GREATS  
LPM 2868

For Availability contact:

TIM SPENCER

Independent Representative Religious Records  
RCA Victor Record Division  
1328 No. Highland Ave., Hollywood, Calif.

More will  
LIVE



the more  
you GIVE

HEART FUND



# Gospel's Big 5 Labels Make Dent

• Continued from page 3

pearances by the respective artists.

"Selling gospel to the distributors was a tough job," Scaife declared. "Songs of Faith had to use 100 per cent guarantees; promises to sample various areas for the distributor; and we even gave the distributors racks to use for our merchandise.

"We even produce and send out to our distributors, a picture catalog of our staff in order to help them even more," he added.

Scaife, who got his feet wet in the wax trade by assisting Sam Phillips of Memphis first with his Sun Records operation as national sales manager, (El-

vis Presley and Johnny Cash were on the label then) and later by managing the Phillips Recording Studio when it was opened here in 1961.

Regular distributor channels are being utilized more and more by the other gospel labels. Skylite Records, a Memphis record firm helmed by the Blackwood Brothers, nationally known gospel quartet and the Sing label, headquartered in Atlanta, Ga. and operated by gospel music's highly regarded LeFevre Family group, recently named Pathway Press Inc. of Cleveland, Tenn., their National sales representatives.

The fifth major gospel diskery, Wood Records, based in Waco, Tex., is pressing toward

merchandising their albums through national distributor houses instead of channelling Word disks into religious bookstores and similar church related shops and stores which were at one time the sole retail exposure for the company.

Songs of Faith, which is manufactured, from disk pressing to album jacket production, is done under one roof at the firm's headquarters here, wages a heavy promotional campaign to back up its hip merchandising machinery.

"We sample 1200 radio stations without charge, with each release," Scaife announced. This includes about 20 full-time gospel music radio stations and the key country music outlets.

"When we started in 1962 we only had 500 stations on our sample mailing list. This is a positive indication that gospel music's popularity is growing fast."

Country Music Association executive director Mrs. Jo Walker, here in Nashville, indicated further evidence of the broadcasting industries' spiraling interest in the gospel field. The last survey of U. S. and Canadian Television broadcasters revealed a positive upswing in the amount of gospel music programmed video-wise.

## Spiritual Boom

• Continued from page 34

exactly that they want, and they want authenticity."

Savoy's artist roster includes such names as James Cleveland, Dorothy Norwood, the Roberta Martin Singers, the Southwest Michigan State Choir, Rosie Wallace, the Angelic Choir, Cleophus Robinson.

Lubinsky and Mendelsohn are increasing their output of "live" as against studio recordings. "You get something extra in a live recording—as in a church. The result may not be as perfect as a record made in a studio, but it has what is perhaps more important—sincerity and soul," stated Mendelsohn.

# 3 Generations of Dedication

NASHVILLE—Heart Warming Records was over a half a century in the making, but the all-gospel record label, topped by such sales-getting names as Jake Hess and the Imperials, the Weatherfords, the Plainsmen, Carole and Jimmy Snow and the Gospel Echoes, is proving that it was time well spent, according to label executive Bob Benson.

Benson is the youngest of three generations of Bensons who have made the gospel field their life's career.

John T. Benson Sr. started the 58-year chain of events which led to the birth of Heart Warming Records in 1960. Benson Sr. cranked out tabernacle and camp meeting song books and was a music publisher of religious songs.

In 1936, son John T. Jr. pressed the business onward, moving it into the sheet music and hymn book fields. A printing firm was a cornerstone of the Benson gospel combine, founded and developed solely in Music City.

Bob Benson and his father John T. Jr., moved into the record manufacturing business primarily to promote their publishing firm copyrights. Heart

Warming Records started out as a corporate stepchild but developed into a prime factor in the old-line gospel music firm.

Bob Benson sketchily appraised the label's success:

"We have grown steadily. We signed top names like the Imperials . . . the names have drawn distributors. We no longer have to depend on the individual groups selling our records at their personal appearances.

"In fact, with our current distributor set-up, we pretty well match the sales by the groups. In most cases we do better."

Heart Warming's story doesn't begin and end with record sales. "The label is important to our organization in other areas," Bob explained. "We're still in the gospel music publishing business. We'd have a rough time getting a quantity of our songs recorded by the other gospel labels; they have their own publishing firms, too.

"Heart Warming is an ideal exploitation vehicle for our publishing company tunes," he declared.

Benson says he is convinced the label is here to stay and that it will be instrumental in strengthening the entire Benson gospel domain.

News From the

# MUSIC CAPITALS OF THE WORLD

• Continued from page 20

these days, reports that Crusader Records in Hollywood has picked up his "Southern Love" single, already on the move in Canada on the Quality label. . . . Sparton Records is expecting big things with the "Gary Buck Sings for Everybody" LP, on Petal in the U. S. The Canadian singer wound up a six-week engagement at the Belvedere in London.

Buddy Greco will appear at the Cave in Vancouver for two weeks this month, and Columbia recording artist Philippe Entremont was guest pianist with the Winnipeg Symphony Orchestra (11).

A warning note to U. S. recording artists bound for engagements in Canada: the Statler Brothers, on tour with the Johnny Cash Show, played an unhappy date in Kitchener, Ont., at the local jail, because they hadn't declared to Canadian customs the disks and photos they brought to sell at their concerts this month. The law is that records and photos imported from the U. S. for sale in Canada are subject to 20 per cent duty, 11 per cent tax on the duty-aid value, and provincial sales taxes where applicable. Disks and pix imported for advertising and promotional displays are also subject to duty. . . . Things are beginning to break big for folk singer Gord Lightfoot. The first of his compositions to be recorded by a "name" act, "For Lovin' Me," by Peter, Paul and Mary, continues to climb the charts. Now he's off to New York to record a single for Warner Bros. One side will be a song of his own, "I'm Not Saying." And there's talk of an album soon, a mixture of established folk songs and more of his own. . . . Looking for a new promotion gambit to introduce a new Canadian single, "You and Me," by the Regents, Quality Records pressed 50 special disks for key radio stations, with the A side on the A side, and an interview with the group's vocal duo, Dunc and Judy, on the B side. Negotiations are under way for U. S. release.

The Arc label is experimenting with packaging a 45-disk and the sheet music of the same number, from the label's publishing firm, at a special price of \$1.50, versus the usual 90 cents for the single and 75 cents or 80 cents for the sheet music. First such release is "The Curler's Song" (curling is becoming a winter sport here) composed and performed by 79-year-old Andrew (Auld Sandy) Murdison, Arc thinks the disk-plus music concept could be successful in several non-pop music categories. . . . Same company claims having the country's biggest-selling LP by a Canadian artist with its "Voice of an Angel" LP of folk songs by Catherine McKinnon, which has sold over 20,000 copies in just a few weeks on the market. The Halifax-based singer, a regular on the CBC-TV "Don Messer Show," guested on several TV and radio shows on a trip to Toronto last week, promoting the Arc album all the way.

RCA Victor has set a go-go-go policy for its current discovery, J. B. and the Playboys, and has released three singles in a row, hard and fast. The five young men have taken the Montreal teen circuit by storm, and now the plan is to book them into Toronto and environs one weekend a month, which should build even greater demand for their disks. RCA is equally excited about a young French-Canadian fivesome, Les Excentriques, who have pink hair, and rated a four-color sleeve for their first release, to do them technicolor justice. . . . A candybar commercial jingle that caught the fancy of Toronto teens has been released as an instrumental on the new Red Leaf label. The instrumental version of the radio and TV commercial for Curtis Candy's

Baby Ruth and Butterfingers bars was recorded for use by company salesmen, and one was given to CKEY Toronto's Big G Walters, who did the voice-over on the TV spot. Demand for it on his "Winging" show prompted release as "Baby Ruth," by the Butterfingers, and it's off and running.

KIT MORGAN

## VIENNA

The Austrian Amateur Jazz Festival is scheduled for March 5 to 7. Among the groups will be the Modern Swing Group and the Storyville Jazz Band from West Berlin, the Lener group from Stuttgart, West Germany, the Irene Schweizer unit and the Free Sounds from Switzerland, the Revival Jazz Band and the Traditional Jazz Club from the CSST, the Ad Hoc Big Band from Yugoslavia, the Dr. Toth group from Hungary, the Zespol Jazz Band from Poland, and the USAF Band, USA Forces Europe. . . . Austrian bandleader Fatty George returned from a guest appearance at the Jazz Galery Tangente in West Berlin. . . . Johannes Fehring and his Vienna big band recorded to series of musical records for the Elite label.

JIMMY JUNGERMANN

## ZURICH

The orchestras of Duke Ellington and Chris Barber guest-starred here. . . . The Musikvertrieb Zurich released Bobby Solo's "Se Piangi, Se Ridi," and the "Goldfinger Theme" played by Martin's band on Ricordi and Telefunken. . . . Zurich jazzmen Gustl Mayr and Hans Kennel returned from a trip to Munich. There they played with the Modern Jazz Freiburg at a concert of the Jeunesses Musicales. . . . The Elite Special label re-geared an LP album featuring jazz classics of Eddie Brunner and Ernst Hoellerhagen in the early '40's in Switzerland. . . . Decca recording star Manfred Schnelldorfer arrived to plug his new record, "Traurigein Bringt Nichts Ein," published by Busse.

JIMMY JUNGERMANN

## HOLLYWOOD

Howard Holzer, whose Haeco Electronics firm functions from his home, has placed his first stereo disk cutter with Kapp Records. The cutter, the size of a cigaret pack, is revolutionary in price and size, allowing all recording studios to cut stereo disks, he claims. Most disk manufacturers use Holzer's stereo driver amplifier with their Westrex stereo cutters, so Holzer is now in direct competition with the major manufacturer.

Ed Ames, who left the Ames Brothers four years ago to enter acting, is back as a push artist with RCA. Ames has a featured role in the TV series, "Daniel Boone," his first major TV acting job. His single of "Try to Remember" is a chart item. Ames worked in off-Broadway and mainstream productions in New York before coming here.

Option renewal time at Capitol has the a&r staff on its creative toes. . . . Radio scuttlebutt has a key San Francisco station studying format changes and a top local deejay being considered for pink-slipping because his age doesn't match the station's youthful image.

Aurapix Talking Postcards is signing name actors to narrate a series on famous people and historic events. Columbia's Auravision branch of special products produces the vinyl laminated cards. . . . New record labels are Sound Track and Tuff. Hoyt Curtin owns Sound Track in Los Angeles, Irene and Joe Blatta own Tuff in San Gabriel, Calif.

ELIOT TIEGEL

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

### DO THE CLAM

Elvis Presley, RCA Victor 8500

## ★ 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.

### DON'T ANSWER THE DOOR . . .

Jimmy Johnson, Magnum 719 (Mercedes, BMI) (Chicago, New Orleans)

### GIRL DON'T COME . . .

Sandy Shaw, Reprise 0342 (Spectorious, BMI) (New York)

### BABY, PLEASE DON'T GO . . .

Them, Parrot 9727 (Leeds, ASCAP) (Los Angeles)

### LET HER LOVE ME . . .

Otis Leavill, Blue Rock 4002 (Curtom, BMI) (Detroit)

### A DEAR JOHN LETTER . . .

Skeeter Davis & Bobby Bare, RCA Victor 8496 (American, BMI) (Boston)

### ALL I WANT IS MY BABY . . .

Bobby Jameson, London 9730 (Hollis, BMI) (Cleveland)

### POOR MAN'S SON . . .

Reflections, Golden World 20 (Myto, BMI) (Detroit)

### I KNOW WHY . . .

Springers, Way Out 2699 (Big Song, BMI) (New York)

### I WANT A LITTLE GIRL . . .

Joe Hinton, Backbeat 545 (Shapiro-Bernstein, ASCAP) (Atlanta)

### TEASIN' YOU . . .

Willie Tee, Atlantic 2273 (Cotillion-Shirleys, BMI) (New Orleans)

### GEE BABY (I'm Sorry) . . .

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

### HOW DO YOU QUIT (Someone You Love) . . .

Carla Thomas, Atlantic 2272 (East, BMI) (Atlanta)

### I DO LOVE YOU . . .

Billy Stewart, Chess 1922 (Chevis, BMI) (Washington)

### I CAN'T EXPLAIN . . .

The Who, Decca 31725 (Champion, BMI) (Detroit)

### TIME WAITS FOR NO ONE . . .

Eddie & Ernie, Eastern 602 (Maria-Winall-Sagitarious, BMI) (Atlanta)

### WE ARE IN LOVE . . .

Bobby Byrd, Smash 1964 (Try Me, BMI) (Washington)



**HOT RHYTHM & BLUES SINGLES**

Billboard SPECIAL SURVEY for Week Ending 2/27/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	MY GIRL Temptations, Gordy 7038 (Jobete, BMI)	5
2	5	SHOTGUN Jr. Walker & the All Stars, Soul 35008 (Jobete, BMI)	3
3	2	SHAKE Sam Cooke, RCA Victor 8486 (Kags, BMI)	5
4	4	TWINE TIME Alvin Cash & the Crawlers, Mar-V-Lus 6002 (Va-Pac, BMI)	5
5	3	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Phillies 124 (Screen Gems-Columbia, BMI)	5
6	6	THE BOY FROM NEW YORK CITY Ad Libs, Blue Cat 102 (Trio, BMI)	5
7	9	DON'T MESS UP A GOOD THING Fontella Bass & Bobby McClure, Checker 1097 (Arc-Saico, BMI)	4
8	20	PEOPLE GET READY Impressions, ABC-Paramount 10622 (Chi-Sound, BMI)	2
9	11	HURT SO BAD Little Anthony & the Imperials, DCP 1128 (South Mountain, BMI)	4
10	15	ASK THE LONELY Four Tops, Motown 1073 (Jobete, BMI)	4
11	23	STOP! IN THE NAME OF LOVE Supremes, Motown 1074 (Jobete, BMI)	2
12	12	I WANNA BE (Your Everything) Manhattans, Carnival 507 (Bright Star-Sanavan, BMI)	5
13	7	HOLD WHAT YOU'VE GOT Joe Tex, Dial 4001 (Tree, BMI)	5
14	10	THE NAME GAME Shirley Ellis, Congress 230 (Gallico, BMI)	5
15	22	MR. PITIFUL Otis Redding, Volt 124 (East-Time, BMI)	4
16	17	DON'T ANSWER THE DOOR Jimmy Johnson, Magnum 719 (Mercedes, BMI)	4
17	19	I WANT YOU TO HAVE EVERYTHING Lee Rogers, D-Town 1035 (Mah's, BMI)	5
18	18	THAT'S HOW STRONG MY LOVE IS Otis Redding, Volt 124 (Rise, BMI)	5
19	8	HOW SWEET IT IS (To Be Loved by You) Marvin Gaye, Tamla 54107 (Jobete, BMI)	5
20	13	A CHANGE IS GONNA COME Sam Cooke, RCA Victor 8486 (Kags, BMI)	5

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	16	SOMETIMES I WONDER Major Lance, Okeh 7209 (Camad & Chi-Sound, BMI)	5
22	14	THE "IN" CROWD Dobie Gray, Charger 105 (American, BMI)	5
23	27	I KNOW WHY Springers, Way Out 2699 (Big Song, BMI)	4
24	—	TEASIN' YOU Willie Tee, Atlantic 2273 (Cotillion-Shirleys, BMI)	1
25	—	YOU GOT WHAT IT TAKES Joe Tex, Dial 4003 (Tree, BMI)	1
26	25	STRAIN ON MY HEART Roscoe Shelton, Sims 217 (English, BMI)	4
27	—	NOWHERE TO RUN Martha & the Vandellas, Gordy 7039 (Jobete, BMI)	1
28	39	WE ARE IN LOVE Bobby Byrd, Smash 1964 (Try Me, BMI)	2
29	21	HE WAS REALLY SAYIN' SOMETHIN' Velvettes, V.I.P. 25013 (Jobete, BMI)	5
30	36	I DO LOVE YOU Billy Stewart, Chess 1922 (Chevis, BMI)	4
31	33	YOU BETTER GET IT Joe Tex, Dial 4003 (Tree, BMI)	2
32	32	FLY ME TO THE MOON LaVern Baker, Atlantic 2267 (Almanac, BMI)	3
33	24	I'M OVER YOU Jan Bradley, Chess 1919 (Arc, BMI)	5
34	34	TIME WAITS FOR NO ONE Eddie & Ernie, Eastern 602 (Maria-Winall-Sagitarus, BMI)	4
35	—	SUDDENLY I'M ALL ALONE Walter Jackson, Okeh 7215 (Blackwood, BMI)	4
36	38	IT'S GONNA BE ALRIGHT Maxine Brown, Wand 173 (Screen Gems-Columbia, BMI)	2
37	35	I LOVE YOU BABY Dottie & Ray, LeSage 701 (Cerac, BMI)	3
38	—	DON'T WAIT TOO LONG Betty Swann, Money 108 (Cash, BMI)	1
39	40	HOW DO YOU QUIT (Someone You Love) Carla Thomas, Atlantic 2272 (East, BMI)	2
40	—	WE CAN'T BELIEVE YOU'RE GONE Bobby Harris, Atlantic 2270 (Cotillion-Benday, BMI)	3

**HOT R&B LP's**

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	SHAKE, Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S)	3
2	1	SAM COOKE AT THE COPA, RCA Victor LPM 2970 (M); LSP 2970 (S)	5
3	3	WHERE DID OUR LOVE GO, Supremes, Motown MT 621 (M); S 621 (S)	5
4	2	HOLD WHAT YOU'VE GOT, Joe Tex, Atlantic LP 8106 (M); SD 8106 (S)	5
5	5	HOW SWEET IT IS TO BE LOVED BY YOU, Marvin Gaye, Tamla TM 258 (M); (No Stereo)	3
6	6	THE NANCY WILSON SHOW! Capitol KAO 2136 (M); SKAO 2136 (S)	4
7	8	GOIN' OUT OF MY HEAD, Little Anthony & the Imperials, DCP DCL 3808 (M); DCS 6808 (S)	3
8	7	A BIT OF LIVERPOOL, Supremes, Motown MLP 623 (M); SLP 623 (S)	5
9	—	YOU'VE LOST THAT LOVIN' FEELIN', Righteous Brothers, Phillies PHLP 4007 (M); PHLP 4007 (S)	3
10	—	FOUR TOPS, Motown M 622 (M); S 622 (S)	1

**HOT SPIRITUAL SINGLES**

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

**HOT SPIRITUAL LP's**

1. ON THE BANKS OF JORDAN, VOL. 4 ..... James Cleveland, Savoy MG 14096
2. PEACE, BE STILL, VOL. 3 ..... James Cleveland, Savoy MG 14076
3. HEAVEN, THAT WILL BE GOOD ENOUGH FOR ME ..... James Cleveland, Savoy MG 14102
4. SOUL STIRRERS WITH SAM COOKE ..... Specialty 2106
5. WALK AROUND HEAVEN ALL DAY ..... Caravans, Vee Jay 5058

**NEW ACTION R & B SINGLES**

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

<b>THE BIRDS AND THE BEES</b> Jewel Akens, Era 3141	<b>MY SMILE IS JUST A FROWN (Turned Upside Down)</b> Carolyn Crawford, Motown 1064
<b>CRY</b> Ray Charles, ABC-Paramount 10615	<b>RUN MY HEART</b> Baby Washington, Sue 119
<b>DANNY BOY</b> Jackie Wilson, Brunswick 55277	<b>SHE'S GONE</b> Nolan Chance, Constellation 144
<b>GIRLS HAVE FEELINGS TOO</b> Barbara Mason, Arctic 102	<b>THE WORST THING IN MY LIFE</b> B. B. King, Kent 415
<b>GOOD TIMES</b> Jerry Butler, Vee Jay 651	<b>YOU CAN'T HURT ME NO MORE</b> Gene Chandler, Constellation 146
<b>IT'S BETTER TO HAVE IT</b> Barbara Lynn, Jamie 1292	

**DJ SPOTLIGHT**

**E. RODNEY JONES**  
Program Director, WVON  
Chicago

Time slot: 3:05-7 p.m., daily

The "Mad Lad" joined WVON as P.D. in 1963. He began his career as a band musician in Texarkana, Ark.-Tex., and later became emcee. After a short stint in Kansas City, Mo., he moved to KXLW, St. Louis, and WBBR, East St. Louis, Ill., where he remained eight years. In 1962, Jones moved to Chicago and WYNR, and a year later joined WVON.



**TOP R&B JOCKEY'S PICK-OF-THE-WEEK**

<b>GEORGE (HOUND DOG) LORENZ, WBLK-FM, Buffalo</b> "She Used To Be Mine," Obrey Wilson, Epic 9764 "You Got What It Takes," Joe Tex, Dial 4003 LP—"Grits & Soul," "James Brown" Instrumental, Smash MGS 27057 (M); SRS 67057 (S)	<b>SID WOODS, WGEE, Indianapolis</b> "Don't Mess Up a Good Thing," Fontella Bass & Bobby McClure, Checker 1097 "You Better Get It," Joe Tex, Dial 4003 LP—"Yusef Lateef Live at Pep's," Impulse A-69 (M); AS-69 (S)
<b>JIMMY BYRD, WILD, Boston</b> "Got to Get You Off My Mind," Solomon Burke, Atlantic 2276 "Billy's Bag," Billy Preston, Vee Jay 653 LP—"Spotlight on Maxine Brown," Wand 663 (M)	<b>KEN HAWKINS, WJMO, Cleveland</b> "Time Waits for No One," Eddie & Ernie, Eastern 602 Pick—"People Get Ready," Impressions, ABC-Paramount 10622 LP—"The Sensitive Sound of Dionne Warwick," Scepter 528 (M); S 528 (S)
<b>JIM RANDOLPH, KGFI, Los Angeles</b> "Nowhere to Run," Martha & the Vandellas, Gordy 7039 "Get Down With It," Bobby Marchan, Dial 4002	<b>GEORGE TRUEHART, WDAO, Dayton, Ohio</b> "We Are in Love," Bobby Byrd, Smash 1964 "Shotgun," Jr. Walker & the All Stars, Soul 35008 LP—"Ray Charles Live in Concert," ABC-Paramount ABC 500 (M); ABCS 500 (S)
<b>LARRY MCKINLEY, WYLD, New Orleans</b> "Come See," Major Lance, Okeh 7216 "I've Been Good to You," Brenda Holloway LP—"The Very Best of Betty Everett," Vee Jay 1122 (M)	<b>O. C. WHITE, WAWA, Milwaukee</b> "Peaches & Cream," Ikettes "Discotheque," Jimmy McGriff LP—"Sensitive Sound of Dionne Warwick," Scepter 528 (M); S 528 (S)
<b>DANNY STILES, WNJR, Newark, N. J.</b> "Lonely Man," John Standberry "We've Got Something," Eddie & the Tropics LP—"Intimately Yours," Arthur Prysock, Old Town LP 2008 (M); LP 2008 (S)	

**ZIP CODE SPEEDS YOUR PARCELS**



1. Packages are shipped by more direct route.
2. They are handled fewer times.
3. There is less chance of damage.

ZIP Codes keep postal costs down but only if you use them.







COUNTRY SINGER KATHY DEE, United Artists thrush, snapped with members of her combo as they departed recently from McGuire Air Force Base in New Jersey for Thule, Greenland, where they are putting in four weeks entertaining members of the Armed Forces at service clubs on the base. Left to right: Jack Laymon, bass; Bill Willis, Rhythm; Kathy; Gene Hoover, lead, and Jim Stump, drums.

## C&W Program Launched by WOR-TV

NEW YORK—WOR-TV has gone into the country music field.

