Retail Record Sales Are Ringing Up Peak Figures

NEW YORK — Retail record sales are heading for a new high this year. Although the final figures are not yet in and the big Christmas buying spree is not yet to come, a survey by Billboard's Record Market Research Division shows sales on the retail level were up almost 8 per cent over 1964.

The Billboard survey for last year showed that 42.1 million units were sold through stores, juke boxes, clubs and mail orders. Singles accounted for 226 million units, LP's for 192 million units, and EP's for 3 million units.

For the first nine months of this year, single sales in retail record stores were up more than 8.5 per cent, while LP sales went up more than 7 per cent. Sales of monaural records are up 3 per cent and stereo records are up 17.5 per cent over 1964. The nine-month survey covers only retail record stores and do not reflect sales for record clubs, clubs, or juke boxes.

In the summer of this year, the racks reported that after a slow start, they had picked up to the point where they were about 10 per cent ahead of 1964. Record clubs have been going through a reorganization since the last quarter of 1964. Capitol reorganized its club and RCA Victor took over the operation of its club from the Reader's Digest, and Columbia has been tightening its sales operation to enable it to make a greater profit on a smaller volume. It has not yet been determined whether sales volume in clubs has climbed over the 1964 figures, which was a low year.

The only downbeat note in the over-all happy sales picture for 1965 comes from classical records. The nine-month survey shows that classical sales are down almost 2 per cent under 1964.

Goodyear, Borg-Warner Follow Cartridge, Playback Unit Road

NEW YORK — Two more giants entered the car tape arena last week, each pursuing a different playback system. Goodyear Tire & Rubber Co. of Akron, Ohio, hit the market in early spring with the Ortronics eight-track system via its nationwide 8,000-store chain. Borg-Warner, through its Chicago-based spring division, within two weeks will test market a Telepro-built four-track monaural car-cartridge playback similar to Telepro's Porta- tape unit.

Mark B. Willson, Goodyear's entertainment equipment (radios, phonos, tape recorders) merchandising executive, confirmed that Goodyear will go "all the way" with our tape playbacks and cartridges. "We don't test, we go once we've made up our minds.

' Pleasure' Line Putting EMI in Pleasant Plight

By CHRIS HUTCHINS

LONDON — More than a million albums were sold in the first seven weeks of EMI's joint production with the Paul Hamlyn publishing company of the low-priced Music-for-Pleasure series launched Oct. 1. Demand has been so great that EMI's factories in the United States, France and London are working flat out to keep up production.

It is doubtful whether Music-for-Pleasure has the staying power of EMI's Star Club, a once-a-week tape series launched last year.

(The Continuation of page 24)

N.Y. NARAS Membership Gains by 37

NEW YORK — Membership in the New York Chapter of NARAS continued on an upward trend last month. Added to the membership list were 37 names that included several top musicians.

The membership jump follows a trend that, according to George Simmon, the chapter's executive director, has been taking place during the last six years. "October also saw a sizable jump," Simon said, "and, what's more, we've had many ex-members coming back in.

(The Continuation of page 24)

'First' Whirl War Rages On Radio Station Front

By CLAIRE HALL

NEW YORK — The war for exclusive records continues to rage in the nation's major radio markets. The exclusivity may last from a few seconds to a few weeks, but competitive Top 40 radio stations who receive a record by a hot artist seldom let it lie fallow.

The airwaves are filled with the sounds of many of the radio stations who're in the battle for exclusive records by big name artists. "Firsts" help build station image, the records are a "stay-tuned" factor that keeps teenagers from switching the dial to another station, and that the battle creates a lot of station excitement among the deejay staff that keeps them interested in their work.

Too, having the records on the air first gives stations something to talk about.

But, at the very moment a deejay at a radio station is yelling over the sound of the music: "Remember! You heard this Beatles record first...", a record company executive may be taking a couple of aspirin for his headache. The truth is that airplay of a new record can kill the old one by an artist before the cream of the record sales have been fully reaped.

On the other hand, sometimes the exclusive records are exclusive only because a record company carefully planned it, hoping for better treatment at a radio station.

What it boils down to is that an exclusive doesn't count much unless it's a major artist. Among these, at present, are the Beatles, the Rolling Stones, Sonny & Cher, the Beach Boys, and Herman's Hermits. The Beatles' records, of course, are the prize.

(The Continuation on page 46)

Musicians' Job Crisis Attacked

By MIKE HENNESSY

PARIS — In the face of much misunderstanding and burling of insults, the Paris Musicians Union (Syndicat des Artistes Musiciens de Paris) this week make the first move in a campaign aimed at straightening out the complex situation regarding engagement of foreign musicians.

Since 1933 French law dictated that musical formations, from jazz trio to symphony orchestra, must contain a minimum of 90 per cent French musicians.

It's That Season Again

THE 4 SEASONS

THE 4 SEASONS SING
BIG HITS BY BURT
BACHARACH, HAL DAVID & BOB DYLAN

FEATURING
DON'T THINK TWICE
#40324

THE 4 SEASONS' GOLD VAULT OF HITS

FEATURING
LET'S HANG ON!
#40317

THE 4 SEASONS SING: "PAY THE MAN" FROM "THE GREAT DIVORCE".

Hot On the Heels of His Hit Single
— a great new album by
BROOK BENTON

Brook's current single "Mother Nature, Father Time," leads off this great new album featuring more of his best-selling sound. This album re-unites one of the hottest combinations in the business: Brook Benton and composer/arranger Clyde Otis. This one can't miss! LPM/LSP-3526
WASHINGTON—As of last week, TWA was preparing to fly Mercury records to four countries, including Mexico, and California at lowered freight rates. CAB examiner Milton H. Childs, Jr., on October 27, 1965, approved the special rate for the Mercury records, as requested by Trans World Airlines and Mercury Records, became effective November 1, 1965. In the absence of any official action by the CAB members within the 30-day period following the favorable decision, it became effective as a final ruling.

Mercury Vise-President Irwin Steinberg, in an unprecedented appearance by a shipper before a CAB hearing on air freight rates, played a strong role in convincing the CAB of the necessity of incurring substantial loss in today's record industry, the highly perishable product requires “next day” delivery by air to maintain the slender profit margin.

The move to air-freight Mercury records out of Dayton to Los Angeles and San Francisco is part of a one-warehouse concept that will eliminate multiple warehousing with multiple sales offices, and direct air freight to distribution centers. Mercury expects its streamlined distribution to depend on expansive inventories, to observe in tight control in selection and distribution, with the ultimate possibility that a so-called “responsive sales system” will handle routing of records by air all over the country.

TWA says it expects annual air re-issues of $37,000 and shipments of 128,000 records monthly under the Mercury deal. Rates will start at a 100-per-cent minimum of $15.46 between Dayton, L.A., and 1,646 to San Francisco. Mercury re-issued as shipment quantity. The move will enable Mercury to keep a record freighting as a good deal for the airlines because of disk density and permit possible weekend and ease in handling.

TWA said they would save the California warehousing charges of 57 per 100 pounds to start, but changeover at the Richmond, Ind., warehouse will bring them about $14,000 the first year and the new operation is expected to cost about $62,000 a year thereafter. Mercury expects these costs to be covered in six months. The run by improved and specified distribution in three or four places where distribution is half the battle.

Al Cahn, Rosen Fired by Kapp

NEW YORK—Kapp Records this week dismissed two of its top executives—Al Cahn, vice-president and national sales manager, and Herb Rosen, in charge of album promotion. The action was described as “amicable” by all parties concerned.

Dave Kapp, president of the label, said the move is not a retribution. He added that while no successor has been named to fill either of the two men they probably will be replaced eventually.

It is pointed out that its production deal with Karma-Sutra is an indication that the label does not intend to put its horns, but is on an expansion kick with a new type of material. The two big bread-and-butter artists of the label, Jack Jones and Roger Williams. Dismissal of the two executives was made by Al Cahn, said he expects to stay in the record business. Rosen could not be reached for comment.

A-B Aides In L. A.

LOS ANGELES—Jerry Teifer, general manager of April-Blackwood, and David Rosner, assistant manager, are here to promote material for recordings and to meet with prospective West Coast representatives.

DEFENDERS OF Campus Field

BRYAN, Tex.—The Student’s Committee for Johnny Cash, which has been holding totally successful open-house performance for the country this summer, Nov. 24 at the Lakeview Amusement Club after Texas A&M President Earl Rudder had his own audience, announced that it will continue to function as a watchdog over controversial campus subjects.

The appearance by Cash was attended by about 4,000 students, Rudder canceled Cash’s appearance at the Texas school because charges of smuggling drugs from Mexico into the U.S. had been filed against the singer at El Paso, Tex.

James Baldauf, leader of the student protest, said the decision of the campus police to give Cash a contract by the off-campus performance, a petition protesting the decision has been signed by about 2,000 students.

The petition claims an “unfair pre-judgment of Johnny Cash...an infringement on the authority of the Memorial Student Center Council to unnecessarily intervene.”

The council voted to retain Cash despite the charges, but the group was censured by the administration.

EDITORIAL

Prime Time Project

The broadcasting industry is, without doubt, second to none in its power to influence the public. The industry is to be lauded for its enlightened use of this power.

Once again in its influence. Every radio station in the nation, including the Spanish-language outlets, has been informed by the Department of Justice that only records by such artists as the Supremes, but copy for radio spots. This material is for the job opportunity campaign sponsored by the Advertising Council and Plans Foundation. This campaign is to provide all jobs for people of all races, but the opportunity campaign is to provide the public with the urgency—and then the decision for the business and social health of the nation.

For further information, contact: Henry C. Wehrle, Jr., The Advertising Council, Inc., 25 West 45th Street, New York, N. Y.

December 11, 1965, BILLBOARD
Monte Kay Artists Hires Jack Lewis as Executive

NEW YORK — Jack Lewis, long-time artist and repertory director at RCA Victor, United Artists Records and Colpix Records, has joined Monte Kay Artists Management in an executive position in charge of independent production. Lewis will act as recording consultant for the company as well as other managerial areas.

The artist Lewis will now be associated with is known for his wide musical capacity include the Modern Jazz Quartet, The Cafes, The Freebirds, The Louie Bellini Group, and the Brazilian vocal group the Caracas, Bev, and Kay. Jack Lewis and Kay and Lewis leave New York on Dec. 7 for Brazil with Jack Gilberto. This will be Gilberto's first trip home since the global success of his recent hit, "Lilac in the Sky." It will be presented a series of television shows before appearing on Radio Record in Sao Paulo.

In Rio de Janeiro, Kay and Lewis will meet with their nearest client, the Caracas, top vo-

Liberty High On 4-Track Reel-to-Reel

HOLLYWOOD — Liberty Records remain in the four-track reel-to-reel business and expects this segment of the tape industry to grow. According to Les Mendell, marketing director, reel-to-reel is the dart of the industry and all the producers are desperate to get the tape rolling.

Reel-to-reel will hold its own, as it has always, says Mendell. The future for reel-to-reel is the development of the tape as a recording medium and the continued development of the reel-to-reel system.

Chemical Firm With GAC Shares

NEW YORK — The Baldwin-Montrose-Chemical Co., which owns 70 per cent of the stock of GAC Industries, Inc., announced its intention to sell its holdings of GAC stock. It is expected that the sale will occur within about 52 million. Key GAC executives would be among the buyers. The action is a move in a dispute between Herbert J. Siegel, chairman of the Painters and Allied Trade Union, and Martin J. Siegel, president of the company. "The company is a threat to the union of the paint industry and will be sold to a company that is friendly to the union," Siegel is quoted as saying.

ChicagO Plans Advancing For A Country Fest

CHICAGO — Sammy Cahn, writer of a new country song, "Shakin' All Over," which has been recorded by Jay-Gez, Acme Records, will be a featured performer at a country music festival to be held this week in U.S. District Court City here.

Plans discussed:

The executive said plans have already been made for the performance with the Warner licensees, Australia Records, Suprema Productions, and A&M Records, to release in conjunction with the festival. The festival will be held in June.

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NEW FACES, NEW SOUNDS ON COLUMBIA RECORDS

REMEMBER HIS NAME, IT'S GOING TO BE ONE OF THE BIGGEST!

BOB MORRISON
"Hey! Puppet Man" / "I Looked in the Mirror"
4-4344

STILL IN HER TEENS, BUT SHE'S ALREADY A TOP-40 CONTENDER WITH A BOB DYLAN TUNE!

LINDA GAYLE
"Maggie's Farm" / "Got My Mojo Working"
4-4362

THE MIGHTY MITE WHO BROKE IT UP AT THE NASHVILLE CMA CONVENTION!

DEBBIE LORI KAYE
"Soldier Boy" / "Could That Be"
4-4364

FOUR VERSATILE GUYS WELL ON THEIR WAY!

THE DUPREES
"She Waits for Him" / "Norma Jean"
4-4364

A GREAT GROUP THAT'S GOT A COUNTRY FLAVOR ALL ITS VERY OWN!

THE HARDIN TRIO
"Don't Remind Me" / "Tippy Toeing"
4-4364
L.A. Col. Shifts Sales Staff to Interim Site

HOLLYWOOD — Columbia has transferred its sales personnel to a new interim facility at 1530 N. Gower Street, preparation for a third-quarter move to the Sunset Boulevard address. L. A. staffers will move into new facilities at 6121 Sunset Boulevard, which are under construction. The new building will feature local accounts prior to the service center's taking over duties formerly conducted by the local branch. The branch's operations manager and shipping personnel remain at the branch location until its closing.

During the interim period, the sales staff will use the regular Columbia Records Sunset Boulevard telephone and phone number despite their physical relocation. New construction at Sunset, however, has temporarily housed the label's A&R, custom services and studio, with the label's national offices at 1650 Sunset. The company is currently owned by the Bells, the label's principal owner, and is located at 1650 Sunset. The company is currently owned by the Bells, the label's principal owner, and is located at 1650 Sunset.
VI'S CARTER IS HURT IN CRASH

CHICAGO — Calvin Carter, vice-president and a director of Vee Jay Records, was seriously injured in an automobile crash near Gary, Ind., Wednesday (1). Carter underwent emergency surgery at Methodist Hospital in Gary. His condition is described as serious.

Brevity Is Tracy's Rule of Thumb

HOLLYWOOD—Short album tracks by jazz artists seems a good way to gain broader radio exposure for album products. Jack Tracy, Limelight's A&R director is working with this philosophy whenever possible.

Several previously issued LPs and some forthcoming packages were designed with this in mind. Gerry Mulligan's "If You Can't Be Em' In Em' enjoyed exposure on many good stations and one track, "Down-town," made several full-play 10-track playlists. Tracy says this LP is his most successful since joining the company. He was previously with Philips.

Tracy’s rule of thumb is to get his artists to cut short tracks in albums which gives the company stronger material to work with in the radio play area. The danger is in finding the right material which will not alienate the jazz stations.

Two new January releases designed with brevity in mind: "Oliver Peterson With Respect To Nash" and "Gerry Mulligan With Strings." Peterson sings on 11 of the 12 tracks and uses the concept on seven others. Ray Brown and Herb Ellis accompany him. Tracy says, he played the album for friends of Cole and they remark that Peter- son sounds like the late singer.

Peterson completes his trio revampment next January after returning from Japan. Stan Jones is expected to be the new bassist replacing Ray Brown. Peterson's newest drummer is Louis Hayes, having replaced Ed Thigpen.

Both men played with Cannon- ball Adderley. Mulligan's string LP is his first with fiddles, according to Tracy. He also plays clarinet in the new setup. The arrangements are by Australian Julian Lee.

Limelight celebrates its first birthday Jan. 1, and Tracy says the company has been pleased with jockey box sales for singles, most cutted from 27 LP's re- leased during the infant’s crawl- ing stage. "We found we can do fairly well with a known artist; 3,500 singles can be moved as a single record. This is best promotion and good exposure for the artist."

Goodyear, Borg-Warner on Cartridge, Playback Road

"Continued from page 1"

Willfong refused to state which system his firm would follow, but said that "whatever we announce, that will be the only one we will be using." However, according to reliable sources, Goodyear will shortly disclose that it will follow the Orrinetics system. Orrinetics is a subsidiary of the Champion Spark Plug Co. Its eight-track stereo tape system is not compatible with the Lear Jet eight-track, nor Telepor's four-track system.

Sold Through Dealers

Willfong confirmed that the playback system will be sold through Goodyear's company-owned (1,000) and franchised (6,000) dealerships. He said they will carry a full in- ventory of cartridges as a store traffic builder "so that we can sell more tires.

Primary source for Orrinetics cartridge recordings is Interna- tional Tape Cartridge Corp, which since has been the sole firm handling Orrinetics-type units.

Vince Vecchio, sales man-ager for Borg-Warner spring division's consumer's products, told Billboard that the four- track mono tape cartridge units and recordings will be tested in the Chicago area (where B-W has 10 company-owned outlets) and in New England. Machines and cartridges will bear the B-W trade-mark. Units will list at $69.95. Since the Telepor mono machine plays through the radio speaker, installation cost will not be a factor.

