Dealers Enjoy
Ho! Ho! Yuletide

NEW YORK—A sampling of
record dealers across the nation
indicated booming Christmas
record business and movement
of general catalog merchandise.
In New York, Kerrene's Christmas business is up over
last Christmas, record buyer
David Rothfield said Friday
(24). The Christmas spirit was
late in coming, but when it
came, it came big at the dis-
count department store chain.
Alexander's department store
reported that Christmas records
had either held even in sales
with last Christmas or dropped
slightly. But general catalog
"is way up," said record buyer
Phil Mishack. "There's no particular
album or any particular article
like in years past...everything
is up. I assume about 12 per
cent over last year in all of
our branches."

At Sam Goody's general man-
ger, Samuel Stolen said there
was "a fine increase" in Christ-
mas business over last year.

(Continued on page 6)

BCC Bursts Volley at Pirates

By ANDRE de VEKEY

LONDON—The British Copy-
right Council continued its
campaing approach to the British
government on Dec. 21 through
Minister of State George Dar-
lng, to eject pirate radio sta-
tions if copyright law cannot
be enforced on them. A 12-man
delegation from BCC, led by
counselor Alan Herbert, consis-
ted of officials representing
all branches of copyright cre-
ators and users, including actors,
writers and journalists as well
as all music business organizations.
The Council claims that Minis-
terial foolishness has so far kept
the pirates immune and are
demanding speedy action. The
copyright Council's contention
that the pirates on forts around
Britain's coast are on govern-
ment property was agreed to by
the Minister, but he stated that
the Ministry of Defense was
releutant to undertake any oper-
ations which were "to the use of
forces.

The Council challenged the Min-
ister by stating that if the pirate
had been broadcasting sedition
or pornographic material, for
example, the government would
have found ways and means of
stopping them; therefore, why
not enforce copyright law which
is in the interests of all copy-
right creators and users. The
Council's objection is on the
basis of "no pay no play." It
does not want to deprive the
public of any legitimate broad-
cast medium.

Background to government
stalling on the issue indicates
that they have pagentholest the
matter although the excuse is
"other Parliamentary priorites.
Many still believe the govern-
ment, with its current slender
majority, is anxious to win the
next election and look on pop
radio and music as a "diversion
especially if legislation is intro-
duced in the House of Lords
from 21 to 18. The government's
reply to pirate ships was to pass
an act with some time,..."

(Continued on page 10)

'Rubber Soul'
A WHOPPER
FOR BEATLES

NEW YORK—Beatles have
topped themselves. Their latest
Capitol album "Rubber Soul,"
sold 1,290,000 copies in its first
nine days on the market. This,
according to Capitol, breaks every
sales record previously held by
the Beatles.

Capitol reports that the al-
bum has been selling at a clip
of about 140,000 copies a day
ever since its release on Dec. 6.
The LP picked up its heaviest
sales in the New York area,
selling about 500,000 in nine
days. In at least four other
areas, Boston, Chicago, Los
Angeles and San Francisco, sales
figures total well over 100,000
for the same period.

Capitol's initial allocation
on "Rubber Soul" of two million
units is also its largest ever, on
any album. As of mid-month,
60 percent of that allocation
was sold.

The album was formally cer-
ifed gold by the RIAA as a $1 mil-
ion seller last week.

(Advertisement)

A Spark Takes Hold

JAY AND THE AMERICANS have become one of the world's most successful
rock groups with a long string of hit singles and albums for United Artists
Records. The current single, "Sunday and Me," is a chart-topper as is their
album, "Jay and the Americans Greatest Hits."

(Advertisement)

Justerin have hit pay dirt
with a hilarious misadventure
joke (cheat) that is selling
big. The card and Foster perform
all

(Advertisement)
Happy New Year

Great Singles to start off right in 1966

Top Sellers:
“Make the World Go Away” — Eddy Arnold #8679
“Mother Nature, Father Time” — Brook Benton #8693
“Meet Me at the Altar” — Perry Como #8722
“Then Go Home to Her” — Norma Jean #8720
“Snow Flake” — Jim Reeves #8719
“Skid Row Joe” — Porter Wagoner #8723

Brand New:
“What Did I Have That I Don’t Have?”
c/w “Mister Kiss Kiss Bang Bang” — Ann-Margret #8734
“We Could Learn Together”
c/w “Look at Me” — Ethel Ennis #8733
“A Born Loser” c/w “All the World Is Lonely Now” — Don Gibson #8732
“Time” c/w “As Long As We’re Here” — Frankie Randall #8735

RCA Victor

(RCA Victor® the most trusted name in sound®)
This Was the Year That Will Be

The year that was, 1965, is history, but history affects the course of future events. In the case of many notable events in record-music industry, Billboard has selected 10 whose impact will probably be more fully realized in 1966.

Over-the-counter record sales will hit an all-time high when final 1965 figures are tabulated. As of several weeks ago, Billboard's Record Market Division estimated that sales were up almost 8 per cent over 1964, and this estimate preceded the big Christmas buying spree. Dealers echoed this week generally stated that Christmas business was considerably ahead of last year's, of which buttressed the view that 1965 will be a record breaker in sales.

The car tape cartridge development, stemming from the popularity of the Homemade Stereophonic cartridge, is a major step toward pacing record industry. In the last several years, many distributors entered the rack-jobbing field; similarly, there is the tendency of giant rack-jobbers to seek distributor status.

Therefore, one trade grouping covering these facets was a natural development. Jules Halpert, former director of EMI Record, is now planning a schedule of extended services so as to aid both rack-jobbers and distributors.

Country music moved "uptown," reflecting years of work by the Country Music Association. On the heels of the success of WJJD, Chicago, a wave of new top rated country music stations sprang up across the nation. These included WJZ, metropolitan New York; WWOB, New Orleans; WOR, New York; and WOAH, Miami, and WEEZ, Chester, Pa., which reaches into Philadelphia.

"The Spirit of Chicago," a new attitude of greater co-operation between jockey box operators and record manufacturers, was born during MOA's Chicago convention, creating the Bill Cannon committee for surveying operator's programming needs and weeks later, the labels. This resulted in intensified activity in their release of Little LP's to satisfy operations' adult programming needs.

The repeal of the U.S. excise tax on phonograph records has taken away the burden that the record industry had been carrying for many years. It has given records the same educational status which government recognizes, and will help continue the trend to bigger sales.

A ruling by the Federal Communications Commission for AM-FM operations to separate at least 50 per cent of their programming brought about by the FM stereo potential exposure for records. Many stations separated their programming all the way. In addition, many stations changed their FM to stereo, a factor that could have a vast importance on the stereo record business.

At year's end, the record companies began to latch on to the Marichu sound popularized by Herb Alpert's Trumpet Band. The Mexican-flavored pop music sound will be getting prime platter time and is being looked on in the trade as the "new sound," for the time being, anyway.

A Solid Beginning For CMA Building

NASHVILLE—Country Music Association officers signed a contract with W. B. Cundiff for construction of the $300,000 CMA Building, Music City's CMA Building, Construction is scheduled to begin March 1966. A CMA fund campaign to raise $300,000 among Nashville country music stations in the community will be staged in February. The CMA already has $200,000 the record sales by the music, record and related industries. This money is to be used to help break the growing success factor in Nashville's music community.

The contract signing was attended by the CMA executive committee at a luncheon meeting at Marie's Restaurant.

CMA president Bill Dennis said the museum will be "sight and sound. We don't want a dead museum, an exciting, living industry with a rich heritage."

Besides cherished mementos of famous lives in country music, the museum will contain a history of the "Grand Ole Opry" and house a theater which will seat 500 persons. Films of the Opry's history and video tapes of artists' performances will be shown. An art feature that could have color transparency of life-like photos of country stars in lights and boxes and individual movie theatre is a possibility for latest information about them.

The building and its exhibits, other features will be included. Jester Exhibits of Mount Vernon, Va., has been commissioned to do the interior design.

The Country Music Hall of Fame will also be building. Members elected since it was formed in 1961 are: Jackie Gleason, Rod Rodgers, Fred Rose, Hank Williams, Ray Acuff, Tex Ritter, Ernest Tubbs, and Jimmy Dean. Other members, with an engraved tribute to their contributions to the music, will be added to future groups. The building will also house CMA offices with a full-time staff including Jo Walker, executive director, and two secretaries.

Douglas Single Sparks Album

NEW YORK — The click of Marcia, Douglas', Doug's Across albums, "The Men In My Little Girl's Life," has sparked the music industry to a new album of the same title. The single hit Billboard's "Hot 100" at 57 this January. The album was released three weeks ago.

The album, which is in keeping with the title tune, includes several selections dealing with the sentimentalism of parental love, such as "Is There a Baby in the House" and "Let Her Be." A "soul" theme is also covered. In addition, Douglas sings several standards he's performed on his syndicated TV show.

RAY DOBBE DIES IN CRASH

AMSTERDAM — Raymond Dobbe, 26, Billboard's Nether- land correspondent, was killed in a plane crash Wednesday (22) as a result of injuries sustained in an automobile crash two days earlier. Cause of death was brain hemor- rhage as a result of injuries sustained in the Hilvertum radio station for a record program. Dobbe was an author of "The Record Collector's Monthly Magazine."
Merc. Lines Up 17 Indie Producers For ’66: Organizes New Affiliate

MERCURY EXECUTIVE VICE-PRESIDENT Irwin Steinberg keynotes Atlanta meeting, attended by, from left, national promotion manager Morris Diamond, vice-president Kenneth Myers and national sales manager Dick Sherman.

CHICAGO — Monument recording artist Boos Randolph and several associates conduct the Carousel Club, effective this week (1), and Randolph said he hoped to include what the Al Hirt and Pete Fountain clubs are to New Orleans.

Plans are to make the club into a national act. Jimmy Hyde, club owner, was paid $100,000 for the property and he will remain one year for the transition and then retire.

Randolph, who has provided music at the club for several years, described the club as one of the top entertainers to Nashville.

He said: “If we can give them a decent place to play and give people a decent place with class acts, they will come to them, we can do it.”

Randolph said he planned to expand and take it up to 250 to 400. The club is a popular haunt of “Dealers’ Printers Alley.” The “alley” is a group of supper clubs with live entertainment which sell mixed drinks.

Police raid the clubs from time to time but apparently there are few problems from the authorities.

Randolph has had several top selling Monument albums in recent months and the albums have been “Yakety Sax” and “More Yakety Sax.”

Randolph Acquires Club

LUNCH BREAK is enjoyed during Chicago meeting by, standing, Don Garvey, Philips product manager Lou Sitten, seated from left, Philips national promotion manager Hugh Dallas, Fred Katz, Sheldon Tink and Jerry Myers, Merruck, Buffalo and August El Blasi.

Job Corps Aides Get Lift From Touring Col. Artists

NEW YORK — Columbia Records artists launched a tour last week in support of the U. S. Job Corps campaign. Bob Morrison, along with the Drudis, visited and performed at four Job Corps camps across the nation.

The aim: to boost the morale of Job Corps volunteers. The performers donated their time and services.

The tour taken by the Drudis and Morrison on camps in Cherokee, Ok., C. Kalamazoo, Mich., Fort Benning, Ky., and Atterbury, Ind. Also on the tour were boxer Archie Moore, speaking on behalf of the president of International Mercantile Corp., San Diego, Calif.

S. Cal. CMA Nails Ballots

HOLLYWOOD — Ballots to select winners in 31 categories have been mailed to members of the recently formed Southern California Music Assn. Deadline for voting is Feb. 10; the awards will be announced at a banquet Feb. 28 at the Hollywood Palladium.

Categories include songwriter publisher, producer, male, female vocalist, group, most promising vocalist, individual instrumentalists, disk jockeys, TV personalities, talent agencies and man of the year.

Luntz Console For Home Use

HOLLYWOOD — Muntz Stereo will debut a home recorder-tape cartridge-playback record player combo in January. The self-contained model (RC-400) will carry a suggested $399 price tag.

The equipment is by VM, the tape cartridge playback and record units by Japanese firms.

Earl Muntz, owner of the firm, said last week that the home tape-cartridge playback market "is starting to come in its own" as a result of the exposure and publicity for stereo cartridge systems. A low sales estimate for home units in ’66 is 30,000 units.

Muntz has recently opened Sunset Boulevard sales/installation center is processing 700 car playback units a month.

Installations at Van Nuys factory are at their busiest Saturdays with his facilities backlogged during the Christmas vacation.

For 1966, Muntz estimates selling 225,000 car playback units around the country. He recently picked up Muntz and Mosoroth labels for his catalog.

Kaye Deal Set

NEW YORK — Buddy Kaye, writer and publisher, has set up a long-term publishing enterprise withっくり Golie. Kaye’s new assistant, personal manager, Billings manages Dusty Springfield, Kaye’s recent trip to London.

The new firm, Raintree Music, will be operated in London under the Peter Mauroe set-up.

Kaye is on this week’s return from London.

In Paris, Kaye completed a lyric for the new Visna Lili film, “That Man in Istanbul,” to be released with the film. The song is “Love Was Right There All the While” with music by Georges Gavanne.

Randolph Acquires Club

ALBUM DATA FOR 8 MONTHS

NEW YORK — The compilations of the world’s Top 40 albums, as published in Billboard’s International Record & Talent Showbook, were based on the first eight months of the year. Because records are sold by printing schedules, fall album action was not included. Several record companies, with hot selling albums released in the fall, have asked why these albums did not make the charts.
WIN
A COLOR TV SET!

CHECK
YOUR FAVORITE COLUMBIA "HOT PROSPECTS" SINGLES!

Here are 11 Columbia singles we feel are solid bets for the "Hot 100" and "Bubbling Under" charts. If you can pick the right records—the ones that show up on the February 5th Billboard charts—you've won yourself a 23-inch Westinghouse color TV console. It's as simple as that. Just check your choices, tear out the page and mail it in. But hurry! The contest closes one week from today. And in case of a tie, the earliest postmark wins.

- "NAMES IN A HEART" 4-43460
  FRANK D'ROKE
  A brilliant interpretation of a beautiful ballad!

- "SNOW BELLS" 4-43472
  WINIFRED ATWELL
  A winter standard that will stay around for many seasons!

- "IT'S A DAY" 4-43460
  THE DRUIDS
  A single with a great beat that's hard to beat!

- "SHE WAITS FOR HIM" 4-43464
  THE DUPREES
  A modern sound that's a natural for the charts!

- "TIPPY TOEING" 4-43463
  THE HARDS TREE
  The catchiest Country and Western tune in many a moon!

- "LOVE TRAIN" 4-43465
  MOE, ADRIAN AND THE SCULPTORS
  A harmonica background gives this single a special distinction!

- "I'M GONNA LOVE YOU TOMORROW" 4-43466
  DEY AND KNIGHT
  A dynamic duo making a delightful record debut.

- "AN INVITATION TO CRY" 4-43438
  THE MAGICIANS
  A single with just the right rhythm to put it in the hit category!

- "HEY! PUPPET MAN" 4-43451
  BOB MORRISON
  A fast-moving, free-wheeling single that's a standout!

- "PITY ME" 4-43462
  SONNY OCEANS
  An exciting vocal treatment that rocks the rafters!

- "TIME" 4-43437
  THE POZO-SECO SINGERS
  A great new group scores with a swinging single!

COLUMBIA RECORDS
Mail contest entry form to:
MR. SAL FORLENZA
COLUMBIA RECORDS
51 WEST 52 ST.
NEW YORK, NEW YORK 10019

Name __________________________ Title __________________________
Company ________________________
Business Address __________________
City ____________________________ State ______ Zip Code ________

"AN INVITATION TO CRY" 4-43438
"THE MAGICIANS"
A single with just the right rhythm to put it in the hit category!

"HEY! PUPPET MAN" 4-43451
"BOB MORRISON"
A fast-moving, free-wheeling single that's a standout!