The first program in the hour-long color series, filmed in Hollywood by Colorama Corp., "Country A Go-Go" headlined the Treniers, a raucous pop instrumental group, the Standells and Delaney Bramlett from the West Coast. However, the emphasis was clearly on country music and country artists.

Ernest Tubb, Webb Pierce, Ray Price, Goldie Hill, Little Jimmy Dickens and Canadian country music balladeer, Stu Phillips, all gave their country vocals to the occasion.

Joe Lanza, guided his A Go-Go dances in a medley of discotheque favorites and Homer Garret's Hollywood square dancers kept up the Western flavor of the show. There was a touch of the exotic, too, as a Tahitian dance group lithly swung and swayed across the screen.

As much of country music is deeply rooted in the gospel and sacred, the Jordanairs with their spirituals were a natural on the first show.

The whole concept of blend-the country and pop music through tasteful singing and dancing may turn out to be the TV smasher of the season.

## Boone Issues Price Release

UNION, Ky.—Boone Record Co., indie label with headquarters here, has just issued a release on Kenny Price, entitled "Somebody Told Mary," which has been tabbed a pick hit on WSAI and WCPO, Cincinnati; WVLK, Lexington, Ky.; WCOL, Columbus, Ohio, and WING, Dayton, Ohio.

Boone Records is owned and operated by Bobby Bobo, who has been with the WLW "Mid-western Hayride" 10 years. Some five years ago, Bobby opened a music store in Union, complete with recording studio facilities. Boone has had six re-

## IVES SAW A HAPPY MANN

NASHVILLE—Country singer Lorene Mann, who currently has a release on RCA Victor called "So I Could Be Your Friend" and who guested recently on the country TV-er, "The Schultz Show," had something good happen to her recently that left her in stitches. When Burl Ives was in here recently for a session, Miss Mann was urged to take one of her songs to the studio for Ives to do at some future date. To her surprise, Ives told her to retrieve the dub from her car immediately; that he would do the song right now. So excited was Miss Mann with the request, that she dashed out the studio door, skidded on some loose gravel, did a couple of flips and wound up smack on her kisser. Doctor took a number of stitches to patch up a deep gash on her knee, but with Ives doing her song, it was worth it, Lorene says.

## Colo. Fest June 7-12

AURORA, Colo. — Dates for Colorado's Third Annual Country Music Festival have been set for June 7-12, with Gladys Hart again handling preparations for the event. She will again be assisted by Richie Johnson, record promotion man. Site of the conclave will again be the Four Seasons Club here.

The week of June 7 will be celebrated throughout the State as Colorado Country Music Week, with deejays in the territory plugging the celebration via spot announcement weeks in advance. June 10 will be celebrated as Songwriters' and Publishers' Day, and fan clubs will get their inning June 11. Convention winds up with the DJ Awards Dinner June 12.

leases during its first year of operation, first gaining recognition on Price's recent release, "Low and Lonely."

Other artists recording for Boone are Evelyn Bowen and Goldie Brown, formerly of the Acorn Sisters, gospel singers.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/27/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I'VE GOT A TIGER BY THE TAIL..... 6 Buck Owens, Capitol 5336 (Bluebook, BMI)	6	26	23	WHAT I NEED MOST..... 10 Hugh X. Lewis, Kapp 622 (Cedarwood, BMI)	10
2	2	YOU'RE THE ONLY WORLD I KNOW... 16 Sonny James, Capitol 5280 (Marson, BMI)	16	27	29	THE WISHING WELL..... 3 Hank Snow, RCA Victor 8488 (Jasper-Silver Star, BMI)	3
3	4	HAPPY BIRTHDAY..... 13 Loretta Lynn, Decca 31707 (Sure-Fire, BMI)	13	28	44	ORANGE BLOSSOM SPECIAL..... 2 Johnny Cash, Columbia 43206 (Leeds, ASCAP)	2
4	3	ODE TO THE LITTLE BROWN SHACK OUT BACK..... 14 Billy Edd Wheeler, Kapp 617 (Sleepy Hollow, ASCAP)	14	29	32	LEAST OF ALL..... 5 George Jones, United Artists 804 (Marson, BMI)	5
5	5	I WON'T FORGET YOU..... 14 Jim Reeves, RCA Victor 8461 (Tuckahoe, BMI)	14	30	30	I'LL WANDER BACK TO YOU..... 6 Earl Scott, Decca 31693 (Cedarwood, BMI)	6
6	6	SITTIN' IN AN ALL NITE CAFE..... 14 Warner Mack, Decca 31684 (Glaser, BMI)	14	31	22	CROSS THE BRAZOS AT WACO..... 21 Billy Walker, Columbia 43120 (Painted Desert, BMI)	21
7	12	THEN AND ONLY THEN..... 6 Connie Smith, RCA Victor 8489 (Moss Rose, BMI)	6	32	28	WHAT MAKES A MAN WANDER?..... 7 Jan Howard, Decca 31701 (Bramble, BMI)	7
8	8	I'LL REPOSSESS MY HEART..... 10 Kitty Wells, Decca 31705 (Wells, BMI)	10	33	35	JUST BETWEEN THE TWO OF US..... 25 Merle Haggard & Bonnie Owens, Tally 181 (Yonah, BMI)	25
9	20	KING OF THE ROAD..... 2 Roger Miller, Smash 1965 (Tree, BMI)	2	34	24	I THANK MY LUCKY STARS..... 17 Eddy Arnold, RCA Victor 8445 (Cedarwood, BMI)	17
10	10	DO WHAT YOU DO DO WELL..... 7 Ned Miller, Fabor 137 (Central Songs, BMI)	7	35	38	LESS AND LESS..... 12 Charlie Louvin, Capitol 5296 (Tree, BMI)	12
11	11	TRUCK DRIVING MAN..... 13 George Hamilton IV, RCA Victor 8462 (American, BMI)	13	36	37	THAT'S WHERE MY MONEY GOES..... 5 Webb Pierce, Decca 31704 (Cedarwood, BMI)	5
12	7	ONCE A DAY..... 23 Connie Smith, RCA Victor 8416 (Moss Rose, BMI)	23	37	36	GO CAT GO..... 21 Norma Jean, RCA Victor 8433 (Wilderness, BMI)	21
13	13	(My Friends Are Gonna Be) STRANGERS. 9 Merle Haggard, Tally 179 (Yonah-Owen, BMI)	9	38	25	I DON'T CARE..... 27 Buck Owens, Capitol 5240 (Bluebook, BMI)	27
14	15	(From Now on All My Friends Are Gonna Be) STRANGERS..... 7 Roy Drusky, Mercury 72376 (Yonah-Owen, BMI)	7	39	33	CAUSE I BELIEVE IN YOU..... 14 Don Gibson, RCA Victor 8456 (Acuff-Rose, BMI)	14
15	9	IT AIN'T ME, BABE..... 17 Johnny Cash, Columbia 43145 (Witmark, ASCAP)	17	40	41	TINY BLUE TRANSISTOR RADIO..... 4 Connie Smith, RCA Victor 8489 (Moss Rose, BMI)	4
16	18	A TIGER IN MY TANK..... 5 Jim Nesbitt, Chart 1165 (Peach, SESAC)	5	41	39	MULTIPLY THE HEARTACHES..... 12 George Jones & Melba Montgomery, United Artists 784 (Wel Dee-Glad, BMI)	12
17	16	THE RACE IS ON..... 23 George Jones, United Artists 751 (Glad-Acclaim, BMI)	23	42	42	SWEET, SWEET JUDY..... 5 David Houston, Epic 9746 (Gallico, BMI)	5
18	14	FOUR STRONG WINDS..... 16 Bobby Bare, RCA Victor 8443 (Witmark, ASCAP)	16	43	31	HALF OF THIS, HALF OF THAT..... 15 Wynn Stewart, Capitol 5271 (Central Songs, BMI)	15
19	17	CLOSE ALL THE HONKY TONKS..... 12 Charlie Walker, Epic 9727 (Bluebook, BMI)	12	44	45	SHE CALLED ME BABY..... 3 Carl Smith, Columbia 43200 (Central Songs, BMI)	3
20	19	THREE A. M..... 16 Bill Anderson, Decca 31681 (Moss Rose, BMI)	16	45	—	DIDN'T I..... 1 Dottie West, RCA Victor 8467 (Window, BMI)	1
21	34	PASS THE BOOZE..... 10 Ernest Tubb, Decca 31706 (Lonzo-Oscar, BMI)	10	46	47	BROKEN ENGAGEMENT..... 4 Webb Pierce, Decca 31704 (Cedarwood, BMI)	4
22	27	WALK TALL..... 5 Faron Young, Mercury 72375 (Painted Desert, BMI)	5	47	43	A TEAR DROPPED BY..... 8 Jean Shepard, Capitol 5304 (Painted Desert, BMI)	8
23	40	10 LITTLE BOTTLES..... 4 Johnny Bond, Starday 704 (Red River, BMI)	4	48	—	WE'D DESTROY EACH OTHER..... 1 Carl Butler & Pearl, Columbia 43210 (Cedarwood, BMI)	1
24	26	I'LL GO DOWN SWINGING..... 21 Porter Wagoner, RCA Victor 8432 (Moss Rose, BMI)	21	49	50	TAKE YOUR HANDS OFF MY HEART..... 3 Ray Pillow, Capitol 5323 (Pamper, BMI)	3
25	21	PUSHED IN A CORNER..... 17 Ernest Ashworth, Hickory 1281 (Acuff-Rose, BMI)	17	50	—	I WASHED MY HANDS IN MUDDY WATER 1 Stonewall Jackson, Columbia 43197 (Maricana, BMI)	1

## HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I DON'T CARE..... 14 Buck Owens & His Buckeroos, Capitol T 2186 (M); ST 2186 (S)	14	11	6	HAVE I TOLD YOU LATELY THAT I LOVE YOU?..... 11 Jim Reeves, RCA Camden CAL 842 (M); CAS 842 (S)	11
2	2	THE FABULOUS SOUND OF FLATT & SCRUGGS..... 9 Lester Flatt & Earl Scruggs, Columbia CL 2255 (M); CS 9055 (S)	9	12	14	LESS AND LESS AND I DON'T LOVE YOU ANYMORE..... 4 Charlie Louvin, Capitol T 2208 (M); ST 2208 (S)	4
3	3	TOGETHER AGAIN/MY HEART SKIPS A BEAT..... 26 Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	26	13	12	TRAVELIN' WITH DAVE DUDLEY..... 25 Mercury MG 20927 (M); SR 60927 (S)	25
4	5	THE BEST OF JIM REEVES..... 30 RCA Victor LPM 2890 (M); LSP 2890 (S)	30	14	15	THE JUDY LYNN SHOW..... 4 United Artists UAL 3390 (M); UAS 6390 (S)	4
5	9	YOU'RE THE ONLY WORLD I KNOW..... 5 Sonny James, Capitol T 2209 (M); ST 2209 (S)	5	15	17	TROUBLE & ME..... 3 Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	3
6	4	BITTER TEARS..... 16 Johnny Cash, Columbia CL 2248 (M); CS 9048 (S)	16	16	16	TALK OF THE TOWN..... 6 Dave Dudley, Mercury MG 20970 (M); SR 60970 (S)	6
7	7	R. F. D..... 26 Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	26	17	11	GEORGE JONES SINGS LIKE THE DICKENS!..... 23 United Artists UAL 3364 (M); UAS 6364 (S)	23
8	8	LOVE LIFE..... 26 Ray Price, Columbia CL 2189 (M); CS 8989 (S)	26	18	18	THE PICK OF THE COUNTRY..... 8 Roy Drusky, Mercury MG 20973 (M); SR 60973 (S)	8
9	10	THE BEST OF BUCK OWENS..... 34 Capitol T 2105 (M); ST 2105 (S)	34	19	—	YOUR CHEATIN' HEART..... 1 Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	1
10	13	FAITHFULLY YOURS..... 10 Eddy Arnold, RCA Victor LPM 2629 (M); LSP 2629 (S)	10	20	—	RETURN OF ROGER MILLER..... 1 Smash MGS 27061 (M); SRS 67061 (S)	1



## YESTERYEAR'S COUNTRY HITS

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

### COUNTRY SINGLES

5 Years Ago  
February 29, 1960

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

### COUNTRY SINGLES

10 Years Ago  
February 26, 1955

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

## COUNTRY MUSIC CORNER

By BILL SACHS

The Browns (Jim Edward, Bonnie and Maxine) are mapping plans for a tour of the Orient late in the summer, with a jaunt through England to follow. . . .

LeRoy Van Dyke, currently at the Shamrock Hilton, Houston, fills in for Al Hirt at the latter's Bourbon street nitery in New Orleans in March. He's set the Trade Winds, Fort Lauderdale, Fla., in April and May, and has a date in New York's Latin Quarter in June.

Billy Deaton, artist-promotor of San Antonio, has taken over management of Rusty and Doug, RCA Victor artists.

Ernest Ashworth does three songs, "Pushed In a Corner," "Talk Back Trembling Lips" and "Love Has Come My Way," in the motion picture, "Farm Girl," slated for release in the spring. . . . A staunch supporter of country music is Ralph H. Compton, columnist with The Birmingham (Ala.) Independent. Compton carries news stories and photos on country and western artists and welcomes contributions. His address is 8500 North Sixth Avenue, Birmingham, Ala. . . . Clyde Varney, a deejay at WNKY, Neon,

Ky., is also reported doing a good job with his country music column for the Community Press weekly in Neon. Clyde gets his mail in care of Station WNKY, Neon.

The Osborne Brothers, newly settled in Hendersonville, Tenn., have added Gordon Cash, of Lynchburg, Va., to their band unit. . . . Bobby Lewis, a regular on "Hayloft Hoedown," beamed weekly over WHAS-TV, Louisville, recently signed an exclusive writer's pact with Hal Smith's Pamper Music, Inc., Nashville. Bobby is also being booked through Smith's Artists Productions.

Jesse Travers, at WCMS, Norfolk, Va., reports that a promotion is under way to issue backstage passes to listeners at the station's Feb. 28 "Opry" spectacular. Listeners are invited to complete the following poem in two lines on a postcard: "I wish that I could be the one to be backstage for all the fun. . . ." Entries will be judged by the WCMS Four Horsemen (Joe Hoppel, Sheriff Tex Davis, Carolina Charlie and Jesse), and the six lucky families will be admitted free, be given a backstage tour and have their pictures taken with the stars, which include Porter Wagoner, Norma Jean, Ray Price, Roy Drusky, Jimmy Martin, and Ernest Bivins.

Roy Clark guested on Johnny Carson's Tonight Show over the NBC-TV net last Thursday (18). . . . Sonny James and the Southern Gentlemen are in New York this week to tape a spot for the Jimmy Dean ABC-TVer, to be beamed March 4. The deal was set by Sonny's manager, Bob Neal, of the Bob Neal Agency, Nashville. . . . The Barbara Allen country show, with Jeff Simmons and the Seminoles, has been set as a feature grandstand attraction for the Mason, Mich., Fair, Aug. 3. . . . Steve Stebbins, of Americana Corp., Woodland Hills, Calif., has a package comprising Johnny and Jonie Mosby, Freddie Hart, Tommy Duncan and Carl Belew set for a string of dates in Washington and Oregon this week. The Mosbys begin a swing through Texas in March, and in May invade Florida for a route arranged by Bob Neal, Nashville booker.

Ray Sanders has signed a recording pact with Fabor Records, with his initial release due out any day now. . . . Tom Tall carries his talents to Alaska April 2 for a 15-day tour. . . . Americana Corporation has Freddie Hart penciled in for an extended tour of the Pacific Northwest, starting March 15. The same office has Claude Gray set for a 15-day trek of the West Coast, starting March 3, and Warren Smith for a like period in the same sector, starting April 1. . . . Americana's Steve Stebbins infers that the firm's new television show, "Gene Autry's Melody Ranch," is stirring up a lot of interest in country music on the West Coast. Johnny Bond is a regular on the show, and Johnny and Jonie Mosby appear frequently, along with Eddie Dean. Cliffie Stone is producer of the show, which is beamed in color via Channel 5 in Los Angeles.



JIMMY NEWMAN, Decca recording artist and "Grand Ole Opry" star, has what appears to be another two-sided hit with "City of the Angels" b/w "Back in Circulation" (Decca 31745). Newman is booked by Key Talent, Inc., Nashville. (Advertisement)

## DJ'S BRING KIDDIES JOY

TOLEDO — WTOP deejays successfully built up their "Mountain of Toys" campaign, resulting in reaching a 55,000-toy "mountain" goal for needy children. The mountain was erected at a Toledo shopping center.

In another area of Ohio, WNOP deejay Jack Clements led other staffers in melting competition by boosting WLW Ruth Lyons' "50-50 Club" campaign for funds for toys and other needs at children's hospitals, as well as urging all Cincinnati stations to follow suits. They did.

## NASHVILLE SCENE

By DON LIGHT

Hal Smith, general manager of Pamper Music, has announced the signing of Don Rollins as an exclusive writer. Rollins is the writer of "The Race Is On," a recent c&w hit by George Jones. . . . Epic artist David Houston, 1964's Most Promising C&W Male Artist, and his manager, Tillman Franks, are in Music City this week, recording an album under the direction of the label's Billy Sherrill. . . . Lester Flatt and Earl Scruggs are taping another "Beverly Hillbillies" Show in Hollywood this week.

RCA's Bobby Bare is set for a tour of New Mexico and Texas before embarking on a 10-week tour of Germany next month, set by Key Talent. . . . Pappy Daily has signed C. J. Montgomery to

a Musicor recording contract. Montgomery is a brother of the label's Melba Montgomery and will record under the name of Monty Lee. . . . Billy Walker is currently working dates in New Mexico, Colorado and Texas, after completing a new Columbia album.

Zeke Clements has moved his Gold Standard Records into a larger office at 728 16th Avenue, South, here. . . . Leon McAuliffe recorded here last week under the direction of Capitol's Marvin Hughes and is currently working a two-week engagement at the Golden Nugget, Las Vegas. . . . Ray Price and His Cherokee Cowboys have just completed a tour that took them into New Jersey and Ohio. Price reports that his "Burning Memories" is his fastest selling album to date.

**ATTENTION**  
Distributors & Operators  
★ ★ ★ Order Your ★ ★ ★  
**GOLD STANDARD RECORDS**  
#131 BARTENDER BRING TWO GLASSES  
(Ed Freeman & Rosalind Smith)  
#110 LUCKY GUY  
(Bobby Johnson)  
#124 DIG ME A HOLE (I've Got a Heartache to bury)  
(Dick Mitchell)  
#128 VALENTINE WALTZ  
(Jim Weathers)  
#120 IT'S A LITTLE MORE LIKE HEAVEN  
(Hoyt Johnson)  
#108 CLOSE UP THE HONKY TONKS  
(Tex Thurman)  
#116 WHY SHOULD I CRY  
(Zeke Clements)  
**ROCKY MT. DEV. CO.**  
Phone 6346146 1609 Apache Trail  
Colorado Springs, Colorado

TWO HOT HITS FROM NASHVILLE

## "A TIGER IN MY TANK"

Jim Nesbitt

Chart 1165

## "I WANT YOU"

by

Ginny Wright & Tom Tall

Chart 1170

## CHART RECORDS

806 17th Ave. So.  
Nashville, Tenn.

Say You Saw It in Billboard

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Dick Parr, program director at KCAB, Dardanelle, Ark., writes: "I want to go solid c&w from noon to sign-off, but I don't have the records. And the manager says either get in the business or get the hell out!!! I've been pounding out about 10 letters a day to everybody I can think of, but for some reason everyone wants to ignore us! What, if anything, am I doing wrong?" . . . KERB-Radio, 1,000-watter at Kermit, Tex., has just changed hands, with the station now pouring out a fuller country sound daily from sun-up to sun-down, according to Glen Goza, program director. New faces on the KERB scene are station manager, Big Jim Black; chief engineer, Don Blair; Nicholas A. Brown, afternoon deejay, and Goza, who doubles as morning man. Goza invites artists and diskeries to shoot him all the promotion records they can spare. . . . Although he's been at his all-nighter post at WKBN, Youngstown, Ohio, only two months, Lee Shannon reports that response to his new country music show has been most encouraging. "I've had calls and mail from 21 States plus Canada," says Lee. In addition to his deejay chores, Shannon is kept busy on guest appearances in the area.

**MEN WHO READ BUSINESS PAPERS MEAN BUSINESS**

# Broadcasters!

The magic of Broadway and all its colorful excitement . . . captured on the Original Cast Albums of ABC, CAPITOL, COLUMBIA, DECCA, LONDON, MERCURY, MGM and RCA . . . and all available through the unique services of RSI (Record Source International).

Here are the newest of the Broadway Show Albums along with the all-time greats of the musical stage . . . available to you at RSI's special "Broadcaster" prices for either the entire catalog or individual selections (monaural or stereo).

Increase the value and effectiveness of your record library the fast and economical way . . . write for the complete RSI Catalog of Services today.

### THE RSI SHOW ALBUM CATALOG

ANNIE GET YOU GUN  
BAJOUR  
BELLS ARE RINGING  
BEN FRANKLIN IN PARIS  
BRIGADOON  
BYE BYE BIRDIE  
CAMELOT  
CARNIVAL  
CAROUSEL  
DAMN YANKEES  
FADE OUT FADE IN  
FANNY  
FANTASTICKS  
FIDDLER ON THE ROOF  
FINIAN'S RAINBOW  
FIORELLO

FUNNY GIRL  
GENTLEMEN PREFER BLONDES  
GOLDEN BOY  
GUYS & DOLLS  
HELLO DOLLY  
HERE'S LOVE  
HIGH SPIRITS  
HOW TO SUCCEED IN BUSINESS  
I HAD A BALL  
KING & I  
KISMET  
KISS ME KATE  
L'I' ABNER  
LITTLE ME  
MILK & HONEY  
MOST HAPPY FELLA  
MR. WONDERFUL

MUSIC MAN  
MY FAIR LADY  
NO STRINGS  
OKLAHOMA  
OLIVER  
110 IN THE SHADE  
PAJAMA GAME  
PAL JOEY  
SHOW BOAT  
SONG OF NORWAY  
SOUND OF MUSIC  
SOUTH PACIFIC  
STOP THE WORLD  
MOLLY BROWN  
WEST SIDE STORY  
WHAT MAKES SAMMY RUN  
WONDERFUL TOWN



# Record Source International

Write today for order form, cost and details:  
165 West 46th Street, N.Y., N.Y. 10036



# audio / video retailer

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

## MORE THAN HALF OF HIS BUSINESS IS IN NON-RECORD LINES...

*Chicago dealer augments record department with phonographs, TV's, radios and accessories.*

**Says variety of merchandise is key to building customer loyalty.**



TV SETS ACCOUNT FOR 39 per cent of William Arbogast's sales. . . .

ARBOGAST SHOWS OFF A transistor radio to a prospective buyer. . . .



CHICAGO—One of the nation's oldest retail record stores reports more than 55 per cent of its sales coming from other home entertainment items.

Emerald Radio Shop, Inc., established in 1919, takes 40 per cent of its dollars from record sales, but phonographs and television sets are only a point behind with a 39 per cent sales average; radios account for 15 per cent with the remainder going to accessories.

William J. Arbogast, who took over the store in 1928, said records can now be purchased almost as readily as cigarettes.

"It is almost impossible to build customer loyalty on record sales alone.

### Offers Variety

"The best hope for creating steady, home entertainment customers is to offer a wide variety of goods and service."

Advising other record retailers, Arbogast said, "the amount of service you give is almost the only way open today to keep that customer. A simple record inventory does not offer enough opportunity for the personal touch.

"Occasionally someone comes in for a collectors item or an album that isn't stocked except by record store specialists, but that does not happen frequently enough to be significant."