Billboard

TOP CHRISTMAS SELLERS

While dealers still report that it is a little early for Christmas product sales, certain LP's and singles came to be jumping out in front of others. It appears that Christmas LP's do not require the radio exposure to be successful. In many cases, the sales are not based on radio airplay. When a major hit is announced, it is as a result of a heavy cross- selling on Christmas LP's and singles reported in these special reports in accordance with usual research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next few months as a special holiday and tracking guide for retailers during this peak season.

In this report it is very possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP'S

(Alphabetically Listed By Titles)

13. WE WISH YOU A MERRY CHRISTMAS, Ray Conniff Singers Columbia CL 1892 (M); CS 8692 (S)
14. THE VENTURES CHRISTMAS ALBUM, Dolton BLP 2038 (M); BST 8038 (S)
15. CHRISTMAS WITH THE MIRACLES, Tamla TM 236 (M); (No Label)
16. MORE SOUNDS OF CHRISTMAS, Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)

THER CHRISTMAS LP'S RECORcING SALES (Listed Alphabetically By Titles)

JIMMY DEAN'S CHRISTMAS CARD, Columbia CL 2041 (M); CS 9204 (S)
FOR THE WHOLE FAMILY AT CHRISTMAS, Robert Keen, Thebes LP 0010 (M); ST 1701455
MERRY CHRISTMAS, Frank Lee, Dee Ca CLP 4591 (M); DL 74189 (S)
O RAMBINO—THE LITTLE DRUMMER BOY, Harry Simeone Chorale, Kapp CLP 1400 (M); KS 9360 (S)
SONGS OF CHRISTMAS, Princess Joelson, Columbia CL 1903 (M); CS 9793 (S); THIS CHRISTMAS I SPEND WITH YOU, Robert Coutee, Columbia CLP 1070 (M); CS 8765 (S)

CHRISTMAS SINGLES

(Alphabetically Listed By Titles)

1. LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Century Fox 2642 (M)
2. PLEASE COME HOME FOR CHRISTMAS, Charles Brown, King 5405
3. ROCKIN' AROUND THE CHRISTMAS TREE, Brenda Lee, Decca 30776
4. JINGLE BELL ROCK, Bobby Helms, Decca 30513
5. BLUE CHRISTMAS, Elvis Presley, RCA Victor 40647
6. WHITE CHRISTMAS, Bing Crosby, Decca 23778
7. CHILDREN'S CHRISTMAS SONG, Supremes, Motown 1085
8. SANTA LOOKED A LOT LIKE DADDY, Buck Owens, Capitol 5537
9. LONErrOS CHRISTMAS, Lowell Fulsion, Hollywood 1022
10. MERRY CHRISTMAS BABY, Charles Brown, Imperial 5902

December 11, 1965, BILLBOARD
On the Most Highly Praised and Widely Used Book Published for the Music-Record Industry in the Past Two Decades!

THIS BUSINESS OF MUSIC
by Sidney Shemel & M. William Krasilovsky
Edited by Paul Ackerman

FOR THOSE IMPORTANT BUSINESS ASSOCIATES AND CLIENTS ON YOUR "HOLIDAY LIST" . . . HERE IS A GIFT OF TASTE AND THOUGHTFULNESS, IN ADDITION TO A VALUABLE AND PERMANENT TOOL OF THE TRADE.

Regular price: $12.50 per copy ... but on purchases of 3 or more books, there are HOLIDAY DISCOUNTS from 20% to 36%!(See complete schedule on opposite page.)

A gift you know will be welcome ... because no company can have too many copies ... and no executive has enough until there is a copy in his office and one at home.

FOR EACH GIFT YOU WISH TO SEND, BILLBOARD WILL MAIL A HANDSOME GIFT CARD—HAND-SIGNED WITH YOUR NAME—TO EACH RECIPIENT ON DECEMBER 15.
OR, IF YOU PREFER, ALL COPIES WILL BE SENT TO YOU FOR YOUR PERSONAL DISTRIBUTION.

ORDER NOW ON THE CONVENIENT FORM ON THE OPPOSITE PAGE.

NO ORDERS AT THESE SPECIAL HOLIDAY RATES WILL BE ACCEPTED AFTER DECEMBER 15.

What people are saying about "THIS BUSINESS OF MUSIC."

"As a person who has dealt all of his adult life with the many complex problems in the music business, I wish to compliment the authors and editor of the book 'This Business of Music.' It is the most comprehensive and valuable handbook for any individual or organization dealing with artists, writers, agents, etc."

H. J. Lengsfelder

"I find that I am using 'This Business of Music' very often to answer questions with which I was not involved in the past, and it's really a great piece of writing and editing—sort of the Dr. Spock of the music business."

Paul Mills
Solo Music Publishers

"I think it should be mandatory for every aspiring publisher or manager to read and absorb the facts in the wonderful book, 'This Business of Music' ... an exciting and important work."

Ken Greengrass

"They range over pretty much the whole of the music business, giving detailed and satisfying accounts of matters like the policies of the major performing rights organizations and various industry practices, that I used to think of as hopelessly incomprehensible. For the first time I find myself able to understand (I think) the complex of interrelationships among the various segments of the crazy network that comprises the music industry."

Fordham Law Review

"I want to take this opportunity to compliment you on your excellent book, 'This Business of Music.' It is most informative and very well written. The chapter on taxation, I thought, was very well handled."

Abraham Kahaner
Certified Public Acct.

"Lawyers Shemel and Krasilovsky have written a most useful guide to the many intricacies of the business aspect of music. Musicians, both amateur and professional, should thank the authors of this work for providing the answers to so many questions in such convenient form."

Music Educators Journal
Special Holiday Offer
THE FIRST INDUSTRY-WIDE DISCOUNT OFFERED ON
"THIS BUSINESS OF MUSIC"
SINCE ITS PUBLICATION IN 1964

Billboard is pleased to inform you that a gift copy of
THIS BUSINESS OF MUSIC is now on the way to
you with sincere HOLIDAY GREETINGS from ____________

This handsome gift card (hand-signed with your name) will be mailed to each gift recipient on December 15. Cards will be mailed First Class in the U. S. and via Air Mail to Recipients overseas, to assure delivery by the 25th.

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   Sign Gift Card ____________________

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   Company __________________________
   Address __________________________
   City, State & Zip _________________
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by Larry Finley

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I REMEMBER TOMMY

Diamond Marks a Silver Jubilee

By Ray Brack

CHICAGO—Twenty-five years ago this week—or three months ago last Sunday—Sinatra joined Tommy Dorsey—an even younger fellow than his name suggests. Diamond hooked up with the same organization as band boy.

At that time, the fiftieth anniversary of the other day, Diamond, who is now national promotion manager for Mercury Records, dug up some old letters.

Meeting me cost Dorsey $100.00.

Dorsey met Diamond, a high school newspaper editor, in 1938 at a press conference during a Terrace Room engagement. Diamond cornered Dorsey to suggest that the band leader ought to buy a Triumph. Diamond didn't think so, went for the idea, which he says was "the making of Sentimental Swing" and the SSS clubs in every major city, complicated by a new hit of some 100,000 circulation.

We expose was the project that when Diamond hooked Dorsey up in December of 1940 the band leader remembered him well.

"He was at the Paramount."

Diamond recalls. The manager was with the band's truck. Driving across America when there was nothing to do but go to Chicago and look for work, I didn't think of the smell at the Fulton Fish Market. We worked the same on impulse, I entered the music business.

Diamond's recollection of the Sinatra of 1949 is sharp.

"I remember the Berlin, 'Not Yet.'"

"I remember a session in Hartford. A bunch of us were sitting around, speculating on what the future and Sinatra was saying. 'When I make it, I mean, do I have to get rich? You don't have to.'"

"One time Sinatra walked on stage at the Paramount to sing with his funny chubby face on his forehead. Dorsey walked on stage, too. He didn't go backstage and comb his hair. Frank didn't."

"Dorsey chewed Frank out a lot. But he was like a father to us. He used to say to me, 'You see the way I hug around with these guys? (meaning the boys) I never let me buy you some books. He liked me as a son."

Enlisted Army.

In 1942, the same week that Sinatra left the band to strike out on his own, Diamond entered the armed forces. Three years later, he passed up an offer of a job with the Sinatra publicity staff to take a song plugging job offered by Dorsey. "I couldn't resist," Diamond says. "I was well liked by Connie Haines, Jo Stafford, Sinatra and the Piperettes."

In New York, he worked with such hit songs as "Hopelessly One," "I Dream of You," "Yes Indeed," "You Can't Be True Dear" and "Little White Duck."

It was the last-named tune that launched Sinatra into a national promotion in 1951.

Diamond worked such memorable routines. say, "Lover," by Peggie Lee; "Rosemary Clooney's "Come On A My House,"

and his by the Andrews Sisters, Carol Haney, Dan Daley, and Robert J. Lewis.

Looked to compare song plugging and record promotion. Diamond said, "There's nothing like plugging a record. You can't get definite answers. Saying this could mean us all over the country—but you don't have to go through all the phases of DJ meetings in order to do the air.

In 1958 Diamond joined Carlin Records, moving in 1960 to Vanguard, where he worked such hits as the "Nifty Squirrels."

Diamond joined Phillips in 1962 and was named Mercury's Regional Director shortly thereafter; now directs 20 local promotion men, schedules single releases and serves as top assistant to executive vice-president Ken Myers in creative promotion.

Diamond's recommendations of California's "melting pot of music" over the Philippines have already developed as a force on the country scene, predicting that the Philippines will be the next "big change in recent years."

COLLEGE CIRCUIT

by Claude H. Hall

Singers for All Seasons

Every song by the 4 Seasons during a concert Nov. 14 at Penn State University Park, PA., received a bombardment of applause, according to Billboard correspondent David S. Keng. But their final number, their hit "Let's Hang On," was the hit that scored. The show was on the campus of the local Record Shop store; we've sold so many 4 Seasons albums that I can give an exact number. 40 would be a pretty good estimate on our interest. At the Music Mart, Jim and Revere also reported stronger sales. "We've sold about 30 albums," Dick Gregory was also on hand, but earned no sales activity as a result of the concert.

Ferrante and Teicher on Nov. 15 at Central Michigan University, Mount Pleasant, Mich., drew a crowd of 3,500, reported correspondent Jim Leach. "Their hits, "Exodus" and "The Apartment" brought cheers, also a medley of Henry Mancini hits by both Ken [Hutch] at the Log Cabin and the Yankee Store reported that Ferrante and Teicher album sales were going well because the concert went over big.

Glen Yarbrough on Nov. 16 at the University of Alberta, Calgary, Canada, performed reportedly by 2,100, according to correspondent B. E. Sullivan. "Baby, Rain Must Fall" was well received, but his performance many unknown, it was really quite good, though pretty tunes, probably brought him lower reaction in some cases. Don Williams at Glenn's Music said the concert had resulted in an increase in sales of some 13,500 LP. Yarbrough's single "It's Gonna Be Fine," while a big hit in the area, had been dropped in the system.

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THE TOY SONG

mercury single 72519
New World Ahead for Brenda Lee

By ELTON WHISENHEIM

NASHVILLE — Brenda Lee, who reaches her 21st birthday Saturday (11), has had one of the most extraordinary careers in recording history. It was at the age of 10 and she attained nationwide popularity as a little girl with a voice to die for. Charles Records re-signed her in 1962 to a 20-year contract with a minimum $1 million guarantee. Brenda has gone from those early years of building a street to setting attendance records all over the world. She has appeared in各大 and is bordering in five foreign languages (French, Italian, German, Spanish and Japanese).

She has made another successive transition. She began singing rock 'n roll when it was in its heyday. She started singing good music ballads in 1959. The result surprised even Brenda about her own changing musical tastes. "If someone had told me five years ago, "Mother's Day" five years ago, I would have thought they were crazy," she said. "The public is not that type of song. 'They're the kind of songs I like to sing.'"

Her universal appeal crosses all age lines. Her manager, Bob Albert, said she averaged 100 fan letters a day from all age groups — children, teenagers, adults in their 80's. World acclaim.

In addition to being the top U.S. vocalist for years, she has for the past three years won the "World's No. 1 Female Vocalist" poll conducted by a group of London publications which votes on artists' areas over the world. The petite (4 feet 9) Brenda has had charted in every country she has played. In every language, they all came out "fabulous." The president of i

BRENTA LEE

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constance Towers, left, and Brenda Lee at the Academy Awards' session for original cast album of "Anya." daughter of the last Russian Czar, was also given over by an opportunistic syndicate and her eventual confrontation with the theatrical Dowager Empress, is told in a somber, plodding manner with the only lift coming towards the end. The visually, effectively confrontational scene between the young princess and the old Empress. It's a long wait until then, though.

Constance, the title role, Michael Kerouman and Ilra Petina give fine vocal flavor to the score and Lilian Gish, as the Dowager Empress, makes a notable impression as she steps out of the song. "The Snowbird Song," "Here Tonight, Tomorrow Where?" "I'm Goodbye" and "Vodka, Vodka" are the most successful of the Wright-Foreest adaptations and should highlight the original cast album release by United Artists Records. The LP was out two weeks before the show's opening at the Ziegfeld Theatre on Nov. 29 and the album will go into market whether business picks up at the boxoffice or not. At press

Brazil referred to her as "the best good-will ambassador the U.S. has ever had." A decade or more ago she set records in Japan. She recently returned from five days in Venice, where she performed for the American embassy and packed the house on several shows, did a complete three-day tour, returned to the U.S. for a tour where she played to more than 100,000 a day and we appear for the third time on "Saturday Night Live." Her rapport with an audience is remarkable. She feels the audience, their humor, the stage. "Never know what the audience's going to be like," Allison said. So far Brenda has sold many records. She has been one of Decca's top sellers for years, has sold three gold records of her own on the album "Lonely." In addition, next year she will be in "Who's Who in America." What quality does she have that makes all the difference? Owen Bradley, Decca's Nashville chief and her A&R director feels it's not a big deal. "It's just exactly what it is," Owen said. Brenda has a different way of singing a song, he said. "She does a great job of selling the lyric. She sings, shimmers, glimmers, grinds. It takes to get the lyric across." Lenny Salidor, national promotion manager for Decca in New York, said: "She always sings on key, something in the way she's singing, some things she can't do. She is tremendous at interpreting music. She has an innate sense of timing on melody. She learned music by ear and things stick with her. She's got the mind, heart and soul — and there's better all around performers. Thelma Todd, Brenda looks to her adult years with a little apprehension. "I'm a little frightened," she said. "If a way, I'm sort of sorry to say you as my growing up years. I'll have a lot more responsibility now.

"They say I used to be afraid of becoming a star, " Brenda said. "It's a long wait until then."

Signings


time, management was still undecided about trying to make a run for it. There is nothing to be an uphill fight for UA's cast set.

M. GROSS

Critics Box-Score

TIMES: "...'Anya' is at least easy to listen to where it otherwise isn't."

HERALD TRIBUNE: "In spite of the fact that 'Anya' is an old-fashioned musical it isn't any good."

NEWS: "a solemn old-fashioned musical play.

POST: "unashamedly new musical play.

JOURNAL: AMERICAN: "... an outdated musical."

PEOPLE AND PLACES

Bobby Roebell, who scored a smash with his major New York night club debut at the Copacabana earlier this year, returns Thursday (9) for a four-week engagement. He will appear at the Society of Magazines Writers dinner Dec. 17 at the Waldorf-Astoria. Singer Fred Smith plays organ and plays高低 on Smithsonian Series shows in San Antonio, Calif. Records national promotion man, touring the Midwest.

Young stars of the Teenage award group, arrive in Chicago Friday (10) to begin a tour of the U.S. New York from an engagement at Houston's Tidelanders on Dec. to promote his recording London's Records. The TV soap opera, "Days of Our Lives" is currently headlining the new show at the Lute Lin Quarter.

Felix Faust, assistant to Nat Shapiro at Columbia Records, was named to Conn. to Bob Alger, music business vice president.

Dick Dale, mandolin player and headliners of "The Four Strings," rest of the month.

Ray Martin has written the score for "Take Your Time, Country," for the resident concert group of the Towers and Pam. at the World Fair in New York. "Casablanca" orchestra. With the addition of a lot of current songs into the show, by Tony Martin, it is currently playing in the Crest Room at Kaza. Tony Rose, now a member of the violin quartet, will return to the edition for an eight-week run beginning in January to the New Dual Radio City Music Hall. California for Diamond Records.

British record producer Mike Mort has signed with Management Group for his artists, including Herman's Hermits and the Animals. Productions and record company are preparing a musical titled "San Francisco" with a book by "The Mating of Romeo and Juliet."