"PITY ME" 4-43462
"SONNY OCEANS"
An exciting vocal treatment that rocks the rafters!

"TIME" 4-43437
"THE POZO-SECO SINGERS"
A great new group scores with a swinging single!
Dealers Having a Ho! Ho! Yule

• Continued from page 9

John H. Higgins, of G. Schirmer, Inc., pointed out that the promotional business this year is equal to last year, and last year was very good. "The credit crunch was carrying over to the mail order business," he indicated.

Kurt Schott, of the Record Hunter, stated that sales this Christmas are about double those of last Christmas, and that the Christmas catalog is more successful than ever. "The Christmas catalog is the most successful in the company's history," he added.

Burt, of the Quincy Record Shop, stated that Christmas business is off; that it is not as successful as last year. "The main reason is that there are a number of factors such as price resistance and general business conditions on Broadway."

L.A. Sales Boom

LOS ANGELES—The spread of strong product has cash registers ringing in high-gear, breaking Christmas sales. "The current runaway hit that has been white hot White Front's Charlie Simms, noting that holiday buying, which has been so strong, has picked up and is up last year and is expected to set the record for the discount chain.

At White Front, customers are grilling the Tippin Brass, "Sound of Music," Rolling Stones, Beatles, Herman's Hermits, the Everly Brothers, and the Magic City. Record buyers are searching for these titles. Billboard, "Sound of Music" and "Color Way," a $10 guitar instruction book written by Ethan Cason. The chain was running 17 out of 24 stores last year, which was its best holiday season.

Music City was selling more records because of the excise tax, according to Bob Sewell. "This looks like our best year ever," boasted Cason. Out in the San Fernando Val-

Study Group Backs Country Fest Plans

CHICAGO—The Midwest Country Music Committee (MCMC) is planning on beginning a massive annual CDW festival to Chicago, held its first meeting. Committee members concurred pledges of unqualified support from members in attend-

Sammy Canzoneri, who ini-
tially had plans for a pre-festival plans in November, hosted the committee at his Rikki Club and announced that the festival would be held in Chicago's International Amphithe-

The Music Festival's CDs and shows are scheduled for each of the days in the massive indoor arena and will run from 10,000. In addition, Canzoneri said planning has begun on a pre-festival banquet for CDW celebrities at the Rikki Club Friday, Aug. 19.

One of the committee members has written to CMA secretary Jo Walker and asked that his festival be included in the agenda of the next CMA board meeting. It was added that he will send general background information about the festival to each member of the board prior to the meeting, and that he will send a detailed outline of the proposal to the board in January. Last week, Canzoneri and Friends in Nashville to discuss his plans and to begin selection of talent for the festival.

56's A Vintage Year for Atlantic

NEW YORK—Sales of Atlantic-Atlantic and Atlantic-Atlantic recordings for 1965 were up 45% over the preceding year. In a year-end analysis of hit sales, the firm's President-Atlantic said, "1965 marked a good year for Atlantic-Atlantic as a major company throughout the world and our future looks forward to continued acceptance through our licenses overseas.

During the past year, the firm strengthened its position as one of the leading single labels in the industry, increased its album sales by more than 200 percent over the previous year; signed a flock of pop and jazz names; launched the new low-priced label, Clarion; increased its activity on the foreign scene; expanded its policy of making arrangements with a number of other companies to provide the public with the best possible albums. Atlantic-Atlantic has been a true and loyal partner in this year's hit list."

The taping for the meeting, the firm announced that the firm's President, Roy Horton, has been planning a new venture which will accent this market. Many distributors fail to take advantage of the demand for singles created by station play, and they fail to provide a retailer with a wide selection of singles, the firm pointed out. The result of this is that many dealers regret singles and they are not forthcoming.

Gensler has noticed this with particular regard to country product, for which a demand has been created here by WJRZ; but the general thesis is applicable to so much pop product also, he states.

The dealer, too, is often lax while the Righteous Brothers scored for Moonlight.

Sonny & Cher also sparked Atlantic's albums sales upbeat. Wilson Pickett, Joe Tex, Solomon Burke, Barbara Lewis, the Drifters, Herbie Mann and the Beach Boys all did well in the album field, too. Otis Redding hit big for Volt in the 1965 chart show. The Beach Boys had three strong-selling albums.

The firm now plans to step up its overseas activities as a result of the success in the foreign markets. The firm will also be purchasing more than ever before the Stax, the MG's, J. Joe Tex on Dial had five chart records in that he fails to promote the teen scene. "The image," Gensler says, "wants to belong, to be seen in the right crowd, by the right crowd. His style is built around the idea that he is a store where he feels an atmosphere of warmth and security."

Gensler added that the manufacturer, through window displays, advertising and promotion should seek to create such an atmosphere for the teen-agers. He adds, "The dealer might be able to do it if the manufacturer would give him the tools."

Gensler feels that the failure to understand the teen customer is most noticeable at the discount store. This important segment of retailing, Gensler believes, has far made no strong effort to understand and take advantage of the teen trade.

January 1, 1966, BILLBOARD
THIS MORNING

The Mitchell Trio loom on the horizon with a new single sound that rings of a fabulous hit centered in today's trend.
**ITCC, 20th-Fox CONCLUDES 6-YEAR PACT**

NEW YORK — International Tape Cartridge Corp. last week completed negotiations on a multi-year contract with 20th-Fox for the tape cartridge rights to the label. The film, "Bloody Mum," released by ITCC told Billboard that the initial terms of the release will be Jan. 15 to 300-400 radio stations with the disk label's release of "Dear Heart," the title song from the Fox film of the same name.

Deal was concluded between 20th-Fox VP, London, Seymour Poe, label head Jack Benham, and ITCC President Finley.

---

**Tape Cartridge TIPS**

by Larry Finley

At ITCC we are most happy for the great strides made by the tape cartridge industry.

With the wind-up of the year, 1965, ITCC is acknowledged as number one in the field. We are the only company, other than RCA, who is producing and delivering eight track cartridges, and the only company who is producing and delivering cartridges in the four, Ortronics eight and Lear Stereo & 8 track.

At the time of the writing of this column, we are representing 50 different labels with 1,200 album titles in four track. In the eight, Lear Stereo and Ortronics, our present catalog has 1,500 titles (new catalog, which will be released about January 15th, will list 400 titles).

Our eight track catalog is the largest in the industry, and we are adding daily. Eventually, we will be supplying every line in our eight in as well as the four track.

We are grateful to the Mopar Division of Chrysler, as well as Sears, Roebuck & Company, for selecting ITCC’s cartridges to be packed with every Lear unit that is sold.

We see a great future in this new industry. We have made plans to greatly increase our catalog, as well as our production. We believe that what we believe to be the most interesting and profitable concept of the music business since the introduction of the long-playing record.

All of us at ITCC, our salesmen, reps and distributors, send best wishes and hope that your year will be as bright as ours going to be.

---

**International Tape Cartridge Corporation**

Subsidiary of Decca Corporation

1290 Avenue of the Americas
New York, New York 10019

212-265-4485

Complete line of stereo tape cartridges priced at $2.98, $3.38, $4.98, $5.58 and up.
A BEGINNING FROM AN END
& FOLK CITY

...a big new single for a big new year!

Released by trade demand from their current hit LP
"FOLK 'N ROLL" - LST-7431/LRP-3431

More things are happening at Liberty
Sidney from Sic short-wave programs are of radio audience the most devoted to po Best.

While the myriad of receivers his he when receives his postmarks. His mail is known because of his sound, I'm too far gone (to turn around).

Merc Lines Up 17 Indie Producers

* Continued from page 4

** The Jazz Beat **

By Eliot Tiegel

Willis and the World

When Willis Conover bids his radio audience “Happy New Year,” his well wishes will probably be heard by more people than will hear any other disk jockey’s similar declaration.

The broadcast history of America has, in its 110 years, been broadcast by the United States Information Agency, is reported the most-listened-to program in the world. Ironically, Conover’s excellent jazz and popular music programming is widely known in the U. S., but to millions of short-wave listeners around the world, Conover’s program, “Music U.S.A.,” is their lifetime to American entertainers.

The power of the VOAs transmitters can produce awesome music. Willis Conover gets chills occasionally when he receives his mail because of the myriad of postmarks. His is truly a worldwide listenership. Gabor Szabo, the Hungarian guitarist currently residing in Los Angeles, told Conover that he learned to play jazz by listening to his show in Budapest. Once, when Conover was in Hungary, the Polish musicians put on a concert especially to demonstrate what they learned from the program.

Conover’s first 45 minutes of Conover’s 90-minute program is devoted to pop sounds, the second half specializing in jazz is the most written about. As a result of Conover’s colorful, unscientisifying loyalty to jazz, the

BCC’s Volley

- Continued from page 3

European agreement for protection of broadcast outside national territories, making it a necessity to supply new vessels. Darling recognized the urgency of the matter, promised to press President of Board of Trade Douglas Jay and Cabinet colleagues for action on the BCC that pirate radio stations must go or pay.

A Correction

NEW YORK—A photographic caption in last week’s Billboard incorrectly identified ABC-Paramount’s new pop label as “Bang” instead of “Emo.” The slip arose in the identification of Buono’s new general manager, who had just resigned from Bang.

Sidney J. Wakefield

# Precision Product
# Rapid Service
# Competitive Prices
7-10-12

Billboard TOP 40

Top 10 Easy Listening

There are best selling middle-of-the-road singles compiled from national retail sales and radio station air play based on rank order.

1 2 3 4 5 6 7 8 9 10

1 england swings 2 1 make the world go away 3 4 6 7 8 9 10 11

The Billboard Easy Listening chart is a ranking of the top 10 songs in the easy listening genre as determined by sales and airplay data compiled by Billboard Magazine.

January 1, 1966 , BILLBOARD

Merck

You must be drinking this water.

In the world of water, Merck is at the top of its game. With a reputation for excellence and commitment to innovation, Merck has been a leader in producing high-quality drinking water for over 100 years. Our state-of-the-art facilities ensure that every drop meets the highest standards of purity and safety. So whether you’re at home, on the go, or in the office, trust Merck for all your water needs. 

Merck

Dedicated to innovation in science for a better world.

Merck

Innovations For A Better World
Conniff Keeps Copyists Copying

NEW YORK—Ray Conniff's success has forced him to keep one of his least favorite jobs—copying arrangements. The "Conniff Sound," which has sold 10 million LP's in the past 10 years he has been recording, is based on arrangements written by a single member of his orchestra. For a time, Conniff was continuously looking for a little different sound. He would start preparing a new album.

But in recent years he has discovered that his "sound" has been picked up by other music arrangers. "It makes me think that I've started something, and there has been a contribution to the music business," Conniff says.

Another contribution to the music business that Conniff enjoys is his love of music. Big 3 firm, for the publication of a choral book which duplicates the sound he put into his Columbia LP, "Love Affair." It's the first time he's had arrangements available for publication. Robbins is promoting the Conniff folks by sending special brochures to colleges, universities and music stores.

A sidelight to Conniff's career as an arranger-conductor is that he's all stem from Billboard. It was in Billboard sometime in 1933, Conniff recalled, that he saw an advertisement for a "Lightning Arranger." (priced at $51.50.) He was away for six months of his musical career began.

A visually gift of Conniff's career is his television. He had his own Christmas special, "Here We Come A-Caroling," on KTV, Los Angeles, last week, and during his stay in New York, Conniff was working out arrangements for syndication of the show on a national basis for the next holiday season.

Injury Fails to Dampen Getz's Spirited Sax

NEW YORK—Hobbled by a foot injury, saxophonist Stan Getz has had to cancel his appearance at Carnegie Hall Sunday (19) from a wheelchair. The MGM-Verve recording artist suffered a tendon in a fall at home and appeared against the advice of his doctors.

The smooth, patented tenor sax sound was unimpaired as Cetz and his group swung through renditions of "Eiderdown" and "A Blazing Song." Backed by Steave Swallow on bass, and a trio of percussionists, Getz directed the darts and heft with a drum pattern. Getz has been a well-kept secret of the sound for three years, but developing their own sound. He and Loewenberg are his producers, with bassist, drummer, and trombonist. Getz's current album for two weeks the business outlook for Basin Street East seems bright.

Goldberg-Miller Unit Is Gary

NEW YORK—The Goldberg-Miller Blues Band blasts a pulsating and frenetic brand of blues music. Lead singer—its own music and electric guitar and a singer who doubles with harmonica and electric guitar—opened a four-week stand at the Place last week (16).

On the second day of the stand the audience consisted mainly of teens and very young adults, most of whom were on the dance floor while the band played.

Typical of the group's repertoire was "Zig Zag," a drumming, syncopated number that had the spectators dancing to the beat. The amplification, which would blast most adults out of the room, was kept to a minimum for the young set. The G-M outfit is solid in the teen-age dance genre.

Co-leader and organist is Barry Miller, son of the late Louis Miller, ambassador to the United Na-

TALENT

PEOPLE AND PLACES

Burk Ives has written a children's book, "Albat the Owl," published by Abelard-Schuman, Ltd. The Swingline Strings will be at the Village Gate until Jan. 1. The Highwaymen will give a concert Jan. 8 at George Washington High, Atlantic City, N.J... Erberto Landi will present Italian singer, Milva, at Carnegie Hall Jan. 15. Ollie McLaughlin, manager of Atlantic Records, and Barbara Lewis, daughter of the singer, Dec. 12. John Lewis, musical director of the Modern Jazz Quartet, will be elected to the board of the Manhattan School of Music. The Lovins' Spoonful at the Coliseum's Teen- Orange until Jan. 2. Liberty Records singer Vicki Carr has been with two weeks at the Club in Vancouver beginning Feb. 15. David Houston signed as musical director for Recording Artists, Inc. Churches, Luminaires and Brown and Bobby King signed to Phil Walden Artists and Promotion. The Singer Strings signed with the William Morris Agency. Jack Rollins has taken over as president of Columbia Records.

Enzo Storti, Epic artist, at the Village Club in Dallas until Jan. 9. The Ramsey Lewis Trio are on NBC-TV's "Hullabaloo" Jan. 10 to Holt. They will record a box album for RCA Victor. The Womenfolk will head the bill at the Bitter End until Jan. 2. Floyd Ackerman has been named manager of the concert division of Gerald W. Fursevich Associates. Mila Ryders & the Detroit Wheels have been set for a personal appearance tour by Alan strobe of SCC Management. Gary Lewis and the Playboys will lead at Hendrix's "Hullabaloo" Jan. 3. They will record a box album for RCA Victor. The Womenfolk will head the bill at the Bitter End until Jan. 2. Floyd Ackerman has been named manager of the concert division of Gerald W. Fursevich Associates. Mila Ryders & the Detroit Wheels have been set for a personal appearance tour by Alan strobe of SCC Management.