### Phonos Sell Best

With phonographs the second fastest seller after records, Arbogast stocks them in a wide price range. Starting as low as \$14.95 to \$450, phonos sell best in the portable models between \$39 and \$79.

Televisions begin at \$99.95 closing at \$575 for color sets. Best seller is a \$150 portable.

Except for a \$220 German table model radio, all stock at Emerald is in American-made name brands. Opening price on radios is \$14.95.

Promotion is done generally, on a co-operative basis with manufacturers. What cost percentage the machine makers are willing to absorb will depend on the type of ad and the time of year.

### Advertising Flexible

Arbogast said he keeps his advertising schedule flexible and comes out strongest when he is able to offer "a really good deal."

The kind of deal he is able to offer, of course, depends on his own caution in the original purchasing. Bargain opportunities often show up in models that are being closed out or on overstock situations, or when the manufacturer comes around with the same item for the second or third time.

"If you watch the market closely, it is still very possible for the smaller operator to save his customers money and make something for himself in the bargain."



PORTABLE PHONOGRAPHS AND TV sets are the biggest sellers at Emerald—next to records, that is. . . .



A COMPLETE LINE of home entertainment equipment is floor-planned. . . .



# NEW PRODUCTS

## UHF Converter And Antenna



Channel Master has introduced a combination UHF converter and 82-channel TV antenna with a list price of \$39.95. The unit also provides top VHF and FM stereo performance. The unit is solid-state.

## Electrohome Satellites



Satellite speakers now available from Electrohome are less than a foot and a half high and are available in a variety of decorator finishes. Paired prices begin at \$49.90.

## Pfanstiehl's 1st WITH THE LATEST NEEDLE DESIGNS!

Cartridge designers set a merry pace for needle makers . . . it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.  
**DIRECT-TO-DEALER**  
**Pfanstiehl**  
CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle

# Billboard Buyers & Sellers CLASSIFIED MART

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

## EMPLOYMENT SECTION

### SITUATIONS WANTED

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

### ANNOUNCING a new low rate for SITUATIONS WANTED ADS

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

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

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

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

CAN SPEND 2 DAYS A WEEK AS record buyer, salesman or representative or related field. Long experience. Have car. New York area. Call: Ed Geiger, 914-GR 6-6457, or 914-GR 6-0139.

HELP! I'M STRANDED ON AN ISLAND. Experienced Pop DJ/Newsman desires to relocate on the mainland. Tape and resume on request. Art Cabot, 2241 Kapiolani Blvd., Honolulu, Hawaii 96814.

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

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

PRO. SONG WRITER, PIANIST & ORGANIST. 15 years' experience radio, TV, records. Can write any type good song, read music also. Make copies of lead sheets and photos for publicity use for artists. Needs manager. Beulah, 6-2827, Crossville, Ill.

RECORD MERCHANDISER, MATURE, experienced, rack operation, complete departments and discount store operation, also experienced in large retail operation, desires Far West or Deep South, 5-figure salary. Write Box 166, Billboard, 165 W. 46th St., New York, N. Y. 10036. mh20

### HELP WANTED

GIRL VOCAL GROUPS AND MUSICIANS. Would like to manage and record. Call Paula Stanley (201), 869-0353. mh6

MECHANIC WANTED — EXPERIENCED coin-operated juke boxes and amusement machines. State age, experience, full details. All-year employment. Compact route. Opportunity to assume management if qualified. Write Box 165, Billboard, 165 W. 46th St., New York, N. Y. 10036. mh6

## DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

NAME ARTISTS LP's 65¢ EACH JOHN-Cash, Lawrence Welk, Roy Orbison, Jimmy Smith, Nina Simone, Trini Lopez, etc. 20 asst., \$13.95; 100 asst., \$65. Hal Faktor, 4143 W. Armitage Ave., Chicago, Ill. Phone CA 7-3722. np-mh13

RECORD RIOT! 45 CLOSEOUTS, BRAND new, some late hits. \$6.89 per assorted hundred; \$65 per thousand. Send check with order for prepaid postage. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, New York 11004.

BUY AND SELL RARE RECORDS. Send for complete listing. Confer Entertainment Consultants, 7138 Kensington Drive, Indianapolis, Ind.

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

## RAYMAR'S MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request! Wholesale only! "Largest selection of other hard-to-get records."

100 Assorted New 45 RPM's, \$9.00 per 100  
\$80.00 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT "TOP 100" 45's AND LONG PLAY WE ALSO BUY INVENTORIES OF THE ABOVE.

RAYMAR SALES CO.  
170-21 Jamaica Avenue  
Jamaica 32, New York  
Olympia 8-4012

## DEALERS . . . ONE-STOPS . . . RACK JOBBERS

Order Your Supply of  
**Record Preview**

BILLBOARD'S GREAT NEW CONSUMER LP MAGAZINE-CATALOG FROM:

TONER  
495 S.E. TENTH CT.  
HIALEAH, FLORIDA  
(305) 887-7546  
Henry Stone, President

Listed, you will find the labels which we presently distribute:

ABC-Paramount, Argo, Atco, Atlantic, Big Top, Blue Note, Canadian American, Carmen, Chancellor, Checker, Chess, Del-Fi, Dooto, Duke, Imperial, Jamie, Laurie, Mo-Town, Monument, Nashboro, Old Town, Original Sound, Parkway, Phillies, Roulette, Sar, Savoy, Scepter, Strand, Sue, Sun, Swan, Time, United Artists, Vee Jay, Wand.

## RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

### PRESSING, PLATING

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

### FOR SALE

TOP RECORDING STUDIO FOR SALE. Located in Birmingham. Completely equipped, Ampex recorders, RCA, Neuman, Electro-Voice mikes. Also disc cutting equipment, Baldwin Grand piano, Hammond organ and other instruments; office and reception furniture. Also includes 50% interest in music publishing company, B. M. I. Owner joining staff of Queen City Album Co. Phone: Area Code 513; 931-3233, P. O. Box 39127, Cincinnati, Ohio. ch

## RECORD PROMOTION & PUBLICITY

### NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

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

PRESSING  
No job too small  
DISTRIBUTION ARRANGED

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

## RECORDING FACILITIES & SUPPLIES

### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female),  
10 Instruments—Vocal Groups.  
Best, Modern Tape and Disc Equip.  
(Ampex, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.  
WRITE FOR FREE BROCHURE.  
DEMONSTRATION RECORD COMPANY  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

## REC. ACCESS. & DEALERS FIXTURES

RACK JOBBERS and Record Manufacturers—LE-BO offers you Special Deals Special Promotions

on the most complete line of quality, promotionally priced record racks, accessories and plastic browser divider cards!

See LE-BO representative at Fairmont Hotel, San Francisco, during NARM Show, Feb. 28-Mar. 3, or write for full details.

LE-BO PRODUCTS CO., INC.  
33-59 Vernon Blvd.  
Long Island City 6, N. Y.

## USED COIN MACH. EQUIP., PARTS & SUPPLIES

### FOR SALE

USED COIN MACHINES — ALL TYPES for sale, 5% discount for cash. \$300,000 inventory including: vending, shuffles, pool tables, pins, phonographs, etc. Vathis Vendors, P. O. Box 779, Texarkana, Ark. 75501. mh13

## MISCELLANEOUS

LONG ESTABLISHED COIN MACHINE Business (over 400 pieces well diversified). Receipts over \$100,000 per year. Replacement value of equipment considerably higher than firm walk-in price of \$200,000 cash, which includes valuable real estate. Owner wants to quit. Cecil A. Clapp, Broker, P. O. Box 2495, Lakeland, Fla.

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

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

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

## INTERNATIONAL EXCHANGE

## ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. "Beatles for Sale," 14 track album; Rolling Stones' new album, \$6.15 including airmail. Singles, 98 cents. Send 35 cents for catalogs. John Lever, Gold St., Northampton, England. ja15-66

## PUBLICATIONS & SERVICES

### PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors. Now available from RSI (a division of Billboard) for \$5.95 each post-paid.

"PROFESSIONAL PROGRAMMING VOL. 1" by DICK STARR and BOB HARRIS  
RSI (Record Source Int'l)  
165 West 46 Street  
New York, N. Y. 10036

when answering ads . . .

## Say You Saw It in Billboard

### CLASSIFIED RATES Per Insertion

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

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

### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Size: \_\_\_\_\_  
 Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address: \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

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

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

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

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



# Radio-TV PROGRAMMING

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

## As Writer-Creator, No; Davis the Performer, Yes

"The Swinging World of Sammy Davis Jr." WABC-TV, New York City, Thursday, 1-11 p.m. Director: Hal Tuchin; executive producer, Stanley Green; music arranged and conducted by George Rhodes.

Sammy Davis Jr., "Mr. Show-business," can do no wrong as a performer, but could have done more right as the writer-conceiver of his first American TV special.

There was little to distinguish the show. The time on camera,

for example, did not exceed his lengthy stints on the defunct Jerry Lewis show (Davis almost pulled that one out of the fire all by himself). He presented a new and highly promising vocalist and dancer, Lola Fontana, who stars with him in "Golden Boy." Poured into lame tights and boots, the pixishly sexy Lola lightly moved through a rousing dance routine ably assisted by the Lester Wilson Dancers. Her powerful vocal projection of "More" makes her a natural for a record contract.

Another cohort from "Golden Boy," Billy Daniels, was at his pinnacle, singing as he has not in many years. His rendition of the song that he made famous, "That Old Black Magic," was a show-stopper.

From Landsmann to clansman Peter Lawford was the show's special guest. After exchanging quips Davis and Lawford swung into a duet of "Together" and wound up the routine with a rousty-tousty vaudeville dance bit.

Davis, as expected, excelled in all he did. Matched with drummer Mike Sylva early in the show, he did a warm and swinging treatment of "I've Got You Under My Skin." His offering of "The Lady Is a Tramp" was the hippest! A highlight of the show was his masterful put-on of Sinatra, Tony Bennett, Dean Martin, Jerry Lewis and Vaughn Monroe.

Davis, now a success as a record artist, motion picture and stage actor and night club performer did not, as promised, take the listener completely through his "swinging world." His record successes were ignored, no selections from his movies or current Majestic Theater hit were included. We did, however, get a fine taste of Davis the night club performer.

Despite the fact that the show was lacking in direction and continuity, it was marvelous entertainment featuring stand-out performers. WABC-TV is placing the show in syndication world-wide through ABC Films. There is little doubt that the magical Davis name and talent will be powerful enough to make the show a success in other markets.

Davis as a labor of love, expects to do two or three more of these specials for WABC-TV. Both he and John Gilbert, WABC-TV's general manager, who provided the impetus for the show, deserve hefty kudos for a milestone in local television.

GIL FAGGEN

### Epstein Taping

LONDON — Pop impresario Brian Epstein, the host and producer of the London segments of NBC-TV's "Hullabaloo," is taping Georgie Fame and the Blue Flames, Bobby Solo, the Scaffold comedy act, Billy J. Kramer, the Moody Blues, the Searchers and Wayne Fontana and the Mind Benders for presentation on the Tuesday night color show in the next two months starting Feb. 23.

## DISK TALENT ON TV THIS WEEK

THE JONATHAN WINTERS SHOW (NBC-TV, Mon.): New Christy Minstrels.

THE BING CROSBY SHOW (ABC-TV, Mon.): Frankie Avalon, Vikki Carr.



HULLABALOO (NBC-TV, Tues.): Sammy Davis, Joey Heatherton, Bud & Travis.

SHINDIG (ABC-TV, Wed.): The Supremes, Stan Getz, Donna Loren, Glen Campbell, Neil Sedaka, April Stevens & Nino Tempo, the Barbarians, Marianne Faithful, Jerry Naylor, Jim Doval and the Gauchos.

DANNY KAYE SHOW (CBS-TV, Wed.): Shirley Bassey.

JACK PAAR PROGRAM (NBC-TV, Fri.): Bob Newhart, Nancy Wilson.

NEW AMERICAN BANDSTAND-'65 (ABC-TV, Sat.): Chris Noel, Cannibal and the Head Hunters, Sonny Knight.

ED SULLIVAN SHOW (CBS-TV Sun.): Bill Dana, Wayne Newton, the Barry Sisters.

## KOL Goes to Mudflats

SEATTLE—KOL-Radio, the Goodson-Todman-owned station, is taking advantage of its disadvantageous location in Seattle Mudflats. The pop music outlet, in an effort to spoof the claims of KING (which broadcasts from the top of the Space Needle at the site of the former World's Fair) and stir up the other competition, has adopted the slogan "Music from the Mudflats."

KOL is using 27 area newspapers, billboards and extensive on-the-air promotion to get the idea across. Included in the promotional kit is a button picturing a hand emerging from the mud grasping a microphone emblazoned with the KOL calls. Copy reads, "Music from the Mudflats, KOL Radio 1300."

Other promotion items include a packet for a KOL Instant Mud Pak, a paste-up reading "The Abominable Mudman Was Here, the Gnu KOL." The red sticker (as well as all promotional envelopes) carry the paw print of the "Mudman."

The Mudflats concept, a brain child of ad agency Guild Bascom & Bonfigli, includes ad copy like this:

"Now from high atop the Seattle Mudflats, overlooking the Pacific Molasses Co. and the Harbor Island Machine Works, comes KOL music. Upbeat music. Music for the whole family. But especially designed for young persons from 18 to  
(Continued on page 51)

PLATTSBURGH, N. Y. — WEAV-Radio is celebrating its 30th anniversary of broadcasting this month by giving away a transistor radio each day. The 5,000-watt CBS affiliate will award an AM-FM stereo console as a grand prize.

# Portrait of Joseph As a Master Painter

SAN FRANCISCO — NBC's master painter, Mike Joseph, has just completed his latest programming masterpiece with the introduction of "The New KNBR 68," to the San Francisco market.

Joseph, as vice-president of the NBC-owned Radio Stations, during the past year, has set up a new format company-owned WMAQ in Chicago, transferring the old-line stalwart into a modern sounding station. WMAQ now features a wide variety of pop singles and albums of a non-rock 'n' roll nature.

The new KNBR sound includes a mixture of 50 per cent singles and 50 per cent albums consisting of "quality popular music and best-selling standards." The musical sound will no doubt take a similar course to that of sister station WMAQ—the music programming of the best of the worst and the worst of the best.

The 50,000-watter will increase its local newscasts appreciably, with local newscasts hitting the air at 28 minutes after the hour and two minutes before the hour. NBC news on the hour remains sacrosanct.

KNBR will also broadcast 192 one-minute vignettes a day on a myriad of topics of general interest. Evangeline Baker, station personality since 1959, will broadcast from six to 12 one-minute vignettes each weekday on food, fashion and other themes.

Another major innovation at the station is a 24-hour broadcast schedule. Sign off time was 1 a.m.

### Staff Line-Up

On-the-air line-up now includes Doug Pledger, 6 to 10 a.m.; Frank Dill, 10 a.m.-2 p.m.; Steve O'Shea, 2 to 6 p.m.; Mike Phillips, 6 to 9 p.m.; Jim Jones, 9 p.m. to midnight and Ed Brady, midnight to 6 a.m. Brady, O'Shea, Phillips and Jones have been culled from radio stations in Milwaukee, Seattle and St. Louis respectively.

Al Hart, former program manager of KABL, Oakland, was tapped several weeks ago for the program manager's job replacing Jack Wagner who has been moved into the post of director of public affairs. Messrs. Joseph and Decker (William Decker is general manager) have enticed two other KABL administrators, Jean McCoy and Fred Seiden to join NBC as record librarian and production director.

KNBR launched an extensive promotion campaign in connection with the revamped sound. Full page ads in the metropolitan dailies as well as suburban dailies, weeklies and college newspapers spearheaded the drive for a solid week.

"Dial a Date with KNBR Playmate 68" was the theme of billboard and signs on commuter busses and trains. Joseph also garnered attention to the station via a on-the-air golden-oldies record marathon.

The new KNBR approach will sharpen the competition in the Bay City among highly rated and respected KSFO, owned by Gene Autry's Golden West Broadcasting and KFRC, RKO General's middle-road personality station.

The nation's seventh largest radio-record market includes powerhouse rocker KYA, owned and driven by Clint Churchill; KEWB, Crowell-Collier's brain smasher and KDIA, a top-notch Negro-oriented outlet featuring

r&b, gospel and strong personalities. The station is part of the Sonderling Group.

Leading exponent of the soothing sounds are KABL and KPAT with KCBS, CBS owned, and KGO, ABC owned, filling the air with talk, information and extended telephone-audience participation programming.

### NBC's Direction

It is still too early to assess the impact of the NBC-owned radio stations under the aegis of Joseph. WRC in Washington, D. C., is holding its own; WRCV, Philadelphia, is up in the air pending its switch, with KYW, Cleveland; WNBC with its all-conversation approach although a year under the present format did not solidify its schedule until late this fall (Joseph reportedly did not join NBC until WNBC general manager George Skinner had already launched the new format for the flagship station), and there is WJAS in Pittsburgh, which is so sick rating-wise that it may be removed from the NBC body like a collapsed lung before Mike can get at it.

The division is placing first-rate executives with modern radio experience in key posts. Mark Olds, formerly program manager of KYW, Cleveland; WNEW, New York and general manager of WINS, New York; heads up the "Big Q," WMAQ. He has brought in Denver's leading pop music station programmer Glenn Bell from KIMN as program director. Another breath of fresh air has been appointed to run WRCV, Robert Martin, long-time Storer Broadcasting executive.

It is reasonable to expect that Mother "Monitor" which hovers over all of the six owned stations (in addition to the hundreds of NBC affiliates) may be in for some souping up via the good offices of Steve Labunski who took over the reins of the NBC Radio Network last Monday. Labunski, one of the most astute and capable broadcasters in the industry today was instrumental in piloting contemporary music formatted WMCA, New York, into one of the most successful independents in the country.

### Dumont, 48, Dies

CAMDEN, N. J.—Oscar Dumont, former band leader who was featured in network radio remotes out of Philadelphia, died Feb. 3 in Edgewood Hospital at Nearby Berlin, N. J. He was 48 years of age. At the height of his popularity in the early '50's Dumont broadcast coast to coast from the Sunset Beach Ballroom in Almonesson, N. J.

In recent years Dumont, whose real name was Oscar Borrelli, had been associated with radio Station WKDN here both as a disk jockey and as a time salesman.

## WTAL GETS HEARTY REPLIES

TALLAHASSEE — WTAL turned out to be the station with the big heart. Its Valentine's day "Card Caper" contest brought in a heart-shaped fried egg, a frozen beef heart and a 20-foot IBM card that took four days for a Florida State U. student to program into a computer.



# RADIO RESPONSE RATING

## SYRACUSE SECOND CYCLE

### TOP STATIONS

Rank	Call Letters	% of Total Points
<b>★ POP Singles</b>		
1.	WNDR	57%
2.	WOLF	43%
<b>★ POP LP's</b>		
1.	WHEN	48%
2.	WSYR	31%
3.	WFBL	21%
<b>★ R&amp;B</b>		
NO R&B STATIONS IN SYRACUSE AREA		
<b>★ C&amp;W</b>		
1.	WSEN (Baldwinville)	100%
<b>★ CONSERVATIVE</b>		
1.	WSYR	58%
2.	WFBL	42%
<b>★ FOLK</b>		
NO FOLK IN SYRACUSE AREA		
<b>★ CLASSICAL</b>		
1.	WSYR-AM	64%
2.	WONO-FM	36%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

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

## STATIONS BY FORMAT

**SYRACUSE:** 50 radio market (7 AM, 3 FM). 2 Contemporary, 3 Pop Standard, 2 Standard-Pop, 1 Conservative, 1 Country, 1 Classical.

**WFBL:** 5,000 watts. A Founders Corp. station. ABC affiliate. Music format: Pop Standard. Special programming includes "Sally Sample Show," 9-10 a.m., M-F. "Earl Nightingale Show," 8 p.m., M-F. "Italian Melodies," 12-1:30 p.m., Sun. "Echoes of Poland," 12:30-1:30 p.m., Sat. Jerry Sanders in charge of 3-man news dept. Regular newscasts throughout day. Gen. Mgr., Henry T. Wilcox. Send 2 copies each of 45's and LP's to Prog. Dir., Jerry Sanders, Box 1390, East Syracuse.

**WHEN:** 5,000 watts. A Meredith Publishing Co. station. CBS affiliate. Music format: Pop Standard. Special programming: local baseball in season. "Almanac," women's interest show, 9:30-9:55 a.m., M-F. "Perspective," 11:10 a.m.-3 p.m. "Dance Orch." (live) 9:05-9:30 p.m., Tues. "Syracuse Symphony" (live) 8:10-10 p.m., Sun. Gordon Alderman in charge of 7-man combination radio and TV news dept. 15-min. local news 7 a.m., M-Sat. "Newsbeat," 6-6:30 p.m., M-F. Gen. Mgr., William H. Bell. Prog. Dir., John L. Scott. Send 3 copies each of 45's and LP's to Music Dir., John A. Morse, 980 James St., Syracuse.

### TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
<b>★ POP Singles</b>			
1.	Dan Leonard	WOLF	33%
2.	Bud Ballou	WNDR	27%
3.	Jim O'Brien	WNDR	20%
4.	Roy Cooper	WNDR	16%
5.	Jack McNamee	WNDR	4%

#### BY TIME SLOT

Morning ..... George Plavocas, WNDR  
Mid-Morning ..... Roy Cooper, WNDR  
Early Afternoon ..... Jack McNamee, WNDR  
Traffic Man ..... Jim O'Brien, WNDR  
Early Evening ..... Dan Leonard, WOLF (Tie)  
Late Evening ..... Bud Ballou, WNDR

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

(Most Co-Operative in Exposing New Records)  
Dan Leonard, WOLF ..... Program Director  
Jim O'Brien, WNDR ..... Music Director  
Roy Cooper, WNDR ..... Program Director  
Jerry Sanders, WFBL ..... Program Director

#### ★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)  
Bud Ballou, WNYS-TV ..... Mon.-Fri., 5-6 p.m.

#### ★ POP LP's

1.	Ed Murphy	WSYR	39%
2.	Jack Morse (Tie)	WHEN	18%
2.	Art Peterson (Tie)	WFBL	18%
2.	Dean Harris (Tie)	WHEN	18%
Others (Elliot Gove, WSYR; Alan Milair, WSYR) 9%			

#### BY TIME SLOT

Note: No clear-cut dominance of individual air personalities by time slot for Pop LP's evolved in survey.

#### ★ JAZZ

1.	Leo Rayhill	WQSR	60%
2.	Jack Morse	WHEN	40%

#### ★ C&W

1.	Early Williams	WSEN	50%
2.	Fred Lewis	WSEN	39%
3.	Mac Claffin	WSEN	11%

#### ★ FOLK SHOW

No Folk in This Market.

# VOX JOX

By GIL FAGGEN

## SEGUE

Dick Biondi, Mutual Network DJ, joins KRLA (Pasadena) for evening show (Billboard, Feb. 20). . . . Ernie (Les) Davis, WPTR (Albany) airman, to WOLF (Syracuse) in similar capacity. . . . Bryce Bond, afternoon personality at WBAB (Babylon, N. Y.), joins New York stereo FMer, WTFM for afternoon shift. Bond also records for Strand and Folkways Records. . . . Phil Thomas leaves KIOA (Des Moines) to join air staff of KIMN (Denver). . . . Bob Connel of WOND (Atlantic City) to WTRY (Albany) in wake-up slot replacing Don Weeks, upped to news director. . . . Ken Thompson (WOSH, WOKY) takes over all night stanza on station. . . . Larry Justice, WIBG (Phil.) music director, joins WMEX (Boston) as DJ. . . . Hal Pickens to KFVB (Los Angeles) for Sunday 1-5 p.m. show from KDEO (San Diego).