Nola Lane, executive Vice President to manage company for Conn. De Nove's public relations firm, Anthony De Filippo, formerly a management account, has joined the staff as account executive. Diane Berger is now separate in the International Center area area. Bruno Sachs has been set for their first Hawaiian booking when they do the "March of Time" and "The Immigration" at the University Center Area Dec. 25-26. Bobby Fuller, recently signed to Mike Mort, has completed his first motion picture role in "Out of Sight" for Lionsgate Productions, Lewis Garfield and Paul H. Cline of the Sacramento Memorial Auditorium on Dec. 18. April Stevens and Nino Tempo currently touring the campus circuit. Bob Layne joined Astral Records as national promotion manager.

Berry the Berries in Stint

NEW YORK — Chuck Berry, backed his group Thursday at the Village Theatre on New York's East Side, drew tumultuous applause with a program made up largely of blues and its derivatives, rock 'n' roll. The house was packed with a teen-age audience which enjoyed both rock and pop music, the latter being almost completely new for years this year's highest grossing tour previously held by the Beatles. The show was presented by Manchester Fox and Bob Rubis PAUL ACKERMAN

Pinet Yoga Hit In U.K. Tour

NEW YORK — Musician artist Gene Pinet is back from England where he hit a high note on a personal appearance tour along with the William Morris Agency, which booked the tour, the group's high note for years this year's highest grossing tour previously held by the Beatles. Pinet did 28 consecutive dates, the show an impressive two-shows-a-day. Every concert was a sellout, according to the Morris and Company, with Pinet on the tour tour Peter and Gordon, Lulu and the Animals, the Bee Gees and the Quiet Few. Plans are to

(Continued on page 12)
HERE ARE SOME OF THE PEOPLE WHO WILL RECEIVE COMPLIMENTARY COPIES OF BILLBOARD’S 1966 INTERNATIONAL RECORD TALENT SHOWCASE

WHO’S WHO IN THE WORLD OF MUSIC

Each area of merchandising has been updated and expanded over the 1963 Bonus Distribution of this issue.

NEW YORK THEATRICAL PRODUCERS

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Maisy Hammond
Perry & Marshall
Perry & Frank
John & Frank
Verna Braley
Walter Friend
Kimberly Swiss
Bert & Karen Nance
Dorothy Grover
Ferdinand Berman
Beach & Perugia
Jenny Cooper
Curtis 
Curt Saffle
Al Cohn
Cheryl Crawford
Sue Bongiovi
Shelly Lommel
Sylver Haldeman
Herald Elliott
R.C., Etc.

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Robert Joseph
Jay Allen
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### Top Sellers In Top Markets

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**Big Hit "Glitter and Gold" with Danny & Diego**

- Danny and Diego have gained a steady following.
- They've been impressing audiences with their energetic performances.
- Their music continues to resonate with listeners.
- Look for their upcoming appearances.

---

**Billboard**

The writing team of Mann and Weil provide strong rock material for this debut. The discovery of Paul Stahan comprised of 9-year-old New York twin. They captured the Liverpool sound and should hit the charts with impact.

- *Flip*: "Anytown, U.S.A.*

**Cash Box**

Danny and Diego have whirled away a "gold" for their "Blown Away" featuring Darryl and Diego."
THE 1st!  
THE ORIGINAL!  
THE HIT!  

Jackie  
LEE  

JOHN DAVIDSON, left, who has been signed to Columbia Records, is shown at a press conference yesterday, accompanied by Columbia's promotion manager, Bob Banner, and Bob Banner, president of Bob Banner Associates, who manages the singer. Davidson will make his film debut in the role of Curly in the City Center's upcoming revival of "Oklahoma."

Gary McFarland Giving Spotlight to His Sidemen  

NEW YORK—Gary McFarland has great respect for his sidemen. That's why he's arranging the original material to be played at his concert at Lincoln Center's Philharmonic Hall on Feb. 6 so that each of the musicians in his orchestra will be "put in the light they deserve to be shown."

Among the sidemen who'll appear under McFarland's baton at the Philharmonic Hall concert are Clark Terry, Doc Severinsen, Bob Brookmeyer, Phil Woods, Jerome Richardson, Sabor Szabo, Richard Davis, Bill Berry and Joe Cocuzza.

Good Concert for 'Wobbly'  

CHICAGO—A memorial concert here on Nov. 19, the 50th anniversary of the execution of "Wobbly" labor organizer Joe Hill, harked back to the labor movement's wellspring of radicalism.

Held in the spacious loft of Poor Richard's in the vicinity of Old Town, the program offered several urban folk singers and poetesses in Ashokan, Ralph Chaplin, Laura Payne Emerson and Covington Hall. Some of Hill's best-known songs are "John Golden and the Lawrence Strikers," "Mr. Block," "Sissors Bill," "What We Want," and "The Preacher and the Slave."

Sung by migratory workers, Hill's output became known throughout the country before he died. The Poor Richard's memorial service featured some of these, but the appreciative tribute following Slovon's Woody Guthrie segment.

Notable about Slovon is his understatement, whether the point made is in humor or bitterness. He has faith in the

Pitney Clicks  
Continued from page 12

ready in the works for Pitney to return to England in February to appear in a BBC-TV special.

Plans are also being drawn up for Pitney to join country stars and fellow Musiciet artist, George Jones and Melba Montgomery, on a special country tour in March...

PACKS THEM IN  

A Triple-Decker Musical Treat at N.Y. Town Hall  

NEW YORK—The audience at the Town Hall Saturday night (27) received a triple musical treat. Paul Butterfield and his Blues Band of Elektra Records, Jim Kweskin Jug Band of Vanguard Records, and Gordon Lightfoot of United Artists Records.

Lightfoot led off the show and kept to his own written material. Switching from 12-string to six-string guitar, he went straight back again. Lightfoot displayed his tremendous picking ability as a songwriter and as a performer. On "Silver-Cloud Talking Blues," he was husky and a poetic touch burst forth on his "Early Morning Rain," which he acknowledged was being sung by quite a few people these days. His encore was "For Loving Me." Next on the bill was Paul Butterfield and his Blues Band, supported by lots of electric بغداد. Everything was amplified, even Butterfield's harmonica. The 12-man group concentrated on with the new types of rock influences that has been developing. "What Blues is the Sweetest Thing..." and more popular these days... and they did it with extreme dynamic expression. He said," I don't know where I was, but there was a sense of jazz on "Don't You Lie to Me." "I Got My Mojo Working" was heavy blues and

through it is all pied-a-terre harmonica, of Butterfield who drove the group on to more musical excitement.

The Jim Kweskin Jug Band, a colorful (both in clothes and music) organization devoted to keeping alive some of the most original ancient music expressions in America — took over next. They created a slow blues, with New Orleans musical feeling, a pair of vocals by jazz and Dixieland and blues, on such songs as "That's Where I'll Come Back To," "I Am a Man," and "Rag Mamma." It's excellent folk music.

CLAUDE HALL  

'Mancha' Put in Kapp Groove  

NEW YORK—The ovoid album cover of "Mancha" was recorded Monday (46) at the Kapp Studios. It will be released on a new type of rock music with music by Mitch Leigh and lyrics by Joe Darlin, opened Tuesday, Jan. 5, at the Anta Washington Square Theatre here to a majority of favorable reviews.

"The Mancha" deal involves a substantial investment on the part of Kapp and the firm is planning a strong promotion of the side featuring a 25-minute campaign on the package. Kapp has already released singles from the score including "Dulcinea" by Jimmy Sedlar, "Theme From La Mancha" by the Boss Guitars, and "The Impossible Dream" and "Little Bird, Little Bird" by the Harry Simeone Chorale.

The production stars Richard Kieron, Irving Jacobson, Ray Middleton, Robert Rountree and Jim Doolen. Sam Fox is music producer. The scoring is superb.

Prysock Places Accent on Soul  

NEW YORK — The durable Arthur Prysock, who's been successively setting out standards in soul for the last decade, larded out more of the same before an appreciative opening night audience at the Living Room here Monday night (19).

The Old Town artist set the mood with his opening number, "Fly Me to the Moon." With the exception of his hit, "It's Too Late Baby," which was delivered in the blues manner, with a touch of 'reb, the remainder of the program was in the final groove.

Prysock's husky, resonant baritone voice is tailor-made for such standards as "What a Wonderful World," "Ain't Misbehavin'," "Only You Love," "Old Man River," "Stella by Starlight" and "Blue." No attempt was made to "broaden" the program with a soulbythe number or a change of pace. Prysock confines his selections to what he does best. Ballads such as "Old Man River" and "Ain't Misbehavin'," which has always hurt the One You Love," usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Prysock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful manner, Pryock injects an earthy beat... but he always hurt the One You Love, usually delivered in doleful man
Carolyn's Back With A Hit

"WHAT DOES IT GET YOU"

B/W

"High Flyin' Bird" #16800

Carolyn Hester is back from her third smash British Tour where she launched her first single hit, "What Does It Get You" Order Now On...

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Merv Griffin TV Show......Dec. 9th
Smith College......Dec. 10th
Brooklyn College......Dec. 11th

WHAT DOES IT GET YOU
Red River Music Publishing

Press:
IVOR ASSOCIATES
New York
POP SPOTLIGHTS

TOP 20

Spots—Predicted to reach the top 20 of the Hot 100 Chart

FOUR SEASONS—LITTLE BOY (In Grown Up Clothes) (Saturday, Seasons Four, BMI)—Curiously riding high on Phillips' charts, this Vee Jay entry is one of the group's most exciting and commercial numbers ever. Designed for the top of the chart. Flip: "Silver Wings" (Saturday, BMI). Vee Jay 7713

VILLAGE STOMPERS—THE BIRD OF BLEEKER STREET (Sonowood, ASCAP)—Their most commercial single since "Washington Square" has the potential of the initial hit. Clever arrangement builds in tempo and rhythm that should prove a hot sales item. Flip: "Call Me" (Duchess, BMI). Epic 9688

DANNY HUTT—HIGHT BRIGHT EYES (Aahahaar, BMI)—Having hit with "Roses and Rainbows," this happy, rocking follow-up has more possibilities than the original. Strong dance beat is the ear-capturing to-dance vocal. Flip: "Monster Shindig Pt. 2" (Aahahaar, BMI). HBR 453

BEN E. KING—GOODNIGHT MY LOVE (Quinet, BMI)—Arranger Artie Butler builds a big production behind the soothing King and it all adds up to an easy-go rhythm ballad aimed for a high chart placing. Flip: "I Wish to Break the Last Time - My World" (Painted Desert, BMI). Atoe 6590

JACKIE WILSON & LAVERN BAKER—PLEASE DON'T HURT ME (Vintage, BMI)—With equal appeal for both the rhythm and pop markets, Wilson and Baker have a solid hit with this slow-driving blues material! Powerful vocal duet. Flip: "Think Twice" (Raymart-BRG, BMI). Brunswick 55287

BERTY MARSDEN—WHO YOU GONNA HURT (Anihanbar, BMI)—Riding high on the British charts, this newcomer should hit with impact in the U. S. as well. Clever catchy ballad with strong dynamic backing has strong possibilities. Flip: "Gonna Make Him My Baby" (Aberbach, BMI). Capitol 5552

CHARLES BOYER—I BELIEVE (Cromwell, ASCAP)—Culled from his new LP and tuned perfectly with the upcoming holiday, the distinguished actor gives a powerful, emotional reading of the standards. What a beautiful appeal. Flip: "All the Things You Are" (T. B. Harris, ASCAP). RCA Victor 723

TIMI YURO—ONCE A DAY (Mouss-BMI)—This strong country ballad from the pen of Bill Anderson could be the one to put Timi Yuro over the top. One of her best vocal performances. Flip: "Prevented" (Brandson, ASCAP). Mercury 72515

TOMMY BOYCE—PEE'S N' QUES (Screen Gems-Columbia, BMI)—Catchy nephew with puttering dance beat and featuring high pitched vocal is another "Tombstone" sound of the images. Flip: "Little Suzy Something" (Screen Gems-Columbia, BMI). MGM 13429

BOB MORRISON—HEY PUPPET MAN (Blackwood, BMI)—Rocking pop-folk number has all the makings of a hit for the talented composer-performer. Much discoball appeal. Flip: "I Looked in the Mirror" (Blackwood, BMI). Columbia 43541

CAROLYN BINKLEY—I WANT A BABY BROTHER FOR CHRISTMAS (Madboa, BMI)—Delightful four-year-old has the possibilities of becoming a great hit for this captivating performance. Air exposure should insure hefty sales. Clever number produced by Murry Robbins. Flip: "All I Want for Christmas Is My Two Front Teeth" (Weimar, ASCAP). Columbia 43486

CHART—Spots—Predicted to reach the HOT 100 Chart

MRS. DOUDALL—The Man in My Little Girl's Life (Jeans). ASCAP. EPIC 9878

THE MAYS—She's About Her Love (Jeans). ASCAP. 5551

CAROLYNE BINKLEY—The Man in My Life (Jeans). ASCAP. 5551

LESLIE AND LARRY GLEASON—The Early Bird Calls the Robo (Real Life). BMI. COLUMBIA 6477

SOL SOUL SURVIVORS—Can't Help to Be In Love With You (Mood, Motown). BMI.

DOLLY PARTON—Boy Singer (Lowery, BMI). MONUMENT 913.

BILL DOUGLAS—You Can't Outrun a Woman (E.O.D., BMI). LOMA 3033.

COUNTRY SPOTLIGHTS

TOP 10

Spots—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

LORETTA LYNN—EVERYBODY WANTS TO GO TO HEAVEN (Sure-Fire, BMI)—This well-done spiritual-oriented number from the pen of another "Tombstone Every Mile" with this strong rhythm material, backed by catchy and well-guided vocals. Flip: "Rocky Mountain Queen (Alex Fine, BMI). Tower 19

DICK CURLESS—TRAVELIN' MAN (Darlene, BMI)—The deep-voiced favorite has the potential hit of another "Tombstone Every Mile" with this strong rhythm material, backed by catchy and well-guided vocals. Flip: "When I Hear My Children Pray" (Sure-Fire, BMI). Decca 3188

TEX WILLIAMS—BOTTOM OF A MOUNTAIN (Pamper, BMI)—Hot on the heels of his "P T. Tennessee" hit, Tex can miss for his third hit; a strong, catchy rhythm number. Flip: "Forty West (Sure-Fire, BMI). St. John 47

PORTER WAGONER—SKID ROW JOE (Carry, BMI)—Hit composer-performer Freddie Hart provides a powerful and sad piece of material. Wagoner gives one of his most compelling heartfelt readings. Composed from start to finish! Flip: "Love Your Neighbor" (Acuff-Rose, BMI). RCA Victor 873

HYLO BROWN—TRICKLE DOWN TEARDROP (Stanley, BMI)—Tie-tapper that should have a tremendous future in the country music field. Brown in top vocal form. Flip: "Someone to Care" (Stanley, BMI). RCA Victor 7613

CHART—Spots—Predicted to reach the HOT COUNTRY SINGLES Chart

MIRACLE BILLINGS—My Man's Melody (Hollands, BMI). SUNDOWN 409

LOVERS—The First Kiss From Home (Acap-laze, BMI). HICKORY 13

SCOTTS-Nara—Gimensional (Mirka, BMI). RACER 91

GARRY KINNETT—Can't Say I'm Sorry (Hollands, BMI). CAPITOL 15

R programm. M. S.-Wattea (B. M.)-Stee. M. S.-15

BRANDO'S—Why Do You Want Me (Sure-Fire, BMI). VICTOR 1005.

R&B SPOTLIGHTS

TOP 10

Spots—Predicted to sell the top 10 of the R&B SINGLES Chart

NO R&B SPOTLIGHTS

THIS WEEK

CHART—Spots—Predicted to reach the HOT 101 Chart

CRAIG HARVEY & THE SOUL REVETERS—Bax, Man (Sure-Fire, BMI). DARE 409

CLARION BLUE & Jemmy Week—World On My Shoulders (Sure-Fire, BMI). WARNER 5680

SHELBY KINNETT—The Man in My Life (Jeans). ASCAP. 5551

GARETT HAMMER—Longing for You (Entenheimer, BMI). UNITED ARTISTS 15

FAT RAY—Ain't That Right (Sure-Fire, BMI). CAROLINA 6482

TOMMY ROSS—Let's Hang On (RCA, BMI). CAPITOL 174

SMOKEY ROBINSON—Where You've Been (Sure-Fire, BMI). STARDAY 40

JIMMIE DAVIS—I'll Be There (Sure-Fire, BMI). VICTOR 105

REBECKA SMITH—Blow in the Wind (Sure-Fire, BMI). WEA 9358

DONNA LOBAN—Call Me (Duchess, BMI). CAPITOL 174

MONSTERS—You Are My Love (Sure-Fire, BMI). CAPITOL 174

NEW GENERATION—If You're Looking for Love (Black, BMI). EPP 77

KERRIE GIBSON—Do You Remember? What Can I Do (Sure-Fire, BMI). CAPITOL 174

PETER TRIPPI & THE SPIRITUALS—The Christians—Child And Flowers (Sure-Fire, BMI). RACER 91

CHRISTIAN ECT—Chocolate Fudge (Sure-Fire, BMI). CAPITOL 174

MONTANA'S—Let's Leave (Suburban, ASCAP). SOUNDBIRD 917

ILL WINDS—To Be On Your Way (Ed. Lawrence & Solomon, BMI). REPLICE 3629

PEGGY PETER—If I Am Crying (Sure-Fire, BMI). SOUNDBIRD 917

DONNA LOBAN—Call Me (Duchess, BMI). CAPITOL 174

MONSTERS—You Are My Love (Sure-Fire, BMI). CAPITOL 174

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MONTANA'S—Let’s Leave (Suburban, ASCAP). SOUNDBIRD 917
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a haunting tender
ballad from Viet Nam

THE RAIN ON
THE LEAVES

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31883
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**THE JAZZ BEAT**

**Notes From the Field**

Impulse Records is increasing its album production by four for five products to offer consumers around 25 new LP's a year. Bob Thiele, the label's clever director, reports from New York that a new January release will feature Clark Terry and Gary McFarland. Terry and McFarland, it is reported, will have a new album in the same release.