Signings

18 Signings 18 "old" signed by Margaret Whiting returns to the record scene through London Records. She has already signed the singer through an arrangement with the Eddy Pembrook Company and an independent producing firm. Piano Roselle David to Epic Records. His recordings will be supervised by Bob Morgan, Epic's director of artists and repertoire. Her book by Hills of Love, a folk-rock group, to World Pa- cific. Debut single is "What'll I Be A Time." David Allen and the Offbeats to Tower. Joanne Adams to Roulette. Initial release couple the "Hokumans," and her album of "I'm That Kind of Girl."}

COL. GROOVES

"BAD SHOW"

NEW YORK—Columbia Records will record the original cast album of "The Mad Show," an off-Broadway revue based on Mad Magazine. The show, a satire of musical and lip-synching acts by Betty Carol and Rodger's, and book by Mad writers Larry Siegel and Stan Hunt, will be presented by the Establishment Theater Co. Previews began at the New Theater on Dec. 23.
TOP SPOTLIGHTS

TOP 20 — Predicted to reach the top 20 of the HOT 100 Chart

FRANKIE VALLI — (You're Gonna) HURT YOURSELF (Saturday & Seasons/Four, BMI) — Lead singer of the 4 Seasons has a hot sales item with this pulsating rocker from the pen of Bob Crewe and Charlie Callisto. Has the same hit potential as the 4 Seasons group hits. Flip: "Night Hawk" (Saturday & Seasons/Four, BMI). Smash 2015

THE SUNRAYS — ANDREA (Sea of Tunies, BMI) — A swinging route that moves from start to finish! Rocking beat and surfing sound is their most commercial entry to date. Flip: "You Don't Phase Me" (Sea of Tunies, BMI). Tower 191

TOP 60 — Predicted to reach the top 60 of the HOT 100 Chart

SEARCHERS — TAKE ME FOR WHAT I'M WORTH (Toussdale, BMI) — Folk rocker from the pen of P. F. Sloan slated for fast chart action. Flip: "Too Many Miles" (Toby, BMI). Kapp 729

STANGELOVES — NIGHT TIME (Grand Canyon) — Hard-driving dance beat backs the raucous, wailing vocal with the potential of "I Want Candy." Flip: "Rhythm of Love" (Grand Canyon). Bung 514

SOLOMON BURKE — BABY COME ON HOME (Keetch, Caesar & Dino, BMI) — Soulful blues with a top Burke reading has the earmarks of a smash hit. Powerful chorale and production work. Flip: "Can't Stop Lovin' You Now" (Colston-DeFaith, BMI). Atlantic 2314

DELL'S — HEY SUGAR (Don't Get Serious) (T. M., BMI) — Wailing blues rocker loaded with disco-theque appeal! Has hot potential for both pop and R&B fields. Flip: "Poor Little Boy" (Jalyrene-Customs, BMI). Vee Jee 712

ROBERT GOULET — EVERLASTING (Rayven & H.B. & Range, BMI) — Production ballad with heavy back beat arrangement is well performed in the rich Goulet style. Simple melody builds through- out to big climax. Flip: "Crazy Heart of Mine" (Unity, BMI). Columbia 43481

THE BEAS — DOCTOR GODFOLK AND THE BIKINIR MACHINE (Dijon, BMI) —Title tune of the forthcoming film is a hot dance beat item, right up the teen market alley! Well produced by Al Simms. Flip: "Where Do I Go From You" (Dijon, BMI). DeeGo 3618

BRUCE AND TERRY — COME LOVE (Show, ASCAP) — Dramatic production ballad is given an interesting and commercial reading featuring dual tracks on the duo and powerful production background. Flip: "Thank You, Baby" (Daywin, BMI). RCA Victor 8733

ETHEL ENNIS — WE COULD LEARN TOGETHER (Eden, BMI) — The most commercial entry for today's day sales market, by the fine stylists. Emotional, romantic blues ballad with intriguing arrangements by George Butcher. Flip: "Look at Me" (Eden, BMI). RCA Victor 8733

BOB LIND — ELUSIVE BUTTERFLY (Metric, BMI) — Offbeat easy folk-rock material well performed by the composer has chances of becoming a left field smash! Beat is backed by lush strings. Flip: "Cherry's Goin' Home" (Metric, BMI). World-Pacific 77686

BILL FURY — IN THOUGHTS OF YOU (Melody Trains, BMI) —Marking his United States debut, the British star comes up with an easy-go rhythm ballad winner. Good material and performance. Flip: "Away From You" (Billboard, BMI). United Artists 968

JUST US — I CAN'T GROW PEACHES ON A CHERRY TREE (April, ASCAP) — New group, folk-oriented has an entry well worth watching. Infectious material and smooth performance should prove a definite chart contender. Flip: "I Can Save You" (Blackwood, BMI). Mintestrud 263

CHART

Predicted to reach the HOT COUNTRY SINGLES Chart

JOHNNY PAYCHECK — HEARTBREAK TENNESSEE-SEE (Jack, BMI) — Hot on the heels of his smash "A-11," Paycheck has an equally hot sales item in this well-written country material. Flip: "Help Me Hank, I'm Fallin'" (Kranden-Barmour, BMI). Hilltop 3009

DON GIBSON — A BORN LOSER (Acuff-Rose, BMI) — With "Watch Where You're Going" still riding the chart, this rhythm ballad with another winning Gibson performance can't help but catch the hit rapidly. Flip: "All the World Is Lonely Now" (Acuff-Rose, BMI). RCA Victor 8732

WANDA JACKSON — THE BOX IT CAME IN (Acclaim, BMI) — Intriguing and tragic country ballad is well delivered by Miss Jackson with the potential of a big chart contender. One of her finest efforts. Flip: "Look Out Heart" (Blackjack, BMI). Capitol 5659

DALLAS FRAZIER — ELYVIRA (Blue Crest, BMI) — Infectious rhythm material by the composer-performer has the possibilities of becoming a smash in the country field and moving on over to the pop field as well. Clever novelty number and delivery. Flip: "That Ain't No Stuff" (Blue Crest, BMI). Capitol 5659

R&B SPOTLIGHTS

TOP 10 — Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

COOKIE — TROUBLE IN MY LIFE (SoMa, BMI) — Well-written blues with a top soulful performance has all the ingredients of a sales giant. Flip: "Belinda" (Big Bopper, BMI). Papa 230

CHART

Predicted to reach the R&B SINGLES Chart

UNIQUE—The Allin' Team (Sundrawk, BMI). PASI 231

SHELDEN WATTS spared—The Balls Are Kicking (Frasco, BMI). Lona 3054
BERT KAEMPFERT'S

Smash Instrumental Follow-up to
"MOON OVER NAPLES"

"BYE BYE BLUES"

31882

on DECCA Records Naturally
# Top Sellers in Top Markets

<table>
<thead>
<tr>
<th>City</th>
<th>Chart</th>
<th>Week Ending</th>
<th>Rank</th>
<th>歌手/专辑</th>
<th>周销量</th>
<th>周销量</th>
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<tbody>
<tr>
<td>BALTIMORE</td>
<td>We Can Work It Out, Beatles</td>
<td>Capital 1555</td>
<td>1</td>
<td>The Beatles</td>
<td>100,000</td>
<td>90,000</td>
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<tr>
<td>BOSTON</td>
<td>Hey!</td>
<td>Mercury</td>
<td>211</td>
<td>The Beatles</td>
<td>80,000</td>
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<td>60,000</td>
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<td>CHICAGO</td>
<td>Let's Go Down South</td>
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<tr>
<td>NEW ORLEANS</td>
<td>Respect Yourself</td>
<td>Stax</td>
<td>31</td>
<td>The Beatles</td>
<td>40,000</td>
<td>30,000</td>
<td>20,000</td>
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<tr>
<td>NEW YORK</td>
<td>I Can't Live Without Your Love</td>
<td>Atlantic</td>
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<td>PHILADELPHIA</td>
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**CONSUMERS SEE BILLBOARD’S “TOP SELLER” CHART FOR CLEVELAND EVERY MONDAY EXCLUSIVELY IN THE Plain DEALER**

An important reader service by Cleveland's leading daily newspaper

THROUGH EXCLUSIVE ADVANCE INFORMATION SUPPLIED AS A RECORD INDUSTRY SERVICE BY BILLBOARD

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January 1, 1966, BILLBOARD
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<th>BILLBOARD</th>
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<th>ADDRESS</th>
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**Billboard Subscription Order**

- **Categories:**
  - Music Stores
  - Music Distributors
  - Music Recording
  - Music Publishing
  - Music Retail
  - Music Production
  - Music Licensing

- **Subscription Period:**
  - 3 yrs. (156 weeks) $45
  - 2 yrs. (104 weeks) $35
  - 1 yr. (62 weeks) $20
  - 1 yr. via Air Mail (USA) $45

- **Address:**
  - 2500 Patterson St, Cincinnati, Ohio 45214
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<td>1</td>
<td>A SWEET WOMAN LIKE YOU</td>
<td>The Four Seasons</td>
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<tr>
<td>2</td>
<td>SOUNDS OF SILENCE</td>
<td>The Rolling Stones</td>
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<tr>
<td>3</td>
<td>IT'S ONLY LOVE</td>
<td>The Beatles</td>
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<td>4</td>
<td>POPPY BOX</td>
<td>The Hollies</td>
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<tr>
<td>5</td>
<td>THE SUN'S COMING UP</td>
<td>The Drifters</td>
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<td>6</td>
<td>YOU'RE NOT THE ONE</td>
<td>The Searchers</td>
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<td>7</td>
<td>I'M SORRY ABOUT YOU</td>
<td>The Troggs</td>
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<tr>
<td>8</td>
<td>DON'T LIE</td>
<td>The Animals</td>
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<tr>
<td>9</td>
<td>BEAUTIFUL JOURNEY</td>
<td>The Turtles</td>
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<tr>
<td>10</td>
<td>BEST LITTLE THINGS THAT YOU CAN GET</td>
<td>The Righteous Brothers</td>
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<td>11</td>
<td>IF YOU LEAVE ME NOW</td>
<td>The Marvelettes</td>
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<td>I'M GONNA BE YOUR LITTLE GIRL</td>
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<td>13</td>
<td>THE PRIVILEGE</td>
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<td>14</td>
<td>COME ON IN MY TOPIDEAL HOME</td>
<td>The Foundations</td>
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<td>15</td>
<td>SONGS OF THE RHYTHM AND BLUES</td>
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<td>16</td>
<td>COME WALK WITH ME</td>
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<td>17</td>
<td>ANOTHER ALIBI</td>
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<td>18</td>
<td>COME ON IN MY TOPIDEAL HOME</td>
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<td>19</td>
<td>WHAT'S THE MATTER</td>
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<td>20</td>
<td>EVERYTHING'S COMING UP</td>
<td>The Foundations</td>
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**HOT 100—A TO Z** (Publisher-Licensed)

**COMPILED FROM NATIONAL RETAIL SALES AND RADIO STATION PLAYBY BY THE MUSIC INDUSTRY ASSOCIATION OF AMERICA AND BILLBOARD MAGAZINE.**
listen to
the thunder as

LIGHTNIN' STRIKES

by Lou Christie

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
An exciting piano discovery... an impressive record debut!

RONNIE DAVID
"Love Theme From 'Madame X'" (Swedish Rhapsody)
(From the Universal Film "Madame X")

"Fiddler On The Roof"

On Epic Records
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>WHIPPED CREAM &amp; OTHER SONGS</td>
<td>Cream, Smile Me</td>
</tr>
<tr>
<td>2</td>
<td>THE SOUND OF MUSIC</td>
<td>Rodgers &amp; Hammerstein, RCA Victor</td>
</tr>
<tr>
<td>3</td>
<td>WELCOME TO THE LEBANON</td>
<td>Tommy Dorsey, Capitol</td>
</tr>
<tr>
<td>4</td>
<td>GROWING PLACES</td>
<td>Myron Gordon, Columbia</td>
</tr>
<tr>
<td>5</td>
<td>DECEMBER CHILDREN</td>
<td>Billy Lee &amp; Glen, Capitol</td>
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<tr>
<td>6</td>
<td>BEACH BOYS' PARTY</td>
<td>Beach Boys, Capitol</td>
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<tr>
<td>7</td>
<td>THE BEST OF HERMAN'S HERMITS</td>
<td>Herman's Hermits, Columbia</td>
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<td>The Four Seasons, Rhode Island</td>
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<td>HELP!</td>
<td>The Beatles, Capitol</td>
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<td>11</td>
<td>GOOD TIMES</td>
<td>Little Richard, RCA Victor</td>
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<td>12</td>
<td>SEPTEMBER OF MY YEARS</td>
<td>Dean Martin, Capitol</td>
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<td>13</td>
<td>HOUSTON</td>
<td>Andrae Crouch, Columbia</td>
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<td>BOBBI MILLER/GOLDEN HITS</td>
<td>Bobbi Miller, Imperial</td>
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Compiled from national retail sales and radio station play data by the Music Popularity Dept., of Record Market Research, Billboard.
New Twists Expected at San Remo Fest as Moment of Truth Nears

By GARMAN RUSCITTO

MILANO — In spite of the many censures, the San Remo Festival of Italian Music, which begins today, is once again monopolizing the activity and energies of almost the entire Italian photographic and publishing industry. While the selection of the song is being made, music publishers and record companies are trying to get the best stages for their songs and best songs for their stages.

There are two outstanding features at the fest this year. One is official, the other is analysis based on how things are running. Foreign singers will be invited to compete, and there will certainly be more Italian than foreign artists.

During the last two editions, the number of songs was balanced because each song was performed by an Italian and a foreign artist. This will not be a standing rule this year. The second innovation is that the judges will probably not have their singers of affectionate friends, who performed only their tunes, but there will be a great exchange of material and mixture of interests. Also, songs may be performed on different stages by different companies. In the past each company tried to couple their songs to a foreign artist, whose records they were distributing.

There is also a group of singers who still have to confirm their acceptance to perform on the stage, or who are looking to find a song suitable to them. Here is a list, indicating also the Italian companies who support them and, in the case of foreign artists, the original companies. Artists: David and John from Airtone Productions, the Renegades another English group: EMI: P. J. Proby and Vicky Carr from Liberty; Carol Caruana, Renato Rancatore, Roberto Bimbo, Tony Dallara, Marjana, Jane Birkin, and the Evening Standard.

Bregman Will Head Rediffusion Division

LONDON — Beginning Jan. 1, Buddy Bregman, 35-year-old record man, will head Rediffusion's Light Entertainment. Rediffusion is London's weekly commercial TV outfit. Bregman replaces in this post Allan M. Fish becomes executive producer in charge of special projects. Allan was the creator of "Ready, Steady, Go!", the teen-age pop music show now well-known to visiting American recording artists as an exposure medium in England. Bregman has been associated as musical director with five gold albums in the U.S., was responsible for getting Nicky Nelson onto disk, and was ask head of Verse Records. He has been with BBC 2 TV program since February 1964, where he produced numerous musical shows, among them "Tribute to Cole Porter" and "World of Richard Rodgers.

Rediffusion's program director, Cyril Bennett, said that Bregman would widen the range of Rediffusion's entertainment because it had previously put too much emphasis on the "pop" segment of the entertainment industry. From the development of other sections of light entertainment, "Pop seems to be losing some of its steam," Bennett said.

Time To Be Cut: "Ready, Steady, Go!" will have its time cut by approximately 15 minutes. Francis Hitchings, executive producer of "Go!", told Billboard that the time adjustment would mean shorter song versions by artists on the program (which would still be live), and the style of program may be changed to cover recorded newsmaker programs. One such program using an American artist (as yet unnamed) for the whole show is already scheduled for February.

The general inference of the changeover and reshuffling of producers seems to be that Cyril Bennett wants to cater more widely to popular music as a whole, of interest to the whole family rather than to the teen-age. Plans for young personality Cathy McGowan and two other pop programs have been shelved.

Properly Geared $$ Could Bail Out BBC

By ANDRE DE VEEY

LONDON — Frank Gillard, head of Sound Broadcasting, BBC, said at the music publishers' Christmas lunch here (17) that the BBC was "continuously in the red," but if it is not the most profitable in the U.K. Postmaster General were geared to the cost-of-living index, things would be different. As things are, the BBC has a loss of £10,000 a week, proportion from radio and TV licence money.

As a music publishers that the BBC cannot do what its pirate radio competitors do in pumping out records all day because it is restricted to its prescribed need time by arrangement with the Musician Union. In the case of the Light Music Program this was 4½ hours per day. Gillard said it was unjust for the public to rebuke the BBC for not providing what was actually against copyright law. At present the BBC was providing per day, 65 hours radio, 21 hours TV and 92 hours foreign language programs in its overseas programs. About 27 million (nearly half the U.K. population) listen to the Light Music Program. Total radio broadcasting has gone up by 100 hours a week in the past three years.