**VIP APPOINTMENTS: Ron Reynolds,** program executive with Joseph Gamble stations in California, appointed program director of KOL AM-FM Seattle. He will also be featured as morning air personality . . . NBC has confirmed the appointment of Stephen B. Labunski, vice-president and general manager of WMCA (N. Y. C.) and Strauss Broadcasting Group, as executive vice-president in charge of the NBC Radio Network. . . .



stereo LP's to Prog. Dir., Henry Fogel, 210 Hills Bldg., Syracuse.

**WQSR:** 500 watts. Mutual affiliate. Independent. Music format: Pop Standard. Special programming: "Strictly Jazz," with Leo Rayhill interviewing well known jazz musicians, noon-3:15 p.m., Sat. Mutual news at 15 and 45 past the hour. Gen'l Mgr. & Prog. Dir., Aubrey Williams. Send 1 copy each of 45's and LP's to Prog. Dir., Box 107, Syracuse.

**WSEN:** 250 watts. Independent. Music format: Country. Special programming: New York Yankees baseball and stock car races in season. "Grand Ole Opry," noon-1 p.m., M-F. Jim Lowery is in charge of 3-man news dept. 10-min. news at 6:50, 7:50, 8:50, 11:50 a.m. and 5:50 p.m. Gen. Mgr. & Prog. Dir., Robert Stockdale. Send 1 copy each of 45's and LP's to Prog. Dir., Box 1050, Baldwinville, N. Y.

**WSOQ:** 1,000 watts. Independent. Music format: Conservative. Special programming: Sunday format—various gospel shows 7:30-10:30 a.m. "Jewish Melodies," 11:15-11:30 a.m. "Polish Polka Jamboree," 12:15-1 p.m. "Italia Mia," 1-2:30 p.m. "Germany in Music," 2:30-3:30 p.m. Remote pickup of church services 3:30-4:30 p.m. Gen. Mgr., Frank Harms. Prog. Dir., Nick Sanchez. Send 2 copies each of 45's and LP's to Office Mgr., Mrs. Jeanne Wilson, Box 20, No. Syracuse.

**WSYR:** 5,000 watts. NBC affiliate. Newhouse Broadcasting Corp. Music format: Standard-Pop. Special programming: Syracuse Univ. football and basketball in season and local sporting events regularly. Sports Dir., Bill O'Donnell. "Woman's World," with Carol Johnson, 10:35-11 a.m., M-F. "Deacon Comes Down City," 12:15-12:30 p.m., M-Sat. "Business Today," with Richard Hoffman, 5:55-6 p.m., M-F. "Ski Trails" or "Waterways," 7:10-7:20 p.m., M-F in season. Fred Hillegas in charge of 8-man news dept. 1 news station wagon. 10-min. news 7:50 a.m., 12:05 p.m., 6:05 p.m., M-Sat. Gen. Mgr., E. R. Vadeboncoeur. Send 2 copies each of 45's and LP's to Prog. Dir., Don Dauer, 1030 James St., Syracuse.

**WSYR-FM:** ERP 100,000 watts. Music format: Standard-Pop. 6 hours daily of FM-stereo. 50 per cent of programming duplicated with WSYR. Address and personnel same as WSYR.

Rod Alan Barken appointed production director and air personality at KSFV (San Fernando) . . . Dick Stauss, new KLUE (Longview, La.) DJ from KKKY (Lafayette, La.). . . . Gene Brent, WLW (Cincinnati) music host, joins KDKA-TV (Pittsburgh) announcing staff. . . . Chuck Adams, formerly a DJ on KNUZ (Houston), resigns to settle in Oklahoma City. . . . Jay Kent, WSB (Atlantic City) staffer moves into wake-up show replacing Jimmy Dunaway, who takes over PR wheel for Georgia Motor Trucking Association.

## KBLA Hikes Power; Bows New Personnel

• Continued from page 50

same records it had been featuring during its waiting period, but gone are several packages like the Lawrence Welk Show.

"We'll play anything that is popular and in public demand," Leeds stated. Records will be selected on Thursdays by a committee comprised of Leeds, librarian Bruce Wendell and a rotating DJ. A master play list of an undetermined quality will be the basis for DJ's selecting material. The station will not operate with a tight playlist, emphasized Leeds, who has been with KBLA three years.

The executive explained that personalities would have liberty to develop their own show utilizing the popular music of the day. Asked whether he planned a nip and tug fight with rockers KRLA and KFVB, Leeds said no. "We're not trying to make it a contest by taking on KFVB and KRLA," he said.

KBLA's new lineup offers Tom Duggan 6-10 a.m., Sid Wayne 10-1, Jim Wood 1-3, Bill (Rosko) Mercer 3-6, Tom Clay 6-9, Jim Wood 9-midnight and Dick (Huggie Boy) Hugg midnight-6 a.m.

Early morning man Duggan, a controversial local broadcasting commentator, was heard lambasting the rock singles played plus situations in general last week. Another interesting sidelight was that Mercer, a former top r&b DJ at KGfj, would not play r&b music exclusively, Leeds noted.

## KOL Mudflats

• Continued from page 50

35 (i.e., people who buy things; we're not so dumb).

"And that's not all. No. From atop the Seattle Mudflats, etc., we also bring you genuine radio personalities. Guys like Ron Reynolds, J. J. (Red River) Valley, Ray Hutchinson, Jim (Shorty) McGavick, Fenwick, Hayhead Ray, to name a few. Yes, hear witty sayings, clever remarks, pearl-shaped tones direct from real disk jockeys.

"And that's not all, either. Oh, no. You also get authentic news five minutes before every single hour. Plus Special Events (You'll Like 'Em). Plus, on the still days, the cry of the sea gull, the song of the octopus, the call of the gantry crane.

"No visitors."

# BY POPULAR DEMAND!

Due to the overwhelming number of requests from media buyers, sponsors, radio stations, record companies, record promotion men and recording artists—

for Billboard's weekly

# RADIO RESPONSE RATINGS

to be made available in book-binder form—the project is now in the final phase of preparation and will be ready for distribution shortly.

The book will contain the latest rating information on the top radio markets as compiled from Billboard's weekly RRR feature, plus an additional cross-reference breakdown by seven musical categories. The binder design will allow for easy insertion of updated statistics.

If you would like full details and prices on this important new research service when literature is available, write to:

## ANDY CSIDA

Billboard  
Special Projects Div.,  
165 W. 46th St.,  
N. Y., N. Y. 10036



# BULK VENDING news

## TRADE SURVEY

### 1964's Top Volume Products

By RAY BRACK

Third in a series of reports based on the findings of Billboard's annual year-end survey of the bulk vending business. Facts are based upon a 10 per cent response to confidential questionnaires mailed to operators throughout the United States.

CHICAGO — As intimated by last week's report indicating that the specific piece of equipment most frequently located in 1964 was the ball gum-charm

vender, Billboard's trade survey turned up the conjunctive fact that ball-charm mixes provided top volume in 1964.

Twenty-five per cent of the operators answering the trade poll reported greatest volume from ball gum and charm mixes. Operators in this category had an average of 650 ball gum-charm venders on location, expectedly.

Acknowledging that product vending patterns frequently reflect particular preferences and prejudices of the operator, the

weight of public demand still must not be overlooked in the analysis of ball-charm volume in 1964.

Running second to gum-charm mixes in reported top volume were 10-cent capsules, with 15 per cent of all operators so reporting. And again, oper-

(Continued on page 53)

## Top Hotel Booked For NVA Conclave

CHICAGO—Accommodations par excellence await you when you check into town for the National Vendors Association April 1-4.

The convention committee has booked 200 rooms and complete exhibit and meeting room facilities at Chicago's famed Sheraton-Chicago's Hotel, noted for its hospitality to conventioners.

For NVA members who fly to Chicago, the Sheraton-Chicago is serviced by limousines to and from O'Hare Airport every half hour.

Free indoor parking, and lots of it, is provided for hotel guests. That's good news for members planning to drive in. Drivers will also be happy to know that the hotel is just three minutes from Chicago's expressway system.

For those traveling by train, the happy word is the Sheraton-Chicago is but 10 minutes cab distance from all major rail terminals.

With many of its rooms providing a sunrise view of Lake Michigan, the Sheraton-Chicago is located on much-photographed Michigan Avenue, Chicago's magnificent mile. Along this broad avenue are many of the finest high fashion clothing salons to be found anywhere outside Paris. A short walk south from the hotel across the Chicago River finds the guest in that magnificent cluster of skyscrapers known as Chicago's Loop.

In addition to a dinner party scheduled for one of the convention evenings, the NVA committee plans to leave a night open for doing the town. And

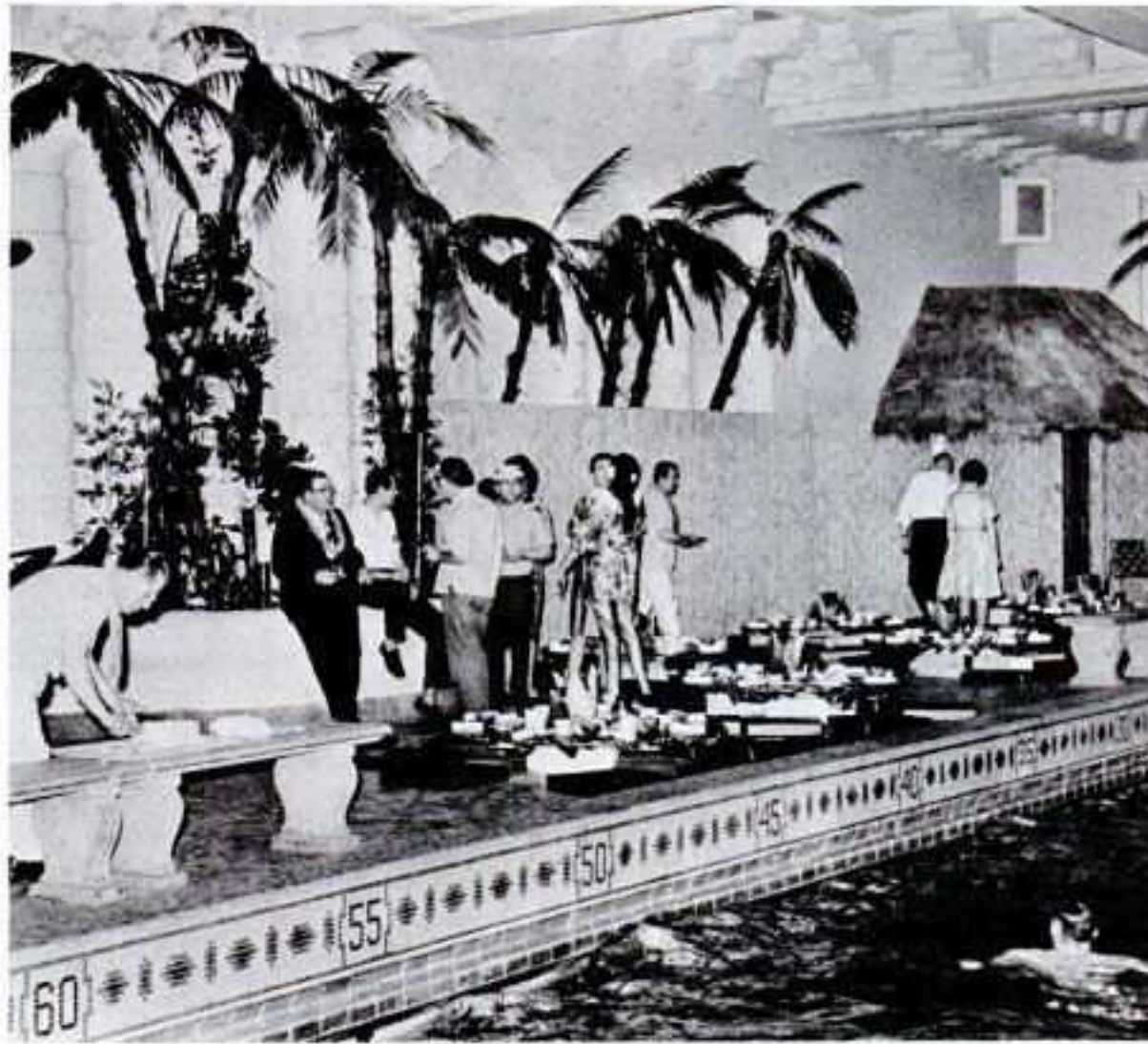
access to Chicago's renowned Rush Street restaurant and night club district couldn't be quicker. The Sheraton is two minutes away by cab. The excellent London House and its continual offering of top-name entertainment is a two-minute walk south across the river.

"Reservations should be made without delay," urged NVA executive secretary Jane Mason. "No one who makes their living from bulk vending can afford to miss one single session, for the information gleaned can be of major importance in an operator's modus operandi."

She added: "The presence of every member, in a very significant sense, gives strength to our national organization."



SHERATON-CHICAGO HOTEL, 40-story site of the 1965 National Vendors Association convention. Elegant original tower is topped by mosque-like sphere. Twenty-five story new addition (with Lake Michigan view) doubles guest capacity. Visible directly south of hotel is Tribune Tower.



OLYMPIC-SIZE SWIMMING POOL on hotel's 16th floor will be available for all NVA conventioners. Bring your bathing suits.

COME OUT OF THE VENDING WOODS with . . .

## SQUEAKY THE CLOWN

(Copyrighted)



MULTI-COLORED FOR KID SALES APPEAL. NEW CONCEPT IN BULK VENDING

VENDS complete bulk merchandise line. All coin denominations from penny up to and including 25 cents. One price on all coin denominations.

OPERATORS: It will pay you to investigate this new machine. Try one, two, three or 10 on your low yield locations and see the gross rise. A trial will convince you.

Distributors' Inquiries Invited.

Write TODAY for free color photo and single and quantity prices.

**MERDEAN CORPORATION**

Executive Offices and Showrooms:  
1710 North LaBrea Ave.  
Los Angeles, Calif. 90046  
Phones: (Area Code 213) 466-4253

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



NAME.....  
COMPANY.....  
ADDRESS.....  
CITY.....  
Fill in coupon, clip and mail to:  
**BITTERMAN & SON**  
Member National Vending Machine Distributors, Inc.  
4711 E. 27th St., Kansas City 27, Mo.  
Phone: WA 3-3900  
We handle complete line of machines, parts & supplies.

Announcing the first and newest

## NORTHWESTERN



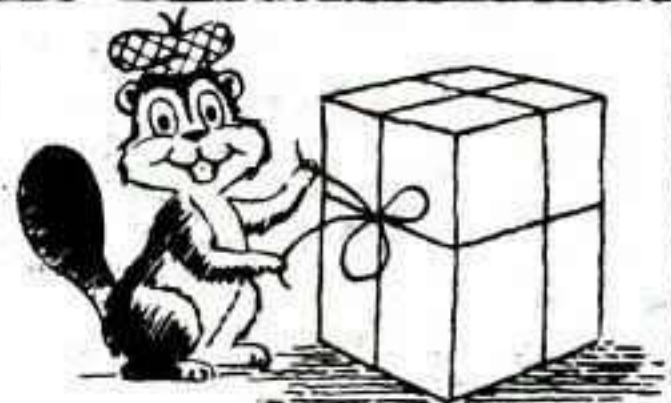
Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

Other products soon available.

**BIRMINGHAM VENDING COMPANY**

520 Second Ave., North Birmingham, Alabama  
Phone: FAirfax 4-7526

What's the pesky Beaver up to this time?



?????????

(Hint: He's always on the look-out to improve a great thing!)

**VENDOR MFRS., INC.**

1319 LEWIS STREET • NASHVILLE, TENNESSEE  
PHONE: 615 256-4148

## NVA BOARD MEETS APRIL 1

CHICAGO—The board of directors of the National Vendors Association will meet here at the Sheraton-Chicago Hotel on the night of April 1, the opening day of the association's annual convention. The meeting will be called at 8 p.m., according to NVA executive secretary, Jane Mason.



**VICTOR'S NEW TOPPER "66"**  
Now Vends Capsules  
LOW, LOW PRICE **\$1550** ea.

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

**NEW CASH BOX**

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

**NEW VICTOR CAPSULES**

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

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

Write, Wire or Phone

**H. B. HUTCHINSON, JR.**

Southeast Distributor for Victor

1784 N. Decatur Rd., N.E., Atlanta 7, Ga. DR 7-4300

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



**You count more with OAK!**



**MANUFACTURING COMPANY, Inc.**

650 South Avenue, 21  
Los Angeles, Calif. 90031



**SWINGING WAITRESSES** in the Sheraton's famous Kon-Tiki Ports restaurant are standing by to ply NVA members with exotic South Seas and traditional cuisine.

## New Products

This form is designed for the convenience of bulk operators

### OAK SALES

**NEW MONSTER CHARM SERIES**, adaptable to 1, 5 or 10-cent vending, called the All-Time Horrible Monsters. Made of soft vinyl in several sizes, with or without key chains, the series includes such spine-chilling creatures as the Mummy, King Kong, Dracula, the Creature From the Black Lagoon, Frankenstein, the Wolf Man, Godzilla and the Bride of Frankenstein. Stickers and display cards are available. Oak Sales Co., 2033 Fifth Avenue, Pittsburgh.

Announcing the first and newest

## NORTHWESTERN



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

Other products soon available.

**PARKWAY MACHINE CORP.**

715 Ensor St. Baltimore 2, Md.

## New Multi-Colored MUNSTERS HEADS



This is what's on every kid's mind today. Ghostly funny monster heads.

Packed 1000 per bag with 10 displays.

\$9 per thousand; 5000 or more, \$8 per thousand. In capsule 250 in bag with display card, \$4 per bag.

Write for samples, get on our mailing list.

**MODERN COIN MFG. CO.**

585 McAlpin Ave.  
Cincinnati 20, Ohio  
Phone: Area Code 513; 281-3235

# Top Volume Products of '64

Continued from page 52

ators who moved 10-cent charms best showed strong preference for this vender on location—an average of 750 per route. The average number of ball-charm venders routed by operators in this same category was 320.

Ten per cent of reporting businessmen said 100-count ball gum moved best during 1964. On the average, bulk businessmen in this group routed 515 century-count machines, as against an average of 425 ball-charm machines.

Ten per cent of those responding to the poll rated 210-count ball gum as their top 1964 product. This group routed an average of 455 of this type machine. The same group routed 120 century-count machines and 50 ball gum-charm venders per firm. (The same group also reported 30 per cent fewer cavities.)

Top volume in nuts was re-

ported by 7.5 per cent of the survey answerers. These businessmen averaged 400 nut machines per route.

A variety of products were given top status by the remaining operators who filled in questionnaires. But each category

amounted to less than 5 per cent of the total. Mentioned were 210-gum special charm mixes, 140-count gum product, two-for-1-cent chicklets, pan candy and so on.

Next week: What was the best bulk vending location in 1964?

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

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:

**KING & COMPANY**  
2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.



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

# Northwestern MODEL 60 BULK-PAK

THE POPULAR MODEL 60 . . . NOW ADAPTED TO VEND WRAPPED CONFECTIONS

The BULK-PAK will not skip or jam because of a specially designed wheel and housing

. . . Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern venders. BULK-PAK holds one box (1,000 pieces of individually wrapped Fleer's Dubble Bubble gum or any specially wrapped confection of like size). BULK-PAK priced at \$18.95 each.

Special Introductory Offer Expires April 15.

With a minimum order of 20 Northwestern Model 60 BULK-PAK venders at \$18.95 each, you'll receive 20 boxes (1,000 pieces or 1 machine fill per box) of Fleer's Dubble Bubble Gum.

For each additional minimum order of 4 Northwestern Model 60 BULK-PAK venders at \$18.95 each, you'll get 4 additional boxes of Fleer's gum absolutely free.

NOTE: You PAY FREIGHT on gum shipment on orders of less than 40 BULK-PAK orders. On orders of 40 or more BULK-PAKs, gum will be shipped freight prepaid.

Contact your nearest Fleer and Northwestern distributor today.

OFFER EXPIRES APRIL 15.

Acme Vending Machine Co.  
1696 W. Washington Blvd.  
Los Angeles 7, Calif.

H. B. Hutchinson, Jr.  
1784 N. Decatur Road N.E.  
Atlanta 7, Ga.

Birmingham Vending Co.  
540 Second Ave. North  
Birmingham, Ala.

King & Company  
2700 W. Lake St.  
Chicago 12, Ill.

Bitterman & Son  
4711 E. 27th St.  
Kansas City 27, Mo.

Laniel Amusement, Inc.  
151 Ave. Rockland Ave.  
Montreal 16, Que., Canada

Cleveland Coin Machine Exch.  
2025-2029 Prospect Ave.  
Cleveland, Ohio

Lynn's Vending Company  
90 W. 2265 South  
Salt Lake City, Utah

Graff Vending Supply Co.  
6327 Calhoun Road  
Houston 21, Texas

Northwestern Sales & Service  
446 W. 36th St.  
New York 18, N. Y.

Graff of California  
5215 12th St.  
Oakland 1, Calif.

Northwestern Sales & Service  
1194 Tremont St.  
Boston 20, Mass.

Graff Vending Supply Co.  
2956 Iron Ridge  
Dallas, Texas

Oak Sales of Florida  
1121 71st St.  
Miami Beach 41, Fla.

Parkway Machine Corporation  
715 Ensor St.  
Baltimore 2, Md.

Earl Veatch  
2315 Olive  
St. Louis, Mo.

Rohr Sales Company  
3000 Fenkel  
Detroit, Mich.

Veeco Sales Company  
2124 Market St.  
Philadelphia, Pa.

Sidmor Vending Company  
2137 Fifth Ave.  
Pittsburgh, Pa.

Vendall Distributing Company  
1820 E. 38th St.  
Minneapolis, Minn.

Star Vending Company  
510 W. 4th Ave.  
Denver 23, Colo.

Vendors Distributing Company  
682 Madison Ave.  
Memphis 3, Tenn.

## IMMEDIATE DELIVERY on the New Northwestern GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

## NORTHWESTERN SALES AND SERVICE CO.

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

Say You Saw It in Billboard



# COIN MACHINE news



JACK GORDON: "... 3,500 sets of discotheque records leased."

## Seeburg Blueprints Growth At Chi Shareholder Meeting

By NICK BIRO

CHICAGO — The Seeburg Corp. took the wraps off its new multimillion-dollar manufacturing plant and blueprinted a bullish program of expansion and innovation during the firm's annual stockholders meeting here last week.

Delbert W. Coleman, board chairman, told shareholders that he expected profits to rise in 1965 for the fifth consecutive year but added it would be unrealistic to anticipate that the rate of increase would equal the sharp rises of prior years.

J. Cameron Gordon, Seeburg president, lauded by Coleman as the man who "more than anyone else was responsible for Seeburg's success," told shareholders that Seeburg had already leased some 3,500 sets of discotheque records to juke box operators and that by the end of the year the figure would hit 25,000. Gordon pointed out that See-

burg now owned through its publishing companies over 2,000 song copyrights—material which was recorded by Seeburg in the U. S. and Europe for its background music systems—and that much of this material would now be adapted for discotheque.

Coleman told shareholders that Seeburg was embarking on a five-year program of "intensive research and development." He said over \$4,000,000 would be budgeted for this annually.

He noted, "in the vending field, there is nothing more to acquire—if we are to grow, it has to be through product innovation."

### New Products

He repeated a statement first made at Seeburg's distributor meeting last December, that "Seeburg will introduce more new products in the next 18 months than in the past four years."

Commenting on diversifica-

tion, Coleman said that Seeburg's home entertainment division was already producing organs and home pianos, and would be "introducing a home stereo console shortly."

In answer to queries from the floor, Coleman said that Seeburg's European sales have tripled in the past three years but that the company was "losing money in Canada."