Thiele admires the design of John Coltrane, the respected avant-garde jazzman, and Thiele agrees that John is good for Black and Red Fox.

C. B. (Chico) Hamilton, "Conquista Dorado," parts one and two, cull from a forthcoming LP of the same name. The disk has a Latin feel and the Impulse crew believes it could fit into the market niche now that Ramsey Lewis has two straight chart singles.

Speaking of Lewis, he unveiled a new trio in mid-November at the San Francisco concert, Cleveland Eaton on bass and Maurice White on drums. They replaced El Dee Young and Red Foxx.

There was jazz, birthday cake and sex when Shirley MacLaine celebrated her fifth birthday recently in Hollywood. Despite the presence of the "dazzling jazz party" was filled during the entire Monday evening part. Shirley MacLaine and her men perform with visiting artists jamming during the sets. Celebrants included Frank Strozier, Conte Candoli, Mark Warfield, Monty Budwig, Chet Baker, Leroy Lee, Jerry Lee, Perry and Jack Marshall.

The evening was amazement with comedy sides tossed at Marie and his partner Rudy Underwood, who was a stripper from the Body Shop Club, popping out of a large box to cap the surprise.

Cred Taylor, Verve's art director, will record Ira Seflin here this month. Taylor was in Europe cutting organist Jimmy Smith for the first time at a concert in Hamburg. Germany in mid-November. Taylor will confer with Ge, St. B. and vocalists Arthur Prysock an album project.

Winner in the Canadian Broadcasting Corp.'s "Talking About Jazz" listener's poll indicates the following audience tastes: trumpet, tie between Buck Clayton and Don Gilmour; trombone: J. Johnson; alto sax: Johnny Hodges; tenor sax: Coleman Hawkins; baritone sax: Harry Carney; clarinet: Pee Wee Russell; piano: Earl Fatha; bass: Ray Brown; guitar: tie between Jim Hall and Barney Kessel; miscellaneous instrument: Donnie Selwood; Hampton; favorite jazz label: tie between Columbia and Impulse.

Jazz Discographies Unlimited is a Whitter, Calif., firm specializing in big band compilations and so far owner Ernie Edwards Jr. has followed out on Charlie Barnett, Los Brown, Nat Cole Trio, Woody Herman, Jimmie Lunceford, Erskine Hawkins, Freddie Slack, All Pepper and Ruby Braff. Edwards has an impressive advisory board. He plans future books on Jan Savitt, Ray McKinley and Clauder's. Edwards' address is 1107 Carley Ave., Whitter.

Villasau's sixth annual Intercollegiate Jazz Festival (Feb. 26-27) has doubled the amount of entries, sent out to colleges, Bill McClodrick, student chairman, has mailed 1,800 notices, expanding the mailings from strictly Eastern and Midwest areas.

West Virginia University's jazz trio has been selected by the State Dept. to tour the West Indies, South America, Central America and Mexico in January. Group, which is the sponsor after winning this year's Notre Dame Jazz Festival, Schedule calls for the trio plus vocalist Joyce Breach to depart Jan. 24 and re-appear April 30. The jazz col- legiates are Joe Belasco, Bob Hackett and Guy Remosnow.

While McClodrick appeared at the Workshop in Boston, he worked out with members of the house Coltie. Any moral here?

Over 1,200 persons filled the Episcopal Cathedral of St. James in Chicago to hear jazz and received a boost for the Rev. Robert Owens, who is the pastor of St. Joe. Local 10 of the AFM provided the talent: the Seven Friends, Art Hodes, the Pieces of Eight, Dave Humphries, Tim and Brothers 14. George Tuker talked on the numerical information.

(Continued on page 50)

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**Billboard Top 40**

**EASY LISTENING**

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<tbody>
<tr>
<td>1</td>
<td><em>All Of A Sudden</em></td>
<td>Ira Block, Columbia 17491</td>
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<tr>
<td>2</td>
<td><em>My Heart Sings</em></td>
<td>RF Chime, Columbia 17492</td>
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<tr>
<td>3</td>
<td><em>May The Bird Of Paradise Fly Up Your Nose</em></td>
<td>RF Chime, Columbia 17493</td>
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<tr>
<td>4</td>
<td><em>Speak Softly Love</em></td>
<td>RF Chime, Columbia 17494</td>
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<tr>
<td>5</td>
<td><em>Kiss</em></td>
<td>RF Chime, Columbia 17495</td>
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<tr>
<td>6</td>
<td><em>Come Back To Me My Love</em></td>
<td>RF Chime, Columbia 17496</td>
</tr>
<tr>
<td>7</td>
<td><em>Thrush</em></td>
<td>RF Chime, Columbia 17497</td>
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<tr>
<td>8</td>
<td><em>I Could Have Loved You Forever</em></td>
<td>RF Chime, Columbia 17498</td>
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<tr>
<td>9</td>
<td><em>Forever</em></td>
<td>RF Chime, Columbia 17499</td>
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<tr>
<td>10</td>
<td><em>One Has The Right To Be Wrong</em></td>
<td>RF Chime, Columbia 17500</td>
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<tr>
<td>11</td>
<td><em>Everybody Has The Right To Be Wrong</em></td>
<td>RF Chime, Columbia 17501</td>
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<tr>
<td>12</td>
<td><em>Young And Foolish</em></td>
<td>RF Chime, Columbia 17502</td>
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<tr>
<td>13</td>
<td><em>Here I Go Again</em></td>
<td>RF Chime, Columbia 17503</td>
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<tr>
<td>14</td>
<td><em>Quiet Nights Of Quiet Stars</em></td>
<td>RF Chime, Columbia 17504</td>
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<tr>
<td>15</td>
<td><em>I'll Only Miss You When I Think Of You</em></td>
<td>RF Chime, Columbia 17505</td>
</tr>
<tr>
<td>16</td>
<td><em>I'm In Love With A Fool</em></td>
<td>RF Chime, Columbia 17506</td>
</tr>
<tr>
<td>17</td>
<td><em>Joy Of Living</em></td>
<td>RF Chime, Columbia 17507</td>
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</tbody>
</table>
THE ORDER OF THE DAY
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musician. Technically, in fact, no foreign musician may play professionally without the participation of nine men.

And, despite repeated attempts by the Paris Union and the National Union to enforce the law, the regulations have consistently been broken.

The initiative taken by the union is aimed at adhering the laws and at the same time, improve the situation of Paris native jazz musicians, 50 per cent of whom are without regular work.

The Paris Union and Jazz Section to bring Parisian nightclubs, cabarets and jazz clubs more in line with American law.

In a special Billboard interview, the vice-president of the section, Guy Lafitte, himself a prominent jazzman, said: "Obstetricians carry a lot of weight in Paris and practically every jazz club in Paris would close down. This would result in the elimination of practically every jazz musician in Paris and practically every jazz club in Paris.

"Yet, if a French musician goes to America, he has to go through many formalities. Even in Spain, foreign musicians can have a hard time and are often required to depart without working permits or residence permits.

"For the situation of this is that French jazzmen have no chance to play, less chance to be appreciated. Yet, French jazzmen, such as Georges Arvanitas or Georges Arvanitas go to the States where they are highly successful.

"Conversely, America has a higher percentage of poor jazz musicians than France. Americans are automatically given credit for being the supreme jazz artists.

"Lafitte recognizes that eventually the situation must be reorganized on a European and, finally, on an international basis with common legislation.

"And, it is like an American jazzman can have no chance to go to London to discuss the problem with a liner that is going to the United States."

"Lafitte says that a delegation from the new body might possibly receive a favorable reception with them with tremendous heavy taxes.

"We want to get jazz clubs considered as culture establishments, but the French tax rates are too high. American clubs can bring down prices and more people—both musicians and audience—will benefit.

"Lafitte adds that the law would not be met until an independent radio authority which would establish all the pitre stations banned by the radio authorities.

The Paris Union has invited jazz club owners of the country to make a syndicate to facilitate negotiation, to avoid any future difficulties, and to avoid any future difficulties, and to avoid any future difficulties.

The first results of the campaign were seen in the Jimmy Smith-Dizzy Gillespie concerts, which are held in the Jean-Luc Ponty quartet to the program. In the future all promoters of jazz concerts involving more than one foreign union will be asked to join a French jazz outfit to the bill.

The final outcome may well be that France will not longer merit its reputation as a paradise for foreign especially American—jazz musicians.

"Lafitte says: "So far we have accomplished more in a few years than was accomplished since this year has been. American jazz musicians have been able to find position and pay a price for them which is not without working permits or residence permits.

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European presentation BL 14562 Stereo 843 495 BY

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GEMA Continues Revenue Climb As Collecting Increases by 7%

BERLIN — GEMA boosted royalty collections by 7 per cent in 1964, the fifth straight year in which the German ASCAP organization has increased revenues.

Collections climbed to 112,660,000 Deutschemarks, compared with 105,780,000 for 1963, according to the report just released. GEMA's executives present the report as proof that the performing rights society is a unique "growth industry."

Over half of the gain in revenue came from radio and TV and 25 per cent from records. A breakdown of 1964 royalty collections shows that radio and TV furnished 37 per cent, phonograph records 22 per cent, concerts and other live music 13 per cent. The remainder came from mechanical rights and other sources.

GEMA says the boost in revenues is mainly the result of its initiative in policing the royalty front—and not due to any appreciable increase in the German music industry.

Sour on Overseas

While proud of its domestic achievement, GEMA is sour on the foreign situation. The report shows that GEMA continues to pay out vastly more to foreign composers and authors than it receives from abroad.

GEMA paid out 20 million Deutschemarks to foreign copyright holders in 1964, but received only 8,380,000 Deutschemarks from abroad. GEMA contends that the volume of German music played abroad is much greater than the royalties paid.

The organization offers as evidence in this respect the fact that while royalty payments to German copyright owners from foreign collections have remained static for the past three years, there has been a substantial increase in the performance of German music in nearly every area of the world—prove by the sale of records.

GEMA paid out to individual copyright holders and organizations 98,820,000 Deutschemarks, an increase of 8 per cent over the similar 1963 payout. GEMA has 940 employees, whom it paid $8,793,509 in wages and salaries.

Scorers Teaming Up Again

PARIS—Following his successful collaboration with composer Georges Garvarentz on the music of "That Man From Istanbul," lyric writer Buddy Kaye was in Paris for three days this week working with Garvarentz on the music for the movie's sequel.

The theme from the first film, "Love Was Right Here All the Time," has been recorded by Anthony and will be released in the States on the Tamla-Motown label. Anthony is also recording the French version of the Dusty Springfield hit, "To the Middle of Nowhere," which Kaye wrote with Bea Verdi.

Meanwhile, in Britain, Dusty Springfield has recorded Kaye's "If It Hadn't Been for You" and she will also record the theme for the new Garvarentz-Kaye movie score.

RECORD FIRMS GIVE NEW LONDON MUSICALS A SPIN

LONDON—"Hello Dolly!" opened here on Thursday Q at an album by the cast, headed by Mary Martin, has been awarded RCA Victor release through Decca before the show opened. Lionel Bart's Ill-fated musical "Tangl" is set to open in London Dec. 20 despite the withdrawal of impresario Bernard Delfont. Much of the show has been re-written, since critics panned it on tryout two weeks ago and director Joan Littlewood quit.

Harold Fielding's "Charlie Girl," starring Joe Brown and Anny Neagle, opens in the West End Wednesday (15), by which time CRS will have the cast album on release.

Seeburg Tests
Vogue's 'Aline'

PARIS — One of the big French disk successes of the year, "Aline," by Vogue recording artist Christophe, has been selected by Seeburg as a test song for its juke boxes in the States.

Initially, 100 disks are being sent to America. They will be put in selected juke boxes throughout the country so that Seeburg can get an idea of the popularity of French-type songs.

If the test is a success, Seeburg will import 50,000 copies of the disk and is likely to make a policy of including other foreign hits in its U. S. product line.

 Garner to Do Stint on French TV Special

PARIS — Enroll Garner will be the only American artist to appear on a two-hour concert spectacular on the French TV network on Dec. 13. The program which will feature top artists from all of Europe, including Charles Aznavour of France, will simultaneously be telecast throughout Europe on Eurovision.

Garner will go to Europe especially for this appearance. The program, which will be attended by Princess Margaret of England, and Prime Minister Georges Pompidou of France, among other dignitaries, is being held for the benefit of the Handicapped Children's Fund of France.

Before leaving for France, Garner will complete his U. S. concert tour and activities tendant to the release of first recording in two year "Now Playing: Enroll Garner the Movie," which was issued on the MGM label.

JUANITA HALL DISK SELECTED BY HOT CLUB

PARIS—The Grand Prix Hot Club of France in 1965 has been awarded to Festival-Storyville disk, "Juanita Hall Sings Beattie Smith."

Other awards announced: Basie Quartet: Earl Hines "Paris Story" (Ducretet-Thompson) in blues disk; Sonny Roy Williams "Kings of Blues" Volume 1 (Barchyl); Best small group in stereo disks: Johnny Hodges, Wild Bill Davis "Mess of Blues" (Verve) and "Blue Rabb" (Verve); Best reissue: "Jimmie Rushing Sings the Blues" (Adaeco-Vanguard).
GIVE SINATRA
and your gift becomes a gesture
MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Belgian organ player Andre Brouwer guested in the Dutch TV program "Spelende Sterren". His "Bird" and "Far West" (No. 1) have also entered the Dutch hit charts.

INTERNATIONAL MUSIC NEWS REPORTS

British star Giorgio Moroder, member of the German group "Htie", sings his third English LP, released by Polydor. The LP features "Dance" which is a collection of material released in French, German, Italian, and Spanish. The LP is a major hit in France and is also making waves in the United States.

MILAN

A true great record from ITALY

R.C.A. Italiana Star

DINO

Sings his big hit in English on R.C.A.

"NOW I KNOW"

Published in U.K. by Peter Maurice Music Co.

In U.S.A. by Al Gallico Music Corp.

Ferial, Isabella Jannati, No. 3 has been re-released, two singles, and Nuovo Swam.

GERMAN RUSCH

MUNCHEN

Frankfurt's deejay Hans Pop will join Carla Valente e Eric Vann in the U.S. for an American tour for TV shows and records. "Jazz 1969," the latest compilation of German dance music, will be released. The show will feature several new items by Adnan Paeh, Billy J. Kramer and Mike Morse.

Until recently the Rainier group, who has released several LPs, will be the first of the many German groups to be released in the U.S. by pressing records. Their "Rainier" project has been successful in the U.S. and Germany.

The R.C.A. German group, "Fred R." has released a new album, "Jazz in Germany." The album features songs in German and English and is typical of the jazz scene in Germany. The album has been well received in Germany and is expected to do well in the U.S. as well.

LONDON

The Publicity & Promotion Department of the new office of MJTA ALL OUR NEW OFFICES ARE AT:

100 Fenchurch Street, London, E.C.3

Fornillo Riso was here last week for TV appearances and a signing session for the label's first major British hit "Riso." Riso, a Spanish keyboard player, has been making appearances in the U.K. for several years.

Nick Firth, general manager of Acasto-Kiss in Britain, was interested in the signing of the first member of an American visit that the label has signed, a British singer-songwriter, to their U.S. operation.

Arranged by a group of British producers, "Lucky Stars" has been released on the label. The song was written by Chris Martin and is sung by Rino Riso. The song has been well received and is expected to do well on the charts.

Laura Lee, R.I.F.'s artist, recorded in London for their Italian version of "Yesterday" (led) and "Lover's Concerto," for a release in Italy. John Firth, Phonocorder, also recorded on "Tina's TV Show," a program for Young Lovers. Phonocorder released an album called "The Songs of Young Lovers" featuring the music of "Carmen," and "The Mirror." The album has been well received and is expected to do well on the charts.

Chris Huthchins

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the next number one album!!