Gillard's talk to music publishers comes at a time when U.K. composers are asking for higher royalties. Gillard's talk is in view of this increased radio output. The Performing Right Society will be negotiating a new contract with the BBC which it is hoped will provide higher fees for all copyright holders. Payment to the PRS by the BBC is a figure based on number of radio-TV listeners. The contract terminates in July.
Storm Clouds Brighten Between San Remo, Cantagiro Organizers

By SAMI STEMMAN

SAN REMO—The dove of peace is soaring in the forthcoming Festival of Italian Song Jan. 27-29 for the first time in years as the result of a meeting between Gianni Ravera, organizer of the event, and Ettore Radastelli, organizer of the singing tour known as the Cantagiro and former San Remo chieftain.

While nothing definite was established, the meeting took place at Radastelli's request in the presence of Luigi Bertolasi, ATA president. ATA runs the casino where the Festival is held. Since each event is different in organization and method of co-operation was worked out. However, Ravera indicated progress had been made: "We will continue on the basis of reciprocal admiration which has animated us from the start and I hope to be able to conclude, as soon as possible, an agreement so that the long-awaited peace-fire between Cantagiro and San Remo can become a reality."

With these first steps it is likely that a good many of the clouds over the Festival will be dispelled at once, including the dispute that has preoccupied horse for retired singers. But a new question is being raised from an unexpected quarter. Canonizers and lyricists have asked Enrico Rava and Paola Ceccon to consider the enactment of a law which could correct as well.

American er nite Mike Bon giono will be in charge of activities on the stage for the four consecutive years.

8 Japanese Diskeries Rack Up $35.3 Million From April-Sep.

By J. FUKUNISHI

TOKYO—The eight members of the Japan Phonograph and Record Association racked up some $35,300,000 in phonograph record sales for the first half of the fiscal year through September. The breakdown was.

Victor (RCA), $9,160,000; Columbia (CBS), $7,320,000; Toshiba (EMI), $3,181,000; King (London), $5,500,000; Grammophon (Deutsche), $2,770,000; Teichiku (Decca), $2,600,000, and Crown (Japanese), $1,000,000.

This indicates a dip of a little less than $340,000 compared with the preceding six months, but an increase of $6,000,000 over the same term in 1964. The sales result may not be regarded particularly bad, but it is undesirable that the prevailing business recession which began in autumn 1964 is already infiltrating the recording industry, and is weakening the purchasing power of customers.

People are concerned about sales for the next six months, in view of mounting expenses of advanced record pressing of the way out from acute competition and rising employees' salaries.

It is predicted that the rate of profit will fall even if sales increases are achieved. In this case, the sales decrease of $340,000 will be a serious problem.

Dividends

Victor pays a dividend of 20 per cent per annum; Columbia reduced its dividend from 12 per cent to 10 per cent; Toshiba, thanks to the Beatles and the Ventures riding the current electric guitar fad in Japan, pays a dividend of 10 per cent; Grammophon, 12 per cent; Teichiku 30 per cent, including Richard Hayman and the Montreux Concert Hall; and King does not release the rate of dividend as principal.

In the face of increased commodity tax of 10 per cent has been levied from this year, this tax has long been exempted to help popular music among the young. The results of this surcharge is to be reflected toward regular LP's and compact- LP's. The recent trend observed in the production of low-priced portable stereo products designed to expand the range of teenage clients who love popular sounds.

TBS (Radio Tokyo), an influential radio and television station purchased 5,000,000 shares of Nippon Records from a security company which had hoped to put together with them to derive certain financial condition. Now that TBS is one of the members of the Federation of Record Sales, it is generally speculated that the company along with other three companies will joint venture with Columbia in the music field in the near future.

Sold Out

The total production, Victor accounts for 24.7 per cent, Columbia 24.3 per cent, Toshiba 16.1 per cent, Grammophon 8.3 per cent, Teichiku 6.9 per cent and Crowe 4.7 per cent.

Thus the combined ratio that Victor and Columbia hold in the total production is 49 per cent.

ELIGIBILITY TO ASCAP MEMBERSHIP

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

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

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

STANLEY ADAMS, President

AMERICAN SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS

375 Madison Avenue New York, New York 10022
MUSIC CAPITALS OF THE WORLD

* Continued from page 21 *

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The Sinfonia concertante is selling well in Norway as a result of the newspaper's stories on the singer's double jubilee. Avis, the Sinfonia Series and the Oslo Philharmonic are also reported as being well received by the public. In Iceland, the Sinfonia has sold 1,000 copies of its latest album, "Glade fal," which was released in the U.S. on Capitol Records last week. The LP is being issued again this year in Norway, where the Sinfonia LP is also available.

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Johan Holm, sister of pop singer and recording artist Janet Holm, is recording a new album for the British label, "The Yellow Rose of Texas." The album is expected to be released in February.

Paris

The Brussels-based group, "Don Quichotte," has released a new album, "Dame de Coeur," which is being promoted in France. The group's previous album, "Le Jeune Mariage," was a big hit in France.

however, the group uses VCRs and recording equipment, which has raised the price of their albums.

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The Talking Heads, who recently announced their tour dates, are scheduled to perform in New York City on December 34.

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**Australia**

**FRANCE**

**ITALY**

**NEW ZEALAND**

**RO DE JANEIRO**

**JAPAN**

**SINGAPORE**

**SPAIN**

**MEXICO**

**AUSTRALIA**

**BRAZIL**

**FRANCE**

**BELGIUM (WALLOON)**

**BRAZIL**

**SPAIN**

**MEXICO**

**ITALY**

**NEW ZEALAND**

**RO DE JANEIRO**

**JAPAN**

**SINGAPORE**

**SPAIN**

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**RO DE JANEIRO**
Country Music Rings Cash Register for Night Spots

Los Angeles—Radio stations don't have a monopoly on switching to a country music format.

Six night clubs in Southern California began using country music artists exclusively recently, a survey by Steve Siebahn of the American Corp, a booking agency at Woodland Hills, Cali., disclosed last week.

The six clubs had used another type music prior to the changeover. The clubs:

Carron Canyon Inn, Brea, plush spot which had used pop music.

Red Flame, Pomona, which had used pop and trios.

Golden West Inn, Garden Grove, supper club in a posh motel near Disneyland, had used pop.

Jan. 1 First Anniversary For WCNW

Fairfield, Ohio—Full-time country music station WCW, which covers the Cincinnati-Dayton area on FM, has been in operation for one year (1).

The station is a live-country music nightly with a life 'Country Music Jubilee' every Saturday afternoon. The station's records the show and rebroadcast it later. In recent years artists who have appeared included Bobby Bare, Margie Singleton, Jimmy Newman, Tex Williams, Red Sovine, Connie Hall and Charlie Louvin.

Already booked for appearances through February are Stonewall Jackson, the Carter Family, Billy Grammer, Kay Taylor, Roy Clark, Jan Howard, Dave Dudley, Johnny Darrell, Kenny Roberts and Stephy Martin Family.

Rutland Club, Bell Flower, had music and go-go girls, now uses Gene Davis fronting a country band, had capacity crowd recently when they made the switch, with David Houston as guest.

Saddles Club, Gardenia, had an audience varies types of music before the change two weeks ago.

The Club, San Fernando, had various types previously.

In addition, two Northern California clubs recently began using country music acts, will book top pop talent from week to time and are considering using country music exclusively, Siebahn said.

Anders Sees Big Jump in Fair Bookings

Nashville—Jack Andrews, vice-president of Moeller Talent, Inc., said last week the 1966 outdoor fair season will be the most active ever, with Moeller dates next year expected to top the 1965 record of 208 by as many as 35.

Andrews recently attended the annual meeting of the International Association of Fairs at Chicago.

'Based on the number of interviews and negotiations with buyers, we confidently say that the 1966 season will far exceed anything we've experienced to date,' he said.

Billboard Special Survey for Week Ending 1/1/66

Country Music Albums

This Week
1. CUTE 'N COUNTRY
   Dick eros, RCA Victor LPM 2444 (64)

2. MY WIFE...I'M A MILLIONAIRE
   Sonny & Cher, RCA Victor LPM 2445 (64)

3. RODER MILLER/GOLDEN HITS
   Steve Miller, RCA Victor LPM 2446 (64)

4. THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKaroOS
   Buck Owens, RCA Victor LPM 2447 (64)

5. THE OTHER WOMAN
   Sarah Vaughan, RCA Victor LPM 2448 (64)

6. MOYER OF THAT GUITAR COMPANY
   Stephen Stills, Capitol Records 2525 (64)

7. NEW COUNTRY HITS
   Various artists, Capitol Records 2526 (64)

8. YOU'VE GOOd BUT NOT THE BEST
   Buc Owen, Capitol Records 2527 (64)

9. TUESDAY NIGHT BLUES
   Various artists, Capitol Records 2528 (64)

10. THE BOBBY VEE SHOW
    Various artists, Capitol Records 2529 (64)

11. ROY ORBISON'S GREATEST HITS
    Various artists, RCA Victor LPM 2450 (64)

12. THE FIRST THING EVERY MORNING
    Various artists, Columbia Records 2451 (64)

13. MAY THE BIRD OF PARADISE FLY UP YOUR NOSE
    Various artists, Columbia Records 2452 (64)

14. BRIGHT LIGHTS AND COUNTRY MUSIC
    Various artists, Columbia Records 2453 (64)

15. BILLY JOEL AND THE ROAD RUNNER
    Various artists, Columbia Records 2454 (64)

16. UP THROUGH THE YEARS
    Various artists, Columbia Records 2455 (64)

17. MR. & MRS.
    Various artists, Columbia Records 2456 (64)

18. LUCKY LEE ROGERS
    Various artists, Columbia Records 2457 (64)

19. HELLO MYRTLE
    Various artists, Columbia Records 2458 (64)

20. MR. PICK OF THE HITS
    Various artists, Columbia Records 2459 (64)

Hot Country Records

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Go Mercury
the spirit
of '66
JANUARY 1966

PAT & LOLLY VEGAS AT THE HAUNTED HOUSE
MG 21059/SR 81063

DICK CAMPBELL (Dick) Campbell Sings Where It's At
MG 21058/SR 81059

FREDIE & THE DREAMERS/Far Lovin' Freddie
MG 21056/SR 81056

THE MITCHELL TRIO
MG 21061/SR 81061

THE EARL HINES TRIO—Guest Star ROY ELDRIE
Special Guest Star, COLEMAN HAWKINS/Grand Reunion—Volume II
LM-82029/LS-86020

OSCAR PETERSON TRIO AND ORCHESTRA/With Respect To Nat
LM-82029/LS-86029

GERRY MULLIGAN/Feelin' Good
LM-82029/LS-88030

ARTHUR MILLER'S
"A VIEW FROM THE BRIDGE"

Presented by Mr. and Mrs. Joseph E. Levine & Korda-Barrera
Directed by Mr. Dassin,

A View From The Bridge
OCM-2-2912/DCS-2-6412

A dimensional display with flashing lights—Go Mercury, featuring 12 new LPs on four stators. It will stop traffic anywhere.
NEW ALBUM RELEASES

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

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by a staff reviewer who listens with a musical background. Each record is played over a system and evaluated on the basis of its musical content. Full reviews are prepared for Spotlight Picks or Special Merit Picks, and all other LP's are rated under their respective categories.

ALBUM REVIEW POLICY

RELGIOUS SPOTLIGHT

A SUNDAY SERENADE WITH THE ANTRA KIERT QUARTET

RCA Victor LPM 3485 (M); LSP 2542 (M)

The beautiful pop sound of the Antra Kiert quartet, with its modern interpretation of church classics in a twentieth century style. Excellent selection, music and harmony. A must for devotion, this will be a big seller.

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve notice and which could have commercial potential within their respective categories of music.

FOLK SPECIAL MERIT

ODETTA IN JAPAN

RCA Victor LPM 3457 (M); LSP 3458 (M)

RCA Victor LPM 3457 (M); LSP 3458 (M)

CLASSICAL SPECIAL MERIT

DIONCETTI: DON PASQUALI (E 13 LP)

Orchestra E Coro del Maggio Musicale Fiorentino (Ferrari), Deutsche Grammophon 10.2073 172 (M), 13447 77 (M)

five vocal performances by Alfredo Marcioni in 30 minutes at this album's price. The conductor, director, arranger, the composer, Marcioni, director, arranger, Marcioni, director, arranger, Marcioni, director, arranger, Marcioni, director, arranger. A fine injection.

INTERNATIONAL SPECIAL MERIT

UND DAS LIED DER PRAHRE

Freddie, Polydor 337 360 (S)

songs from the famous movie starring and sung by the main language actors. The film is a western to the songs have a great punch and freshly delivered accordingly.

THREE-STAR ALBUMS

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

POPULAR

AGGROCORDE DE PARIS

Records Santé, Boston BR 1018 (M)

JAZZ

THE MONTREAL SCENE

RCA Victor PCN 1216/7 (M); PCN 1217 (M)

STRICTLY BEHAVING

RCA Victor PCN 1216/7 (M); PCN 1217 (M)

THE TORONTO SCENE

Verve, RCA Victor PCN 1216/7 (M)

COMEDY

DIAL THE CARNABY

RCA Victor, London BR 1018 (M)

where does love go...

Charles Bogen, Valley VA 3001 (M); VS 3001 (S)

BOSS BEAT...

Sandy Nelson, Imperial LP 210 (M); LP 2109 (M)

SKYSCRAPER...

Original Cast, Capitol YAS 2427 (M); SAS 2427 (M)

WEDNESDAY MORNING, 3 A.M. ...

Simon & Garfunkel, Columbia CL 2199 (M); CS 2199 (M)

BROADWAY SPECTACULAR...

Starlight, Random World (The Movie), GP 4407 (M)

INTRODUCING BOB BRAUN...

Audio Fidelity AFK 2140 (M); AFSD 4154 (M)

GENE CHANDLER ON STAGE IN '65 ...

Constellation LP 1425 (M); (No Stereo)

YOUNG LOVERS ON-BROADWAY...

Roy Sings Singers, Command RS 890 (M); RS 890 (M)

CATERINA VALENTE'S GREATEST HITS...

Caterina Valente & Werner Muller, London LL 3441 (M); LP 441 (M)

MEET THE VOGUES...

Co & Cc, LP 1229 (M); (No Stereo)

FOLK 'N' ROLL...

Jen & Dee, Liberty LFP 3441 (M); LST 7431 (M)

ALBUM REVIEW POLICY

NEW ALBUM RELEASES

where does love go...

Charles Bogen, Valley VA 3001 (M); VS 3001 (S)

BOSS BEAT...

Sandy Nelson, Imperial LP 210 (M); LP 2109 (M)

SKYSCRAPER...

Original Cast, Capitol YAS 2427 (M); SAS 2427 (M)

WEDNESDAY MORNING, 3 A.M. ...

Simon & Garfunkel, Columbia CL 2199 (M); CS 2199 (M)

BROADWAY SPECTACULAR...

Starlight, Random World (The Movie), GP 4407 (M)

INTRODUCING BOB BRAUN...

Audio Fidelity AFK 2140 (M); AFSD 4154 (M)

GENE CHANDLER ON STAGE IN '65 ...

Constellation LP 1425 (M); (No Stereo)

YOUNG LOVERS ON-BROADWAY...

Roy Sings Singers, Command RS 890 (M); RS 890 (M)

CATERINA VALENTE'S GREATEST HITS...