Coleman said Seeburg expected a substantial increase in its European business this year. He pointed out that Seeburg was concentrating on using local people to sell abroad.

Seeburg is the only company in its field with offices and branches in every principal city in Europe, Coleman said.

### Plant Over Budget

Describing the firm's new plant, Coleman said it would cost some \$5,000,000, which was "substantially over budget." He

*(Continued on page 63)*

### EDITORIAL

## A Discotheque Chart

Two months ago, operators had to be taught to pronounce DISCOTHEQUE. Today, the word is used around the country as if it had always been a part of the coin machine lexicon.

Discotheque is no longer restricted to some half-dozen clubs in Paris, New York and Chicago. Operators are showcasing it to the four corners of the world.

Even more significant, discotheque has had a major effect on the entire music and entertainment industry. A look at Billboard's Hot 100 shows discotheque material all over the chart. Record companies are releasing more such new material daily.

To answer the cry of literally thousands of operators who today are seeking discotheque information, Billboard this week is introducing a unique Discotheque Programming chart. Its purpose is to provide operators with more discotheque information and better ammunition to use it effectively.

The chart will feature three categories of music: Selections from Billboard's Hot 100; selections from new Spotlight releases; catalog standard material specially suited for discotheque.

Selections will in all cases be by Billboard's record review panel. The discotheque idea is the most exciting to hit the coin machine industry in years. Billboard's new Discotheque Programming Chart is designed to help operators utilize it to the fullest.



SEEBURG'S NEW PLANT will cost \$5,000,000. Workmen were busy as shareholders met.



AN INTERESTED SHAREHOLDER examines Seeburg's new discotheque package. Stanley Jarocki, national promotion director charged with introducing discotheque around the country, is in the background.



SEEBURG BOARD CHAIRMAN DELBERT COLEMAN talks with a stockholder: "... we're embarking on a five-year program of intensive research and development."

## TRADE AWAITS TREASURY

# Three Coin Change Alternatives

By RAY BRACK

NEW YORK — As coin machine business people warily await the U. S. Treasury's inevitable coinage change recommendation to Congress, expected early this spring, three specific types of new coin have emerged as prime possibilities.

All three would not only meet the vast public needs but would fulfill the requirements of the multibillion-dollar coin machine industry.

As described by coin industry authority, Walter Reed, before a meeting here of the Junior Security Analysts Society, the three workable alternatives are:

### Alternates

1. A laminated coin composed of, for example, a silver skin and copper interior. This coin would use about 60 per cent less silver, would have the identical appearance of present dimes, quarters and half dollars and would function perfectly in

coin machine slug rejectors as now designed.

2. A laminated coin made of cupro nickel (the alloy used in today's nickels) skin and, for example, a copper core. This coin would not be rejected as a slug in current coin machines and would eliminate the great drain upon the world's slim silver supply.

3. A silver alloy greatly diminished from the present silver content of 90 per cent in dimes, quarters and half dollars. A percentage of, say, 10 per cent silver and 90 per cent common metal, would save silver and prevent coin machine chaos through perfect acceptance in all current slug rejectors.

### Constant Tests

According to Reed, who is director of public relations for the National Automatic Merchandising Association, other types of coin are being tested constantly and the tests could produce

other workable alternatives from the standpoint of coin machines.

The Music Operators of America, which, with the NAMA and the National Vendors Association, has been in constant touch with Treasury officials regarding the coinage matter, has arbitrarily taken no position in favor of any specific type of new coinage. The policy, as stated previously to Billboard (see Billboard, Jan. 16), is to capitalize on a long-standing co-operative relationship with the Treasury with confidence that any coinage proposal will meet the industry's needs. Whether this new coinage contains silver or not is unimportant.

Industry leaders have pointed out that should the Treasury recommendation on coinage to Congress lead to adoption of coins incompatible to present mechanisms, the music, amuse-

*(Continued on page 66)*

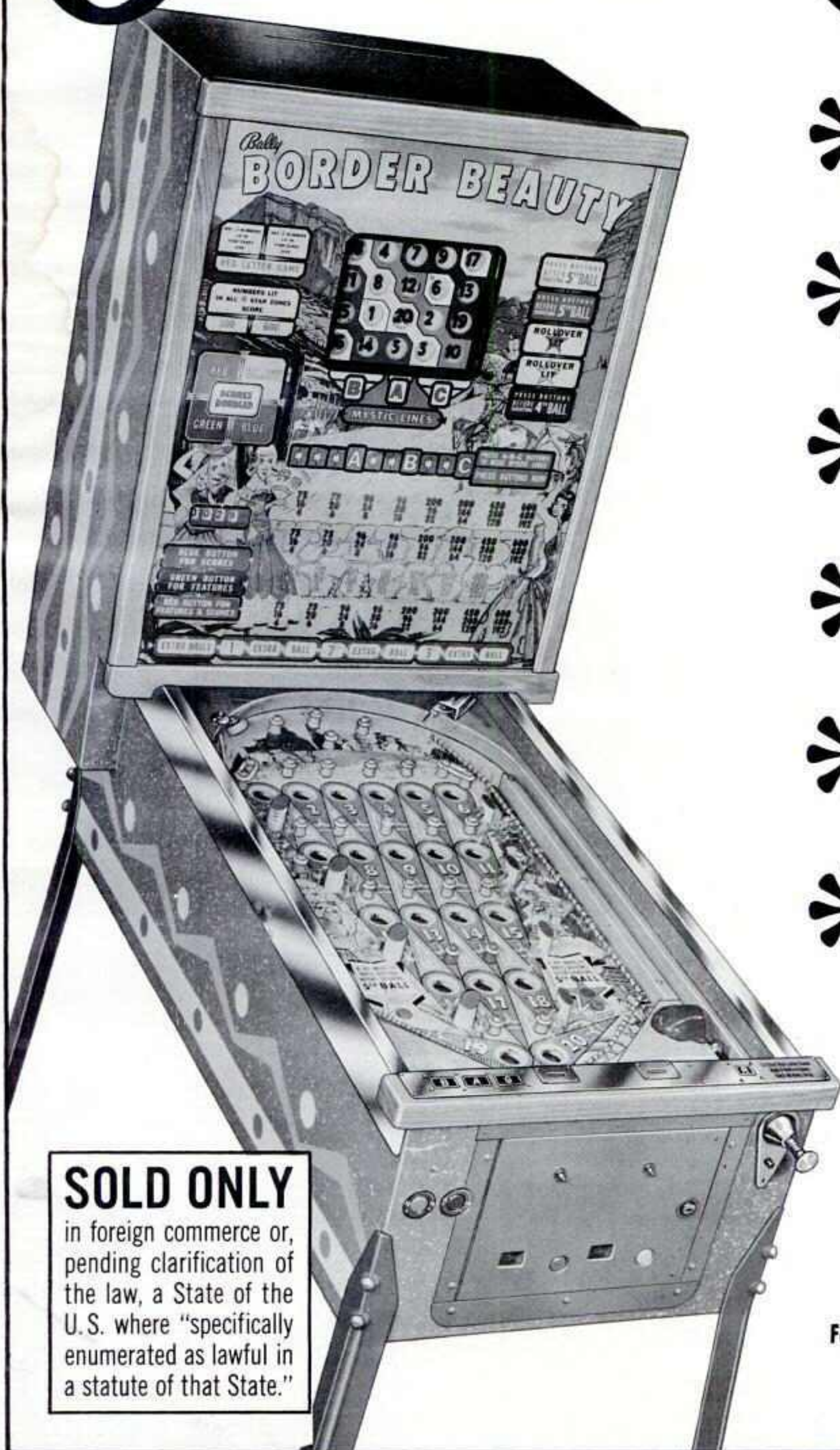




**Bally**  
ANNOUNCES  
NEW\*STYLE **BINGO**



# Border Beauty



- \* **NEW 20-HOLE PLAYFIELD**  
with new fast action, new skill-appeal
- \* **NEW 20-NUMBER CARD**  
with refreshing new scoring simplicity
- \* **NEW 4-COLOR SCORES**  
red, blue, yellow, green score separately
- \* **NEW A-B-C MYSTIC LINES**  
with new "number-shuffling" flexibility
- \* **NEW 4-STAR FEATURE**  
with new top bracket score-appeal
- \* **NEW DOUBLE SCORES**  
with powerful extra coins attraction

*plus* old favorite Red Letter Games...  
popular Pick-A-Play Buttons...  
Star Rollovers... Extra Time... Extra Balls...  
new Nickel-Quarter Play

For a **Big Bingo Bonanza**  
get **Border Beauty** today

**DEPOSIT NICKEL FOR EACH PLAY**  
or  
**DEPOSIT QUARTER FOR ONE PLAY**  
*plus*  
**4 CREDITS ON REPLAY REGISTER**

ALSO AVAILABLE IN DIME ONLY PLAY

**SOLD ONLY**

in foreign commerce or, pending clarification of the law, a State of the U. S. where "specifically enumerated as lawful in a statute of that State."

See your distributor or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.**

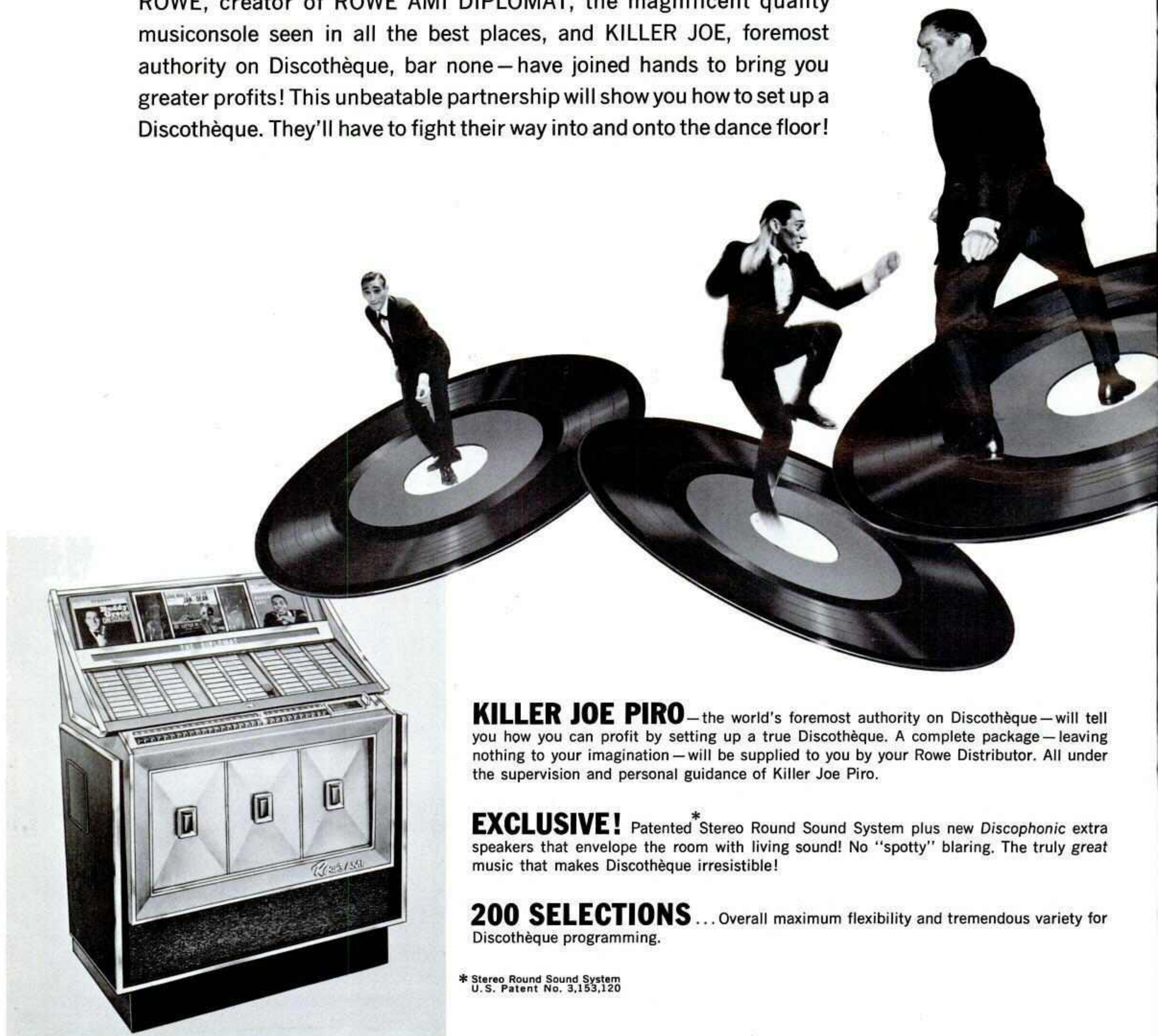


**KILLER JOE & *Rowe*<sup>®</sup>**  
**COMBINE TO GIVE YOU AUTHENTIC**

# Discothèque

**NEVER BEFORE has there been such a combination!**

ROWE, creator of ROWE AMI DIPLOMAT, the magnificent quality musiconsole seen in all the best places, and KILLER JOE, foremost authority on Discothèque, bar none—have joined hands to bring you greater profits! This unbeatable partnership will show you how to set up a Discothèque. They'll have to fight their way into and onto the dance floor!



**KILLER JOE PIRO**—the world's foremost authority on Discothèque—will tell you how you can profit by setting up a true Discothèque. A complete package—leaving nothing to your imagination—will be supplied to you by your Rowe Distributor. All under the supervision and personal guidance of Killer Joe Piro.

**EXCLUSIVE!** Patented<sup>\*</sup> Stereo Round Sound System plus new *Discophonic* extra speakers that envelope the room with living sound! No "spotty" blaring. The truly great music that makes Discothèque irresistible!

**200 SELECTIONS**... Overall maximum flexibility and tremendous variety for Discothèque programming.

\* Stereo Round Sound System  
U.S. Patent No. 3,153,120





## KILLER JOE...

Top Man — Master — King of Diskville, says: "It's here! Music with a beat — to knock you off your seat and on your feet! That's what you get with the NEW, exciting ROWE AMI DIPLOMAT PACKAGE!"

*Earl Wilson*  
World-famous Columnist:

**TIME**

**Mademoiselle**

**McCall's**

**GLAMOUR**

**LIFE**

"LUCY BAINES JOHNSON'S FAVORITE DANCE TEACHER."

"Killer Joe should know. A lithe, electric homunculus, he is Diskville's No. 1 dancing master, a hierophant of the subtle shades of difference between the Chicken and the Bird, etc."

"America's Dancing Master!"

"The Maestro taught more than one million Americans how to do the Frug, Mlle and Mule."

"Major magazine editors thank you . . . outstanding."

"The dance master of the Discothèque is . . . Killer Joe."

Take advantage of this remarkable combination of ROWE and KILLER JOE... and find out how you can double your business—triple your profits!

**DON'T DELAY, SEE YOUR ROWE DISTRIBUTOR, TODAY!**

**Rowe**<sup>®</sup>

AC  
MANUFACTURING  
Troy Hills Road  
Whippany, New Jersey



# Meet Me in St. Louie, Lurie— Or Miami, or Dallas, or Frisco

MIAMI—Williams Electronic Manufacturing Corp. Sales Manager Bud Lurie, the firm's official games-minimum-and-dime-play trade envoy, met with distributors and key operators here, in Dallas and St. Louis last week.

In two days of meetings at London Distributing Co. headquarters here, Lurie delineated Williams-espoused \$5 minimum contracts for games locations as well as across-the-board dime play to regional distributors on Monday (15) and to key Miami operators on Tuesday.

After meeting with the oper-



**BUD LURIE**  
Minimums Missionary

ator group, which included Jim Mullins, president, and Keith Nelson, secretary, of the local trade association, the Williams executive reported "highly favorable reaction" to the minimums concept and said all businessmen present promised "full and favorable consideration of the proposal."

Present at the distributor meeting the previous day were Perry London, of the local firm; Ralph Gabrielson, G. K. Gabrielson & Co., Atlanta; Walter Campbell and E. W. (Shug) Inge, of Southeastern Distributors in Columbia, S. C.

Jetting to Dallas on Wednesday, Lurie carried to the Texas trade the revolutionary games proposal he first introduced in Philadelphia on Feb. 9.

Meeting at the offices of O'Connor Distributing Co., he briefed regional distributors on specific points of the Williams program. A major aspect of the campaign commits distributor

personnel to the assistance of operators in selling \$5 minimums to location owners.

Among distributor representatives present at Dallas meeting were William F. O'Connor, of the local firm; H. A. Franz, H. A. Franz & Co., Houston; Bill Southerland, Southerland Distributing Co., Oklahoma City, and Charles S. Rosenblum, Operators Sales, Inc., New Orleans.

Lurie was to meet with prestigious Texas operating firm executives on Thursday. Details of the meeting were not available at press time.

### St. Louis Next

Central Distributors, Inc., in St. Louis was host to Lurie's third regional sales meeting of the week on Friday (19). Invited to the session were Central's Norwood Veatch; Dave Sutherland, Sutherland Distributing Co., Kansas City, Mo.; Bob Goad, Game Sales, Memphis; Ronald C. Thomas, Sammons-Pennington-Nashville, Inc., Nashville.

Ten influential area operators were to hear Lurie's presentation at the Hotel DeVille in St. Louis the following day.

This Tuesday (23) Lurie will break the Williams campaign on the West Coast, meeting with area distributors at Advance Automatic Sales in San Francisco. Invited to the regional sales meet were Advance's Lou Wolcher; Lou Dunis, Dunis Distributing Co., Portland, and Ray Galante, Music-Vend Distributing Co., Seattle.

An operator meeting following the pattern now well established by Lurie is to be held on Wednesday.

## Atlas Tours Midwest

SPRINGFIELD, Ill. — Atlas Music Company of Chicago reached the high point of a series of Illinois-Iowa showings of the new Rowe AC Diplomat phonograph with its exhibit coinciding with the convention of the Illinois Coin Machine Operators Association here.

Nearly all the operators here for the meeting stopped at the Leland Hotel to view the new equipment.

Hosting the event were Eddie Ginsburg, Atlas president; Sam Gersh, executive vice-president; Joe Kline, Stanley Levin, Chuck

Harper, Bill Phillips, Mort Jacobs and Johnny Havrilla.

Other stops on the tour include Rock Island, Ill., and Davenport, Cedar Rapids, Des Moines and Sioux City, Ia.

## 50 Attend Atlas Class

CHICAGO — Instruction on the new Rowe AMI Diplomat coin-operated phonograph was afforded 50 area operators at the offices of Atlas Music Company here last Wednesday evening (17).

Handling instruction was Hank Hoevenaar, Rowe AMI field engineer, assisted by Atlas' Frank Bach and Mort Jacobs. It was the firm's first school on the new product.

A buffet lunch was served.

## Regina Releases Goldfinger LP

NEW YORK—The fourth stereo LP release by Regina Records for coin-operated phonographs includes the first "Goldfinger" title in the category.

The two-item release includes "Goldfinger and Other Great Movie Themes," Jack LaForge and "Go, Go, Go With Frances Fay."

According to Regina's vice-president and sales manager Mort Hillman, the product will be placed into distribution directly through one-stops.

# Atlas' Zoo Story—

CHICAGO—High Chi society's Lincoln Park Zoo Lion House benefit dance has been a local winter social scene highlight for years. When the affair outgrew the Lion House this year and overflowed to the Monkey House, Atlas Music Company was called on to provide the delightful, danceable sound of discotheque. The following pictures tell the rest of the story . . .



"I'VE BEEN TAKING LESSONS from Killer Joe, darling."



"OHHHHH . . . I dig the big sound of that Rowe AMI Diplomat!"



NON-RECOGNITION is for some reason preferred by one of the dancers.



PRIOR TO TAKING THE FLOOR Paul A. Huebsch (left), Rowe regional sales manager, and Atlas' Stanley Levin and their wives pose with the phonograph.



MOMENTS LATER HUEBSCH, LEVIN and their ladies assume the welcome role of spectators.

**FOR COINMEN:**

- More News
- More Research
- More Ideas
- Faster Reporting
- Best Association Coverage

**THIS WEEK EVERY WEEK**  
In **BILLBOARD**

The only coin industry business publication with a permanent Washington Bureau for up-to-the-minute reports on new and pending legislation.

**Subscribe Now**  
BILLBOARD, 2160 Patterson Street Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$15     3 YEARS \$35

New     Renew

Payment enclosed

2 EXTRA issues for cash

Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request. 740

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_

Title \_\_\_\_\_

**Proven Profit Maker!**

**CHICAGO COIN'S TRIUMPH**

**6-PLAYER PUCK BOWLER**

**NEW!** Contemporary Hi-Style Cabinet . . . Widest and Longest Playfield . . . Flash-Bonus Score Game . . . Red-Pin Game

See Your Chicago Coin Distributor

Mrs. of PROVEN PROFIT MAKERS Since 1931

CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**  
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



# Billiards Booming-- No Bust in Sight

CHICAGO—Bowling made its splash in the '50's. The '60's see billiards making the bid as America's favorite indoor sport. It's billiards, mind you, not spit and sawdust pool of the brand immortalized in Meredith Willson's Broadway show tune, "You Got Trouble."

Family billiard lounges are the rage in urban and suburban areas. Standard, bumper-type and round-style coin-operated tables grace any bar worth its salted nuts. Soon every second basement on the block will have had a couple cubic yards of junk displaced by a pocket billiards table of regulation size.

For any coin machine operator who yet questions the magnitude of the billiards boom, a visit to the recent National Sporting Goods Association Show here would have provided convincing answers.

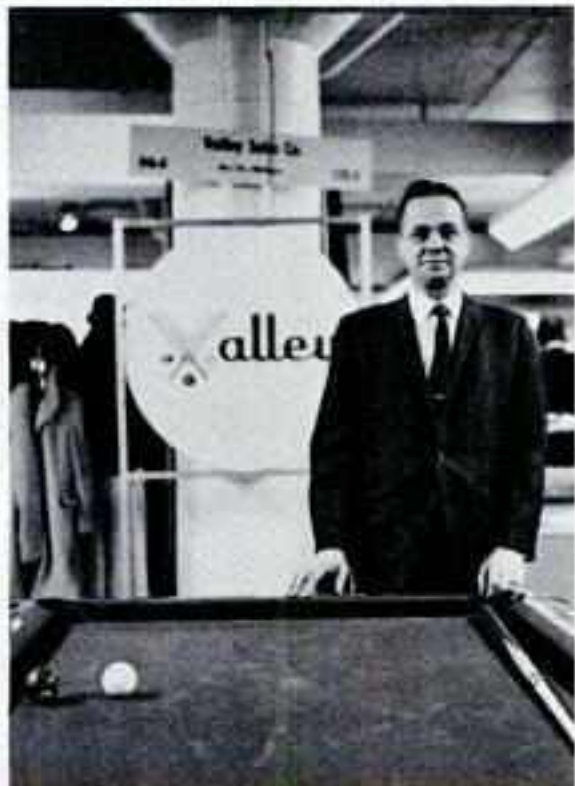
Ten major manufacturers of coin-operated billiards equipment displayed their home and non-automatic lines at the massive show, in addition to a host of other table makers outside the coin-operated field.

So emphatically did billiards steal the show, that Life magazine announced tentative plans to publish a special picture story on the billiard products exhibited.

Here is Billboard's picture report on the coin machine manufacturers present at the NSGA:



FISCHER MANUFACTURING executives Dean Embry, V. A. Keovil, and Lou Wermers discuss salient features of their Duchess and Empire home billiard lines with Billboard's Dick Wilson (second from right).



COIN TRADE WAS THERE as attested by photo of Empire Coin Machine Exchange's Jack Burns (left), Bill Milner (center) and Irving Kay, whose colorful home equipment drew steady crowds in massive McCormick Place.