350,000 copies shipped and sold in just ten days!!
OSLO
Anne Bendiksen visited Copenhagen for two days to introduce Knut Sparh, Norwegian singer Kapp Records. The Jim Reeves' record "I Love You Because" on RCA Victor has, in some places, reached over 100,000 copies sales in Norway. The once fabulously famous vocal quartet, the Mooney Keys, will be seen here again for the first time in a year when they perform at the feast arranged by Swedish shipowners Broström's 100th anniversary. The group has since long been dissolved. Nordic Photograph has had foreign visitors from the Netherlands came factory manager H. H. Westhauer, from England came export manager in the Philips Records, Einar Voeten. The Manu recording "Came From A Party" by the Green Onions is now out in seven countries, says Manu president Gunnar Jeansen. The tune is featured in forthcoming Norwegian film, "Brother Gabrielson." Managing directors Totto Johannessen and Sverre Dahl of Not-Disc were represented at the Decca meeting in Zurich.

WHEN NANCY AMES, NANCY HITS!

"Friends and Lovers Forever" c/w "I've Got a Lot of Love (Left in Me)"

PARIS
To coincide with Marc Ayres' five-day stay in Paris, Polydor specially released a new EP by the singer. Following the huge success of their hit single "Pour Les Amours," Polydor is releasing a new album by the group on the Parlophone label. "Heart Full of Soul" has been adapted by George Aber, recorded by Norma Winstone for CBS under the title "Je Ne Parle Pas L'Oublié." "Murmurant Ta Nuit" is the title given to one of Michel Ripois and Frank Thom's songs. The record is being adapted by Georges Lefebvre, and has been recorded for Polydor by Jacky Gordon under the title "Deux Rêves." The fast-rising British group The Who is enjoying big success at the Paris Locomotive last month, are having their hit "I Know Why." Annulate has recorded the French version of the song for Mercury, and the George's version of the tune has been recorded for Polydor by Jacky Gordon as "Le Juge." "Le Juge." 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hot new LP.

hot current LP's.

hot labels.
Everyone is saying that
THE GYPSY TRIPS
(yes, that’s their name)
is a smash new act.

This single, (their first), says it best.

"ROCK 'N ROLL GYPSIES"

A SNUFF GARRETT PRODUCTION
Produced by LEON RUSSELL
NEW FROM THE BEATLES!
IN TIME FOR THE SEASON!

We've released the latest and maybe the greatest Beatles album in time for the holidays. Order enough to meet the rush! ST 2442

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You're hearing it now, and it's not in this or any Beatles album. How's your stock picture?

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We've got the biggest hit of the year!

"The Men in My Little Girl's Life"

by MIKE DOUGLAS

THE WARMHEARTED WILL GET DEWY-EYED OVER THIS SENSATIONAL NEW SINGLE...AND RECORD DEALERS CAN CRY ALL THE WAY TO THE BANK!
CHART BOUND!  on two labels  SHALOMAR and REGAL  LOVELY, LUCIOUS  LUCY LEE singing  "FLY-BY-NIGHT" b/w "THE ALTAR" (Pub. by Shalomar, ASCAP)  AND - "SANTA’S ON HIS WAY" b/w "SCALE" (Shalomar, ASCAP) D.I.'s & Distros: Please take notice. Let us bear from you.  ALL INQUIRIES: RECORD PUBLICITY SERVICES SUITE S20, 6 BEACON ST., BOSTON, MASS.  BREAKOUT SINGLES  ★ NATIONAL BREAKOUTS SHE'S JUST MY STYLE Gary Lewis & The Playboys, Liberty 55844 THUNDERBALL Tom Jones, Parrot 9001 ★ REGIONAL BREAKOUTS These new records, not yet on Billboard's Hit List, have been reported getting strong sales action by dealers in major markets.  I AINT GONNA EAT OUT MY HEART ANYMORE  Young Reoxxes, Atlantic 21217 (Web IV, BMI) (New York) MUSIC CAPITALS OF THE WORLD ★ Continued from page 30 group, the Secrets, using equipment and techniques picked up in England, with hopes for U.K. release. Montreux: Lloyd and the Village Rebel Lee, who has recorded their second single for Jubilee in the U.S., with "Raincheck on Love" and "The Touch of the Country" ready for release the first of the year. An English number written by the group's manager and producer, from his latest partner Hal Stanley. Allied Record Corp. is rushing the first dozen or so albums from Pye's new Golden Guinea collector series onto the market. The aim is to have it in time for Christmas. The classical LP's are priced at $2.98, mono or stereo. * Paul Anka has expressed interest in writing an LP's worth of material for an English-language album by France's top teen-y-teen group, Les Classi. Les Classi have just released French-Canada's first protest song, "Les Revolte" (The Rebels), written by one of the group, on Trans. Canada... Allied Record Corp. has just released an LP with Teddy Shaw singing her hits in French for the big French-Ca- nadian audience. The album includes "Always Something There to Remind Me" and "Girl Don't Come."  Peter, Paul and Mary's French-language version of "For Loving Me," recorded for the French-Cana- dian and European markets, got surprise airplay on some Toronto stations in honor of their sell-out concerts at Massey Hall. Now, 28 and 29 Canada has a headstart on the U.S. with "That's Too Bad" by the Soupquins, on Quality's new label from Golden Rule in New York, whose Ameri- can distribution got snarled up. It's breaking first here in Men- treal, where it made No. 52 on the big CGC chart. L.O.V.E. has picked up a Winnipeg group, the Duchess, with their first disk, Blue in the Night. On Reo. Sales have topped the 1,000 mark in and around their home town. Conpo has signed the Counta, top Toronto showband, with their first disk due on Apex in January. RCA Victor has signed two new arties in French-Canada, Thérèse Déloy, who debuts with "L'Amour" and René Anthony, an Italian Canadian who sings the French version of "The Silence." "Bonsoir, Mon Amour." KIT MORGAN RIO DE JANEIRO Young singer-guitarist Ana Lono is U.S. bound. Tour will take two months... The trio of pianist Salvador and the package of Romeu Tresa-Leny Andrade-Polly Ribeiro were the big hits of Jazz & Bossa Clubs... Jerry Adjani's "Querida" is the top LP in towns this week. Disk is a CBS release. Poet and lyricist Vinicius De Moraes was feted at a mammoth dinner in Rio de Janeiro. Poet and lyricist Vinicius De Moraes was feted at a mammoth dinner in Rio de Janeiro. Poet and lyricist Vinicius De Moraes was feted at a mammoth dinner in Rio de Janeiro. Phil's still trying to sell Elvis Reggio's new LP in a Christmas box, to- gether with another... Cherie- leek released first Deca LP's of its new contract with Discos-Sem- Major. Supersession is released by label's stellar names like Earl Grant, Brenda Lee, Carmen Cavallaro and Eartha Kitt. SYLVIO TULLIO CARDOSO PERSONAL SERVICE TO ALL JUKEBOX OPERATORS WE SPECIALIZE IN A COMPLETE LINE OF SPIRITUAL AND CATALOG MERCHANDISE... IN RAPID TRAFFIC! SINGLES-LITTLE LP's COMPLETE STICKS of all new labels and old... QUICK TITLE STRIPS for jukebox sticks... PERSONAL SERVICE TO OUR STEREO PRODUCT FOR INQUIRIES AND F.A.S.T. ONE-DAY SERVICE STAN'S RECORD SERVICE 720 Texas Street, Houston, Texas Phone: 713-577-0172 BREAKOUT SINGLES ★ NATIONAL BREAKOUTS SHE'S JUST MY STYLE Gary Lewis & The Playboys, Liberty 55844 ★ REGIONAL BREAKOUTS These new records, not yet on Billboard's Hit List, have been reported getting strong sales action by dealers in major markets. ★ NATIONAL BREAKOUTS SHE'S JUST MY STYLE Gary Lewis & The Playboys, Liberty 55844 ★ REGIONAL BREAKOUTS These new records, not yet on Billboard's Hit List, have been reported getting strong sales action by dealers in major markets. ★ NATIONAL BREAKOUTS SHE'S JUST MY STYLE Gary Lewis & The Playboys, Liberty 55844 ★ REGIONAL BREAKOUTS These new records, not yet on Billboard's Hit List, have been reported getting strong sales action by dealers in major markets.
French Honor

2 DGG Disks

HAMBURG—Two Deutsche Grammophon recordings have received French phonograph record awards.

The Grand Prix 1965 of the Académie du Disque Français has been awarded to Alban Berg’s “Wozzeck” and the violin concertos of Kamiblatt. “Wozzeck” is directed by Karl Bohm and has Dietrich Fischer-Dieskau as Beethoven, with the London Philharmonic directed by Herbert von Karajan with Christian Ferras. The Grand Prix is awarded for recordings of “world significance.” “Wozzeck” represents Grammophon’s first complete recording of the work as a “European version,” which fact is being given heavy promotion by Grammophon.

RAI Lines Up Full Card of Events for the New Season

ROME—RAI, Italian radio television, claims the world’s leading decoder of classical music for radio and TV. They will present a card of more than 300 concerts, symphonies and operas which will be performed on Rome, Milan, Naples and Turin, the four production centers which maintain its own symphonic organizations. RAI’s season in Turin will be held during the various programs. An additional program, will be held during the annual Busoni piano competition in Bolzano. A series of small concerts will feature young singers, another, young concert artists, and a third, new directors. The Naples Musical Autumn, and the Summer musical programs have been presented by RAI, will be shortened to two weeks with the same amount of material programmed. Two operas, two concerts by the Scarlatti Symphony, four chamber music concerts and two other devoted to organ and clavichord as well as one for chorus.

DGG LP on Oppenheimer

HAMBURG—Deutsche Grammophon’s literary archives production is offering a phonograph record of the Munich Kammerkonzert presentation of “In der Sache J. Robert Oppenheimer” (The Affair of J. Robert Oppenheimer). The play, written by Helmar Kipphardt, is based on the withdrawal of Oppenheimer’s security clearance by the Atomic Energy Commission. Grammophon’s literary archives offering has Gustaf Gründgens reading T. S. Eliot’s “The Cocktail Party.” Helmar Kipphardt’s literary work is produced by Leopold Lindberg.

Grammophon has one of the world’s largest wax repertories of famous literary works, encompassing prose, poetry and drama. The autumn catalog lists other special offerings Thomas Mann reading from “Tolstoi’s Kröger”, “Das Eisenbahnjungud” and “Das Wunderkind”; Günter Grass’ “Das Fliegende Blau” and “Dichtung und Wahrheit” of Heinrich Heine’s poems. The contemporary historical documentations range from Erwin von Carl Zuckermann’s “Das Leben einer Künstlerkommune” (The Life of a Commune) to David von Carl Zuckermann’s “Kurt von Schadow” to Willi Röpke’s “Wunderkind.” Grammophon’s literary archives follows also be included in “Contemporary Historical Documentation.”
COUNTRY MUSIC

RADIO STATIONS
Some Would Rather Switch Than Fight

By ELTON WHISENHUNT

NASHVILLE—The Country Music Association is getting a steady number of requests from radio stations for assistance and guidance in switching to country music, or programming a country music show for the first time, Jo Walker, executive director, said last week.

The requests are "a healthy indication for country music and its future," Mrs. Walker said.

She said the requests have averaged two to three per week for the past three or four months.

"New stations are going to country music every week," she said.

She said some stations are also changing to FM country music programming.

A typical request CMA gets from a station which has never played country music before is guidance and direction on starting a country music show.

If the show is popular, Mrs. Walker said, the station increases its country music programming.

This could lead to a complete change to country music, and has happened with a number of stations in the past few years, she said.

Country music is being broadcast more now than ever before in its history. The CMA, which has been doing a first-class selling job in its seven years of existence, is largely responsible.

Mrs. Walker estimated there are now more than 250 stations which program country music full time. She said there are between 1,600 and 1,800 which program from two hours per day up. There are between 200 and 400 which program less than two hours per day, she said.

By ELTON WHISENHUNT

TREND—War and peace is once again a major theme for country music songs. Johnny Wright's 'Hello, Viet Nam' kicked it off several months ago. Tony Y. Ted, composer of 'Hello, Viet Nam,'

Jackie Young Murder Victim

HOUSTON—Jackie Young, ex-wife of Texas Bill Stoughton, country singer and decay, was found murdered in the back seat of her sport car here recently. Stoughton made the trip here from St. Paul, Minn., to aid the sheriffs department in solving the mystery. At this writing, the murder remains unsolved.

On the night she was killed, Miss Young had attended a dance at which George Jones and band were featured. The band members, who were among the last to see Miss Young alive, were questioned and released.

Strength is now in his tenth year as director of the Minneapolis-St. Paul sector, currently at WMN, St. Paul. He reports that he and Miss Young had set a date to be remarried Feb. 20 of next year.

Pittsburgh Show Grosses $25,000

PITTSBURGH—Country music continued its big-city successes last week with two shows at Civic Arena here, promoted by Dick Blake of Sponsored Events Inc., Indianapolis, pulling some 12,500 fans for a gross of $23,800.


Connie Hall on WKKY

CINCINNATI—Country singer Connie Hall is now on WKKY, Cincinnati, and on the Musicor label. She is replacing Ken Thomas, WKKY owner.

Fund Drive for $350,000 on CMA Agenda

NASHVILLE—The Country Music Association officers and directors will complete plans at their January meeting for a fund-raising drive to raise $350,000 for the CMA building. Mrs. Jo Walker, executive director, said last week.

The officers and directors will meet Jan. 10-11 at the Trade Winds in Fort Lauderdale, Fla. The local fund-raising drive is scheduled.

(Continued on page 50)

NASHVILLE SCENE

Arnold to Sing With Symphony

NASHVILLE—Arnold will appear as soloist with the Dallas Symphony Orchestra this week (11) and will sing on "The Telephone Hour Jan. 22 for "The Danny Kaye Show." The Kaye show will be aired on CBS Feb. 9.

Peebles Unit Attracts 2,200 On Cinco Date

CINCINNATI—Some 2,200 paid caught Harry (Hpy Pete) Roper's "Grand Ole Opry" show at Cincinnati Gardens in two performances Sunday (12). Doors opened at 1:30, and the show, which ran until 12:30, grossed $2 for adults in advance, and 75 cents and $1.25, the door. Another Peebles pack.
Fast Action on the Charts and headed for no. 1

True Love's a Blessing Capitol 5536
Sonny James The Southern Gentleman

Capitol Records

now hit LPs: "Behind The Tear" 99415 893415
direction: Bob Neal
890 11th Ave. S.
Nashville, Tenn.
C&W Stations Gave $ Time To CMA Project

HOLLYWOOD—Joe Kovacs, pop music promotion veteran who moved here recently from Chicago, announced last week he had formed Silver Saddle Records for C&W products.

Tom Gaynor, formerly public relations man, is producing six masters this month for the new label with Cindy Evergreen, a new find from Cheyenne, Wyo. Gaynor and Kovacs have been associated in various music ventures intermittently for 25 years.

Kovacs Forms C&W Label

DUBLIN, Ga.—Charles Dennis, owner of Charles Dennis Music Co., BMI afflilated publisher, announces he is expanding from gospel to pop music with Ted Kirby handling country releases on Kirby's Air Records Label. Dennis said he welcomes material from composers.

Lord Signs

Lively, readable, comprehensive — from 1925 to today in this wonderful world that's no right for creating as just yesterday, providing growth, power, momentum and the people who have created them. Leonard Bernstein, composer, and the world of tape and the construction of a popular song.

Encyclopedia of POPULAR MUSIC

by Irwin Stambler

ST. MARTIN'S

NEW MANAGEMENT: Bobby Lord, in association with Joe Taylor (Stell) of Joe Taylor Talent Agency, for exclusive booking. Lord was formerly represented by Auffrose Artist Corp. Lord is a member of "Grand Ole Opry," has a syndicated TV show, a daily hour-long TV show in Nashville over WSM-TV, and records for Hickory Records.
JIM NESBITT

has a country-pop smash!

"YOU BETTER WATCH YOUR FRIENDS"

(Chart 1290)

Sure to be Jim's Sixth Straight Top of the Chart Hit!

Published By: PEACH MUSIC, Inc. SESAC

Exclusively On: CHART RECORDS

Bookings: COUNTRY TALENT AGENCY
806-16th Ave. So., Nashville, Tenn.
254-9333 (AC 615)

PHIL BAUGH "ONE MAN BAND" (Longhorn 563)
JANET McBRIDE "THE GUY HERE WITH ME" (Longhorn 564)

a pair of 45's aiming at the charts

... and watch out for BILLY GRAY'S "ROTTEN LOVE" (Longhorn 565)

Distributed in Canada By Spartan Records
U. S. Distribution Sounds of Nashville

P.O. Box 17014
Dallas, Texas 75117

Booking: ROD KETTLER
(214) AT 5-8734
'Firsts' Whirl War Rages On Radio Station Front

*Continued from page 1*

exclusive. More than one radio station in Los Angeles claim to have the inside track to Beatles product—hit, in spite of a general honoring of Capitol Records release dates.