Caterina Valente & Werner Muller, London LL 3441 (M); LP 441 (M)

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Jen & Dee, Liberty LFP 3441 (M); LST 7431 (M)
A MAJOR SERVICE ISSUE FOR RETAILERS AND RACK JOBBERS
TO AID IN POST-HOLIDAY RESTOCKING

The New Year in Records
A SPECIAL SECTION WITHIN THE JANUARY 15 EDITION OF BILLBOARD

Covering:

BROADWAY
SOUNDTRACKS
CLASSICAL
CHILDREN'S
POP
JAZZ
BLUES
GOSPEL
COMEDY
SPOKEN WORD

INDIVIDUAL FEATURE ARTICLES
ON EACH MUSICAL CATEGORY...
COVERING CURRENT PROFIT PICTURE
AND FUTURE OUTLOOK
LABEL-BY-LABEL LISTINGS OF NEW
PRODUCT, UP-COMING PRODUCT AND
OUTSTANDING CATALOG PRODUCT

Plus: Articles on
"IN-STORE SALES AIDS"
"The Burgeoning Reel Tape and Auto Cartridge Markets"
"Accessories" and "Musical Instruments"

DON'T MISS THIS TIMELY OPPORTUNITY TO REACH THE HEART
OF THE RETAIL MARKET AT THE PRIME PERIOD OF RESTOCKING

ADVERTISING DEADLINE: JANUARY 5  DATE OF ISSUE: JANUARY 15, 1966

Contact Your Nearest Billboard Office
here comes PHILIPS RACE-A-WAY
the fastest moving albums of the new year

RACE-A-WAY WITH THESE CURRENT HITS

- Program—December 15, 1965 thru February 28, 1956
- 10% discount on all Philips Pop, Jazz and Connoisseur Collection albums
- 20% discount on all Philips Classical product
- Extended billing available to qualified dealers
NASHVILLE SCENE

By ELTON WHISENHUNT

TOWN AND COUNTRY: Badd Stewart, co-composer of "Tennessee Waltz," one of the most popular songs to come out of Nashville, has signed a song-writing contract with Acuff-Rose Publications. RCA Victor Records, Capitol Records, and Decca Records are all interested in his work. Stewart, a native of Tennessee, is a member of the Nashville Country Singers Society. He has written songs for such artists as Roy Acuff, Hank Williams, and Patsy Cline.

Radio Show for Military

NASHVILLE—A new taped radio show for the Armed Forces Network is in production in Nashville, with country music artist Ray Pillow as emcee and a country music guest each week. The half-hour show is produced by Capitol Records as a public service. Pillow and the guest artists contribute their services, Bill Hudson & Associates, public relations firm, are production supervisors.

The show features top country hits, new releases and an interview. The show is taped in the new Cedarwood Publishing Co. sound studio and airshipped to New York for airing on the Armed Forces Network's 222 stations in foreign countries, to military installations, and ships at sea. The first show was aired last week (23).

Giant Show In Astrodome

HOUSTON—Texas continues to live up to its reputation for doing everything bigger with a giant country music show to be presented in the famed Astrodome next week (8), which Nashville talent booking agent Lucky Moeller calls "one of the most fabulous productions in the country."

Ray Pillow

Another Great Record

From Music City, U. S. A.

George Hamilton IV

sings

"WRITE ME A PICTURE"

Published by:
Harbot Music (SESA)
806 16th Ave. So.
Nashville, Tenn.

Teardrop Music

Nashville—Bonnie Hayes has formed a new music publishing company, Teardrop Music, 2508 Franklin Road. He said he will have "an open door policy" for new writers with tapes or in person.

Hickory Admits Goof; Asks DJ's Forgiveness

NASHVILLE—Hickory Records in a letter to DJs admitted it had "goofed" on the first release of Roy Acuff's "pushing "Wabash Cannonball,"" one of Roy Acuff Sr.'s greatest hits.

The label's Vic D. Lucas said: "We know now that the side of the record is 'Baby Just Said Goodbye' and we readily admit we were wrong. We knew from the beginning this was a great side, but just made the wrong decision.

"We realize your air time is limited, but earnestly solicit a few spins of 'Baby Just Said Goodbye,' as we would hate to see a hit record fall by the wayside due to a goof on our part."

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Cedarwood Forms Own Gospel Record Label

NASHVILLE—Billy Denny, president of Cedarwood Publishing Co., announced last week formation of Robe Records to record gospel music exclusively. Manager of the new label is Jan Crutchfield, Cedarwood's professional manager.

Robe's first album is by the New Gospel Singers, directed by Jan Crutchfield, produced by Jan Crutchfield, and described as "different for gospel music" because of the modern arrangement used.

The Prophets will sell the album on the road and mail-order distribution will be set up. No other distribution plans have been released.

Crutchfield said the label will also release gospel singles taken from this album and others to be recorded in the future. He said other gospel groups will be signed.

Cedarwood, mainly a country music publisher, also has pop and gospel material in its catalog. Earlier this year Cedarwood began a concerted drive to get its gospel catalog recorded.

GMA Meeting Set Next Week In Nashville

NASHVILLE—The Gospel Music Association will hold its officers and directors meeting of the year next week (3) at the Capitol Park Inn here. The dinner meeting will begin at 6 p.m.

The association has 20 directors and six officers. The officers: Tennessee Ernie Ford, president; James Blackwood, first vice-president; Ulris LeFevre, second vice-president; Don Light, treasurer; Marvin Norcross, secretary; Brooker Speer, chairman of the board.

The Ernie Ford is unable to attend. Speer, as board chairman, will preside.

Other, quarterly meetings are set for April 4 and Aug. 15, both in Nashville, and Oct. 26 at Memphis during the 1966 National Quartet Convention.

The Statesmen Quartet

SANTA ROSA, N. M.—Bill Mann, DJ and engineer at radio Station KSXY here, asks record companies and gospel groups for the Statesmen Quartet for around the group for a tour to carry on the Statesmen's name. The New Gospeleumers were a popular group that has been announced for this season.

The Statesmen Quartet has been announced for two dates in California and one in Oregon. The group will be joined by the Blackwood Brothers, the Luttrells and the Blackwood Brothers.

Prophets to Heart Warming

The PROPHETS signed with Heart Warming Records last week, will cut their first album in January. They had been with Sing Records four years. Lower left is Joe Moscheo. Others, from left: Roy McNeil, Lew Garrison, Duane Allen and Dave Rodgers.

January 1, 1966, BILLBOARD
SHAPED NOTES

By ELTON WHISENHUNT

Congratulations to Dot Ott, bart- 
tender for the Statehouse, who was 
married in Atlanta recently to 
Mary Bradley, of Chicago.

In Davis, Fla., the Rev. 
Paul Selby officiated. 
Mrs. Curt Johnson, Mrs. 
Curt James, and 
Mrs. Paul Foster were 
attendees at a reception at the 
Briarcliff Hotel.

"Gospel Singing Jubilee," syndi-
cated on 110 stations, is 
The Happy Good Family, Florida Boys 
and Dixie Echoes, taped in Nas-
thville this week and will tape 
again next week.

Mr. and Mrs. C. C. Berges, 
former resident of Davis, are in 
Nashville this week to 
produce an album with the 
three groups titled "Gospel Singing 
Jubilee."

By EARL HARRIS

An congratulations to 
Flora, Ill., which has been busy, 
busy this past week, with six 
albums released this Friday.

The Releases Records released albums recently 
by the Oak Ridge Boys and 
Sunshine Boys. . . . J. G. Whitfield is 
preaching an all-night service in 
Atlanta this week.

The Check Wagon Gang will be 
on a six-week tour next month. 
They are: 

J. G. Whitfield, 
Jim O'Donnell, 
Jack Hensley,

The Prophets have been busy as 
since the LeFevres disbanded "Gospel Singing Caravan," several 
months ago. The Prophets 
appeared on the album "The 
Vocal Clinic," a gospel album 
recorded for Reeds Records, a new 
label, and signed to record for Heart 
Warning. 

This will be their first 
album for them in January.

Order From

WORLD RECORD DISTRIBUTING 
WACO, TEXAS 76703

WORD RECORD DISTRIBUTING

THE VICOUNTS

THIS IS A 10 TON, 29-PASSENGER TAXI!

It isn't like most taxis that you have ever seen.

It runs 100,000 miles a year in near 
perfect condition across America, 
transporting America's "newest and most talked about" 
Gospel singing sensation (The VICTOUNTS).

You, perhaps, have seen it in your home town 
parked in front of the high 
school or civic club, church organization, or playing a 
benefit for a worthy cause. 

Or you may have seen it in other 
parts of the country.

If it could talk, it would tell you that it 
loves its job, that it provides 
entertainment for millions of 
people in all the world, and that 
not only their work but are truly capable of 
especially worthy cause.

The VICTOUNTS

Personal Management: Don Baldwin, Box 2225, Huronville, Penna. 15715

Order From

BOX OFFICE DYNAMITE

THE VICOUNTS

January 1, 1966, BILLBOARD

31
GOSPEL MUSIC

The LeFevres Buy Blue Ridge Share of Programming, Inc.

ATLANTA — The LeFevres Enterprises bought the 4/11th interest in Programming, Inc., which was owned by the Blue Ridge Quartet, Jerry Goff, general manager of Programming, Inc., announced last week.

The purchase makes the LeFevres owners of all stock in Programming, Inc., producer of gospel music TV shows.

The purchase followed the disbanding of the "Gospel Singing Caravan" by the LeFevres, an hour-long syndicated gospel music TV show which featured the LeFevres, the Blue Ridge Quartet, the Prophets and the Johnson Sisters.

All four groups had recorded on the LeFevres Sing Records label. Since the breakup, the Blue Ridge Quartet has signed with Word Records, and the Prophets with Heart Warning Records.

"Gospel Singing Caravan," which has been a successful TV show for more than three years, will gradually be deleted during 1966," Goff said.


Polly Grimes Will Move To Nashville

Interests in gospel music concert last week in Nashville. The station also has been promoting to program director. In announcing the changes, Robert R. Cooper, WSM vice president and general manager, said continual expansion of the "Opry" brought about the need for full-time direction. DeVine's office and the ticket bureau for the "Opry" will be moved to the "Opry House." Richard Rhodes, a graduate of Lipscomb College, was named manager of the Grand Ole Opry House and will work under DeVine.

WSM has plans to expand the "Opry" shows next summer to have a total of four. There are shows now on Friday and Saturday nights. The station has plans to add a Saturday matinee and has two shows Saturday night instead of one.

Cooper said WSM-TV is also preparing to move its color cameras and video-taping facilities into the Opry House to tape its syndicated "Grand Ole Opry" shows in color. The station also tapes several syndicated country music TV shows.

DeVine joined WSM in 1935 and was named program director in 1941. He has been with the station in 1949 as a sports announcer and has done both radio and TV shows.

Be Sure to Hear
"WHERE NO ONE STANDS ALONE"

Words and Music
By Mosie Lister

Currently Available on Recordings by:

Don Gibson
RCA
Blackwood Brothers
Skylite
Lorella Lynn
Decca
Stalesmen Quartet
Skylite
Jack Holcomb
Word
Jimmie Davis
Decca
Rebels Quartet

Sang Chuck Wagon Gang
Columbia

― And Others―

Published by:

MOSIE LISTER PUBLICATIONS
Tampa, Fla.

The Unique Sound In Gospel Music!

THE PROPHETS QUARTET

FOR BOOKINGS CONTACT:

JOE MOSCHEO, II
Box 5055, Knoxville, Tenn.
AC 615 689-1577

January 1, 1966, BILLBOARD

Grammophon points out that since Sibelius' death in 1957 there has been a series of releases. The present one consists of new recordings by the Berlin Philharmonic with Karl Böhm conducting, and the Norwegian Radio Orchestra with Øystein Karlsen. The releases include two of the incomplete symphonies, Nos. 5 and 6, and an overture, "The Swan of Tampere." It is, however, the new works that are presented. The symphony is a fusion of the composer's earlier works, while the overture is a more modern piece. The releases are available in the United States through RCA Victor.
Stereo Stations Send Out Signal for Stereo Singles

By CLAUDE HALL

NEW YORK — Stereo radio stations are calling upon the record industry to supply stereo singles. The handicap of not being able to play is its Easy Listening single record while it's still hot is causing competitive FM stereo outlets to raise a hue and cry.

Harvey Glasscock, vice-president and general manager of WNEW-FM, and the new WNEW-FM stereo operation, is not only strongly in favor of stereo singles, he's even conferred with Columbia Records chief Bill Gallagher on the situation. Columbia a few weeks ago mailed a questionnaire out to stereo outlets asking how the afternoon. The Columbia label could be turned on because it uses its same high-priced AM air personalities on stereo and features the same Easy Listening format.

I would guess that record companies are going to be less reluctant to supply stereo singles," Glasscock said, "especially just for radio stations. He felt that all music, even rock 'n' roll and other ’Hot 100' type music — would eventually be in stereo. It's up to the manufacturer to make the step. He added that Columbia, for example, declined to produce stereo singles for radio stations if they could sell stereo singles to the general public. "May be they should test sell singles at all selected markets.

I would like to see everything in stereo on radio. I would think that any company that didn't have the equipment for stereo AM stations in stereo would be cut off for AM could be changed to stereo with little difficulty. All radio outlets would be capable of doing the product," he said. "If manufacturers can turn out LP's in stereo, it might result in better material.

He felt stereo would happen eventually, if for no other reasons because there's a top Canadian Hot 100 format. It is the first instance I know of a format that is a must. And as more people become acquainted with stereo, if stereo becomes a market quality, they'll want their singles to be in that format. It's a matter of taste.

The p r o b l e m , Glasscock thought, was that AM stations were in stereo.

Continued on page 36

Country Hoedowning On Canadian TV Fare

By KIT MORGAN

TORONTO — The latest national TV ratings in Canada indicate that music rates higher with viewers than the other forms of musical TV fare currently offered on Canadian TV. Though it must also be noted that music programming seems somewhat weighted toward the Canadian idiom, particularly on the CBC network. The A. C. Nielsen Co. rating of Canada was based on November showing of music shows over a two-week span.

The Don Messmer Show, a music-country down with a down-home flavor, stars Don Messmer and WINS New York favorites, singer Margaret Osborne and Charlie Chamberlain and Arc Records artist Catherine McKellen. The show placed No. 3 on the CBC-TV network (behind NHL hockey, Beverly Kingston and the Ed Sullivan Show), with "The Tommy Hunter Show," country music with Hunter, the Melbourne label's Rhythm Pals, and guest artists, ranking eighth on CBC-TV, "Show of the Week.

Hot 100 Stars

MIKE DOUGLAS

EWIC RECORDS

Artists treated here have a new record on Billboard's Hot 100 Chart with a star, signifying that it is climbing rapidly.

Mike Douglas, who hosts a nationally syndicated, 90-minute TV variety show shown daily from Philadelphia, has given exposure to countless rock artists. Now he's a smash record artist himself, no newcomer to the singing field. Mike began his career on a children's show in Chicago. He worked on a Great Lakes cruise ship as a singing waiter. Later he was a staff singer at WKY, Oklahoma City. His TV association with Josh White was years ago at KWK, Cleveland, is now seen in more than 125 markets.

Stereo Stations Send Out Signal for Stereo Singles

DSK HOPS CRITERIA FOR WSAI AIRPLAY

By CLAUDE HALL

CINCINNATI—Record hogs are the WSAI proving grounds for new "Hot 100" records. The station, which again topped the market in influencing sales of "Hot 100" singles, takes anywhere from 10 to 12 new singles to a record hop. These include entirely different singles that top program director Tom Kennington feels may have what it takes or it may include a new release by an artist who has just had his first big hit.

WSAI program director Dusty Rhodes said, "Then we test them in hogs and go to be guinea pigs. What they like, we consider for airplay on WSAI." Each deejay, he said, averages about one record hop a week, some as many as three. In the summer, this can mean 15 record hops a week. A big hop came in about the "Hey, Little Girl" by Mike Gavine, WCMO. In addition, Rhodes was voted most-opera in exploiting new and as many as 600 youngsters.

Stereo Stations Send Out Signal for Stereo Singles

REPRISE RECORDS JACQUES BREIL, right, chats with publisher Mort Brown and music director Gerbie Katman at a recent party in New York hosted by the label.

Country Hoedowning On Canadian TV Fare

WILTH Hot on the R&B Trail

GARY, Ind.—The good music to Hot 100 switch by WILTH Radio here recently is no great threat to Chicago's Hot 100 giants WLS and WCFL, but it is already beginning to bite big into heavily rocket market here.