PRESIDENT AND HIS PRODUCT. Valley Manufacturing Co.'s Earl Feddig and one of the star exhibit pieces at NSGA show, a Valley home model billiard table.



EXHIBITORS' ENTHUSIASM was contracted by Dick Wilson, here gesturing in conversation with Lewis Cohn, vice-president of All-Tech Industries, Hialeah, Fla.



SIX BALL IN THE CORNER POCKET—Pat Hornick plays the Executive home table shown by National Shuffleboard & Billiard Co., along with their Royal Billiard lounge product and Coronet coin-operated model. Nick Marosy, Jerry Gordon and Harry Kotler attend.

## THE SI REDD STORY

# 'Ready to Grasp Opportunity': Boston Veteran's Philosophy

By CAMERON DEWAR

BOSTON—The coin machine business has its share of success stories, anecdotes, tall tales and fond reminiscences. And any anthology of the best of these is certain to sound like the Si Redd story.

W. S. Redd, president of Redd Distributing Company in Watertown, summarized his business philosophy for this reporter just after signing a new six-year expanded lease on his headquarters building recently.

"I am ready to grasp the opportunity to go forward and expand," he declared. Details of his adventurous coin machine career bear this out.

Son of a Mississippi sharecropper, Si rustled up funds enough to enroll at Ole Miss. There he supported himself by hustling a cleaning and pressing route. An Oxford store owner evinced an interest in obtaining an amusement device, but was uncertain as to how to get it. Si offered to secure it for him, only to have the buyer change his mind when the machine arrived. Si was launched in the coin machine business.

Si talked the man into allowing him to leave the coin machine on the premises on a commission basis, and so successful was the venture that he decided further education could wait. This was in 1930 during the depression, but he approached Henry and Rubin Fox of Birmingham, Ala., with a plan to operate music and game machines on a commission basis. With the profits he purchased additional machines from the Birmingham Vending Company (still operated by Max and Harry Hurvitz in that city). Si expanded his operations to Philadelphia, Miss. (a town made notorious in the news lately), as well as opening offices in Grenada, Hattiesburg and Jackson with routes in music and games.

In 1935 Si met ex-Senator Homer Capehart during a visit to Chicago. Si told him of his desire to expand into the Illinois-Wisconsin area, and Capehart who was then sales manager for Wurlitzer, introduced the energetic young coinman to "Rosie" Rosenberg.

"It so happened," recalls Redd, "that there was some wonderful territory in that very area with which Rosenberg was familiar. This appeared to be a heaven-sent opportunity because there appeared to be no phonographs in the area."

Si hocked everything he had for a down payment on two carloads of Wurlitzers, but when the machines arrived he was told by the police chief that music machines were illegal.

"But I talked the mayor into permitting the installation of the machines," Si said off-handedly.

By 1940 Redd was operating 5,000 machines with nine offices in Louisiana, Missouri, Illinois, Iowa and Wisconsin.

When the war came, Si sold his business in the South and Midwest and took over the Wurlitzer distributorship in Boston. At war's end he again expanded, doing business from Erie, Pa., to Maine.

During the 1948 doldrums Redd retrenched as television swept the nation and business plummeted. The boom was over and routes were going for the asking. Just as the CMAC (Coin Machine Acceptance Corporation) crash almost leveled the

industry, Si entered other ventures, renting TV sets—a move that proved unsuccessful—and kiddie rides.

Redd designed and engineered the Champion Horse and several other kiddie rides. Diversifying further, he took over the franchise for World Wide, Cinch Shoe Shine and Giepen coffee machines.

Si's winning personality enabled him to attract some of the top salesmen in the business, many of whom have attained high positions. There was Don Donahue, a top financier today; Lou Casola, past president of MOA; Bob Bear, sales manager for Wurlitzer; John Casola, now an executive with United Manufacturing Company; Al Levine, a distributor for Rock-Ola; Ed Claffey, vice-president of Seeburg, and many others.

At various times the Redd organization has represented Wurlitzer, Seeburg, AMI, United, Midway, All-Tec, Bally and Chicago Coin. At present it has Wurlitzer, Bally, Chicago Coin, Fischer pool tables, Smoke Shop, Universal Candy Vendors and Model Change Makers. Redd's happy family of long-time employees includes Bob Jones, sales manager, now celebrating 25 years of service with the firm. "At the present time, more operators are enjoying a level of prosperity never before experienced in the industry," states Redd. "It is only reasonable to expect that the coin machine business will go forward

to greater heights, and I am ready to grasp the opportunity to go forward and expand further in this age of affluence that has come to our industry."



By George, we're chopping prices down to give you great pickings on biggest savings ever.

THAT'S THE TRUTH!

Send for Complete Machine List.

Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

**DAVID ROSEN INC**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) Center 2-2900

Say You Saw It in  
Billboard

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

**34% GREATER  
THAN ANY OTHER MUSIC-  
COIN TRADE PUBLICATION**



**BILLBOARD**  
Weekly Foreign PAID Circulation  
(NOT including free copies)

3,093

Per ABC Audited Publishers Statement  
June 30, 1964

**CASH BOX**  
Weekly Foreign Circulation  
(INCLUDING all free copies)

1,918

Per sworn (not audited) statement in  
Standard Rate & Data—August 1964

And that's why

**BILLBOARD IS #1 . . . INTERNATIONALLY**



# Press, Trade View Seeburg 'Theque at Manhattan Party

NEW YORK—Seeburg Discotheque opened on Broadway to glowing notices here last week.

At two day-long parties at the Park Sheraton Hotel, reporters from the country's major consumer slicks, New York dailies, network TV, local radio and even "Candid Camera" experienced discotheque in all its fullness.

The event netted the concept exposure in several metropolitan papers with continued coverage expected as magazine stories are filed.

## 700 Installations

And not to be overlooked in all the press attention is the fact that a large number of greater New York operators got their first good look at the dance package which Seeburg officials say has been installed in 700 lo-

cations from "Anchorage to Albuquerque."

Co-hosting the show with Seeburg was Meyer Parkoff, of Atlantic-New York Corp., regional manufacturer jobber. Seeburg officials on hand were Frank Finneran; Stan Jarowki, national promotion manager; Arnold Silverman, Executive Vice-President Bill Adair and discotheque innovator and Seeburg special consultant Joseph Panarinfo.

Dance teams from the Arthur Murray Studio on Fifth Avenue demonstrated current discotheque dances.

## Good Publicity

Declared Parkoff: "This is the first time that a manufacturer has gotten positive, beneficial publicity for the juke box industry. In the concept of discotheque, we have been able to destroy the negative image that the public has had for the juke box and have created instead an image of solid, reasonable entertainment. We have uplifted the industry, and it is now up to the operator to capitalize on this new image."

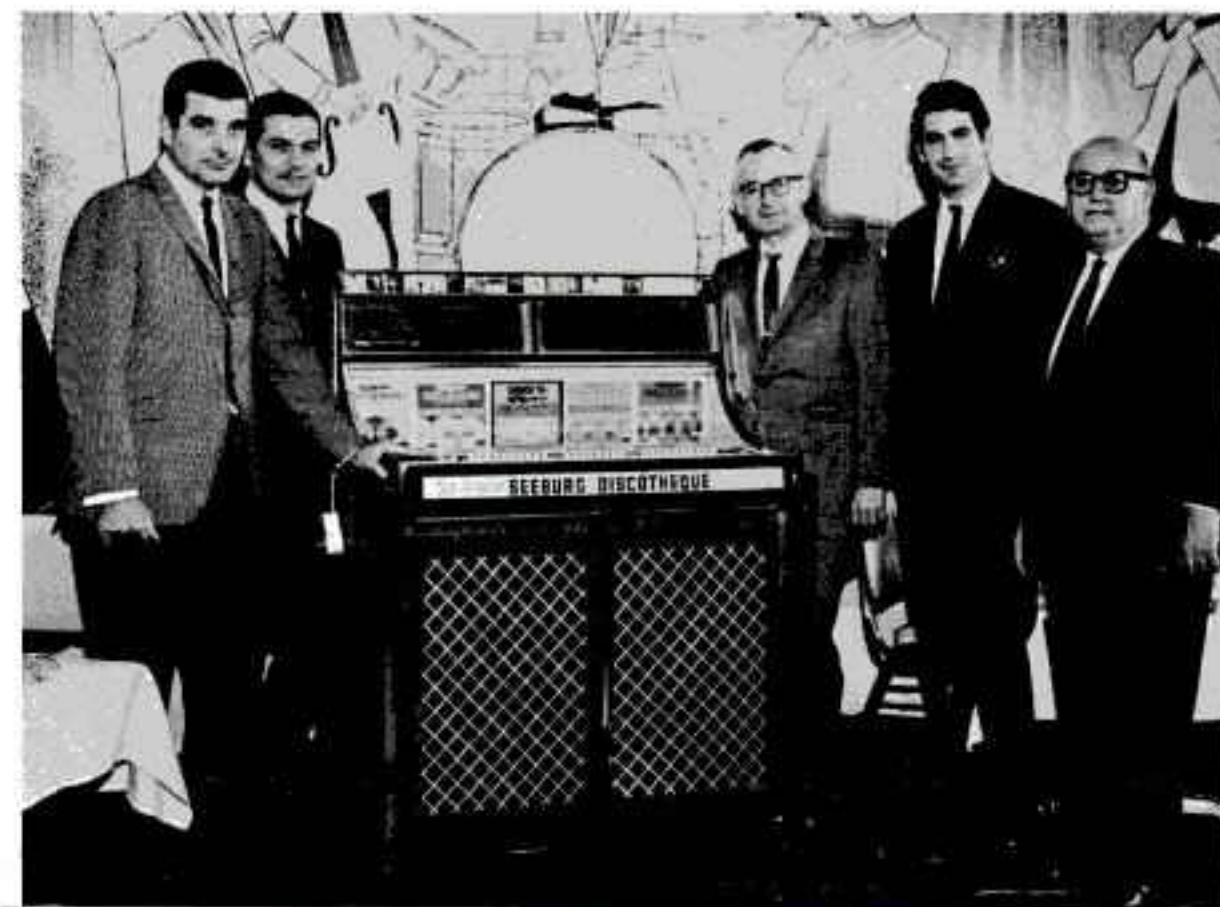
Although the Broadway press party had the color, the New York area premiere of discotheque actually took place some weeks ago at the Red Glove Restaurant in Great Neck, an event not overlooked by the local press.

According to the location's co-owners, Maureen and Jim Flaherty, business has "increased fantastically" since the installation was made by Tilford Gross, of Madison Amusement Co.

A second installation has since been made, with similar reaction by the owner, at the Dodgers Restaurant in Brooklyn. Operator there is Dave Sachs, of Union Automatic Music Co.

Some of the publications represented at the Park Sheraton show were Life, Look, The New Yorker, Redbook, Business Week, Seventeen, Cosmopolitan, The Mart, and This Week magazine.

Also on hand were the Associated Press, ABC-TV and WPIX and WOR-TV (New York stations).



AT SEEBURG'S New York Discotheque showing at the Park-Sheraton Hotel were, left to right, Arnold Silverman, Seeburg; Stan Jarowki, Seeburg; Meyer Parkoff, Atlantic-New York; Joe Panarinfo, Seeburg's discotheque consultant, and Oscar Parkoff, Atlantic-New Jersey.

## North Carolina Assn. Elects New Officers

CHARLOTTE, N. C. — The North Carolina Music Operators Association—organized in January 1963—held its fourth general meeting Sunday (21) to elect officers for 1965.

Though details of the election were not available at press time, it was likely, because association bylaws prevent the president from succeeding himself, that first vice-president Fred Ayres of Greensboro would assume the post handled so capably during the past year by Garland B. Garrett of Wilmington.

Under the leadership of Garrett during its first year, the NCMOA has aggressively enlisted members, enrolling about

75 per cent of the operators in the State.

Garrett has also stressed the importance of affiliation and co-operation with the National Association, and at the NCMOA's last meeting on Dec. 6 invited the MOA's Fred Granger to address the group.

Last Sunday's meeting was set for 1 p.m. at the Manger Motor Inn here.

## Coin Curling With National Shuffle Unit

TORONTO — This country's host of curling enthusiasts and a growing following in the U. S. may now enjoy miniature Bonspiels utilizing the new combination shuffleboard and curling game manufactured exclusively by National Shuffleboard & Billiard Co., East Orange, N. J.

Distributed here by New-Way Sales Co., 1257-61 Queen Street, W., the coin-operated shuffle-curling game is contributing to the growing popularity of shuffle equipment and pool tables in Canada. Operators of shuffleboards and pool tables are reporting weekly averages of \$40 to \$60 per piece.

The combination shuffle-curling game is being placed in curling clubs, bowling alleys and billiard parlors with best success, according to Harry Kotler, executive vice-president and general sales manager of the manufacturing firm.

The curling game design, its patent pending, incorporates the customary curling "house" at each end of the shuffleboard. Multi-colored shuffle pucks are used as stones. Brooms are dispensed with.

## It's Herr Borrach

LONDON—Billboard's apologies to Herr Borrach of Nova Apparate for the inadvertent misspelling of his name in connection with his attendance at the big A.T.E. show here recently. The A.T.E. coverage was a complex undertaking, with copy and photos air-expressed back to the U. S. in time for publication. In the process, a few signals got crossed and Herr Borrach was the unfortunate, though very gracious victim.

## Mario Lanza Relatives Open Restaurant Here

CHICAGO — A new restaurant scheduled to open here this week will feature a memorial room for the late Mario Lanza. The room will contain many Lanza recording and movie mementos.

Owned by John and Virginia Abbatacola, in-laws of the singer, the new eating place is called Mario's Restaurant and Lounge. It is located at 6732 West Cermak Road.

Located in the restaurant will be a Seeburg 480 console operated by Reliable Music, Berwyn.

Grand opening is slated for this Friday, Saturday and Sunday.

## Extend Maine Sales Period

AUGUSTA, Me. — Many phonograph locations in Maine would be benefited by a proposed extension of liquor sales to 1 a.m. the year-round, including Sunday mornings.

Under the State's present law, the closing hour is midnight and the statute specifies that liquor sales must remain on Standard Time throughout the year. Thus, liquor may already be sold until 1 a.m., Daylight Saving Time, but only from the end of April to the end of October.

Several bills to legalize the sale of liquor in Maine Sunday afternoon and evening are still pending in the Legislature and the wording of the latest re-drafted measure could be changed by one of them if the lawmakers so voted.

## Wm. Valle Dies

ROCHESTER, N. Y. — William Valle Sr., 34, who succeeded his father-in-law as president and manager of Belmont Amusement Enterprises here after the latter was killed in a highway crash last November 17, died of a heart attack February 8. Belmont Amusement Enterprises deals in juke boxes and vending machines.



MEYER PARKOFF, Atlantic-New York president, dances the monkey, frug or something like that.

**BUY!**  
**METAL TYPERS**  
Vending Aluminum IDENTIFICATION DISC  
**WHY!**  
1. LIFE-TIME INCOME  
2. TROUBLE-FREE OPERATION  
3. ONLY 18"x18"

**STANDARD HARVARD METAL TYPER, INC.**  
1318 N. WESTERN AVE.  
CHICAGO 22, ILL. EV 4-3120

# COMING IN MAY...

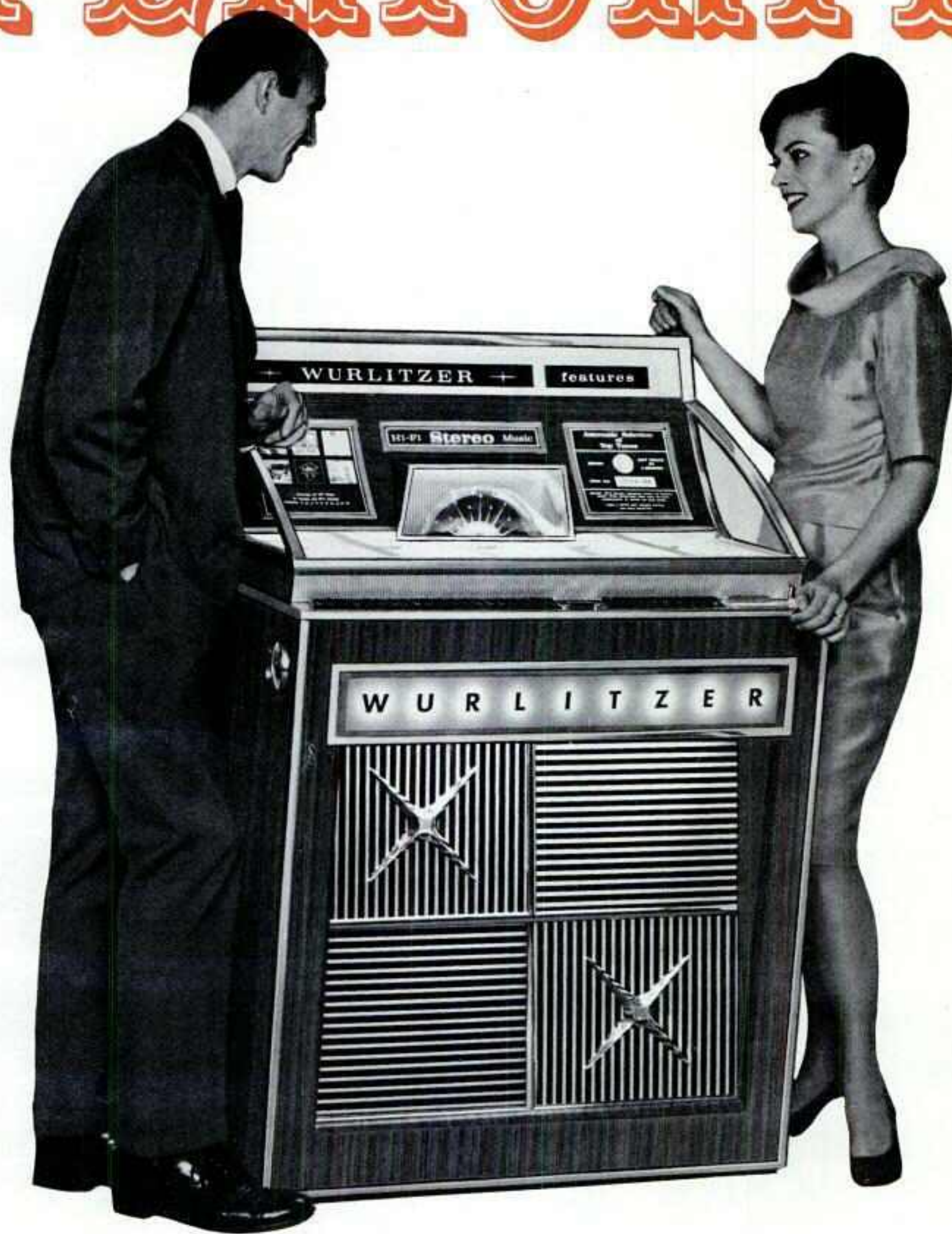
## BILLBOARD'S 1965 INTERNATIONAL COIN MACHINE DIRECTORY

START MAKING PLANS NOW TO BE PART OF THIS IMPORTANT "DIRECTORY ANNUAL" . . . DISTRIBUTED THROUGHOUT THE WORLD

The only separate buyers and sellers directory of its kind published exclusively for the coin machine industry



# Hear Its SUPERIORITY!



Wurlitzer's long held leadership in tone is now out in front by the greatest margin ever.

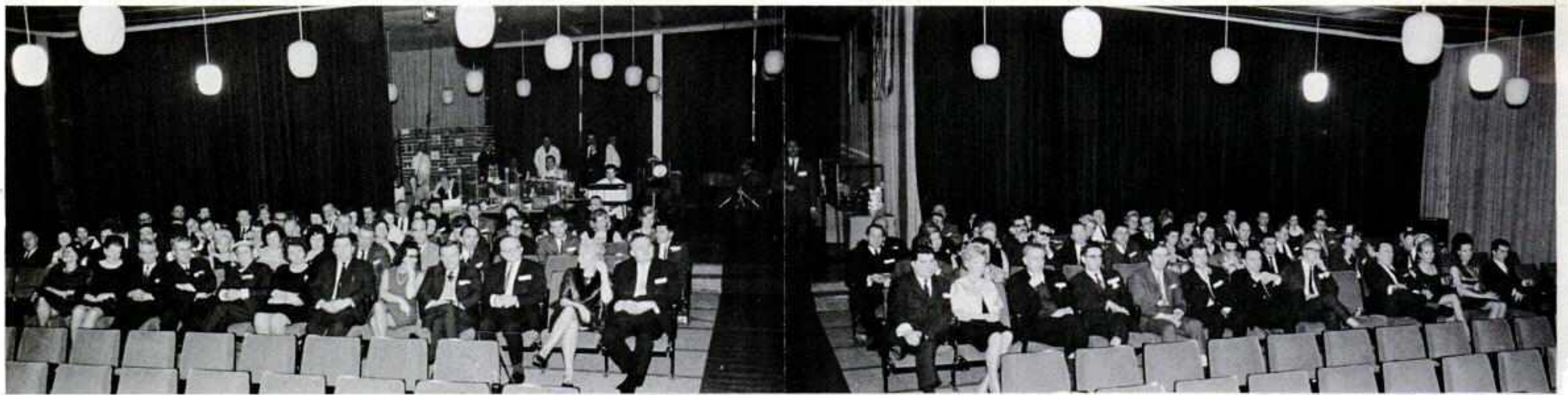
Solid state amplification on the Model 2900 is one reason for it.

A new turntable drive is another. Comparable to the costliest professional recording units, it guarantees positive record speed.

Result? Incomparable high fidelity stereo music — irresistible play appeal. The Wurlitzer Company • 109 Years of Musical Experience • North Tonawanda, N. Y.

**WURLITZER 2900** GREATEST OF ALL AUTOMATIC ENTERTAINERS





OPERATORS FROM BELGIUM, HOLLAND AND LUXEMBOURG, converged on Antwerp for Seeburg's Discotheque demonstration.

## Seeburg Holds Benelux Show

By **ANDRE DE VEKEY**  
**ANTWERP** — The expertise Seeburg's Benelux company, Seeben S.A., in the art of the "soft sell" to Europeans was ably demonstrated here (Feb. 10) when Discotheque and the Mustang phonograph were unveiled before 100 operators from Belgium, Holland and Luxembourg. Onlookers from Sweden and Denmark also attended.

This demonstration and that held in London by Seeburg, Ltd., for U.K. operators two weeks ago, follows hard on the heels of the Seeburg European distributors' unveiling in Zurich last month. Operators in Europe

are thus feeling the full impact of the enthusiasm distributors brought away with them from Zurich.

It was a satisfying day for Seeben's dynamic general manager Henri Herbosch, who reported orders of 200 pieces of equipment by the close of the show. This is the best evidence of acceptance that could be in the somewhat difficult and sophisticated Benelux market.

### Upgrade With Mustang

George Gilbert (Seeburg European v.-p.), Henri Herbosch, R. Meroni (Williams and United European manager) and J. F. Vale (Seeburg Verkoop, Netherlands) each addressed the gathering. Emphasis was given to the potential of the Mustang for upgrading sites from reconditioned to new phonos and the conversion of the "turntable" disc clubs to discotheque.

Operators were joined later by wives and friends for a discotheque dinner-dance at Antwerp's Bouwcentrum, a practical demonstration in a live setting which made its mark with greater effect than any sales talk.

Per-Axel Atterbom of Pan Nordic Automation AB, Goteborg, commented to Billboard on *(Continued on page 66)*



SEEBURG DISCOTHEQUE features include the Model 480 phonograph and backdrops provided operators in a package deal.



HENRI HERBOSCH, general manager of Seeburg's Benelux company, welcomes operators to Discotheque and Mustang demonstration.



SEEBURG PERSONNEL attending the Seeben S.A. Discotheque demonstration in Antwerp included Per Axel Atterbom, Pan-Nordic Automation, Goteborg; George Gilbert, Seeburg V.-P. European Operations; J. F. Vale, Seeburg Verkoop, Netherlands; R. Meroni, Williams & United European Sales Manager; Henri Herbosch, General Manager, Seeben S.A., Antwerp; J. Brouwer, Belgian distributor, Liege; and W. Boots, distributor, Luxembourg.



SEEBURG'S BENELUX general manager, Henri Herbosch, introduced Discotheque and Mustang phonograph to distributors during Antwerp meeting.

### FOR COINMEN:

- More News
- More Research
- More Ideas
- Faster Reporting
- Best Association Coverage

### THIS WEEK EVERY WEEK in BILLBOARD

The only coin industry business publication with a permanent Washington Bureau for up-to-the-minute reports on new and pending legislation.

#### Subscribe Now

BILLBOARD, 2160 Patterson Street Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$15  3 YEARS \$35

New  Renew

Payment enclosed

2 EXTRA issues for cash

Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

732

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_

Title \_\_\_\_\_



# French Manufacturers Seek To Curb U. S. Game Imports

By OMER ANDERSON

PARIS—French coin machine manufacturers are petitioning the De Gaulle government to restrict the importation of U. S. coin machines into France, primarily games.

Federation Francaise des Exploitants et Commerçants de la Automatique (FFECA) complains that the importation of "les flipper" (pinballs) especially has got out of hand and France is being flooded with flippers.

The trade organization advised the ministries of trade and commerce that imports of pinballs are rocketing to an extent which threatens serious damage to all facets of the French trade.

## French Imports

The FFECA furnished the ministries figures showing that France imported 6,278 machines during the second four months of 1964 with total value of \$2,682,758, compared with 2,939 machines valued at \$1,336,267 for the same period of 1963.

French manufacturers regard the 1963 pinball imports as "excessive" and the 100 per cent increase last year as "catastrophic." Not only are French manufacturers prevented from gaining a market for domestic product, they complain, but distributors and operators are suffering from the saturated market.

The manufacturers claim that France's entire coin machine industry is in imminent peril of "American takeover" because of unrestricted imports. The manufacturers are thus keying their complaint to the anti-U. S. business policies of the De Gaulle government, and it is this fact which has alarmed U. S. coin trade circles here.

## Prefer U. S. Pins

Representatives of U. S. manufacturers rebut charges by the French trade of an American "takeover plot." They say the zooming pinball shipments are warranted by the rocketing popularity of the game in France, and that if American product predominates on the French market, then it is simply because the French prefer U. S. pinballs.

Gottlieb and Williams pioneered pinballs in France. In fact, Gottlieb became a byword with the French, who used the firm's name as a synonym for "flipper."

The French flipper boom dates back to 1957 when France discarded currency restrictions and liberalized imports. Prior to that, U. S. coin machines were virtually impossible to import because of restrictions.

It is this halcyon (to the French industry) period to which the FFECA is seeking a return.

## 52,000 Games

In recent years Gottlieb and Williams have been joined in the

French market by Bally, Chicago Coin and Midway. Pinball sites have proliferated apace, and France now has 52,000 games in operation, according to French trade figures.

Competition has sharpened all along the line: distributors have had to resort to price cutting and expansion of credit, and operators have had to compete for the favors of location owners.

The French market is not only saturated with new equipment but it is burdened by used machines.

## Inflation Hurts

Finally, the French trade is trapped in a cost-price squeeze. Inflation is marked in France and growing. Operator margins have been sliced razor thin.

All of these factors add up to strong across-the-board trade support for moves to restrict the



BALLY PRESIDENT BILL O'DONNELL (center) presents a plaque for "extraordinary sales achievement during 1964" on the European Continent to Herbert Nach and Gerhard W. Schulze, N.S.M.-Loewen-Automaten, Bingen, Germany. Loewen and its staff held an award dinner in London, following the recent A.T.E. show.

inflow of U. S. equipment, although operators differ on just how this should be accom-

plished, and none wants to exclude U. S. product entirely or necessarily permanently.

# SAPAR Steps Up Fight Vs. Italian Anti-Pin Measure

ROME — SAPAR, Italian automatic association, is appearing at every parliamentary hearing in an effort to forestall the proposed law which would abolish pinball machines along with slot machines in private clubs.

Now in committee the bill should come to the floor of the Chamber of Deputies during March. The association is using all of its means to avoid grouping the pinballs with gambling machines, emphasizing the Constitutional Court decision of June, 1963 which held they were not gambling devices. Pinballs have been barred from public places since 1959.

Under the aegis of Avv. Bruno Mancini, SAPAR

adopted a resolution condemning the abuse of club privileges by "pseudo-private" clubs which has brought the wrath of the law upon the whole industry. SAPAR pointed out that it has been seeking a definitive law since the court decision in 1963 and asks for a distinction between automatic machines and gambling machines in any law which may be adopted.

Avv. Mancini estimates that there are now about 50,000 pinball machines in use in private clubs which give employment to people in every province of the country. Their abolition would seriously affect a number of distributors who specialize in the importation and placement of these games.

## Belgians Bilked

BRUSSELS — Belgian police have contacted trade associations with the idea of sponsoring competition to produce a phonograph and general coin machine burglar alarm system.

Police say that the breaking of coin machine collection boxes is increasing and has reached record levels. Even phonographs at normally busy locations are being pilfered, some of them while the establishment is operating.

The police proposal is for an alarm system built into each piece of equipment, this unit to be connected with the alarm system on the premises (when there is a system).

Police believe that a simple system contained in each piece of equipment would be sufficient to curb pilferage.

## Launch Swiss Push

ZURICH—N.S.M. of Bingen-on-the-Rhine, West Germany's largest diversified coin machine manufacturer, has launched a large sales program in Switzerland.

The Robert Roos firm of Zurich is the general sales agents for N.S.M. in German-speaking Switzerland, and Leonardo Balbiani of Bellinzona is

handling sales in Italian-language Switzerland.

N.S.M. is marketing three phonographs in Switzerland—the Consul, for "gracious living" locations; the Serenade and the Minibox. The Serenade is designed for the conventional location, and the Minibox is a compact model which can be used either as a console or a wall box.

The N.S.M. Consul has become famed in Europe as the favorite phonograph of Marshal Tito of Yugoslavia, who has a Consul in his hunting lodge outside Belgrade and who delights in playing it for hours when entertaining guests.

## Bronco Busting

FRANKFURT — Chicago Coin's Bronco pinball is busting all sales records in West Germany under the hard-sell promotion of Triefenbach Apparatehandel KG.

Bronco is being given tie-in promotion with the current wave of German enthusiasm for the U. S. West, which has made Western films and Western music top of the board in this country.

Some locations are organizing

## Seeburg Blueprints

Continued from page 54

said this was because Seeburg had grown faster than anticipated and that much of the equipment which was originally designed for the plant had since become obsolete.

Coleman also reported that Seeburg net profits and sales for the three months ended Jan. 31 were the highest in any first quarter in the company's history, and that it was the 17th consecutive quarter in which income and earnings increased over the comparable period of the preceding year.

Income rose to \$920,374, a gain of 28 per cent over the 1964 first quarter net of \$719,704. Earnings per share were 41 cents, compared with 33 cents per share a year ago. Sales totaled \$20,438,077, an increase of 33 per cent over the \$15,349,254 volume of the corresponding period a year ago.

All 1964 figures were restated to include Williams Electronic Manufacturing Corp. on a pooling-of-interests basis.



GEORGE COUGHTREY, Nottingham, England (second from left foreground), receives an award from Loewen-Automaten for outstanding sales of the firm's Serenade phonograph in the United Kingdom. Standing with Coughtrey are Michael Barrett, R. W. Mosinger, Gunther Redlich, Gerhard Schulze and Herbert Nach.

## EUROPEAN NEWS BRIEFS

"bronco busting" competition, in which high-scoring players are awarded bronco-buster pins. A few locations are awarding 10-gallon and five-gallon hats to local champions of the month. Other Triefenbach offerings are Chicoin's Spotlite shuffleboard and Cadillac bowler and Midway's Rifle Champ, Flying Turns and Rodeo.

beauty!  
big sound!  
wide selection!



Model 424

new  
ROCK-OLA  
Princess Royal

Never before has such beauty, quality of sound, compactness and versatility been combined in one phonograph! Rock-Ola's new Princess Royal plays 100 selections of 33 1/2 or 45 RPM, 7" albums or singles, stereo or monaural. Exclusive Rock-Ola Mech-O-Matic Intermix. Only 30 1/2" wide and 43 1/2" high. Famous Rock-Ola quality and design mean less servicing... longer, trouble-free life. Beautiful Walnut Conolite sides.

LOOK TO ROCK-OLA  
FOR ADVANCED PRODUCTS FOR PROFIT  
Rock-Ola Manufacturing Corp.  
800 N. Kedzie Ave. • Chicago, Ill. 60651

Say You Saw It in  
Billboard



# New Twenty-Hole Bingo Now in Delivery by Bally Manufacturing

CHICAGO—Bally Manufacturing Co. broke a 15-year tradition last week by introducing a bingo game with 20 holes instead of the customary 25.

According to Bally president Bill O'Donnell, the new arrangement "injects a new skill appeal into the play and provides the scoring simplicity operators have been requesting for some time."

Location tests, he declared, reveal that players heretofore baffled by the complex rules of previous bingo products are attracted by the new product.

Eliminated from the bingo card are all the lines and sections. Four color zones are employed instead. These red, green, yellow and blue zones each score separately with advancing totals displayed on the back glass.

Supplementing the top bracket

scores—formerly called the "five-in-line" scores—are four white zones superimposed on the color zones. The white-zones can yield high scores of 300 or 600, similar to the previous "corner scores." The white zones are also keys to Bally's Red Letter Game, retained on Border Beauty.

Also featured on the new product are "pick-a-play" buttons, extra balls, star rollovers and other "extra time" features.



**Valley Sales Co.**  
Presents  
**YOUR GREATEST PROFIT OPPORTUNITY FOR 1965**  
—DELUXE 6-POCKET AND BUMPER POOL®  
—The Dependable Tables!  
See Your Distributor or Write  
Complete Selection Parts—Accessories  
**VALLEY SALES CO.**  
333 Morton St. Bay City, Michigan



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



BALLY BINGO

## DISCOTHEQUE RECORDS

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

### HOT 100

TITLE	ARTIST	LABEL
YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Brothers	Philles 124
THE NAME GAME	Shirley Ellis	Congress 230
SHAKE	Sam Cooke	RCA-Victor 8486
TELL HER NO	Zombies	Parrot 9723
BYE, BYE BABY	Four Seasons	Philips 40260
LEMON TREE	Trini Lopez	Reprise 0336
EIGHT DAYS A WEEK	Beatles	Capitol 5371
STOP! IN THE NAME OF LOVE	Supremes	Motown 1074
JERK AND TWINE	Jackie Ross	Chess 1920
GO NOW	Moody Blues	London 9726
DID YOU EVER	Hullabaloo	Roulette 4593
COME ON HOME	Bill Black's Combo	Hi 2085

### SPOTLIGHTS

DO YOU WANNA DANCE	Beach Boys	Capitol 5372
DO THE CLAM	Elvis Presley	RCA-Victor 8500
FIND MY WAY BACK HOME	Nashville Teens	London 9736
BE MY BABY	Dick & Dee Dee	Warner Bros. 5608
NOWHERE TO RUN	Martha and The Vandellas	Gordy 7039
GAME OF LOVE	Wayne Fontana & The Mindbenders	Fontana 1503
LET'S TWINE	Dee Dee Sharp	Cameo 357
MOD SOCKS	The Grasshoppers	Warner Bros. 5607



OPERATORS TAKE FIRST LOOK at the Wurlitzer 2900 in Detroit at open house at Angott Distributing Co. Sales Manager Harold Christiansen (left) underscores equipment features for operators Joe Boyle and Gene Wagner, of the Dearborn Music Co., and Don Gilliard, owner of the Stadium Club Lounge.

Angott Harper, Harold and Pat Christiansen, and Irene Surowski.

Sales manager Bob Baer represented the Wurlitzer Company. "Reception of the new Wur-

litzer has been excellent," Harold Christiansen, general manager of the Angott firm, summed up the day. "Many orders have been taken, and we are far better than 'sold out.'"

## Canteen Hits Record Sales and Earnings

CHICAGO—Automatic Canteen Co. of America had record sales and earnings for the first quarter ended December 26, Patrick L. O'Malley, president, told shareholders last week.

In a separate meeting, Canteen directors declared a 15-cent quarterly cash dividend, payable April 1 to stockholders of record March 15, representing an increase of 50 per cent over the previous 10-cent figure.

O'Malley said the action confirms management's faith in the continuing growth and earnings pattern manifest over the past few years and represents the third dividend increase in the past nine months.

First-quarter sales and operating income reached \$62,593,729, net earnings after taxes were \$1,555,564, equivalent to 23-cents per share on 6,765,992 shares outstanding.

This compares with sales of \$61,798,238 and after-tax earnings of \$1,321,133, or 20-cents

per share on 6,747,817 shares outstanding for the same period last year.

## Joe Brilliant, Detroit Op, Dies

DETROIT—Joseph Brilliant, 59, well known in the Detroit juke box and amusement game business for nearly three decades, died here Feb. 14. He operated a music route in his own name as early as 1936, developing this into the Brilliant Music Company, located for some years in Convention Hall and later on Livernois Avenue.

This firm became one of the largest music operations in the area and was for a time a distributor for Rock-Ola. Brilliant was also a partner in B & S Enterprises, another operating firm. The music route was sold out a few years ago to the Fabiano Amusement Company.

Joseph Brilliant is survived by his widow, Sylvia, and two sons.

## SLUGGER...

Counter Game

1c, 5c or 10c play.  
Size: 18"x12"x8".  
Weight, 25 lbs.  
Natural wood cabinet.  
Polished chrome fittings.

\$54.50

f.o.b. Chicago



### SPECIALS!

#### BILLIARD SUPPLIES

5-Oz. Bumper Pool Balls (10)... \$ 9.00  
2 1/2" Balls, 1-15 w/Cue Ball... 12.50  
2 1/4" Balls, 1-15 w/Cue Ball... 14.00  
48" Cues ..... \$ 1.50 ea.  
52" Cues ..... \$1.95 ea.; 25 1.50 ea.  
57" Cues ..... \$2.95 ea.; 33.00 dz.  
Plastic Triangles, 2 1/4" ..... 1.00  
6-Hole Cue Rack ..... 4.00  
Billiard Chalk, Gr. .... 3.50

We carry complete line of Pool Supplies—Write for list.  
1/3 deposit, bal. C.O.D. or S.D.

## ELECTRIC SCOREBOARDS

Coin operated for shuffleboards.

15, 21 and/or 50 points. (Horse-collar). Overhead double-faced model on chrome stands complete with coin box.

\$169.50 f.o.b. Chicago

Sidemount model—15-21 points only. Complete with chrome stands and scoring buttons. Walnut Formica cabinet. Large coin box. Other features.

\$249.50 f.o.b. Chicago

## MARVEL Mfg. Co.

2845 W. Fullerton  
Chicago, Ill. 60647

Phone: Dickens 2-2424

## Wurlitzer Show Attracts 350

DETROIT—The new Wurlitzer 2900 phonograph was presented to Michigan operators Sunday at an all-day open house in the showrooms of the Angott Distributing Company, long-time distributor of the Wurlitzer line. About 350 operators and their wives attended the event, despite near-blizzard conditions. About one-third of the attendance was from the metropolitan area, and the balance from upstate towns, to distances of about 300 miles—an unusually heavy turnout of the upstate operators.

The host company was represented by Carl Angott Sr.; Mr. and Mrs. Charles Andrews, the former Madeline Angott; Mr. and Mrs. Carl Angott Jr., Mr. and Mrs. William Angott; Judith

## Plas/Steel Offers Rugged Pool Cue

WALKERTON, Ind. — Plas/Steel Products, Inc., local firm producing fiberglass parts for military and industrial purposes, has available for operators a new fiberglass billiard cue.

Company officials call their product ideal for "the clientele that is not the most gentle with cue sticks." Carrying the brand name Glas-Lite, the cues have been field tested and repeatedly redesigned over the past year, according to company spokesmen.

The cues are color-coded by weight, with special striping, and are available in a 48-inch standard cue at 14-16 ounces; a 48-inch, eight-ounce cue, and 52 and 60-inch cues in 14 to 22-ounce weights.

## LATE UNITED SHUFFLES

Seeburg R-222-161  
Chicago Coin Pony Express Gun  
Chicago Coin Playland Gun  
Chicago Coin Long-Range Rifle Gallery  
Midway Trophy Gun

# WANTED

Call or write:

**EMPIRE INTERNATIONAL**

Domestic Distributors  
For: Rock-Ola • Midway  
Cable: Emcomach

Division of: **EMPIRE COIN MACHINE EXCHANGE, INC.**  
CHICAGO: 1012 N. Milwaukee, EV 4-2600  
DETROIT: 7743 Puritan, DI 1-5800



# COINMEN in the news

## LOS ANGELES

George Rabinowitz, a new operator in the Bakersfield, Calif., area, was a recent visitor to Operators Vending Machine Supply Co. in Los Angeles. . . . Alberto Garcia was also at Operators from his headquarters in Juarez, Mexico. . . . Roy Foley is a new operator in the Orange County area. . . . Robert Shapiro was an Operators visitor from Oregon. . . . Larry Stern of Market Vending Co., Reno, Nev., picked up machines and supplies in Los Angeles recently. . . . The many friends of Mrs. Sid (Velma) Bloom will regret to know that she has been a Westside Hospital patient following an automobile accident. She is expected to be out soon. . . . Jerry Fuller was at Operator's from his home in Chino. . . . Sympathy is extended Berna Dean of the Merdean Corp. on



the death of her grandmother, Mrs. Etta Adkins, recently in Pomona. . . . Walter Merila of Merdean Corp. is off on a business trip to contact both operators and distributors on "Squeaky the Clown" machines that his firm handles.

## NEW ENGLAND

Rep. Catherine H. Carswell of Portland has introduced a bill in the Maine State Legislature which would grant vending machine operators the right to set their own milk prices. The measure would remove a milk control law instituted in 1930 to prevent milk price wars. . . . Over in Maine, State Rep. Louis J. Bernard of Sanford has filed a bill with the Legislature that would exempt amusement establishments from the Sunday closing law. . . . The Browning Laboratories of the Seeburg Corp. located in Laconia, N. H., was lauded for its exhibit at the seventh annual New Hampshire Industry Week program held in Durham, N. H., at the University of New Hampshire in January.

GUY LANGLEY

## DETROIT

Kenneth Styles, formerly with

## Vermont May Liberalize Liquor Laws

MONTPELIER, Vt.—Phonograph operations could be expanded in Vermont under a proposed liberalization of the Sunday liquor laws, which Gov. Philip Hoff has declared he would approve.

The governor also said he would okay a Vermont sweepstakes bill, which has been introduced in the House of Representatives if it is passed by the lawmakers. The proposed sweepstakes would be similar to the nation's only legalized State lottery now in operation in neighboring New Hampshire.

House Bill H33, sponsored by Reps. Allen R. Foley of Norwich and J. Alan Chalmers of Weston, would permit Sunday drinking on premises from noon until 9 p.m. and permit second-class licensees to sell beer and wine for off-premise consumption on Sundays during the same period.

Jet Music Service and now heading Styles' Music Service, has a novel tie-in that neatly exploits a memorable and popular phrase. He hands out an oversize business card, with big type reading "I Am the Greatest," followed by "Juke Box Man" in

smaller type and the usual name, address and phone identification.

Leo Angott, veteran operator of music and games, has opened a new coin-operated poolroom in Pontiac, under the name of Hollywood operation. He has a modest-sized operation with

three pool tables, plus a few pin games, and says the business "goes like crazy." One secret—he operates 24 hours a day, seven days a week, and is always able to meet the public's desire for recreation, with the coin operation keeping overhead costs down.

Mike Angott, an older brother, who was in the coin machine business in Detroit a number of years ago, is now operating two motels in Fort Lauderdale, Fla.

HAL REVES

## MICHIGAN

A service seminar featuring the New Rowe-AMI Diplomat coin-operated phonograph will be held at the home offices of Miller-Newmark Distributing Co. in Grand Rapids on Wednesday evening, March 10, at 6:30. Former AMI models will also be covered, according to the firm's Jack Gallagher. Lunch will be served before the session.

(Continued on page 66)



Williams

NEW! DIFFERENT!

# Pretty Baby

2-PLAYER ADJUSTABLE 3 - or - 5 BALL

2 EJECT HOLES PROTECTED BY 2 DROP TARGETS. HITTING DROP TARGET OPENS EJECT HOLE TO SCORE 100 TO 1000 POINTS!

- Number Match
- Slug Rejector
- Plastikote Finished Playfield
- Stainless Steel Trim
- Twin Chutes (opt.)



plus

MANY EXCLUSIVE WILLIAMS FEATURES



PLAYER'S CHOICE OF 6 WAYS TO PLAY...

CUSTOMIZED TITLE STRIP FOR CUSTOMER'S USE!!!

UNITED'S NEW

# Matador

BOWLING ALLEY

NEW IMPROVED SERVICE FEATURES AND MECHANISM THROUGHOUT

FASTER SCORING DRUM UNITS

New pedestal type leg! Adjust alley to your choice of two levels!

EASY TO SERVICE  
EASIER ACCESS TO PIN PANEL  
DUAL LOCKED CASH BOX

- Super soundproofing
- Built-in ashtray
- Easy-Normal Strike Adjustment in back box for Operator's Convenience
- Standard 10c Play—Multiple Coin Mechanism Optional at Extra Cost

Available in 13 FT. and 16 FT. Standard Lengths

4 FT. and 8 FT. Sections are available to increase lengths as desired

13 Ft. Shipping Weight (Crated) 740 lbs.  
16 Ft. Shipping Weight (Crated) 775 lbs.



Williams

ELECTRONIC MANUFACTURING CORP.

3401 North California Ave. Chicago, Illinois 60618 • Cable address: WILCOIN, CHICAGO

BUY THE BEST—BUY WILLIAMS



# Wico Markets Meter/Timer



METER/TIMER

CHICAGO — A new economy coin meter/timer, with a choice of 30 different timing cycles and a great variety of coin combination settings, is available from the Wico Corp. here.

Designed to meter electrical appliances, such as washing machines, vibrators, radios and dry cleaning equipment, the device may be factory-present in cycles of from 7½ seconds to 120 minutes.

The meter may be present to accept one or two cents, nickels,

## Coming Soon:

- Feb. 28 — Music Operators of America begin three-day meeting, Washington.
- March 16—Associated Buyers Club of Chicago meeting; Gunnell's Restaurant, Rand and Elmhurst roads; Mount Prospect, Ill.
- March 20—Connecticut Automatic Merchandising Council meeting, Hartford, Conn.
- March 27—Minnesota Vendors Association annual meeting, Minneapolis.
- March 28, 29—Music and Vending Association of South Dakota, business and social meeting, Ward Hotel, Aberdeen.
- April 1-4 — National Vendors Association annual convention: Sheraton-Chicago Hotel, Chicago.
- April 3—Georgia NAMA Council annual meeting; Midtown Holiday Inn, 174 Piedmont Avenue, Atlanta.
- April 10 — Maryland NAMA Council annual meeting; Sheraton-Belvedere Hotel, Chase & Charles streets, Baltimore.
- April 14—St. Joseph Valley Music Operators monthly meeting; South Bend, Ind.

dimes or quarters (the latter particularly significant because of the current shortage of half dollars.)