Some of the stations which capitalize on getting the first rush on hot artists first and putting them on their charts include WMCA, WABC New York, KRLA, KFWB, and KJH, Los Angeles. These stations, of course, are the top rock 'n' roll outlets in their market.

These exclusive records are gotten in many ways, in some cases snatched right out from under the noses of watchful executives at pressing plants. As for British product, stations resort to various methods of obtaining these records. Some stations even have connections in the British pressing plants of the major labels; tapes are made secretly and jetted to the United States. Other means of getting hold of a record before its reissue include through acquaintances in other markets, where the record may already be released (a day's jump on the radio competition can mean a lot) or obtaining a tape from the recording session.

In the past, the stations repeated most often among radio men is how KRLA, Los Angeles, latched onto a Beatles album a few months ago. Late one night two men appeared at the station according to music director Dick Moreland. One of the men stayed outside, one came inside and offered to sell an album to one of the staff on duty. He said no, but somebody else—a teenager there—asked to look at it. The record—a staff member—telephoned program director McIl Hall, who then telephoned deejay John Hull. McIl Hall told the guys at the station to buy the LP, but they didn't have enough money. So Dave Hull drove to the station to provide the cash. How much cash, is still debated. McIl said it was around $75. But, Hull said, for other records have been much higher.

The official figure for the LP was about $20. Hull then went on the "Dick Blondi Show" on KRLA and broke the record. Naturally, Hull started over the sound of the music that the record was a KRLA exclusive. But the whole incident was very mysterious, said Hall, "with this guy lurking in the dark outside the studio, Capitol Records tried to find out where they were, but all we could tell them is that the guy ourselves might have been called Oscar."

Ruth Meyer, program director of WKSX, New York, also has a cute story. A record company representative was in her office one day braying about the security of his firm. He said he had a new record due out in a few days "and you certainly won't get this one until we're ready." But Meyer got a call over and turned up the radio. His record was already on the air. "It was great filming," she said.

Moreland of KRLA admits he stumbled upon one Beatles record by accident. Capitol Records had shipped a record store in Los Angeles some Beach Boys records and they returned them on a kick at a found a couple of Beatles singles in the shipment. She he only one brought over to KRLA.

Not Flirted In No. 1

In July 1963, the battle for exclusive records is not as fierce as it might be. Certainly not as fierce as it used to be when WINs was in its musical heyday. WMCA can have a list of singles—all hits—that they had first. Last September, these included "Yesterday" by the Beatles, "Treat Her Right" by Kay Hayden, "Let's Hang On" by the Four Seasons and "Positively 4th Street" by Bob Dylan.

In October, these included "Yesterday" by Petula Clark, "Get Off of My Cloud" by the Rolling Stones, "I Can Never Home Anymore" by the Shangri-Las, and "Over & Over" by the Dave Clark Five. In November, they boozed "Ebb Tide" by the Righteous Brothers and "The Little Girl I Once Knew" by the Beach Boys, among others.

Ruth Meyer feels that these exclusives are very important. "It's a matter of fact that our station can command the market," she says. "The exclusive records keep listeners tuned to our station."

"Firsts" are recorded by any number of stations, but the stations in Los Angeles always get the honors. These stations, according to Ruth Meyer, are Mark Abramson, the director of music, and Harry Wehde, a program director. These are the men who make the "firsts" in the Los Angeles market. They are the ones who make the decisions on what records are played and when they are played.

In the past, the stations have been very secretive about their plans. But today, the stations are more open about their plans. The stations are more willing to share their plans with the public.

Not Alone

As for the rest of the country, the stations are not alone in their record purchases. In New York, the stations are also buying records and making their own decisions on what to play. The stations in New York are also buying records and making their own decisions on what to play.

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In the past, the stations have been very secretive about their plans. But today, the stations are more open about their plans. The stations are more willing to share their plans with the public.
Dusty Rhodes has been upped to program director of WSAI, Cincinnati; he was the station’s music director. Former WSAI program director Jim Smith has been promoted to account executive of the station. The new music director is Tom Kensington.

Billboard’s congratulations all the way around. gentlemen. Interesting bit of info: Radio enthusiasts on Dec. 8, 1920, using earphones, heard a concert — one of the first — from KDKA, Pittsburgh. There Britain ends two years at WCH, Cleveland, to join WCFL, Chicago. George Stone departing NBC-Chicago, to become program director at WFEM-Chicago. Tom Quial has joined WOOD, Grand Rapids, Mich.

Bob Johns, formerly with the British pirate ship Caroline, has joined WAIR, Winston-Salem, N.C. In return, American Rich Michaelis has joined Radio City, London, which originated from an abandoned fort in the Thames Estuary. The National Association of Broadcasters reported that a record 2,403 radio-TV executives attended the 1965 Annual Convention in Chicago. (Continued on page 49)

YESTERYEAR’S HITS

POP SINGLES—5 Years Ago
December 12, 1960
1. Are You Lonesome Tonight? Elvis Presley, RCA Victor
2. Last Days, Floyd Cromer, RCA Victor
3. A Thousand Stars, Kathy Young and the Innocents, Indigo
4. Wonderland by Night, Bert Kaempfert, Deutsche
5. North to Alaska, Johnny Horton, Columbia
6. Sailor (Your Name Is in the Stars), LeRoi, Scotch
7. The Will Break Your Heart, Jerry Butler, Vox Jay
8. Many Years Ago, Connie Francis, MGM
9. Ventury in Wollon, Johnny Tillotson, Cadence
10. Echos, Ferrante and Teicher, United Artists

POP SINGLES—10 Years Ago
December 10, 1955
1. Sixteen Tons, Tennessee Ernie Ford, Capital
2. Autumn Leaves, Roger Williams, Capitol
3. Love Is a Many Splendored Thing, Four Aires, Decca
4. Moments to Remember, Peer Lea, Columbia
5. Memories Are Made of This, Dean Martin, Capitol
6. I Hear You Knocking, Gala Storm, Decca
7. Only You, Platters, Mercury
8. Be, Al Hibbler, Decca
9. Love and Marriage, Frank Sinatra, Capitol
10. Shifting, Whistling Sands, Rusty Branca, Mercury

SEPARATE 8¾" X 11" SUPPLEMENTS

SECTION II OF THE REGULAR BILLBOARD

BILLBOARD’S 1966 CALENDAR OF SPECIAL SERVICE EDITIONS

Providing Annual In-Depth Reports and Directories For Every Segment of the MUSIC-RECORD INDUSTRY

January 8 RECORDED RESTORATION (encyclopedia checklist for record collectors) $3,600
February 5 RECORD SPONGE (Original Cast Albums) $3,600
March 12 HARP ISSUE (International Children’s Records) National Assn. of Broadcasters Norwalk, Conn. $2,660
March 19 TAPERECKED (Tape Recorders) Chicago Council Audio March 30-31
March 26 R.A. issue (National Assn. of Broadcasters) Chicago Council Audio March 30-31
April 9 H.P.A. ISSUE (Radio Program Announcements) National Assn. of Broadcasters Chicago April 25-26
May 10 SPECIAL WUFT Special Jacksonville Festival July 1-4
June 14 HALLMARK ISSUE (National Assn. of Marching Bands) Chicago Council Audio July 10-11
October 8 CLASSICAL MUSIC (Chicago Symphony Orchestra) Chicago Council Audio October 30-31
November 26 O.S.U. ISSUE (Marching Bands in Ohio State University) Chicago Council Audio November 26
December 11 SPECIAL WUFT Special Jacksonville Festival July 1-4
WDAF-FM Moving To a Rock Format

"Continued from page 46"

"Four," Giller stated, "replicating the three hit record records every hour as the last three records in the hourly segment."

The new station waited until it was sure the FM operation was functioning properly before attempting the premiere listening opinion. "Actually, we'd done very little advance promotion outside of our six spots a day on AM and one ad in Mid-America Teen Magazine for Mr. Giller," he added, when we solicited listener comments before putting the listener up on the air. We had over 100 pieces of mail as a direct result of the solicitation and another large batch which came in before and after the question for opinions. In nearly every instance, the listener wanted all music—no talk, no calendar announcements, no news. Just music.

And the mail wasn't just from teenagers," the program director said. "We heard from college students, young adults, in professional people—right across the board. One electrical engineer wrote in that he liked the "simplified approach to contemporary music."

WDRC WPOP Making Top 40 a Hopping Market in Hartford

By CLAUDE HALL

HARTFORD, Conn. - The Top 40 radio market, here is bucking the trend of recent years and leads the market in the influence of personal promotion. Billboard's latest Radio Response Rating of the market shows WDRC average four record hops a week and WPOP music director Perrin is not having enough done to free all hops requests, WPOP does show three hops per day per person.

WDRC earned 58 per cent of the votes of dealers, one-spot, cut-back stations, all network music, and record company executives; WPOP had 42 per cent and WPOP had 45 per cent. Record company executive, which had Oct. 17 in a similar list, shows a large increase for WPOP, which had only 27 per cent in the last list. The increase of WPOP can be largely traced to Ken Gray, program manager of the station, who ranked No. 1 among influencing pop single record company. WPOP's music director, WPOP was second behind Ken Gray in the Top 16.

The station says that Dick Robinson was second (see chart). WPOP assistant general manager Charles P. Roper stated that WPOP is attempting to influence its audience by not only better records but also better promotions. "We are music, its presentation on the air and the sales office. WPOP has an excellent staff, he said, and "every time we make a deal, we should keep from growing stale by changing the ideas of the staff." Ron Landry, WPOP's radio director, has also been on the station. According to Billboard, though the record play list was fairly limited during the period (see chart), the station has a tremendous growth in audience. "Our records are what we're on top of the music scene," the manager said. "We've taken over music and have an excellent staff, and we're right on top of the scene," he said. "We've acquired the best from the country," Bob Roper added.

Ron Landry, WPOP's radio director has been in the advertising business, which means that the station is in a tremendous growth. "Our records are what we're on top of the music scene," the manager said. "We've taken over music and have an excellent staff, and we're right on top of the scene," he said. "We've acquired the best from the country," Bob Roper added.
**RADIO-TV PROGRAMMING**

**Firsts' Whirl War Rages On Radio Station Wars**

Continued from page 46

**STATIONS BY FORMAT**

Continued from page 46

**Disk Men, Station Mgt. Cited**

Continued from page 46

**FM-ers Reach Revenue Peaks**

Continued from Page 46

**VOX**

Continued from page 47

**WDRC & WPON**

Continued from Page 46

New York — FM radio stations reached a total revenue high in 1964, the National Association of FM Broadcasters announced last week. Total FM revenues from all stations reporting was $163.1 million, or 17% of all radio revenues. Total FM broadcast earnings were $12.8 million, or 1% of all radio broadcast earnings. FM broadcast revenues, however, were not as high as FM broadcast earnings, because some FM stations have not yet applied for licenses.

**Riftkin to Discuss 'BaroqueBeatles'**

New York—New Releasements' show here will feature Joshua Rifkin, Jr., who wrote and directed the "Baroque Beatles Book" album on the Nov. 25 program. The music on the Elektra LP was arranged and conducted by Rifkin, who also played solo harpsichord under the pseudonym of "Murry the Klavikanzler." Rifkin will discuss the album, based on melodies by Paul McCartney and John Lennon, and other recent releases by the label.

Rogan, Jr., also director of RCA Victor's Red Seal classical label, will have November releases on the second hour of the show, including "That Day with God (November 24, 1963)" of LP which is a digest of inspirational expressions delivered after the assassination of President John F. Kennedy.

Beetles was aired six weeks in advance, Moreland said. "In some cases we got exclusives before they were even pressed in England." The exclusive trend is dying off, he felt. It's less effective he said, because all of the competition were playing them, too.

He tended now to play any exclusive unless the artist was of such stature that he wouldn't be hurt by it. "The danger is always there that the record company may lose a record entirely, if it's aired too early," he said.

One exclusive the station obtained was still exclusive Beatles single, "Soldier of Love" b/w "Catalepsis." It was released here, Moreland said.

Rick Saltar of WABC, New York, said, "I hope the alphabet is in the order of WABC's tight playlist he would go on a Beatles record or other such record as he wants to hold them. We got the last Four Seasons record fairly early, "I don't think we dropped off it for a week until it began to show some sales. "We don't have enough air time for every record. But we do what we have to try to devote to the best things."
**RHYTHM & BLUES**

**TOP SELLING R&B SINGLES**

**SPECIAL SURVEY for Week Ending 12/11/65**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
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</tr>
</thead>
<tbody>
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<td>I FEEL GOOD (Love)</td>
<td>Joe Jackson</td>
<td>M-I 5030</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>I HEAR A SYMPHONY</td>
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<td>4</td>
<td>RESCUE ME</td>
<td>Carl Wilson</td>
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<td>12</td>
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<td>5</td>
<td>I'M NOT GOING DOWN</td>
<td>Joe Jackson</td>
<td>M-I 5030</td>
<td>1</td>
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<tr>
<td>6</td>
<td>DON'T LOOK BACK</td>
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<td>7</td>
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<td>Carl Wilson</td>
<td>Cetnmttied</td>
<td>10</td>
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<td>10</td>
<td>RESPECT</td>
<td>Carl Wilson</td>
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**NEW ACTION R&B SINGLES**

Other records registering solid sales in certain markets and appearing to be a week away from entering the national R&B charts are: (Note: All records on the chart are not eligible for a listing for the following week.)

**NO NEW ACTION SINGLES THIS WEEK**

**Fund Drive on CMA's Agenda**

*Continued from page 2*

**JAZZ BEAT**

*Continued from page 2*

**SPECIAL SURVEY for Week Ending 12/11/65**

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**COUNTRY SEG**

**BIG SUCCESS**

**PROVIDENCE**—Al Roberts of Station WYNG says the station's first week with its new country music format has been highly successful. "The station launched the new format Nov. 15," he said. "I felt we'd have a tremendous success! Phone calls and mail came in beyond expectations. I am reprogramming the music for station manager Bill Dawson and could use tapes from C&W artists for air play."

**Survey Results**

**AMBOY, III.**—Marvin Hoerner, owner and head of a record promotion firm, conducted an extensive survey he conducted in 13 Mid- West states showed that 430 radio stations program country music more than 900 DJ's in the 13 states against more than 100,000 hours of country music per week, he said.

**TOP SELLING R&B LPs**

*Continued from page 2*

**NASHVILLE SCENE**

*Continued from page 44*

**Stations Give**

*Continued from page 44*

**of WMGS, Bowling Green, Ohio:**

"During October, spots that we ran for you amounted to $27 each, totaling $324. This is not a bidding or statement rendered but just to show cash that we donated to you."

"Lowe's was the amount requested by the WINF." Hula dancer was set this week by CMA, which sponsored the October Is Country Music Month project. Lowe's is one of the many sponsored by CMA, which will also have a few by Canadian artists..."We plan to be a part of the "National Country Music Month,"""
Musical Isle Proves Value Of Artist Store Appearance

UNABATING APPEAL of the recording artist in the retail store autographing version was again demonstrated recently by Musical Isle of Milwaukee, a giant rack-jobbing firm. Appearance by Decca artist Brenda Lee at newly remodeled Montgomery Ward store in Chicago's Loop attracted 1,000 fans to the third floor record department.

RANKED BY Musical Isle's Terry Marquardt (who handles two to three promotions per month), the Brenda Lee appearance was augmented by newspaper ads, over the store's public address system and a placard like that shown above.

MUSICAL ISLE president Jim Tedjens (right) with Wards' record buyer Lindy Forsythe (center) and Metro district manager Lee Raine assist Miss Lee with signing. Tedjens, who has racks in over 125 Midwest Ward stores, called the appearance "a great boost to record sales."

SIGNED ALBUMS were first purchased by the fans, who then filed past the table where Brenda Lee sat for a 2-hour session. As do most artists, Miss Lee donated her time for the promotion. Decca branch manager Abe Weiner, assistant Herb Chapman and promotion manager Frank Scardino were also on hand.

December 11, 1965, BILLBOARD

Promotions for Dealers

IT'S IN THE BAG promotion by Smash Records offers dealers a free, two-color shopping bag with a space for prominently imprinting the name of the record store. The bag is particularly suitable as a hand-out in department store record departments. Appearing on the bag are Smash artists in the company's latest release with artist discography. Smash is also supplying a die-cut display for artist Charlie Rich, printed in black and red day-glo and featuring a four-color LP cover.

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, BILLBOARD, 158 West Randolph, Chicago, Ill.

Selectron

PORTABLE AIWA tape recorder by Selectron. Records up to 4½ hours on 5-inch reel at 1½ or 3½ Lp's. Operates on AC current (built-in converter) or four D batteries, VU meter, push-button operation. Price $99.95 includes accessory case, earphone, splicing tape, AC power cord, four batteries and take-up reel.

STANDARD FIVE-TRANSISTOR tape recorder. Plays 50 minutes at 1½ Lp's on 2-inch reel. Four push-button controls, remote control microphone, telephone pick-up, carrying case, six AA batteries. Price $44.95.