"It's all the rage to come in as Jack the Giant Killer," commented Bruce Huggett, WILTH's middle morning man who doubles as station music director. "Let's face it, WLS and WCFL are 50,000 watters. We're a sliver in comparison.

Viall is convinced, though, that WILTH will offer the Northwest Indiana industrial complex of Gary and Hammond programming that WLS and WCFL cannot provide.

Viall pointed out that the station's four top deejays was popular with Negroes. "We're there, force, heavy in R&B. One of the station's top deejays was popular among a Negro, Fred Morse. Additional R&B orientation came to the station a couple months ago with new station manager George Corwin, whose previous employment was with WSD, Baltimore (R&B program)

WILTH Music Director Bruce Viall handles a hop at Purdue University.

Country Hoedowning On Canadian TV Fare

Which spans drama, comedy, variety and musical shows, won No. 7, with the mix-priced Harry Belafonte special and the federal election returns programmed during the survey weeks. The "Tutete" show, starring veteran singer with guest artists—the only other musical show in the top 25 on CBC-TV—was No. 17.

On the independent CTV network for the first musical show to rank is "Let's Sing Out" which features top Canadian and American folk talent at an. Country Music made the scene again in 12th with "Country Music Hall," hosted by Carl Smith with a blend of domestic and U. S. country names. "Music Shows," a quiz with guest singers from the night club circuit, comes in at number 18 while "A Go-Go '66" with top Canadian Hot 100�� talent, rates as No. 21 on the CTV network. The CTC's pop music shows, "Music Hop," originate from a different city each week, in-late-Prime late afternoon time, ranked 74 (Toronto edition) and 75 (Montreal edition) on the CBC-TV rating chart.
Bob Tarrying has just joined WURF, White Plains, formerly with WDCR, Hartford, Conn., as music director. Tarrying, who has arrived from Ohio, has peaked with Destiny Records to produce and advertise records for the station. He features Lee Rand with "Don't You Know." By Monday he will use all the music the United Service Organization has signed for the troops in Vietnam this spring.

The Ruth Lyons Christmas Fund has gone over $418,029—a record, which has raised several years ago by WLYM, Miss Lyons, host of the "50-50 Chance" show. Those at Dayton and Indianapolis. Show originates in Cincinnati.

Larry Flanagan has been named director of the WWVA—live country music stage show—WJET, Erie, Pa. He is named hosting a night-time show on the station. WYCV, Cincinnati, celebrated Christmas Day by airing 24 hours of Christmas music.

CCKL, Truro, Nova Scotia, needs Hot 101 Easy Listening and Top 40 music records desperately. Graham Wylike at the outlet says, "We will accept any Easy Listening and Top 40 music records—both singles and albums—we are sent from America. Also, all country and country music publishing firms, distributors, and artists. The station is located at 7 Pleasant St.

KMOX, St. Louis, celebrated its 50th anniversary Dec. 24. Naturally, the first programming heard on the station in 1921 was Christmas music. Harry Alden, a Hot 100 deejay at WCBS-FM, New York, has left to join WETA-TV, the education TV station in Washington. WAPRN, Detroit, Iowa, has been named to receive the 50th Annual Broad- cast Emmys at New York this Feb. 7 in New York's Pierre Hotel. Dr. David D. Palmer, president of WHO Broadcasting, will accept the awards.

Air personality Dave Robinson of KMBG—Kansas City, Mo., moves to WABC, New York, this Dec. 20, the company said. Robinson was instrumental in Robinson moving from Baltimore to Kan- sas City. Robinson emerged three sets for the band.

Stations by Format

**January 1, 1966, Billboard**

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**Bluetones Top KBTR Festival**

DENVER — The Bluetones raised $6,000 and the first annual KBTR/KHJ Festival to benefit the victims of the Nov. 19-21, 1964, fire. Station manager C. Edward Little said he was delighted with the results to the event. Approximately $500 was collected during the contest. Forty-four hours of music were presented in three days. Even the records were a good one.

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**Cincinnati, Ohio—3rd Cycle**

**Top Stations**

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**Top Disk Jockeys**

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<td>Bob Spencer</td>
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<td>Dan Lewis</td>
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**KXOA Needs Artist Blogs**

Attention all record distributors, radio stations, and record companies, and talent agencies: KXOA's Hitlinner newspaper for teens needs more good articles, stories and poetry regarding the record business. Your contribution is much needed and will be greatly appreciated. Your contribution is due Nov. 1, 1965.

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**Radio TV Programming**

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RADIO-TV PROGRAMMING

Stereo Stations Send Out Signal for Stereo Singles

- Continued from page 34

market for singles lies with teen-agers and teen-agers may not have access to a stereo. So, with little growth up to the industry to create a demand for stereo.

The production of a stereo sound that is competing against all 1,000 of the stations in New York City, George M. Reif, vice-president of the RCA Victor iFm, said a stereo single would definitely boost interest in radio's new programming. "We try to keep up to date. We check record sales and try to find a single record that is extremely popular. What can we do? We have no way of knowing what will sell and what won't on an album in stereo. Sometimes it doesn't even come out. Occasionally we do get to play the mono single, though we try to keep these to a minimum.

When KFBN-FM plays the single, the deejay announces that it is not yet available in stereo. He gives the temporary change to stereo as soon as the record company (and the label in New York) releases the record."

"Our future is stereo," said Thorne. "We know we're effective because local stores will call us if we're playing such-and-such record because people are asking for it. These are albums we get first. The station's identity is Horace Janowski's "Walk in the Black Forest" from the album in this manner. The other stations were to start playing the song because the record was selling well in local stores," said Thorne. For its audience, Thorne felt that a lot of its listeners were "lukewarm from AM."

WYAF-FM

Tom Perryman, station manager of WYAF-FM, Dallas, feels a stereo single would be "tremendous."

"The bad thing is we are not getting the current hits in stereo. So we can't play them. There are a few songs we would like to play, but we don't want to sacrifice stereo. It's one of our sales points."

He said Columbia Records had mailed him a questionnaire asking how the label could help the station. "I said, 'Get us some singles in stereo.'"

One of the programming aids that was mentioned was a possible LP by the label providing various artists with their songs in stereo. Perryman said that the label could not say that the LP would at least be a help.

Robert O'Connor of WRFM, N.Y., said it was always interested in a stereo single.

"I wouldn't touch a mono record. The only point in trying to create a stereo image, then getting it with a mono record."

The only time the station actually does play a mono record is its jazz program when a vintage record such as one from the '20s is programmed. On hit records, however, the station patiently waits for the stereo version to be produced.

KOSY Sees It As Aid

James K. Smith, general manager of KOSY-AM-FM, Texarkana, Texas, says singles would be helpful. His idea is that he'd be charged for them and "the way deejays kill singles around here is to play them over and over."

Albums, he noted, are kept a little more exclusive and they last longer. He said Columbia Records had mailed him a questionnaire and "The problem is they're going to work up a record service because of the FCC ruling about separation of programming. The big problem now is that you have to buy everything. The only way it'd be interested in singles is as a free promotion."

Bill Bivens, WBT-FM, Charlotte, has to pull as many as 120 singles on one request for his stereo radio show. From these, he would play hit records one time. The stereo singles would help his programming, he said. "I think a stereo promotion man had questioned him on the feasibility of a stereo single, he said.

KNOB Dumbs Jazz Format

LONG BEACH, Calif. — KNOB-FM, the nation's first all-jazz station, has adopted a new format. The new owners will change the format to an all-jazz station in 45-60 days. Pending FCC approval of the sale, the new owners John M. Hays, owner Will Over, switch call letters and dial position to 1050 AM. The new owners will open new offices and studios in the Charter House Hotel across from Long Beach State College.

The Bonanza owns KGOK-FM in Garden Grove, Calif. Hays and Over would sell KGOK-FM and take his deejays with him to KNN-Harbor and a couple of others. Jay Ryden and Ray Moulder, knoB-FM's new owners, began the station in 1949 and went to all jazz format in 1957. Torner and Steeply Sea is the jazz innovators. With KNOB-FM's exit as an all-jazz operation, its format will be similar to Los Angeles area will be KBCA-FM and KBK-FM.

WLTH Hot R&B

- Continued from page 2

neck competition with WCWA, Georgia State, and West Virginia. When conditions are right, WLTH's signal may be picked up by the million, KSNM-AM, the top-rated station of Lake Michigan in Chicago, and as far away as 50 miles in Illinois. WLTH has shown breakthrough potential in its young Hot 100 hits format. It was one of the first stations in the Midwest to play "Hot Hits" and "Top Spin" on-air promotions. In Chicago the station's top Air personality is George Wright, who has a show day."
**NEW ACTION R&B LPs**

Other albums registry sold in certain markets and appearing to be a week away from hitting a national Best B&B Chart show, among others, are not eligible for a Billboard listing.

**CHILE CON BANDAS**

Jazz Crusaders, Pacific Jazz PJ 10092 (ST); ST 20030 (S)

**DECISIONS CHILDREN**

Rolling Stone, London, LL 1945 (M); PS 451 (S)

**NEW RHYTHM & BLUES SINGLES**

**E. Germany in Lather Over Beat Band Craze**

- Continued from page 20

For Beat bands the mean of the People of the World.

**EVERLORD**

- Continued from page 22

group, move from the regional to the national disk scene with their release "The Other Man" and "I Want to Dance With You," the first of the year.

Bob Voiles, engineer behind the sound of several Canadian acts making the U.S. scene as well, "Stuffy" and "You're Really Goin' to Hold Me On Me" with Little Caesar and the Convicts. "It was 19. with the Big Towns and the Left Hallman in RCA's Toronto and is fre-...
Scanning The News

The Middle West is the most lucrative market for the recent electronics home entertainment devices boom. Color TV sets, for example, sold two to three times more in the Midwest than in most other regions of the country. Black and white TV sets also had the greatest sales volume in the Middle West.

A similar jump in sales of home entertainment devices and a newspaper ad to point out Bureau of Labor Statistics which show the downward trend of the comparative prices of household appliances, table radios, sets and television receivers. Polk showed customers the steadily increasing value of a dollar spent for such products.

Blonder-Tongue Laboratories, Inc., has launched a nationwide advertising and sales promotional campaign in support of its new line of "obsolescence proof" TV products. The campaign involves the distribution of information. A pattern was initiated receiving all channels (2-9) that will eventually be available to the consumer.

Martel Electronics, importer of Loner tape recorders and accessories, is releasing the new line of foster Royal Stereo 8000E tape recorders. The new recorder, which can also be used as a component of a four-track stereo and four-track monaural recordings and playback, two separate recording heads permitting monitoring and recording ahead of the recording head or from the tape after recording: four speeds, four heads, synchronous sound and sound recording, multiple outputs and sound signal effects using an automatic slide projector control, and an automatic end of tape stop. Sylvania's first small screen portable television set will be on (Continued on page 39)

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they have for record dealers. For more information write Billboad, 118 West 43 Street, Chicago 1, Ill.

Hitachi

SEVEN TRANSISTOR tape recorder by Hitachi. Remote control switch microphone, operates on 6 'C' batteries, AC adapter available. Two speeds, 3% and 1 1/2 ips. Price 49.95.

HITACHI SEVEN TRANSISTOR portable tape recorder. Records up to three hours on five-inch tape, two speeds, 3% and 1% speed. Push button function selector, level meter and foot pedal, remote control switch microphone, mixing for two sources. Operates on six 'D' batteries or house current. Price $99.95.


Announce Plans for 1966 Music Show

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Firm Making Phono Needles For 35 Years

WAUKEGAN, ILL. — The Pfanzle Chemical Corp., manufacturer of phonograph needles, has been a strong industry name for 35 years.

President and general manager of the company, Bruce Wight, told Billboard that his firm was organized by Carl Pfanzle around the World War I period and was concerned with the research and development of chemicals formerly produced by our war-time enemy, Germany. "It was in the late 20's," Wight explained, "that the company developed a process for manufacturing precious metal alloys. This is how we got into the business in 1930 of making precious metal points for needles and fountain pens."

Initially, the manufacturing of phonograph needles was not the complex business it is today, said Wight. "The set manufacturers were mostly using the set-screen and cartridge. By the time more so (Continued on page 39)

Donovans Open 2d Record Shop

ALBUQUERQUE, N. M.—Donovan's Record Shop No. 2 recently celebrated its grand opening here.

Owned by Mike and Dan Donovan, who also operate the original Record Shop No. 1, the new store represents expanding need for retail services in the Albuquerque area.

Live music was provided for the opening night entertainment by the Viscount V, a local band which includes members of Albuquerque High Schools. Lindy and the LaVells autographed copies of their new record, "My Baby Done Left Me," during the ceremonies.

January 1, 1966, BILLBOARD
**Scanning The News**

**Continued from page 38**

The market in January, Limited quantities of the product are already being shipped to distributors. The product includes an accessory power cord for the radio, a cigarette lighter and a private earphone listening system. The Philco Corp. will spend approximately $20 million to build and equip a color television tube manufacturing plant in Lansdale, Pa., the William Victor Co., announced it will spend $25 million to establish a color television picture tube manufacturing plant in Canada. It will be the largest private television plant in the history of the Canadian electronics industry.

The Admiral Corp. reported a record fourth quarter with sales volumes 10% higher than in the same period of the previous year. Admiral spokesmen reported that the company’s first quarter of 1966 will be at the same record level as the fourth quarter of 1965. Admiral said a new factory is being expanded in Dixon, Ill., for a new 250,000-square-foot facility for the manufacture of radios and stereo equipment. The radio division was reorganized last year, and the new facility, in Dixon, Ill., to free space for increasing television production.

**Women Buying Cordless Radios**

NEW YORK—Robert Mayer, manager of electrical consumer products for the Bulova Watch Co., recently stated that women have become an important factor in the market.

Mayer cited the New York power rating of a cordless radio as a home necessity. "Since the blackout," said Mayer, "women have started thinking about transistors in a new dimension, and many have started buying them.

"The transitor market will be upgraded by home delivery services. The teenage market, he said, has been primarily the price leader market, with plenty of volume, but small dealer profit.

**The Jazz Beat**

**Continued from page 70**

clubs with jazz records as a sort of goodwill gesture. Prescriptions generally applied by governments in the Soviet orbit against listing to jazz have been released in Conover's case.

Thus, the image of clandestine listeners huddled around someone's shortwave set digging the sounds of America's musical revolution has not disappeared in the past three years.

Yet the letter Conover's mail reflects political tendencies. "General Palmer and the others are right about us," the letter said. "We people who listen to Conover under the guise of the powers of the land."
Season’s Greetings to all and Best Wishes for the New Year

YOU COUNT MORE WITH OAK

THE TITAN II
The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in modern merchandising display and stimulates greater sales through outstanding point-of-purchase impact. The Titan II features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard and Acorn line for easy conversion from one product to another. The Titan II is available with interchangeable service head designed for versatility and convenience. The new flip-out mechanism makes coin conversion easy, building wheels and parts make the Titan II easy to move.

Time payments available on Titan II Machines through all distributors.

SCHOENBACH CO.
Manufacturer Representative
Acorn-Anna Distribution

New York Vendors Meet

NEW YORK — Members of the New York Bulk Vending Association will meet in conjunction with the National Association of Merchandisers on April 21-24. A variety of topics will be discussed, including legislative and distribution problems. The following manufacturers have been invited to attend: Mac-Man Enterprises, Henry Novelties, Original Charms, Epoxy Charms, Penny King, Karl Guggenheim, Knight Toy & Novelty Co., and Paul A. Price Co.

Committee members appointed at the December meeting include Art Bianco, Murray Shore, and Robert Herman, a chairman of each group.

New Products

KARL GUGGENHEIM

FEATURE CHARMS. Italian Wine Bottle, with a basket-bound bottom; Hooty the Owl, with winking eyes; Champagne in the Bucket, with bucket holding bottle in ice, and Grocery Store Charms, including miniatures of such national brands as Pepsi-Cola, Heinz Tomato Ketchup and Chesterfield cigarettes. All are plastic and come with two-color display labels.