Complete with slug rejector, automatic timer reset, removable cash box and heavy duty slide bar and lock assembly, the unit is 12½ inches high, seven inches wide and four inches deep.

The Wico Corp., 2913 North Pulaski Road, Chicago 60641.

## Benelux Show

• Continued from page 62

the teen situation in Sweden. "Unlike Denmark for instance" where there are many dance clubs with records and live groups, Sweden has little to offer the youngster in this way. I am going back home to Sweden to consider how best to put over discotheque to the Swedes." Atterbom and his Scandinavian colleagues visited various discotheques in Brussels and Antwerp to get the feel of the business in Belgium.

# COINMEN in the news

• Continued from page 65

## HOT SPRINGS, ARK.

Phil Marks, Phil Marks Amusement Co.; J. Earl Gill, Gill Amusement Co., and W. E. Lewis, Lewis Novelty Co., three of Hot Springs major operators, reported last week that the city's program to revitalize the town has brought business back like the "old times." A new gimmick has restored gambling at the spa, which was closed down by Governor Faubus a year ago. Old gaming spots have incorporated as private clubs, and patrons enter via membership cards. This development puts Hot Springs back on the big-name talent circuit again. Mickey Rooney, Bobby Van, Charley Weaver, Mamie Van Doren, Roberta Sherwood, Ray Anthony and Jerry Van Dyke will appear in coming weeks.

ELTON WHISENHUNT

## CHICAGO

The 36th Annual National Sporting Goods Association convention and show brought nearly every coin billiard manufacturer to Chicago's McCormick Place exhibit hall to show their non-coin products. From Denver came Ted Silverman, Ed Greene, Anne Silverman, Shiela Miller, Red Goodman, Phil Zelko, of Ace Billiard Supply, with their Round O'Pool tables. All-Tech Industries and L. E. Cohn, Justin J. Goldsmith, Pearl Goldsmith, Harvey Heiss, Andy Kraft and John Moody were up from Hialeah, Fla. Nate Feinstein and Fred Skor from Worldwide Distributors here dropped in at the booth for a visit.



IRVING KAYE and Arnold Kaye with Ed Ratajack greeted visi-

S. H. Berger and other officials of the Dynaball Co. of Skokie, Ill., showed their billiard accessories. . . . Fischer Manufacturing of Tipton, Mo., was represented by Ewald and Margaret Fischer, Marvin and Diana Mertes, Lou and Margie Wermers and Bill and Mary Sterling. . . . Irving, Howard

tors at the Irving Kay booth. . . . In from East Orange, N. J., with their National Shuffleboard and Billiard Co. equipment were Harry Kotler, Nick Marosy and Jerry Gordon.

St. Croix Sales Corp. displayed its fiberglass billiard cues with Gordon Schluter, Harry Behrle, Robert Rhilby, Len Hoeffler and Earl Osten in attendance. . . . Earl Feddick, Gustave Wassman, John Ryan, Virginia Hoxie and Don Tozer coped with crowds at the Valley Sales Co. booth. . . . At the Palmer House,

HARRY KOTLER Gotham Educational Equipment Co. showed its Elliptipool product, with Art Frigo demonstrating the equipment.

Watch for a picture report on the booming billiards phase of the trade in Billboard next week.

RAY BRACK

## PHILADELPHIA

Suburban patrons of public transportation may soon be soothed by background music on buses here. The State Public Utilities Commission has approved the investment by Red Arrow Bus Lines in Musitime, Inc., a corporation formed to sell and lease music reproduction equipment and tapes to transit lines, and headed by David W. Taylor. Is this another angle for background music operators?

David Rosen, very active and much honored president of David Rosen, Inc., was paid tribute last week by the Jewish National Fund Society and the Chapel of the Four Chaplains. The former organization presented Rosen with a citation "For establishing an individual project in Israel through the Jewish National Fund." The latter group, formed to honor the four chaplains representing the four major Western faiths who surrendered their lives at the sinking of the SS Dorchester in World War II, named Rosen a member of its Legion of Honor and cited "the work you have accomplished for others."



DAVID ROSEN and Maurie Orodnenker

## Spanish Copyrights

MADRID — Spanish phonograph operators have negotiated an agreement drastically revising performing rights royalty payments.

Operators have obtained the consent of the Spanish performing rights society, Sociedad General de Autores de Espana (SGAE), to scrap the "category" system of payments and substitute instead a flat per-box charge.

Heretofore, all cafes were listed into various categories, royalties being scaled according to the size of the cafe, the size of the town or city, and the type of equipment.

Under this sliding scale, fees ranged from 200 to 500 pesetas per machine per month. There was continuous controversy, however, about the justice of this system. The new arrangement assesses each machine at a flat fee of 300 pesetas per month.

## OREGON

# A Survey of State Business Regulations

Fourth in a series of special reports on State legislation bearing on the operation of bulk vending equipment. By no means exhaustive, each article is accompanied by the name and address of the State official from whom complete and specific information may be obtained. Clip and save.

SALEM, Ore.—Oregon is a good State for vending operation. The firm engaged in regular bulk vending is subjected to no machine licenses (by the

State) or privilege taxes (also by the State).

The new operator must always check local municipal laws, however, to avoid the embarrassment and penalties resulting from ignorant violation of town, village or county ordinances.

If perchance a copy of the Oregon State Tax Commission's "Privilege Tax Application" should be called to the attention of a prospective bulk operator in this State, some confusion could ensue.

Item six of the application calls for an annual \$10 tax on all "coin-in-the-slot operated devices which operate on the insertion of two pennies," and item seven calls for a dollar-a-year tax on "all coin-in-the-slot operated devices which operate on the insertion of one penny."

### Read Fine Print

The tendency is to interpret this as applying to bulk vending equipment. The fine print on the back of said application, however, clearly states that the provision of State Statute ORS 320, under which provision the tax is collected, expressly exempts "all devices used strictly as a vendor of merchandise or service and without the elements of chance or prize involved."

Specific information on State laws may be obtained from Marjorie Young, Accounting Division, Oregon State Tax Commission, Salem, Ore. Portland ordinance information may be obtained from Ray Smith, Auditor, City of Portland.

## Awaits Treasury

• Continued from page 54

ment game and vending segments would be forced to convert well over 4,000,000 pieces of equipment.

### Cost High

Estimates of the cost of such a changeover range as high as \$200 million. And this doesn't include the loss of sales through equipment shut down during the switch.

The industry trade associations foresaw this contingency well in advance, fortunately, and have co-operated to the fullest with government metallurgists in the development of compatible types of coinage. It appears highly unlikely, therefore, that a disastrous change-over will ever be forced upon the coin machine industry.

## ALL MACHINES READY FOR LOCATION

Bally Spinner	\$ 55
Bally Target	75
Gottlieb Flipper Clown	195
Gottlieb Gaucho	345
Wms. Titan Gun	165
Wms. Pinch Hitter	135
Seeburg B	75
Seeburg V200	95
AMI F120	95
AMI H200	200
AMI XJB, 100	455
AMI Continental I	395
Kwik-Kafe Coffee Machine	55
Stoner Cafe, Model 500	95

Call, Write or Cable.  
Cable: LEWJO  
Distr. for Smokeshops & Gottlieb.

## Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor  
1311 N. Capital Ave.  
Indianapolis, Ind.  
Tel.: MELrose 5-1593

## MUSIC

Rock-Ola #425 Grand Prix	Write
Rock-Ola #424 Princess Royal	Write
Rock-Ola 418 S. A.	\$845.00
Rock-Ola 414 S.	745.00
Rock-Ola 404	645.00
Rock-Ola 1475	325.00
Rock-Ola 1485	175.00
Rock-Ola 1458	245.00
AMI JBJ	200.00
Seeburg KD-200	300.00
Seeburg V-200	100.00

## BOWLERS

### CHICAGO COIN

Tournament	Write
Majestic	Write
Cadillac	\$795.00
Sparelite	745.00
Grand Prize	795.00
Royal Crown	575.00
Gold Crown	325.00
Continental	495.00
Duchess	395.00
Queen Bowler	150.00
Twin Bowler	150.00

### BALLY

Challenger	\$300.00
Trophy	95.00
Lucky	95.00

## SHUFFLE ALLEYS

### CHICAGO COIN

Triumph	Write
Devil	\$525.00
Starlite	345.00
6-Way Pro Shuffle	145.00

### BALLY

All the Way, NEW	\$395.00
Super Shuffle	395.00
Big 7	295.00
Club	100.00

## KIDDIE RIDES

Bally Championship Horse (like new)	\$400.00
Motor Bike	400.00
Whirly Bird	400.00

## CALDERON DISTRIBUTING COMPANY

423 NORTH ALABAMA ST. (one door South of original location), INDIANAPOLIS, IND.  
PHONE: MELROSE 4-8468

## GAMES

### BALLY

Bullfight	Write
Bus Stop	Write
Song	\$345.00
Mad World	345.00
3-in-Line	325.00
Harvest	345.00
Sky Diver	300.00
Cross Country	150.00

### GOTTLIEB

Super Circus	\$125.00
Rocket Ship	75.00
Texas	135.00
Ace High	75.00
Straight Flush	75.00
Bonanza	145.00
World's Fair	45.00

### WILLIAMS

Hi-Way	\$ 99.50
Magic Clock	99.50
King Pin	175.00
Jolly Joker	75.00

### CHICAGO COIN

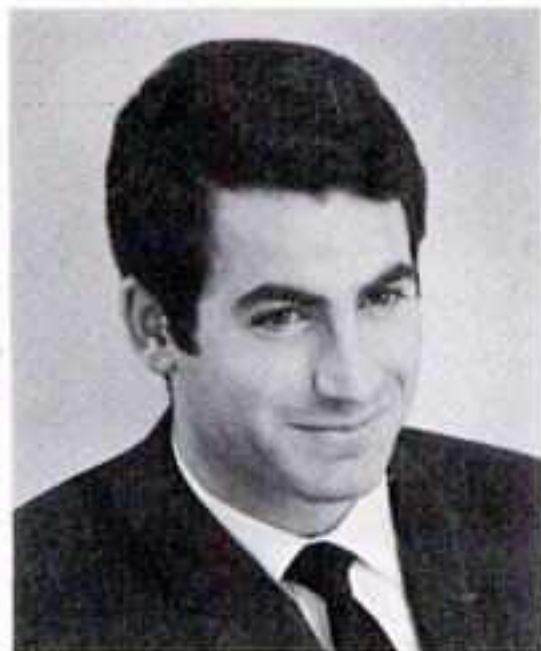
Bronco	\$345.00
--------	----------

## ARCADE EQUIPMENT

Chicago Coin Championship	Write
Chicago Coin Rifle Range	\$395.00
Chicago Coin Riot Gun	375.00
Chicago Coin Pony Express	295.00
United Bonus Gun	125.00
Williams Vanguard	125.00
Midway Shooting Gallery	150.00
Bally Heavy Kicker	125.00
Bally Target Baseball	125.00
Williams Official Baseball	195.00
Midway Deluxe Baseball	225.00
Midway Carnival Baseball	175.00
Midway Target	95.00
Chicago Coin Big Hit	150.00
Spinners	50.00



**Joseph Panarinfo,**  
originator of  
Discothèque,  
says:



Monsieur Joseph Panarinfo, the originator of Discothèque, is in the U.S.A. as an exclusive consultant to Seeburg. His services are available to every operator in the U.S.

« *Vous ne pouvez pas vaincre*

"YOU CAN'T BEAT

*cette combinaison.*

THIS COMBINATION.

*Ralliez-vous à elle!*

JOIN IT!"

THE  
AUTOMATED  
PACKAGED

SEEBURG

# DiscoTHÉQUE

## *Big Sound Stereo plus Rec-O-Dance\* Albums*

New Rhythm Twins stereo floor speakers have sectorial horns and 15" woofers. With the 6 speakers in the LP Console, they pour out a Niagara of Big Sound without distortion. It's the only sound *designed* for Discothèque.

The most danceable tunes ever—now recorded in pulsating big-band arrangements specially made by Seeburg for authentic Discothèque dancing. Only Seeburg has individual albums programmed to vary the beat from tune to tune to keep the party lively . . . and profitable. Twenty Seeburg Rec-O-Dance Albums available now. Hear them and hear the difference.



And don't forget only Seeburg has the Discothèque Switch. Only with this feature can you have a Discothèque . . . and a regular phonograph as well. It's a two-for-one feature . . . exclusively yours from Seeburg.

Call your SEEBURG Distributor . . . N-O-W!

\*TM





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.

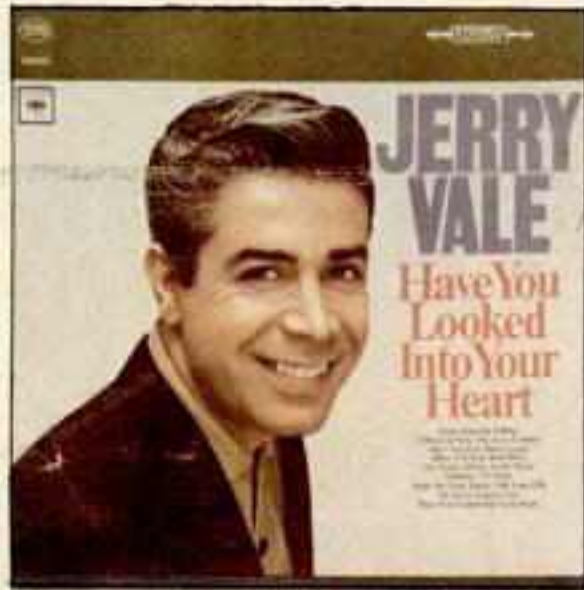


**POP SPOTLIGHT**

**HAVE YOU LOOKED INTO YOUR HEART**

Jerry Vale. Columbia CL 2313 (M); CS 9113 (S)

The most successful single record in the Vale career, "Have You Looked Into Your Heart," is the basis for this outstanding package. Material is in the vein of his hit as he performs "Have You Ever Been Lonely" and "Tears Keep on Falling" . . . all done in the fine big voice Vale style.



**POP SPOTLIGHT**

**THE NEW SEARCHERS LP—MIKE, JOHN, FRANK, CHRIS**

The liner notes say: "Not kid's stuff, but good solid music." It is just that. Their current hit single, "What Have They Done to the Rain," included here. With strings and much sensitivity the boys offer "I Don't Want to Go on Without You." The rhythmic "Magic Portion," and "Bumble Bee" are given strong renditions and well-produced by Tony Hatch.



**POP SPOTLIGHT**

**EYDIE GORME SINGS THE GREAT SONGS FROM THE SOUND OF MUSIC AND OTHER BROADWAY HITS**

Columbia CL 2300 (M); CS 9100 (S)

One of the finest Gorme albums to date! In top form, she weaves her way through a dozen greats from Broadway . . . some old, some new. Strong support from arrangers Don Costa and Robert Mersey.

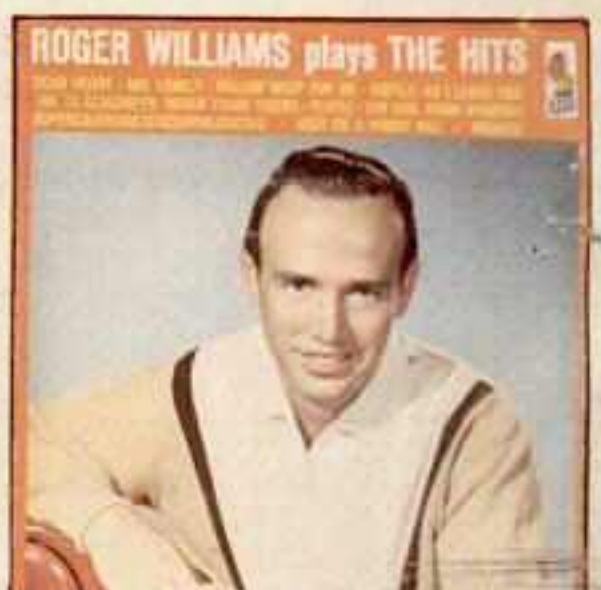


**POP SPOTLIGHT**

**ROGER WILLIAMS PLAYS THE HITS**

Kapp KL 1414 (M)

Backed by the full orchestra and chorus of Ralph Carmichael, "Mr. Piano" presents another creative, imaginative package of recent hit songs. Tender treatments are given "Try to Remember" and "Softly as I Leave You." A catchy novelty, "Never Tease Tigers"; a deep bluesy "Willow Weep for Me," and a Bach adaptation are all outstanding selections.



**POP SPOTLIGHT**

**FRIENDLY PERSUASION**

Ray Conniff, His Ork & Chorus. Columbia CL 2210 (M); CS 9010 (S)

The title of this new Ray Conniff album is quite appropriate. His music here is very persuasive. In addition to being a dealer in music, Conniff is a dealer in sound, and when his chorus and orchestra start going over familiar songs, it's like you never heard them before.



**POP SPOTLIGHT**

**PORTRAIT OF MY LOVE**

The Lettermen. Capitol T 2270 (M); ST 2270 (S)

For their eighth album, the Lettermen have fashioned a dozen semi-standard songs to their smooth style. The result is another winner in the vein of their past successful packages. Their warm distinctive blend is given strong support from the string arrangements that enhance—but never intrude—on the vocal . . . a bow to Jimmie Haskell.



**POP SPOTLIGHT**

**THE SENSITIVE SOUND OF DIONNE WARWICK**

Scepter 528 (M)

This is a well-produced package of standard material hand-picked to fit the outstanding emotional Warwick style. "Unchained Melody" is a prime example of her feel and know-how with a lyric. A "Bolero"-styled arrangement gives a full driving support. "Who Can I Turn To" is a triumph in warmth and tenderness of lyric. Exceptional Bacharach arrangements.



**POP SPOTLIGHT**

**MAY GAL SAL AND OTHER FAVORITES**

Burl Ives. Decca DL 4606 (M); DL 74606 (S)

This program consists of the recent single success, "My Gal Sal" and 11 other songs of nostalgia from the same era. The material and the Ives style fit like hand and glove and the end result is a happy package for fine programming and listening. "Jealous," "For Me and My Gal" and "Oh How I Miss You Tonight" are standouts.



**POP SPOTLIGHT**

**THE KINGSMEN, VOL. 3**

Wand 662 (M); S 662 (S)

The boys are in the pop music forefront again with their hit single, "Jolly Green Giant." This their third album contains the gutsy, earthy delivery that has marked their past hits ("Louie, Louie") and the new single. To add to the excitement, Wand has dubbed in audience crowd noises.

**POP SPOTLIGHT**

**20 ORIGINAL WINNERS OF 1964**

Various Artists. Roulette R 25293 (M)

Although Roulette and others have put out numerous albums along this line, this is the first to feature most recent hits. A number of the selections (e.g. "Leader of the Laundromat," by the Detergents) were 1964 year-end hits. Plenty of powerful radio station programming and buyer appeal in this one.

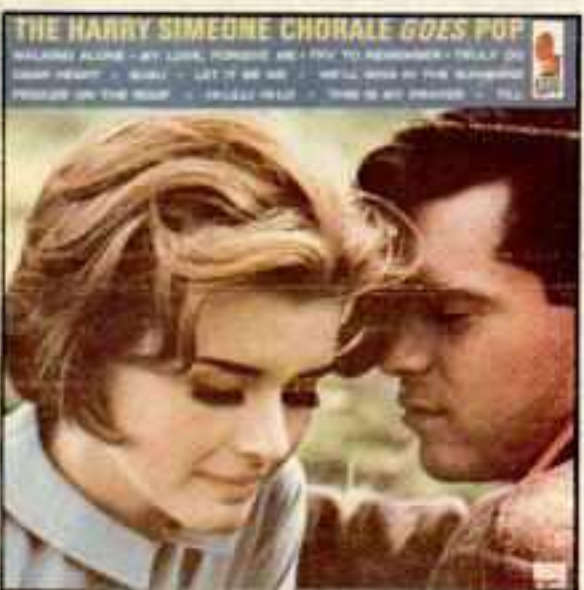


**POP SPOTLIGHT**

**THE HARRY SIMEONE CHORALE GOES POP**

Kapp KL 1420 (M); KS 3420 (S)

Completely pleasant listening from start to finish, The Chorale, a fine aggregation, smoothly glide through such current favorites as "Try to Remember," "Fiddler on the Roof," "Dear Heart," "We'll Sing in the Sunshine."



**POP SPOTLIGHT**

**SING A SONG WITH THE BEATLES**

Jimmy Haskell, Tower KAO 5000 (M); SKAO 5000 (S)

This de luxe package contains Beatles-styled arrangements of Jimmie Haskell and a complete book of lyrics and music. Chord symbols are also included to enable the listener to sing or play along with the hits of the Beatles. A unique idea for those desiring to become the fifth Beatle!



**COUNTRY SPOTLIGHT**

**MR. COUNTRY AND WESTERN MUSIC**

George Jones. Musicor MM 2046 (M); MS 3046 (S)

The liner notes of this album states: "George Jones can do no wrong—this album proves it." An elaborate statement but quite true. The program consists of all new material, ballads and rhythm, written by several outstanding country composers. Jones is in his usual top form throughout.



**COUNTRY SPOTLIGHT**

**SONGS FROM MY HEART**

Loretta Lynn. Decca DL 4620 (M); DL 74620 (S)

One of country music's finest artists, Loretta Lynn captures the true meaning of all country music with warm, deep-feeling renditions of such favorites as "Happy Birthday," "A Boy Like You," "Once a Day," "Oh, Lonesome Me."



**JAZZ SPOTLIGHT**

**KENTON PLAYS WAGNER**

Stan Kenton. Capitol TAO 2217 (M); STAO 2217 (S)

A giant of this era of music, Stan Kenton has brilliantly and sensitively arranged the great works of Wagner to fit the modern world of music and yet retain their classic quality. An undertaking few could accomplish with such impact and beauty. All the fire and drive of Wagner is complemented by Kenton. Prelude and Love Death from "Tristan and Isolde" a classic example.



**JAZZ SPOTLIGHT**

**OUT OF THE WOODS**

George Shearing Quintet. Capitol T 2272 (M); ST 2272 (S)

George Shearing gets the billing here but it really is Gary Burton's album. Burton is young musician who composed and arranged this package, and in both departments, he's an ace. If he's trying to tell us something in the title "Out of the Woods," it's Shearing's high style with quintet and woodwinds that led the way.



**JAZZ SPOTLIGHT**

**LEONARD FEATHER'S ENCYCLOPEDIA OF JAZZ/JAZZ OF THE '60's, VOL. 1**

Giants of the Saxophones. Vee Jay VJ 2501 (M)

Feather, the nation's foremost delineator of jazz, backs up his successful "Encyclopedia of Jazz" with the appropriate sounds. This first offering concentrates on the outstanding saxophonists of the '60's.



**CLASSICAL SPOTLIGHT**

**CHOPIN; RACHMANINOFF; PROKOFIEFF; RAVEL**

Sviatoslav Richter. RCA Victor 2611 (M); LSC 2611 (S)

The flowing lyrical style of Richter re-sounds in this LP recorded live in concert some four years ago. His technique in the Rachmaninoff work is outstanding. In total, the four selections are played with delicacy and great feeling. A brilliant performer.



**CLASSICAL SPOTLIGHT**

**TCHAIKOVSKY: PATHETIQUE SYMPHONY**

New York Philharmonic (Bernstein). Columbia ML 6089 (M); MS 6689 (S)

Here is a beautiful, highly sensitive portrayal of this popular work. Bernstein conducts with a wide range of power and compassion, and the orchestra is at its best, giving a vivid and lyrical performance. The stereo qualities are excellent.