Zenith

MONOPHONIC two-track tape recorder by General Electric. Two 3-inch tape reels, 5-watt peak power, five tape controls, four audio controls. Two input and tuner phonograph jacks, output jack for external amplifier. Retail $129.95.

General Electric

Pfanstiehl

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

Your order shipped same day it's received.

DIRECT-TO DEALER

Pfanstiehl

CHEMICAL CORPORATION - BOX 498
40 LAKESHORE AVE - WAUSEON, OHIO
Originators of the 1955 Diamond Needle

Zenith all transistor FM/AM Symphonette portable radio. 13 tuned circuits - 8 FM, 5 AM, FM ratio detector, automatic gain control and frequency control. Full quarter wave FM antenna, operates on 4 penlite or 4 mercury batteries, provision for adding AC power converter. Cyclops cabinet, weighs 1 lb. 10 ozs. Retail $49.95.

Musical Isle Proves Value Of Artist Store Appearance

"I'm sorry, Brenda Lee," said the fan. "I didn't know you'd be here."


The fans gathered around Brenda Lee, eager to get her autograph. She was signing autographs at the downtown Montgomery Ward store.

"I love coming here," Brenda Lee said. "It's great to see my fans."
HELP WANTED

LONDON RECORDS REQUIRE SPECIALISTS, FACTORY REPS.

Qualified in Classical and Spoken Word sales to sell the London Import products to record dealers. The following territories are still open: I. Indiana, Illinois, Wisconsin, Minnesota. 2. Ohio, Western Pennsylvania, Kentucky, West Virginia, Alabama, Mississippi, Louisiana, Missouri, Kansas, Vermont, New Hampshire. Positions available in each territory at the time of the application. Please send resume to: Mr. BACIN, P.O. Box 141, Orange, Calif.

UNION RECORD COMPANY

Seeking all-round Office & Traffic Men, who should have experience in all phases of the record industry. Salary open. All inquiries held confidential.

Write: BOX #222, Billboard 165 West 45th St. New York, N.Y. 10036

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For immediate attention, self-owned label.

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RECORD LABEL WANTED: Local or national.

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All questions about recording, distribution, printing, shippling, marketing, etc. PRESSING No job too small DISTRIBUTION ARRANGED MORTY MAX PROMOTIONS 1650 Broadway New York, N.Y. 10019 (212) 752-3939

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Your Record Needs a Plug, Too!

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New York City

30 years in the record business. Super sales, distribution, factory dealings, and personal management. Operate every aspect of the recording business. No job is too small. We have a large sales force, top agents, and a large number of contacts throughout the world. We can get your record sold.

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Folz Vending Celebrates
50,000th Unit Placement

OCEANSIDE, N.Y. — The Folz Vending Co., the nation's largest bulk vending operator, will celebrate the firm's 16th anniversary and placement of its 50,000th vender with a big Christmas party Dec. 18 at the home office here.

Founded in 1949, the company now operates throughout the U.S. and in Canada. There are 36 out-of-town branches spread from Maine to California, 45 route men and 78 employees in the company.

A Folz 50,000th machine placed out in August,” said Harold Folz, who is secretary of the National Vendors Association and a partner in the company. “The total now is 55,000 machines.”

Award

The other founder and found-er of the company, Roger Folz,

Dime-and-Under Exemption Has Bipartisan Mass. Support

BOSTON. While partisan po-litical conflict rages over the new sales tax articles that would establish a 3 per cent, bulk vending interests re-presented in the main by the Folz brothers of New York feel confident that a dime-and-under exemption would be part of the language of any bill that reaches a vote in the Legislature. Harold and Roger Folz of Folz Vending, Oceanside, N.Y., those operators extend throughout the country, have been active here in persuading legis-la-tors of both political persuasions that the operator of the small charm vending machine should not be faced with the loss of his profit structure.

Roger, who is also president of the New York Bulk Vendors Association, explained that the essential tax law poses no threat to candy or gum vending because of a concession exception in the existing language. “It would hit capsule vending though without the exemption we seek.”

Encouraging

He reported that originally the tax measure provided for an under-time exemption. At the urging of the Folz brothers and with the backing of Republican Gov. Volpe, the language was changed to provide for a dime-and-under exemption of vending sales from the tax.

“Now matter what the ultimate form the bill takes,” Roger said, “it appears that the exemption we need will be there. There is about a 95 per cent chance that we'll get the exemption.”

Despite the fact that the actual draft of the tax bill was tossed out last week when Folz reports his bill to Senator Bill Wednes-day that the tax situation here "looks very encouraging.

The brokers were instrumental in obtaining the exemption for Massachusetts vending sales from the Massachusetts State constitution under exemption "looks very encouraging."

We're continuing to expand," declared Roger Folz, "but per-

Henal President Hits Pre-Show Product Lull

BROOKLYN—Henal Novel-
ties President Henry Schore last week expressed strong disappro-val with the traditional product release policy which he said "creates a pre-show hull." Declared Schore, who brought his long-time charm supply firm directly into the bulk market during 1965, "I feel that manu-facturers should help the operators by bringing out new items during the customary slack time."

Industry Dictionary

ZURICH.—Lagerscheidt Pub-
hishing Company has published a German-English and English dictionary which includes the most comprehensive coin machine vocabulary ever incorporated into a standard dictionary.

The volumes are specially de-
signed for the coin machine and electronics trade. The set is in hand-size format, the German-English volume having 744 pages and the complete set in English- and German-English volumes.

Langenscheidt terms its new dictionary "a major break-through toward building a bridge between the German and Anglo-American coin machine worlds."

is president of the New York Bulk Vendors Association.

Both have been active in combating legislation that would ad-

ructively affect bulk vending. They were instrumental in help-
ing obtain a pricing exemption from the New York sales tax and are currently working for a similar exemption in proposed Massachusetts sales tax legis-la-tion.

In October the brother execu-tives were awarded the L. D. Chambers Award of the National Automatic Merchandising Association for "outstanding legis-la-tive accomplishment during the year." The award is the highest made by the giant NAMA.

At the party Dec. 18 the brothers will be presented with two gold-plated Northwestern bulk vending machines by Moe Man-
dell, New York distributor. In-

scriptions will note that the first Folz machine, a Northwestern, was placed in August in 1949; the 50,000th machine, also a Northwestern, was placed in August of 1965. The machines will be donated by the Northwestern Corp. of Morris, Ill.

In November 1949, the Folz Vending streamlined the operation with the installation of a complete IBM processing system.

"We're continuing to expand," declared Roger Folz, "but per-

haps not quite as rapidly as in the past few years."

Some 200 suppliers and friends of the young executives are expected to attend the big celebration here, which will fea-
ture dining and dancing.

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December 11, 1965, BILLBOARD
Safe Driving Tips
For the Operator

The following article is excerpted from a speech presented by Gerald J. Foddersen during the recent convocation of the National Automatic Merchandising Association.

A safe driver is a sound, economic investment for you. The time you spend in developing good driving practices will be repaid many times in reduced insurance premiums, down time of vehicles and time lost away from the job.

One of your basic objectives should be route familiarization. You should know the location of rollover hazards on your route, such as two-lane roads with cars parked in both directions, school zones, fire and ambulance stations, construction zones, unmarked intersections and entrances and exits to high-speed expressways.

Check List
Always make a preliminary visual check before going out on the road. If you think it necessary, have a written check list made up which includes the following items.

1. Tires—and check your space at the curb. 
2. Horn and lights. 
3. Pump your brakes and hold them. A good test of your braking is a making sure your pedal pressure holds constant. 
4. Clean all glass and reflectors. 
5. Check your car's tires for wear and tear. 
6. At the curb, off the curb.

BUILT FOR BUSINESS!
MARK-BEAVER
bulk vending machines
fulfills it's promise
in the future and
also...
PERSONNEL PROBLEMS

To a great extent, Mr. Operator, the man who tend your machines hold the keys to your good customer relations. A reliable staff and the efficiency and growth of your organization. Finding men who are up to this role and keeping them happy in their jobs is the biggest challenge facing operating personnel today. And it is one that should be regarded as the top priority of the operation. The editing trust these point out in the field of personnel relations will help you meet this challenge. The following articles are adapted from speeches delivered at the recent Miami Beach, Fla. convention of the National Automatic Association.

WANTED

Mechanic for Juke Box and Amusement Games

just the experienced. Excellent opportunity and good starting salary. Dependable, who, experienced a honest man.

OUTSOUTION TRAINING PROCEDURE

HOWARD G. HAMILTON

The company must provide a trainee with a definite training program to prepare him for his future duties. There should be one person, possibly, who has charge of a training program and stays in the same position the entire training period. Now, I do not mean a person who leads the trainee around such hour his training period, but one who is in charge of his program and has an interest in him throughout the period—a co-ordinator, you might call him. First, the trainee should be reduced to the company and introduced. He has to be sold at his financial remuneration to what his place in the company will be. Second, the people will be working and given some insight into the company; be shown the formal papers, work forms, etc., which will be used, be given instruction and guidance. Little Things (And there are a lot of little things, like, for example, a certain...)

MAKING INCENTIVES WORK

By EDWARD M. RYAN

CHICAGO—Establishing a good employer/employee relationship is the key to getting the full value out of the company payroll. Without such a relationship, no incentive program can succeed. Just as you can't buy an old dog a new shoe and expect him to go with a watch gold after 30 days of borrowing and grinding him to the ground, you won't win sympathy for salesmen, electricians, or anyone else who can't make an incentive plan work. Everyman, including most of those 90 per cent who don't find the plan more than nuisance. The problem is, however, to find ways of stimulating him to do something about his wishes. First of all, ambition must be embarked.

(Continued on page 56)

THE FUNDAMENTALS OF HIRING

By ROBERT E. SHAFFER

As basic principles for recruitment or selection of employees, operating firm management should bear in mind the following:

1. Hiring costs money and is one of the major investments in the company.
2. Selection of an employee is really a production, and hiring is the matching of a man with a specific job.
3. To be systematic about selecting a new employee, it is advisable that management follow certain basic rules of procedure.
4. Selection of an employee must be regarded as the top priority of the operation. The editing trust these point out in the field of personnel relations will help you meet this challenge. The following articles are adapted from speeches delivered at the recent Miami Beach, Fla. convention of the National Automatic Association.

INDUSTRY SEEKING A DEFINITIVE RULING ON BLUEGRASS GAMES

By PAUL ZAKARAS

FRANKFORT, Ky.—Two Chicago pinball manufacturers, and a Louisville distributor and a Louisville operator have filed for a declaratory judgment in Frankin County Circuit Court, asking the court to rule on the legitimacy of amusement-type pin games.

The action is intended to test the effectiveness of a 1956 Kentucky law which specifically allows differences between lottery-type pin games and machines, and clearly allows operation of the latter type device in the State.

The suit has been filed by Williams Manufacturing Corp. and D. Gottlieb & Co., Chicago; Gottlieb distribution and L. V. L. State Amusement Co., both of Louisville.

The climate for the action is created in October when deputies of Paul R. Huddleston, Louisville State Police's special counsel in charge of driving out pinball machines, seized 134 pin games in Bowling Green, Ky. in a search warrant. The case is a number of amusement games which, according to the 1956 statute, are legal. In response to the seizure, amusement games interests have filed the suit to find out where they stand under the law.

Earlier this year Governor Breathitt announced a crackdown on pinball games. At that time it appeared that he would be attacking only certain games, but now it is evident that sometimes lumped with amusement pin games because of similar classifications.

The suit is expected to indicate, however, that the Governor's forces are no longer making a differentiation between the two types of machines.

In response to Billboard questioners, Breathitt said he believed both types of machines should be treated equally and said his actions are designed "to test the 1956 law. We feel that this law is constitutional."

Attorney for Gottlieb and Williams, Stuart Hammaker, said: "The Governor moved to suit. He said that Huddleston has asked the court to démarche this request for judgment. Hammaker indicated he will request a hearing on the merits before the end of this year. Hammaker added that machines and amusement devices have their place in the general scheme of things, and that B-grade TV programs that are constantly on the air throughout the country. We feel that the State legislature may have been made on this matter, and that no individual should attempt to re-interpret that decision which has been written into law."

GI MONEY JINGLES IN CALIFORNIA COIN BOXES

By BRUCE WEBER

LOS ANGELES—Give most soldiers the cemented avenue open to the leisure time and they’re likely to spend their money feeding Juke boxes and vending machines in communities surrounding military installations. Soldiers distribute pocket money liberally on amusement grounds, and any box that can be easily loaded can be used for gambling in the military; and there is no illegal gain.

Soldiers distribute pocket money liberally on amusement grounds, and any box that can be easily loaded can be used for gambling in the military; and there is no illegal gain.

Military installations provide. the next important facet of supervisory training. It is one of making sure that they are getting their point across. They present the subject in two or three ways, to make sure that the employee fully understands what is going on. Repetition of the explanation and practice techniques should be continued until the supervisor is satisfied with the man’s performance. A good training program should include a check list which the worker can consult and which lists the things the supervisor has properly performed his assignment.

(Continued on page 57)

REPORTS INDICATE BUSINESS ON MILITARY POSTS—Fort MacArthur, Calif., home to the newly established Camp Pendleton Marine Base in southern California, and Roberts and Hunter Liggett Military Reservation, both in San Luis Obispo, and the large Fort Ord training center, near San Francisco—and neighboring military communities is booming.

Pleasant Profits

Camp Hathaway, who services Camp Roberts and Hunter Liggett Military Reservation and the city of San Luis Obispo, says he earns a good profit on military bases. Hathaway has a variety of coin machines and pool tables and localities recognize general appearance and quality.

In the summer, when some 50,000 California Army National Guard and Army Reserve soldiers are in the area, Roberts military population, Hathaway business shows a 50 cent gain.

(Continued on page 36)

December 11, 1965, BILLBOARD
Making Incentives Work

Continued from page 35

sometimes conspire to discourage, rather than encourage individual ambition, and it is up to the employer to see that such circumstances are removed from his organization. A basic communications problem often exists between management and employee. In a recent study, supervisors of 24 organizations were asked to list 10 morale factors in the order they believed their employees considered these factors. Later, employees of the same organizations were asked to take the same 10 factors and indicate how they felt. The supervisors were guessing—the employees were revealing their true feelings.

In an organization, the results proved that a fundamental misunderstanding existed. The first three factors listed by employees were the last three listed by the supervisors.

"Full appreciation of work done," first by employees, was eighth by the supervisors. "Feeling in on things," listed as number two by workers, was tenth on the management list. "Sympathetic help on problems," third in importance to the help was, in fact, only on the bosses’ tabulation.

All of which serves as added evidence that supervisors and management are not necessarily a good source of information on how employees feel about the job, pay, working conditions and other areas of personnel management.

Blunt the Drive

Important overall considerations in personnel control which should be followed by both managers include: (1) Pay. Any compensation system that does not place more than nominal emphasis on individual effort and improvement is stifling the natural desire to better. (2) Promotion. Any selection, upgrading or development program that does not other factors ahead of merit (as shown by performance and preparation for real job) tends to blunt the drive for self-improvement (3) Training. Any training or development program that prepares many for only a few openings (or none), or aims at goals so vague they are like mirages, will cause more resentment than good will. But pay and promotion are cut the only incentives that stir employees to try for bigger and better things. There are certain items of a tangible nature that work. Nevertheless, there is an important difference: pay and promotion appeal to masses, while the intangibles require careful study and individual consideration for each person.

Intangibles

The following intangible incentives should be kept in mind:

1. Job security. (2) Personal satisfaction pride of accomplishment, (3) approval by others whom one respects, (4) chance for personal freedom (stemming from a knowledge of possibilities, promise), (5) prestige (title, location, equipment, kind of pay, etc.), and (6) sense of participation (ask opinions, consult).

If an employer has the time and ability to get knowledge, in that particular area of motivation, the has the appeal to each member of the work group, said then, seems logical that in time, all employees could be started on the road to self-improvement—to bettering their own security, and making the company better its security.

However, unless you have a rather full business week in which to close contact will be impossible. Speaking less of program that, with time and fair opportunity for promotion, and keeping a friendly atmosphere with employees, listening to their suggestions and praising their work, will encourage ambitions and improve your incentives program work for you.

Incentives For Groups

By Robert C. Scott

An incentives program consists of motivating people to perform better and paying them for it. This process involves many elements involved in such a program, there are two considerations that will effectively apply to any business.

First, we should tackle the question, "Why should an owner need an incentives program for his business?" One answer is the fact that an organization paying straight salaries, regardless of individual or team performance, may have a high turnover with a possible turnover, in the case of payers, the idea that job switching is their open road to higher earnings.

Secondly, straight salary raises in large performance, may have an upper limit on the pay scale, and employees may look at the same time as their income may an 80.00 to commodity to be bought cheaply and sold at den as possible.

Incentive Benefits

There are, therefore, with the present sort of the personal, or employer, has, has, ideas, perform beyond the level that will keep him in his job.