New York Vendors Meet

Coming Soon:

April 21-24—National Vendors Association convention, Sheraton-Chicago, Chicago.


Door prize winners include Irving Schlisky, 1,000 capsules, and Art Bianco, Roger Foltz, Murray Shore and Robert Herman, a group of each.

Schoenbach Co.

1965.
By AARON STEINFIELD

OCEANSIDE, N.Y. — The Folz Vending Co. celebrated the anniversary of its 16th year in business and the placement of its 55,000th machine on location at its headquarters here Saturday night (11), with some 160 tradeshows joining in the festivities.

Highlight of the evening was a presentation of Roger and Harold Folz, top executives of the firm, of a bronze plaque by their employees. The plaque reads:

'To Roger and Harold Folz, on the occasion of their 16th years in business as a token of loyalty and esteem, and with sincere wishes for continued success.'

59, No. 55,000

Original plan of the ceremony had been placed to celebrate the placement of the 50,000th bulk machine. However, by the time the occasion rolled around, the figure had gone to 55,000.

Patti Bolten, of Northwestern Corp., and Moe Mandell, of Northwestern, were in New York, presented the Folz brothers with memorable suits suitable for the occasion—two gold bulk vending machines. One is the Model No. 66, representing the first machine from the Folz brothers. The other is the Model 65, representing the placement of the 55,000th machine.

Another manufacturer awards to the Folz brothers included a gold bow by Folz, gold coin by Gum, presented by Rolf Lobell and Jane Mason of Leaf Gum; two matched silver bowls, presented by Carmen DiAngelo of Carmen Gum; a 14-inch gold doll, with inscribed plaque, presented by Bob Guggenheim and Fred Lowe; and Karl Guggenheim, Inc., and desk set, presented by Margaret Kelly of Penny King.

Honor Employees

Employees receiving awards included Tom Grechowski, a color television set for the route manager; Mervin Foller, route manager, a watch for 12 years of service; Vincent Forder, route man, a watch of 10 years of service; and Ed Langdon, assembly department, a watch for years of service.

The guest list included Paul A. Price, Poppy, Manny Greenberg, Maclean Enterprises; Bill Falk, Knight Toy & Novelty; Fred Bock, Jack Novak, and George Herman, Original Vending, and the following operators—Art Bianco, Sid Maltzagen, Lou Ellis, Nat Gordon and Hy Bernstein.

Special guests included George Balvis, Chemical Bank of New York Trust, Winslow, Hatt, Franklin National Bank, and several representatives of food and variety chains serviced by Folz Vending.

The evening opened with a cocktail party and included dinner and dancing.

FOLZ EMPLOYEES present plaque to bosses Roger (left) and Harold (right).

PENNY KING'S first lady Margaret Kelly takes five during festivities to answer phone call.

DANCE BREAK is enjoyed by Art Bianco (left) Bronco operator and Paul Price, president of Paul A. Price Co.

WOLFE'S CHARM is presented to Folz brothers by Moe Mandell, Northwestern Distributor, and Waldo Bolten, president of Northwestern Corp., Morris, Ill.

NORTHEASTERN

Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped Fleece's Bubble Gum and 100 individually wrapped Tab Gum, the most popular bubble gum. Wrappers include comics, fortune and premium redemption.

BRINGHAM VENDING COMPANY

1224 Second Ave., North
St. Paul, Minn.
Phone: Foner 6-7732

GOLD-PLATED CHARM is presented to Folz brothers by Moe Mandell, Northwestern Distributor, and Waldo Bolten, president of Northwestern Corp., Morris, Ill.

HOLIDAY HUDDLE includes (from left) Moe Mandell, Northwestern Distributors; retired distributor Jack Schenkham, and Carmen DiAngelo, sales manager, Cramer Gum Co.
1966 As Industry Leaders View It

More Time for MOA Membership
In '66: Wallace

By RAY BRACK

OAK HILL, W. Va. — Reached at his offices here last week, Blaine B. Wallace, President of America John A. Walling Co., had just returned from plans of for 1966 with the air of a man who intends to get things done.

While many of the MOA's goals set by Wallace and the association's executive committee are old ones, largely unrealized, the vigor with which MOA is looking toward 1966 marks of promised achievement.

In the words of Wallace, here's what the national trade association aims to accomplish in 1966:

One Day

"Our membership drive (see story elsewhere) will set more than our goal of 2,000. I do not believe that if every MOA officer and director devoted one full day to personal contact with pushers, we'd reach our goal in nothing flat."

While I see the long debate and controversy on performance rights cleared up this year to everyone's satisfaction. And I mean to the satisfaction of the performance rights societies as

their individual problems heard.

"The various amusement machine interests, manufacturers, operators and distributors must form a committee to pool their efforts in countering the unfavourable legislation that is hurting the amusement field through the last year. I made such a proposal in 1965 but, beside vocal support, few were willing to co-operate in this matter.

The problem is more obvious and we feel we will see formation of such a national committee in the near future."

As for the NCMAA, Siller said that his organization will start its committee within the association, so that distributors in certain areas of the country may be granted the problems peculiar to their area

(Continued on page 47)

Biggest Year Ahead

For MOA: Granger

By PAUL ZAKARAS

CHICAGO —Fred Granger, executive vice-president of the Music Operators of America, told Billboard that 1966 will be the biggest year in the association's history.

"Starting with our membership drive," said Granger, "we will be involved in many activities important to the operator.

Very important, of course, is the direction of juke box royalties which we will try to solve before the end of the year. The industry has made considerable efforts in attempting to find a workable solution, and with cooperation from the record companies, we will be able to close the matter in 1966.

It is important to settle this problem as soon as possible so MOA can get down to serious, money matters to other means of benefiting the operators.

Granger said one of the added services MOA will provide in 1966 is the opening of a service center in Chicago. The school will serve operators in Illinois, Wisconsin and Indiana, and will be made possible by the receipt of federal funds through the State of Illinois to support the project.

President

Another new service, according to Granger, would be a new directory of all MOA members. MOA will make a survey to determine the amount of interest in such a directory. That information would work through the insurance industry to descend on reduced rates because of the amount of people involved.

Granger said that MOA members should look forward to a bigger and more prominent MOA. MOA, he added, is the one organization that is able to bring together theMOA board of directors would again meet in Washington this year (March 13).

"The board meeting," said Granger, "will follow a format similar to last year. Besides discussing the association's business, we must be able to have an opportunity to call on their senators and representatives in Congress to discuss the problems with them."

Granger also said that members of the MOA will be issued plaques early in the year. "Those will be given to their friends."

(Continued on page 46)

Coming Soon

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


Slipers Lists 1966 'Must' Actions

CHICAGO—O. L. Bob Siller, executive director of the National Coin Machine Distributors' Association, told Billboard that the following things "must be done in 1966."

Concerning the whole industry, Siller said that we must start a closer cooperation between the various associations in the coin machine industry so that this business can become more streamlined and efficient. Without such cooperation we will continue to have the unwieldy hodge-podge that we have today.

We have to increase the membership of our associations because vast numbers of color and variety people are not affiliated with any of the associations and can neither contribute to the industry as a whole, nor make their individual problems heard.

"The various amusement machine interests, manufacturers, operators and distributors must form a committee to pool their efforts in countering the unfavourable legislation that is hurting the amusement field through the last year. I made such a proposal in 1965 but, beside vocal support, few were willing to co-operate in this matter.

Now the problem is more obvious and we feel we will see formation of such a national committee in the near future."

As for the NCMAA, Siller said that his organization will start its committee within the association, so that distributors in certain areas of the country may be granted the problems peculiar to their area

Flippers Back in Hungary

EDITEKS NOTE: The following dispatch from Billboard's Budapest correspondent signifies social and political significance of the fact that this sterile style coin-operated entertainment came back to the iron curtain countries after a rest period in its fascinating reading for coin-manufacturers.

BUDAPEST—In 1965, many foreign businessmen visited Budapest to see what trade possibilities existed for coin devices and amusement games. The increasing tourist traffic, including tourists from the West, the development of a score of new amusement parks and construction of new hotels and restaurants are developing of numerous lovely resorts in Hungary are all indications that many excellent sites for this equipment are available.

Nevertheless, there are many obstacles. Enemy No. 1 of these boxes is the Musician's Trade Union, which insists on live music wherever possible. Despite the fact that musicians have working days of only six hours (with 30-minute intervals every hour), and despite the fact that there are restaurants, cafes and tea rooms which could greatly use some form of mechanical music, the Union says no to any request for juke boxes in these places.

Enfer Games

But the amusement games situation is quite different now. The Ministry for Inner Commerce is very much in favor of such an installation of games, but did not obtain permission of the General Planning Office to spend foreign currency, either Western or Eastern, on the machines. So these games may be imported only outside the general import plans of the country.

Among the businessmen visiting Budapest during 1965 were Hungarian emigrants working now in different countries in the coin machine business. One of these, now living in Austria, has an offer to deliver 1,000 used coin machines to Hungary, have them installed wherever needed and run as a private service by splitting the total income of the games after deduction of the first 10 per cent of the gross.

Moderation

The income of the Austrian partner from the games was to be paid in Forintos to his account at the National Bank.

(Continued on page 47)

MOA Forms School Advisory Committee

CHICAGO—In a step to implement one of its prime 1965 projects, the Music Operators of America has named a committee of prominent Midwest executives to represent the operators and distributor executives to guide the establishment of a regional coin machine technical training school here.

Patterned somewhat after Jack Moran's pioneering Coin Operators Institute in Denver, the Chicago school would likewise be able to draw on federal and foreign foreign aid. The grant Service. The latter agency requested that a regional advisory committee be formed.

Spring Opening


The school is expected to open its doors in the spring of 1966. The first committee meeting is scheduled for early this month (January).

In addition to Moran's Denver school, a training program is now in operation by the South Carolina Coin Machine Operators Association. Training classes for coin machine mechanics are open to New York City in the spring, sponsored jointly by Music Operators of New York (MONY) and the New York Board of Education.

Technology Part Three Next Week

Late-breaking news forced the omission of the third in our reports on technological developments which have revolutionized the coin machine industry. With the publishing of this issue, "Evolution of the Juke Box," will appear next week.

January 1, 1966, BILLBOARD
MOA's Recruiters


BILL ANDERSON, District Three (West Virginia, Virginia, Kentucky, Tennessee). Quota: 50.

ROBERT NIMS, District Five (Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama). Quota: 50.

BILL FOSS, District Six (Illinois, Indiana, Ohio, Michigan, Wisconsin). Quota: 50.

TED NICHOLS, District Seven (Minnesota, Kansas, Iowa, Nebraska, Minnesota, North Dakota, South Dakota). Quota: 36.

C. C. BISHOP, District Four (North Carolina, South Carolina, Georgia, Florida). Quota: 40.


CHICAGO—An unprecedented drive for 250 new members was kicked off January 1 by the Music Operators of America.

Headed up by the extraordinary efficient recruiter Jack Ness, MOA director from Richmond, Va., the enlistment push will extend to Oct. 1, just prior to the association's national convention and trade show here.

Bess is mounting nine district chairmen in the drive. The chairmen, all MOA directors, are appointing co-chairmen, who will in turn organize regional committees to bring in absent operators to the national trade association. All district chairmen are pictured above. A successful drive will boost MOA membership to 1,100.

To add the spirit of competition and inject reader interest into the MOA drive, Billboard will publish a monthly progress chart showing the percentage of quotas achieved by each district. The regional competition should be keen.

The race is on!

Arcades Comeback

FRANKFURT—Arcades are booming in West Germany. Counter to predictions that they have been made obsolete by the "age of the sophisticated operator." More and more German operators are opening small arcades in their home towns, often using the same size and weight used for professional billiards. Now furnished on Valley coin-operated tables! All 16 balls now same size.

the innovation that changes the coin-operated industry

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

the 「Valley」 2 3/4 "MAGNETIC CUE BALL

patent pending

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley has perfected the regulation 2 3/4 " Magnetic Cue Ball (Patent Pending). The same size and weight used for professional billiards. Now furnished on Valley coin-operated tables!

Here's why Valley Magnetic Cue Ball will add profits for you:

• 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 segregates itself from other balls.
• Regulation size and weight assures player more accuracy.

for information write or call
It's bound to be a Happy New Year if you resolve to cash in on the only 2-in-1 machine that combines records and movies—2 machines in a single unit. You'll celebrate all year with—

Ring in the New Year Right
Write/Wire/Phone

136 N. ROAD ST. PHILA, PA 19131
Phone 215-342-2900

Canteen has also publicized the election of Dorey A. Dyer and Daniel A. Ninan as assistant vice-presidents with the company.

Canteen Records
In Fiscal 1965

CHICAGO—Net earnings of $11,223,000 on sales and operating income of $227,884,000 for the fiscal year ended Oct. 2 have been reported by Automatic Canteen Company of America. Both figures are records for the company, president Patrick L. O'Malley declared.

"Cash balances exceed $25 million and we have no short-term bank loans," O'Malley reported. "Despite a reduction of approximately $30 million revenue since 1962 resulting from the elimination or sale of unprofitable operations," he said, "records in sales and earnings were established for the second successive year."

Fred Granger
• Continued from page 42

able to be placed next to chamber of commerce or other organizational plaques that our members wish to display.

"All in all," said Granger, "it looks like a busy year for MOA and a year in which a lot of activity will be directly beneficial to the operator."

This ROCKOLA Model 3302/Type 420 can vendor was installed at the booth of the K. G. Brown Manufacturing Co. of Long Island, N. Y., at the recent Marine Trade Show Exhibit at McCormick Place in Chicago, according to owner George Brown, "to provide the foot-wary conventioner a moment of relaxation and refreshment." The location of the vendor greatly stimulated business at his booth, Brown reported. It's shown above enjoying a Tahitian treat with Mrs. Charles Jones, wife of the editor of Booting Industry Magazine.

NEW EQUIPMENT

Seek Tobacco Tax Removal

RICHMOND, Va.—The Tobacco Tax Council has asked governor-elect Mills E. Godwin to support repeal of the State's tobacco excise tax. The Council will also request that the 1966 session of the General Assembly shun re-imposition of the Virginia Tobacco Tax Law.

Council executive director William A. O'Flaherty, appealing to the historical and economic importance of the tobacco industry in Virginia, said that since the imposition of the cigarette tax, State merchants have lost $47 million in cigarette dollar volume.

22nd Annual

AMUSEMENT TRADES EXHIBITION

ALEXANDRA PALACE

LONDON, ENGLAND

25, 26, 27, January 1966

The biggest and most comprehensive international display of coin-operated machines and other amusement equipment ever held in Europe.
France—In most important respects, 1965 was the best year ever for the German coin machine industry. Manufacturers boosted production for the home market and for export. Distributors had a banner year, and operators posted record receipts.

The relevant statistics for 1965 show that the German coin industry and trade are now solidly based and in a strong competitive position. All major indicators point to further gains in 1966.

A German industry spokesman said, "This was the year the German coin machine industry came of age. We no longer fear American competition. We can compete—indeed, we are now the world market."

Our industry is solidly based and well organized. We have

"Spricht Deutsch"
FRANKFURT—In Germany Bally pinballs "spricht Deutsch" by changing English to German on Bally machines, play is substantially increased, according to tests carried out by German distributors and operators.

The practice is now to "Germanize" completely Bally equipment. There is no intention to conceal that the equipment is American, but the aim rather is to make the public "feel comfortable" playing the machines. Tests have shown this can be accomplished only by presenting the equipment with complete German translation.

German distributors and operators say that U.S. equipment continues to have much appeal, but that the Germans like to operate in their own language, even when they play pinball machines, which, incidentally, are not called pinballs in Germany but "Flippers"—pronounced FLEE-pears.

**WHIRL-itzer Girl**

PAT TRAYMORE, one of Arthur Murray's leading dance instructors appears at opening night of Cincinnati's Kaushoth Club's Discotcheque which featured the WorldFair 2000 pinball. Pat livened up the audience with her "hand jive" demonstration, then asked dancers to demonstrate various discotcheque dances.

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**BILLBOARD AD DEADLINE MOVES UP 1 DAY FOR THE JANUARY 8 ISSUE**

Due to the New Year's Holiday, deadline for the issue of January 8 will be on Tuesday instead of Wednesday (11 days prior to date of issue).

**DEADLINE FOR JANUARY 8 ISSUE: TUES., DECEMBER 28**

**BILLBOARD EXTENDS ITS SINCERE WISHES FOR A MOST PLEASANT HOLIDAY SEASON**

New Year's Greetings—To All Manufacturers, Distributors and Importers—From the Members of NCMDA . . .

As we approach the new year, NCMDA pledges to perform and support all possible activity to improve our industry's world-wide public image, as well as to promote its products in broader markets. We hope that all manufacturers and their distributors, as well as importers abroad, will fully support, and join NCMDA now, in this united confrontation of sincere effort towards increased productive goals and higher achievements in the coming year.
best wishes for a happy new year

reconditioned specials guaranteed

pin balls—bowlers

bally

hoontanny $190
sheba, 2-pl. $375
cross country 160
star-jet, 2-pl. 250
sky diver 235
mad world, 2-pl. 340
grand tour 280
2-in-1, 2-pl. 340
harvest 295
bus stop, 2-pl. 350
big day, 4-pl. 375
3-in-line, 4-pl. 280
bongo, 2-pl. 285

williams

oh boy, 2-pl. $285
big deal 190
skill pool 195
black jack 125

chicago coin top brass $495

write for complete 1965 catalog of phonographs, vending and games.

established 1924

atlas music company

2512 n. western ave., chicago 47, ill. 6-5005

with cooperation of all manufacturers, mccleary is able to keep his staff abreast of all advances in juke box, game and vending technological changes. here technician is at work in elaborately equipped mccleary shop. each specialist is required to read mccleary's regular service bulletins reporting new twists in the field.

operators' service creed is to make operator look good

williams electronic manufacturing corp.

3621 north california ave., chicago, illinois 60618

available for immediate delivery through your williams distributor

begin at 4 p.m., with full exploration of the music operators of america royalty proposal to congress as the chief topic.

as a pre-legislature-opening meeting, the charleston gathering will also see the reopening of discussion of introduction of a bill to raise the consumer sales tax exemption for vending machines above the 3-cent level that is current.

european news briefs

music to make war by

paris—jupiter, the french-made juke box, will soon grace officer clubs of the south viet nam air force. the jupiter company is shipping 10 boxes to south viet nam.

jupiter is acting in response to a wish voiced by south vietnamese chief of state, air marshal nguyen cao ky, an ir responsible juke box fan.

marshall ky spends hours playing the phonographs at officer clubs. his favorites are french pop songs. marshall ky says phonographs are the best aid to pilot relaxation.

bingen bash

bingen—this city of bingen, west germany's wine capital, has honored coin machine operators with an official reception.

the reception was attended by the mayor and members of the city council.

mayor heinrich gebauer praised the coin machine industry as an important factor in the national economy.

the operators then sampled bingen's famous white wines.

the reception, held in the klopp castle, is an example of the enhanced prestige now enjoyed by the coin machine trade in germany, thanks to more imaginative public relations.

when answering ads... say you saw it in billboard

the service fleet of five volkswagen kombi station wagons responds to some 40 service calls per day. average waiting time is 20 minutes. radio contact is used, of course. promptness is the key to our success, mccleary says. each truck has a lazy-susan parts dispenser as seen here and complete stock of essentials and tools. service stocks $15,000 inventory of parts.

"the magazine of automatic vending" published twice a month by billboard.

for everyone whose time, talent or money is invested in vending business.

vend

one idea may be worth many times the low subscription price

vend, 2160 patterson street, cincinnati, ohio 45214

please enter my subscription to vend for:

[ ] 1 year $7

[ ] 3 years $18

[ ] renew

above subscription rates for continental u. s. & canada. overseas rates on request.

city:

type of business:

title:

january 1, 1966, billboard
Flippers Return to Hungary

(Continued from page 42)

(from where he would pay service expenses, support his relatives living in Hungary) and the remainder, with the bank's consent, will go into his personal account. (In a similar way, the Swiss singing star, Vico Torini, spent a great part of the revenue of his last concert tour in Hungary, spending a long vacation with his family in a luxury spot on Lake Balaton.)

After some meditation, the Ministry accepted the Austrian's offer and contracts were signed here by the Intercommerce Hire Enterprise, which has branches in all parts of the country.

Arcade Opens

As a result, some weeks ago 90 flipper machines, mostly flippers, arrived in Budapest and three weeks ago a new arcade was opened in the center of the city in an ancient shop consisting of two rooms with 10 square feet of space. Along the walls some 20 machines were installed (6 Gottlieb, 12 Williams ball games and 1 shooting game) and business began. Not much money was invested in the installation. There is one attendant, there are no modern comforts, electric bulbs dangle from their wires and the stone floor is the ash tray. Although customers cannot obtain even a glass of water for refreshment (similar conditions in places where businesses would and could compete with each other), happy youngsters besiege the games and play their heads off.

The arcade operates from 10 a.m. to 11 p.m. Persons under 16 are not admitted after 8 p.m. At the beginning, the arcade had a daily income of 3,000 Forints, and today is bringing in 5,000 Forints ($210) per day. Price of a game is two Forints, 85 cents.

The other 70 machines will soon be installed in hotels, restaurants, cafes and expressos.

Moer Time for MOA Membership

In 1966: Wallace

(Continued from page 42)

well. With that problem out of the way, MOA can devote even more time to serving its members at large.

"Something concrete must be done by MOA in the area of serviceman training (see story elsewhere). We want to establish some program which will truly benefit our operator members.

"We shall improve our insurance services, making them more attractive to our operator members, their employees and their dependents.

"And—you've heard it before—we will make some progress in improving the image of the industry image through public relations. We will take active steps toward this by assisting in forming new State and local trade associations. We believe that such associations are the key to making authentic progress in relating our true industry to the public. Any State or local group interested in forming an association should contact Fred Granger, MOA executive vice-president, for certain assistance.

Sidney J. Wakefield
CUSTOM BEAD PRESSING

☆ PRECISION PRODUCT
☆ RAPID SERVICE
☆ COMPETITIVE PRICES
7"-10"-12"

TRY US and join our Family of Satisfied Clients

P.O. Box 6037
Phone: 252-5644
Phoenix, Arizona 85005

January 1, 1966, BILLBOARD
CINEMEN IN THE NEWS

PHILADELPHIA

Samuel Stern, head of Williams Manufacturing Co. in Chicago, has become a member of the newly formed 17 Market Associates. The Philadelphia group, which also includes David Rosen, Rowe AM distributor, purchased a choice center-city location at 17th and Market Streets for building development. The site was originally held by movie magnate William Fox for a downtown theater building.

Music Operator Harold Birringer has placed an account membership in the 32nd 4-H Distributors for Seeburg United. Mrs. Catherine Duandine is continuing personally the operation of the music route known as Duandine Music Co., established by her husband, John F. Duandine, who died about two months ago. She has been active in the business for some time and will manage the route herself. Robert Cassell, who took over the music route of the Continental Music Co., established by his brother, Michael Cassell, has discontinued the business and moved to Chicago, his father, Anton Cassell, reports. Frank's Music Co. has completed the most extensive reorganization of a major 4-H route. 

SEATTLE

The bow, when and where of Marshall McKee's entrance into the coin machine business came to light recently, thanks to an inquisitive Bob Bear (Wagner Co., sales manager). McKee, as most common know, is partner with Ron Pepple in Northwest Sales Co., here. Nothing a Wurlitzer model 412 on the floor, Bear asked, "What about that?" McKee replied: "Once upon a time, when I was in high school in Hardland, Ore. I started buying pin games and built up to operating a route of 25 locations after school and on weekends. The year was 1936, and coin-operated phonographs were really getting popular. So I decided to add music to my business. I purchased one Wurlitzer model 412. From this first phonograph, I graduated to more machines, expanded my route, graduated from high school, purchased another route, time passed, and I merged with Ron. Now we're partners and travel all over the Northwest including Alaska, as well as here in Seattle. Sort of a built-in climate control business.”

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PRETTY MILDRED SIEVIN, accompanied by Wally Griffin, Bobby Ross and Dick Amberuster, belts out "The Big Change Is to Rowe," the go-home theme of the firm's 1966 distributors sales meeting held recently in New York City. The actors sang and entertained the distributors with impressions of the operator, distributor, service man, and "everybody's secretary."

Fischer's "New," Smaller, Precision CUE BALL

A two-day Wurlitzer service school, December 13-14, drew a good attendance at the United, Inc., headquarters here.

Sessions were attended by Jack Zimmerman, Badger Music Sales; Bill Zajc, Phonograph Studio; Andy Hugg and Charlie Stutie, Mitchell Novelties Co.; Casey Karpinski, Kewpie Novelties; Del Van Atlee, Kardon Music; Macdonald, Bud Wagner, G & W Wurlitzer South Milwaukee; Roger Beukenier, Beukenier Sales Co.; and C. V. Nelson, Rockford, III.


An informal buffet and social hour concluded each day's classes. The school was conducted by Bob Harding, Wurlitzer field service engineer. United, Inc., staffed by included Harry Jacobs and Russell Townsend.

BENN OLLMAN

DETROIT

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WALTON Clark shopping at Coin Machine Service Co., Clark, Willsman has been in the business for 10 years. Byrds Cracue of Leucadia and Bob Hawthorne of Los Angeles visited the C. A. Robinson Co. Marvin Miller, of Coin Machine Service, reports he has a four-week waiting list for the AllTech Automatic pool table. Also has a back order of 180 tables. Operators staying at the Past Layman's, including Frank Zeb, of Anaheim, Wynn Edling of Ojai, Mr., and Mrs. C. E. Ellison of Lancaster, M. B. McCormick of Lake- wood, Bill Huddley of Covina and Fred Maloney (Smith Music) of Barstow, Phl Gummor playing at the Past Layman's, for the second time this year.

FRANKLENDLER, Kent, owner of Kent's在中国 Shop, has been in the business for 10 years. He leaves Strue Los Angeles for Salt Lake City. Operator evening at the William H. Co. shows "Zorba the Greek" and "Tijuana Taxi" by Herb Alpert and the Tijuana Brass going hot.
# New and Used Coin Machines

## ArCADE Equipment

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<thead>
<tr>
<th>Model</th>
<th>Year</th>
<th>Remarks</th>
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<td><strong>AMERICAN SHUFFLEBOARD</strong></td>
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<td><strong>BALLY</strong></td>
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<td><strong>CHICAGO COIN</strong></td>
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<td><strong>ExHIBIT Supply</strong></td>
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<td><strong>J. H. KEENEY</strong></td>
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<td><strong>KIDDIE RIDES</strong></td>
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<td><strong>MARVEL MFG. CO.</strong></td>
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<td><strong>Urban Industries</strong></td>
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## Pool Tables & Shuffleboards

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<th>Model</th>
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<td><strong>BALLY</strong></td>
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<td><strong>FISCHER MFG. CO.</strong></td>
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<td><strong>IRVING KAYE CO., INC.</strong></td>
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<td><strong>ProtociOn Engineering</strong></td>
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<td><strong>U.S. Billiards, INC.</strong></td>
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<td><strong>VaLLEY SAlES CO.</strong></td>
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## NATIONAL SHUFFLEBOARD CO.

Air Monteil

### Pool Tables & Shuffleboards

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<th>Year</th>
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<tr>
<td><strong>1966</strong></td>
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### National Vendors, Inc.

- **750, 7 Col.**
- **Youth**, 7 Col.
- **Crystal**, 7 Col.
- ** rss**, 7 Col.
- **Lindbergh**, 7 Col.
- **NATIONAL VENDORS, INC.**
- **ROCK-OLA MFG.**
- **Rowe AC MFG.**
- **Siegfried MFG.**
- **Shipman Manufacturing**
- **The Vendo Corporation**

### Westinghouse Electric

Cigarette vending machines

### January 1, 1966, BILLBOARD
New Rowe AMI
Wall-Ette

The first remote selection system
to deliver real, 100%,
two-ear, you-are-there stereo!

You've never heard such rich, honest stereo sound before from a remote wall unit. The reason? New 30" Stereo Round® speaker system. Utilizing unique phasing techniques and angled speaker placement, it projects sound out and around to surround the listener.

The result? Far superior sound quality and coverage that invite more play, bigger pay, every day! And Wall-Ette is faster, easier to install and service—great little merchandiser, too. Has many exclusive features that make service a cinch and keep lost play time to a minimum. Also offers twelve display panels that can hold miniature album covers or advertise location food and drink specials.

Make more money with music . . . make room for the BIG CHANGE.
See and hear it at your Rowe Distributor.

Rowe sets the standards in vending equipment, bill changers, music systems.
BILLBOARD SPOTLIGHT PICK

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is judged by Billboard's review panel and rated, and then placed in one of several categories of reviews. The reviews in each category are selected by the editors of Billboard in order to give a balanced presentation of the latest releases in their respective fields.

**ORIGINAL CAST SPOTLIGHT**

**ANYA**

Original Cast, United Artists UAS 3513 (S)

Although the show folded on Broadway after a few weeks, this song of Ray Hechtle, from which the musical emanated, did collect a string of hits on BMI's Top 30 charts. Anya's version of the song is quite a pleasant surprise, and is a nice change of pace from the norm.

**POPP SPOTLIGHT**

**WORKING MY WAY BACK TO YOU**

The 4 Seasons, Philips PNM 300-201 (M); PNM 600-201 (S)

Marking a new trend in the pop genre, "Working My Way Back To You" is the latest in a string of hits from the well-received album, "Working My Way Back To You." This song is a powerful statement of the joys of life, and is a beautiful expression of love and hope.

**MOTHER NATURE, FATHER TIME**

Brook Benton, RCA Victor LPM 3534 (S); LSP 3534 (M)

The RCA Victor album of Benton features the singer's songs and arrangements, with the exception of the hit single, "Work Your Way Back To You." The album is a powerful statement of the joys of life, and is a beautiful expression of love and hope.

**INTRODUCING THE WALKER BROTHERS**

Square MDS 70706 (M); SR 5 0706 (S)

Speculating their hit, "Make It Easy to Be Cruel," the new album of the long-time favorites, the Walker Brothers, is a beautiful expression of love and hope.

**ROAD RUNNER**

Giant, Liberty LP 2452 (M); LST 2452 (S)

With the pounding single hit, "Road Runner," this hit from Giant, with his unique blend of rock and roll, is a beautiful expression of love and hope.

**STAND BY ME**

Earl Grant, Decca DL 4728 (M); DL 4728 (S)

Featuring his powerful and popular single, "Stand By Me," this hit from Giant, with his unique blend of rock and roll, is a beautiful expression of love and hope.

**COUNTRY SPOTLIGHT**

**THAT TRUCKDRIVER**

Various Artists, Starday STP 333 (S)

Featuring a new hit, "That Truck Driver," this hit from Giant, with his unique blend of rock and roll, is a beautiful expression of love and hope.

**RHYTHM & BLUES SPOTLIGHT**

**SONGS OF SCANDINAVIA**

Birgit Nilsson, London 5742 (M); DG 25484 (S)

With Nilsson's smooth voice, this hit from Giant, with his unique blend of rock and roll, is a beautiful expression of love and hope.

**GENE CHANDLER LIVE ON STAGE**

Constitution D 1422 (M)

The electric guitar-driven production of the hit from Giant, with his unique blend of rock and roll, is a beautiful expression of love and hope.

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