There are two types of incentive incentives that are in use. The first type is based on individual performance and the other is based on group performance. The first group believes that supervisors, in coordination, should be paid the same amount of money as their job is related to what can be accurately measured, any added effort can be related to above normal effort, skill or above normal amount of time "the hours" spent working.

The second group believes in the use of individual psychology to create a large group of production into one person, and work, rather forcing it from them.

If you are of the first group consider a group program. If you are of the second group, you may view the following points to see if you are getting the most of your program.

Profit Sharing

First of all, you want to choose your group. You can, probably leave out yourself other top people who may have strong interest sharing employment contracts. Let's say you are primarily concerned about motivating the people unload and warehouse products, who service and who repair broken machines back in your shop. You even, "new-voices—all relating to come to wages.

The first, and best known, profit sharing under which people might propose to pay out a periodic check 30 per cent of pre gross, points above a 10 per cent return for your investment. You may be to see that one that people will get interest in salaries paid to various areas, in selling expenses other "office" costs. Also, the plan may be very valuable and in the fixed costs for the owners.

Looking further, you get the possibility of setting up the payrolls to the gross sales come from machinery. The recipients won’t be concerned about what is paid sales higher and management. (Continued on next page)

December 11, 1965, BILLBOARD

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The Swingin' Swiss

PROGRAMMING

Up-Beat Big Band Bound to Be Next Big Sound, Says Bilotta

By RAY BRACK
NEWARK, N. Y. — "Blend the big band sound with the rock beat and you have what I predict will be the next big—and big-selling—sound, on the nation's juke boxes," predicted a finger-snapping Johnny Bilotta last week.

Formula for the coming form, the veteran distributor explained, is merely the blending of the traditional big band with the contemporary rock 'n' roll beat.

"The result," Bilotta said, "is music that will appeal to the young adult and the adult—the folk we must appeal to in most of our locations. These are the people who criticize rock n roll. Yet, oddly enough, when they've had a couple drinks and the big-beat music begins, they're up there dancing with the limber-kneed kids."

Studio
A hybrid form, identifiable with old and new pop musicals, Bilotta feels, will prove more effective than two dry martinis in stimulating adults to dance.

Not one to theories only, Bilotta has taken steps to get his "sound" on tape. He's forming a corporation with Rochester band leader Vince Jan, who owns a recording studio. The studio is being moved here and will be housed in part of the new addition now under construction at Bilotta Enterprises, Inc. at 224 N. Main Street.

Utilizing Jan and big-band instrumentation supplemented by a rock combo called Michel and the French Canadians, the well...

(Continued on page 60)

a special message to operators
in Ohio and Northern Kentucky*

We're pleased to announce our appointment as a franchise distributor for Rock-Ola phonographs and cigarette vendors.

*Entire State of Ohio and the following nine counties in Kentucky: Owen, Gallatin, Grant, Boone, Kenton, Campbell, Pendleton, Bracken and Mason.

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Here's why Valley Magnetic Cue Ball will add profits to your:

• The home and professional player will now play coin operated pool without the larger size cue ball affecting their game.
• Magnetic Cue Ball will not become trapped as it separates itself from other balls.
• Regulation size and weight assures player more accuracy.

For information write or call

Valley manufacturing & sales company
333 Morton Street • Bay City, Michigan • 922-4536

(Continued on page 55)

Supervisors Need a System

Continued from page 55

...Such a program is de
ded to focus the supervisor's attention on employees as individuals. From this point of view, he can determine training needs, promote promotions and demotions, and have good ideas of his manpower inventory.

Many supervisors mistakenly think that they can make a gross appraisal of their employees by running them through their paces. Studies show that merit ratings by supervisors are subjective judgments that tend to be influenced by many factors besides an employee's job performance. Therefore, the supervisor must set up a rating scale program and actual work performance of employees. Such a scale could be closely related to the job and to the job performance of an employee who is performing outstandingly.

The rating scale system is one of the most important devices for appraising employees. It is used for determining the worth of an employee, his progress, or the need for training or counseling.

Fundamentals

Continued from page 55

...what the major kind of work is expected of him. He must know what these tasks mean and how they are to be done. He must know what his job is and how he is to do it.

In "interviewing," management should use what we term a "guided interview," which, contrast to the "screening interview," probes the applicant as a person.

On the basis of data turned up in interviews and reference checking, management must be able to pinpoint the applicant's important skills. Traits needed most are:

1. Job tenure.
2. Preferred work habits.
3. Tenacity.
5. Loyalty.
6. Planning, organizing ability.
7. Good relations with fellow workers.
8. Ability to lead.
9. Watch for these indicators of personal maturity:
   1. Realistic thinking.
   2. Self-discipline.
   3. Independence.
   4. Self-control.

...To make your final decision, be sure to match the man...
Coming Soon:

Dec. 7—Missouri Coin Machine Council quarterly meeting, Holiday Inn, Sedalia, Mo.

Jan. 22-23—South Carolina Coin Machine Operators Association meeting, Columbia, S.C.


**NEW EQUIPMENT**

**BOWL A STRIKE.** A single-player, add-a-ball game manufactured by Williams Electronic Manufacturing Corp. of Chicago. A "strike feature," urges player to make 10 strikes, thus lighting bottom "out lanes" for an extra ball. A "spare feature" awards an extra ball plus an extra ball for each additional strike to the player who makes three spares. In back box animation the unit offers a bowler rolling a ball into the pins each time the player scores a strike. Construction features include stainless steel molding and trim, a "plastikote" finished playfield, automatic ball lift.

**GI Money Jingles**

*Continued from page 55*

Heavy and constant usage, I have few headaches.* With machines in service clubs and in an officer's club, Hathaway says the soldiers themselves police and maintain the equipment.

**Pool tables.** Hathaway says, are the most popular.

Hathaway also feels the "uniform" adds to his pocketbook when servicemen leave their bases for the surrounding civilian communities. "When servicemen come into town," Hathaway said, "the machines are active and business is booming. That makes me happy."

**Arcade Equipment Firms in Outdoor Exposition**

CHICAGO—Among the 120 or so exhibitors in the 47th annual exposition sponsored by the International Association of Amuse Parks here last week were several major manufacturers and suppliers of coin-operated arcade equipment. The Billboard camera caught the following executives doing business in the exposition hall at the Sherman House Hotel.

**DUNCAN SALES CO.** President Joseph Nemesh (right) snippet the business end of the Arizona gun which is new from Germany.

**INTERNATIONAL MUTOSCOPE CORP.** Executive Larry Galante probes the works of the firm's Photomatic '60' automatic shooting machine for the benefit of Joseph Corrito, Warwick, R.I.

**STANDARD HARVARD METAL TYPE INC.** Officials Pete Urbahn and Andrew Wierdak flank the company's aluminum die-casting unit.

**CAPITOL 16 CO., INC.** Official Ralph Hotkiss (right) demonstrates company's Ski Chase game to Louis Capetta, New York City.

December 11, 1965, BILLBOARD
COLUMBUS, Ohio — The Shaffer Music Co. has recently completed a series of service seminars for its vending equipment and phonographs. Classes were held in each of its 18 field offices in Columbus, Cincinnati, Cleveland and Detroit.

Hank Hooven, Rowe/AMF area service representative, conducted the classes on the "Diplopod" phonograph. Tom Fenton gave instructions on the "Rivera" cigarette vending and the 333 coin mechanism.

Routemen Training Procedure

Continued from page 55

Every collection, merchandise and vehicle are of paramount importance.

In addition to many weeks of on-the-job training, you will need to include information on such things as suggestion program, union contracts, awar- 

des, location systems, parking arrangements, auto- 

miles, bulletin board, insurance agreements, invest- 
in blood and other items that may unique to your operation.

Six Weeks

How long does it take to train a routeman? This is the million-dollar question. All men do not have the same capacity to learn materials at the same rate speed.

Personally, I believe a six- week basic course covering both classroom and practical routine will be given to a prospecting man.

The routine ought to be to prove by his performance the first six weeks of training that he is capable of becoming an integral part of your company and that he can shoulder responsibilities.

After completion of the first six weeks basic training, the new man should be assigned, if possible, to a small route. This is not mean that he can be as close to service this route, without exception, but he must continue to have close, daily supervision and instruction by a supervisor.

Upon completion of three months with your company, the new man should be able to service his route with minimal supervision. By the end of the six months of work route, he should have a man who is gaining to understand what one is doing and who is looking for more business to increase his ap, as well as his paycheck.

It takes a year, in my opinion, to develop a polished routeman.

Increasing Efficiency

By DAVID F. HARTLEY

Our machines on location— 
the men who serve them— 
are the industry's "proverbial feet of fire." Or they can be the worst thing that ever hap- 
ened to your company, especially for service men (and their creditors)

It goes without saying that there are many parts which have improved efficiency of service and improved the op- 
ing firm image—such as:

1. Equipment improvements which reduce service time.
2. Tandem main route trains and expressways which speed up in between-stops travel time.
3. Better management systems which reduce the historic and painful waste of routemen's time on non-route functions.

Three Parts

These are all important con- 
tributes to a routeman's efficiency, but the most important one of all can be summed up in two words: "route-

ing training.

There seems to be three main

December 11, 1965, BILLBOARD
Discotheque 'Yuki' in Japanese Debut

By J. FUKUNISHI
TOKYO - Discoteke "Yuki," the first discotheque ever introduced in Japan, opened on the fourth floor of a building close by Ebisu Station in Tokyo Nov. 18. It is part of a dance hall chain operated by Saburo Nakagawa, Japanese counterpart of "Killer Joe" Piro. The most noted instructor of all new steps imported from abroad, Nakagawa also records for the Crown label as the leader of the Saburo Nakagawa Dance Orchestra. "Yuki" means "Snow" and is the name of Nakagawa's youngest daughter, who is a popular teenage movie actress.

A Rock-Ola phonograph was installed in the hall by Sega Enterprises, Ltd. (R. D. Stewart, president) which operates about 3,000 juke boxes throughout Japan. The ball has dancing space for about 800 couples. The stage wall is painted with large portraits of the Beatles. An entrance fee of 200 yen (55 cents) is charged for dancing from 5 p.m. through 11 p.m. Tokyo Municipality regulations do not permit dance halls or nightclubs to remain open later.

Music is furnished by the juke box and an electric guitar band alternately. The most popular starring Japanese teener is the Monkey.

The electric guitar fad began about a year ago here, and was fiercely accelerated by the repeated visits of the Ventures, the Animals and others as well as by the discs and movies of the Beatles.

Colorama Inks Fairchild Cartridge Pact

HICKSVILLE, N.Y. - Negotiations disclosed by Billboard July 17 have resulted in a 15-year contract, giving Intersphere Development Corp., here exclusive coin machine rights to Colorama. Twenty and 40-selection models will be offered, he said, with the smaller unit in the $2,000 price range. With the expiration of the Fairchild contract, Schwartz said, Intersphere has begun to place orders for machines and parts in preparation for production.

Terms of the contract Schwartz explained, prohibit Fairchild from selling its sfointride mechanism to any other manufacturer in the coin-operated field for the next 15 years provided Intersphere buys a specified quantity yearly.

Schwartz said he will market his Colorama machine through distributors in the U.S. at $2,000 to $3,000 figures in the States and Puerto Rico has been appointed, he said, under a guarantee agreement by way of additional domestic and foreign outlets.

Big Band Sound

Continued from page 57

known Wurlitzer distributor hopes to come up with a master that will interest a major record company.

Len Levy of Epic Records has already expressed interest in the trend, Bilotta said. He hopes to discuss the project with Warner executives soon, as well.

"Right now we're looking for arrangements," Bilotta said. "Anybody can call all over the country who think they can create the sound I want are welcome to contact me."

The music will be jive but oriented, Bilotta insisted, like the record "Java," we won't break some records on the juke boxes. Regardless, this type of music will go on making money.

Meanwhile, the energetic lot of Doo Woppes advancing another largely unrelated project. Bigup setting up Dixieland Jazz Discio,seque in certain locations, the basis that the operator retains a 60/40 split with the $30 going to the operator.

For this enterprise, Bilotta seeking Dixieland product a has issued a call to all record companies.

Ed Furlow, 62, Dies in Dallas

DALLAS - Ed Furlow, president of the S. H. Lynch Co. here, the first licensed firm in the U.S., died last month of a heart attack Nov. 15 at 62.

The firm sold its business to its branch managers a number of years ago and the management served as pallbearers at the funeral. These included Lynch of New Orleans, Hoyle of Houston, George Simon of Memphis, Anderson of San Antonio, and A. O'Connor of Dallas and V. Nicholls of Oklahoma City.

Furlow is survived by his wife, two sons and two grandchildren. At the time of his death he was vice-president of the Schlitz beer distributorship.
Incentive
For Groups

won't receive any "windfall" payoffs or deficits due to volume swings that do not have any relation to the quality of their work.

Interest
Best, perhaps, is a program which gives employees a percentage of receipts from machines. LESS the costs to you of what you sell and of the materials and supplies you consume (such as repair parts, gas and oil for trucks). This would encourage employees to conserve all items of material and supply while at the same time penalizing them if they increase usage of such items. It is obvious that such a program would increase employees' interest in their jobs without cutting into your profits.

No matter what the formula, group or individual incentives program will not run automatically. They are only tools for management. In capable hands, incentives can work wonders. If they are put in simply to "plug a hole" and then forgotten, they will undoubtedly die or be killed. And, if there is a single potential plus you should remember, it is that many industrial firms have found their profits go up from already satisfactory levels to 120 to 150 per cent of their former level through the successful use of incentives.

12 Film Firms Producing for Rosen Machine

PHILADELPHIA—In recent weeks, almost a dozen film producers and artists based in New York, California and in this area have entered into agreements to have the David Rosen organization handle the national distribution and promotion of the films subjects being made expressly for Filmloheque-Discloheque. Other film producers committed to the audio-visual productions include Lido Productions of New York and Los Angeles, headed by Stanley Borders; Luke Moberley, whose Empire Picture Studios are located in Dade County, Florida.

Rosen indicated that other film producers have also been meeting with him to discuss plans for production. From the very beginning, Rosen said that he would not enter the film pro-
duction field himself but would keep his door open at all times for independent producers.

Rosen also revealed that he has been in negotiation with Jerry R. Gregory, a producer for the American Broadcasting Co., for the production of film subjects. Others reaching agreement with Rosen on the distribution of their film product include Eddie Heiler, Richmond Organization, New York; Lou Herscher, Accadia Music Co., Hollywood, and Motion Picture Alexander Corp., New Orleans.

Artists, such as the comedy team of Fisher and Marks and singer Lou Monie, have committed themselves to do a series of films for Rosen. Steve Gibson and the Red Caps are already in production.

Artists, whose films are now in distribution by Rosen, are Bobby Rydell, Frankie Avalon, Petula Clark, Betty Curtis, the Raindrops, Neil Sedaka, Frankie Vaughan, Bobby beer, Bill Doggett and Paul Anka, among other names familiar on these shores.

CHICAGO RANGER

Rapid Fire MACHINE GUN

Not Just Another Gun — Looks Completely Different — Will Stand Out In Any Location

Adjustable from 100 to 400 shots for 10s
Average Game Time — 1 MIN.

Compact Size

Fits Everywhere! Only 46" long—20" wide

* Exciting Animation — 3-Dimensional Indian and Outlaw Targets Move Continuously, Forward and Reverse Direction. A Challenge to Marksmanship!

* Special Star Targets Score 10 Times Normal Value, When Lit

* Adjustable for Regular or Extended Play — Extended Play on High Score and Number Match

* Gun Swivels — Adjusting to Short or Tall Players

* 10¢ and 3 for 25¢ Play

Your Distributor is now delivering these Proven Profit Makers

PREVIEW BOWLER • GOLD STAR • PAR GOLF

CHICAGO DYNAMIC INDUSTRIES, INC.
1733 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

December 11, 1965, BILLBOARD
Dynaball, Inc. Has Expanded

SKOKIE, Ill.-Dynaball, Inc., President Sam Berger announced last week that the company's Oct. 1 move to new quarters at 11031 Old Ridge Road and expansion now affords the firm four times the space at the old location.

Production, warehousing and office space has all been enlarged, Berger said.

Give to UNITED CEREBRAL PALSY

CHICAGO'S RICHARD J. DALEY (left) takes cold drinks next to Pleto Jones Jr. of Seeburg Corp. advertising department at Mayer's recent conference on employment opportunities. Secretary of Labor W. Willard Wirtz was guest-speaker at the conference.

December 11, 1965, BILLBOARD
NEW LEVEL OF LISTENABILITY

- The stereophonic sound of a Wurlitzer 3000 is so superior that it simply charms coins right out of patrons' pockets. Result? It has demonstrated itself to be the most profitable juke box on the market today. Your Wurlitzer Distributor can prove it. Give him that opportunity TODAY. Tomorrow you can start enjoying high earnings from your route.

Wurlitzer

MODEL 3000 STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK