NEW YORK—Once again the New Year is being greeted with an onslaught of new names from virtually all of the major labels in the rush to uncover the Radio, TV Asked To Back ‘Hiring’

CLEVELAND—The nation’s leading business executives called Thursday (30) for radio and TV to help in its equal employment opportunity campaign.

An affirmative program by industry can produce equal job opportunities for the nation’s minority groups — both colored and white. Results of this are now showing up in the employment statistics of Plans for Progress companies, said Charles E. Spahr, president of Standard Oil Ohio. Spahr is also chairman of the national advisory council of Plans for Progress, a (Continued on page 8)

Righteous Bros.,

MGM Agreement

NEW YORK—MGM Records has reached an agreement with the Righteous Brothers to reissue their records on the firm’s Verve Records label. But the mystery about who’s really got the blue-eyed soul duo steeped as a Los Angeles Superior Court judged last week denied a request by the Righteous Brothers to halt Phoneline Records from selling their “Back to Back” album. Judge Ralph North remade the duo that their contract with Phoneline had two years to run.

Verve’s first album, “Soul and Inspiration,” is slated for a January release with a super promotion push. Already 10 sides of the album have been cut. A single with the same title is also being rushed out.

Mert Nasasie, president of MGM Records, confirmed the pairing of the duo—one of the first acts to ever be accepted for airplay on such radio stations as well as “Hot 100” stations—last week. Nasasie negated the Righteous Brothers’ contract with Jerry Perrenchio, their agent.

The agreement includes appearances by the act, Bill Medley and Bobby Hatfield, in MGM motion pictures, an exposure route that is being followed by many other “Hot 100” acts on both the MGM and Verve labels, (Continued on page 8)

Reform Law Fall Flat: GEMA?

By OMER ANDERSON

BONN—GEMA, the West German performing rights society, has notified its U.S. counterpart, ASCAP, that Germany’s copyright reform law has taken effect beginning Jan. 1. ASCAP members are now subject to its provisions, and indications are they are finding little cause to rejoice. Copyright authorities regard the new law as an example of what ASCAP should avoid in seeking an updated U.S. law.

Benefits for GEMA are: The right to collect up to 5 per cent of the sale price of all tape recorders sold in Germany. Extension of copyright protection from 50 to 70 years. On the other hand, the new (Continued on page 22)

More Powerhouse Outlets

Make Theirs Country Style

By CLAUDE HALL

NEW YORK—Country Music never had it so good. With the ever-growing number of stations switching formats to country music, the end of the good times is nowhere in sight. The latest to make the change include not only a 50,000-watt powerhouse like Storer Broadcasting’s KBGB in Los Angeles but the 10,000-watt WTHE (formerly WFTY) in Garden City, N.Y.

An indication of the success of country music lies in the story of WPLO, Atlanta. Based on the financial treasure found in its WJWD, Chicago, outlet, Plough Broadcasting is switching the format of WPLO to country music in spite of the fact that Atlanta already has four country music stations. Sources indicated the change would take place on or about Jan. 1.

Stations who’ve made the switch to fulltime country music recently include WEET, Richmond, Va.; WKWS, Rocky Mount, Va., and KMMR (formerly KMUR), Salt Lake City, Utah. In addition, WJAS, the NBC-owned outlet in Pittsburgh, recently launched a six-night-a-week country music program; showtimes the show is 8 p.m.-1 a.m. WMNI, Columbus, Ohio, is featuring country music in the evening both on AM and FM.

WXBM-FM, Milton, Fla., is broadcasting country music in stereo 5-7 a.m. and 5 p.m.-midnight on a trial basis. Easy listening music had been the initial format, but it hadn’t fared well. However, the country music is “doing real fine in both listener comments and business,” said deejay Robert Smith, “since it was started about three weeks ago.” The FM station simulcasts a variety of music with its AM sister—WEBY—when it isn’t airing stereo music. About the only problem with country music (Continued on page 39)

THE GREATEST TALENT ON RECORDS

(SEE PAGES 25, 26, 27, 28, 29, 30, 31, 32)
525,720
Already shipped
ELVIS' new single
#8740

ELVIS
BLUE RIVER
TELL ME WHY

ELVIS
TELL ME WHY
BLUE RIVER

COMING FOR EASTER! BY REQUEST! 2 SPECIAL RELIGIOUS SINGLES

COMING SOON: "FRANKIE & JOHNNY" NEW SOUNDTRACK ALBUM

RCA Victor
The most trusted name in sound


**EXECUTIVE TUNABLE**

Hy Grill named pop singles adr, producer - executive for Kapp Records; Grill, who joined Kapp a year ago, had been with Decca for 15 years; work in the sdk department and taking part in the formation of Decca's subsidiary label Coral. This is the 1st since Kapp was on RCA Victor and producer - executive Dick Safran and the Amoses. While both RCA Victor and Kapp have worked with Decca, Grill has been associated with Decca's Adat Records and was a professional man for Leeds Music for 10 years. In his new post he will continue to be active in the recording wing and also act as adr consultant for the Congress and Four Corner labels.

**Liberty Streamline Sales Set-Up**

HOLLYWOOD—Liberty Rec-
ords has been in the process of
reducing its territories to allow
more efficient sales promotion
in a move to streamline the company's sales-promotion efforts.

Newest move has Detroit pro-
to-mom Carol Leslau, promoted
to district manager, replacing
Don Mareda, who moved to head
quarters in Cleveland and
recently moved here as national
sales manager for Liberty di-
vision.

Marketing director Lee Men-
dell also reports hiring Mac
Davis, formerly Vee Jay's Atlan-
tis man, as a district manager,
replacing Dick Bowman, moved
to the newly created post of
sales manager for Liberty's
Denver territory. Midwestern
division.

Mendell explains that by re-
ducing areas covered by the
managers, it allows them more
time to concentrate on sales on
promotion with the rack, one-stops, dealers and radio

As an example, the Southern
region will be split between
Mendell; former Vee Jay's As-
ister Chicago man, Davis is oper-
ating out of Nashville, the out-
parts of Alabama, Florida and
Miami, New Orleans, Houston, San
Antonio, Dallas and Birming-
ham. Muse and Coral territories will cover Minnesota, St. Louis, Memphis, Chicagostyle, Nashville.

LaCourreye operates from Decca and covers Cleveland, Cincinnati, Buffalo, Pittsburgh, Washington, Baltimore and D. Charlotte.

Mendell is currently pro-
cessing applications for the Chi-
cago and West Coast managerial
posts, the latter a job which has
been unfilled since Mendell
shifted to his present position
over a year ago.

Coral Records has had district
managers (formerly sales man-
agers) covering the South, New
Orleans, and Chicago.

Mol Fuhrman in New York covers
the East.

The recently delegated team of
district manager and
manager and Ross Bledsoe as gen-
eral manager of the tape-record
operations at Liberty, is opera-
ted by the company in its bid to
develop a more complete and
grooves business. Both men have
completeness of tape market analysis
preparation to Liberty's for-
mall move into setting up dis-
tribution for its own carriage
tapes.

**Rory CARP’s Road Ahead: Sarnoff**

NEW YORK—David Sarnoff,
chairman of the board of RCA
is bullish about the future of the
stereo tape cartridge market.

In his year-end statement, which he announced that for
the first time in RCA's history, sales in 1965 will surpass the 2 bil-
lion mark. He attributes the rise to
foresee a highly profitable
business in stereo tape cartridge
music recordings for automo-
tiles. Already we have estab-
lished a position of leadership in this market.

In the year-end statement, Sarnoff also noted for the sec-
ond successive year, RCA Victor Records achieved a new all-time peak, in an attempt to
ituated leadership in original
Broadcast cast and motion picture
materials.

Subject to a final audit, RCA's sales for 1965 showed an increase of
11 per cent over the previous year. Gross earnings reached 25 per cent higher. Earn-
ings per common share will be above $1.75, as compared with $1.37 in 1964.

**Harry Levine Off to Europe**

NEW YORK—Harry Levine, ABC-Paramount Records execu-
tive vice-president, leaves Friday (7) for a two-week
as a consultant to the BBC television bureau in
Scotland.

American tour of the United States for the complete show is in negotiation.

**Checkmate Singles**

HOLLYWOOD—formerly Checkmate Records has re-
hired five singles. They are:

Bob Fread to A&M Records in
Chicago. Fread will handle
domestic distributor sales for A&M as well as in

Bob Fread to A&M Records in
Chicago. Fread will handle
domestic distributor sales for A&M as well as in

Chip Spinoza now vice-pre-
sident for Musi-
cor Records. Spinoza joined
Muscir in 1964 as sales man-
ager. He was named Promotional
manager and...
Muntz Goes Like 60 on Tapes

By ELIOT TIEGEL

HOLLYWOOD—The growth of the cartridge tape business has necessitated Muntz Stereo Pak's leasing two additional buildings and installing over 100 additional duplicators in its Van Nuys, Calif., facilities.

"We are gearing to do 30,000 cartridges a day by next May. Our output now is 8,400 cartridges a day from 80 duplicators," company president Muntz, who leaves Jan. 6 to visit his Japanese electronics suppliers, "It sounds unbelievable," Muntz continued, "but it's realistic." The firm has two shifts working and of 170 employees, 60 in tape loading and duplicating. Output now is 8,400 cartridges a day from 80 duplicators, company claims.

Muntz further explains that he will deliver 35,000 four-track cartridges playable in machines in 1966 and is gearing for a $20 million volume in both machine and repertoire business.

Company currently operates from four buildings on Armenia Avenue near Los Angeles and San Fernando Valley location. It has just moved its home unit cabinet construction department into an 8,000-square-foot building at 7700 Hollywood Blvd., and plans within to move all equipment for master, control and shipping into a 16,000-square-foot building in an industrial vicinity.

Company's first 80 duplicators — operated by a staff of 10 — are in the main location. When Muntz and his staff moved its new duplicators, 80 additional "slaves" will be installed in their vanguard plant. The company will be engineering to stack additional "slaves" in the main building department to attain the 220 total by next May.

So Frank, Muntz's sales manager, said the company's own engineers making the Ampex equipment and it takes approximately one month to build 20 "slaves." Frank notes the firm is expanding at the rate of 20 per cent a month, but has retrained from purchasing its own buildings.

In manufacturing the Muntz name unit, the company will supply all the parts through manufacturers rep. The parts are being delivered direct to attaches. Audio Stereo Network offers over $200,000 in this week. In addition, Muntz manufactures machines for Montgomery Ward under their own logo.

To the repertoire area, the firm is adding from 200 to 300 titles a month, said Frank. Newest repertoire ideas are four cartridge lessons, Super/recorders and German from Audio Learning (at $4.98 each), and six Super/recorders and a 12-volume series of the New Testament (at $3.98 each) from Bible Voice.

Monument Buys Ricordi Master; Opens Coast Unit

HOLLYWOOD—Bob Weis' initial deal since joining Fred Foster's Monument Records as vice-president and director of the label's international division was the acquisition last week of U. S. rights to the Ricordi (Italian) masters of "The Phoenix Love Theme," by Ornella Vanoni. It will be issued in this country under the Monument label.

The Monument opened its international division's headquarters here this past week with Weis heading up the Western Coast operation.

The Vanoni-Ricordi disk, with the tune written by Gino Paoli, is the main love theme in the forthcoming Associates and Al-} drich Production, "The Flight of the Phoenix" for release by 20th Century-Fox, featuring a cast including James Stewart, Richard Attenborough, Peter Finch, Hardy Kruger, ErnaBorgnine, and Christian Marquand. The film was recently exhibited to qualify it for the Academy Awards.

Filing in on program continues with Weis being brought in to direct the entire world-wide Monument record and music publishing activities comprising the Monument, Sound Stage 7, LTD International labels plus the music publishing subsidiaries Combine (BMI), Vintage (BMI) and Music City Music (ASCAP).

With the opening of the headquarters here for the International Division, Weis is now establishing liaison for Monument on the following basic acquisition, distribution, and copyright interests for foreign sub-licensing: obtaining from foreign record companies, record producers, music publishers and songwriters, masters catalogs, copyrights for distribution here and abroad; contract with American and foreign motion picture and TV companies, to obtain soundtracks and themes for release on domestic and foreign internationals.

Further and Weis are now making plans for a visit to London and the Continent latter part of January, to meet with Monument licensees as well as contact with foreign music publishers, producers, and songwriters.

Weis will make continuing visits overseas, covering England, the Continent, Australia, the Far East, Mexico, Central and South America.

Merc Country Artists Clicking

CHICAGO—"The past year has been the most noteworthy in Mercury's 20-year history. In establishing the prestige of our country & western music artists," declared Mercury's new president, Kenneth Myers last week in an interview at his new offices in the firm's 24-story January release.

Myers also announced that Mercury closed 1965 "with a terrific finish, but our quarter," he said he did not elaborate.

The new Mercury release package, backed by a sales promotion program called "The Spirit of '66," 12 pop, 4 classical, 3 jazz and 5 Mercury-Wing budget albums with c&w flavor.

Decca Ushers in New Year With Target '66' Program

NEW YORK—Decca Records is moving into the new year with a program to establish itself as the dominant theme, "On Target for '66." A series of national "targets" will be the release of 15 Decca and Vocalion albums, plus the availability in stereo, for the first time, of eight all-time best selling pop LP's.

The program will encompass the entire Decca-Coral-Brumsick label line. Decca has offered to dealers under the terms of an increasing number of "targets," the plan are now available through all Decca branches and distributors.

Featured in the new product from Decca are albums by Carl Ives, Dukes of Dixieland, Jan Garber, the Quartets Tres Bien, Po' Boys, Mimi Imrie, Bobby Gordon, Ed Kenney, Tony Jacker and His Band and the late Jesse Crawford.

The Vocalion release features such artists as Weslee Pierce, the Kalin Twins, Johnny Desmond and Bernie Roberts' orchestra. Being made available this month will be the first time in stereo a musical fare album by Eddie "Rochester" Al Jolson and two kiddie sets by Frank Luther, "Winnie the Pooh and His Friends" and "Mother Goose Songs."

To support the new program, Decca has prepared full-color displays spotlighting all the new product. In-store and window displays have also been prepared. Each week a new display will begin contacting their accounts this week with complete details of the program.

Motor Plans Staff Expansion, Other Moves

DETROIT.—Motorown Records last week announced plans for expansion and the addition of VIP members to the staff as well as several important promotions. The plans for expansion include a concentrated sales and promotion program to establish the VIP and Soul labels, plus the opening of a West Coast office similar to the firm's New York office to coordinate personal appearances.

Gordon Pence has been appointed as radio promotion manager for VIP and Soul. Eddie Biscoe, formerly manager of the New York VIP distributors in Washington, was appointed to the same position for the promotions manager of the firm. Jack Gibson was promoted to promotion manager for the West and South Coast, with headquarters in Cincinnati. Phil Jones will handle promotions, both as domestic and in marketing and research. Mel Da-Kroob is now in charge of singles and promotion programs forMotion Picture Life for Montgomery, Tamla and Gordy for the Midwest and East. Al Kline's headquarters are in Dallas; Jones and Da-Kroob, Detroit.

ATL. LITTLE LP's FOR SEEBURG

NEW YORK—Atlantic-Atco is building a catalog of new Little LP's for use in Seeburg's stereo jukebox. The new Little LP releases on Atlantic include disks by the Drifters, Solomon Linda, Jerry Lee and Barbara Lewis. There are also a Sonny & Cher release, a Little LP reissue Atco and an Otis Redding reissue on Atco.

The initial order on these LP's by Seeburg totals 12,000. This is the same number of Little LP's released by Atlantic-Atco for Seeburg. Atlantic-Atco plans to step up its schedule.

Billboard

Subscriptions rates payable in advance. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103. Domestic subscription rates: Canada, $35; Mexico, $31; South America, $54; all other countries, $103.
Yes, Virginia--
There is a Sanity Clause

It’s built into every person’s moral contract with himself... and in the world of business, it’s called “ETHICS.”

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

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

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

At Billboard, we take immense pride in our 76-year heritage of sound and honorable business practice... where ethics are as vital to our operation as unlocking the door to our office in the morning.

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

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

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

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

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

GUilty, YOUR HONOR!... As much as we hate losing that contract business, we must confess to our firm conviction
— that just because you advertise does not mean you make news
— that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is newsworthy
— that just because you advertise, we should lessen or suppress news about your competitors
No, sir... sleep is too precious. Furthermore—we don’t run free ads to hype big accounts... or print “puff” to make the book look bigger... or pull the wings off butterflies.

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

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

Yes, Virginia... there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.
Acuff-Rose Growing as Big as G.M.'s, Sets Chapter-11 Deal

By ELTON WHISENHEIMER

NASHVILLE — Acuff-Rose Publishing Company, announced last week it had signed a five-year contract with Chappell & Co., Inc., New York, for educational exploitation of the Tycoon catalog. The new arrangement will also be handled by the company's Nashville branch.

Wesley R. Acuff, Acuff-Rose president and chief executive said the arrangement was a major step forward for the company. He added that the Nashville branch was expected to handle the new contract.

In New York, Chappell, one of the publishing giants, said it had already signed the contract and had already provided a list of the company's products.

The vast Acuff-Rose pop-country catalog will be expanded in depth. It is a new departure for Acuff-Rose in Nashville.

Chappell's Gallery label and Acuff-Rose catalog will also be used in the project.

This is the largest new subsidiary company, Acuff-Rose has formed.

The new chapter-11 deal with Chappell will provide for a list of songs not currently controlled by the company. The undertaking would mean a big increase in revenue for all Acuff-Rose catalogs.

The subsidiary is wholly owned by Acuff-Rose and makes it the first Nashville publisher to enter the school and trade market.

Field Growing

Bob Carlin, Chappell's assistant to the president, said the educational field had the greatest growth in recent years because of large sales of guitars and educational instruments. "College bands have increased 3,000 per cent in the past 10 years, London a tremendous market," he said.

In 1961, the Acuff-Rose company announced Hickory Records in 1963 enjoyed the biggest year in its 12-year history in sales. Lester Rose, national sales manager and brother of Wesley, said sales were up 50 per cent over the 1961 figure.

Wesley Rose also said the company had outgrown its present quarters 25 at Franklin Road and announced a new $250,000 building will go up in 1965, said sales would double the present 7,000 square feet.

In a year-end wrap-up, Rose also announced other developments:

- Recipients authors representing Acuff-Rose Artis, and the company's most successful artist, West Coast coauthor, Kim Carnes, have signed new contracts with the company.

- Expansion of Hickory Records roll and with more single albums and educational releases, signed 13 new artists during 1965, now has a stable of 28. "The label has come of age," said Rose. "It is not just an exploitation arm of Acuff-Rose. It is the hottest label in country music except the majors."

- Plans for expanding Acuff-Rose in Japan. "We have definite plans to go into publishing there in the near future," said Rose. "This plan also to negotiate a new contract for Hickory Records and will be the major exploitation for our records, artists and writers."

The move is definitely going to be one of the biggest offers of artists and for public appearance date, we will announce it soon. It will he one of the biggest markets in the world."

We will pick up Japanese masters and use both Japanese and American managers to handle our people on the scene to keep up with what is happening there."

Plans to add a full-time producer in London for Hickory, Acuff-Rose Music, Ltd., in London has a staff of eight employees.

Hickory Records will use producers such as Dick and the Muntz, who are the following classical works: "Mass in F Major" by Schubert, "A Minor Mass" by the Vienna Dom Orchestra under Dr. Josef Svoboda, "La Messe des Morts," complete a cappella music by Messiaen, complete the concert "Concerto of America" by Leonard Bernstein and "Magnificat in G minor" and "Te Deum in D Major" by Vivaldi, and the complete opera, "Mose in Eilat," by Rossini, with the Collegium Musicum of the Chicago Symphony. The Chicago Orchestra and the Teatro di San Carlo also will be featured.

Sales aids provided with the new releases include die-cut packs, a new inventory control order form, a new salesman's catalog and a catalog of new plastic divider cards. Advertising backing for the new release will include ads in newspapers, trade publications, Schwann, the American Record Guide and a four-color direct mail piece.

The first of these will be a release that will be released in 1966, and the second will be a release in 1967.


disc

Discount Plan Offered To Dealers by Philips

CHICAGO—Philips Records is offering dealers a 10 per cent discount on pop, jazz and contemporary records. The offer is valid for Philips product manager Lou Simon announced the promotion with the company's release of 11 new albums, the discount will be added to 25 per cent off on all Philips classical albums.

New Philips albums are by Lester Lanin, the Carpenters, Ray Conniff, Chip Taylor, Luiz Bonfa and Marie Toulole, the 4 Chords, Nino Simone, Jacques Brel. Also included in the company's release will be the following classical works: "Mass in F Major" by Schubert, "Laudate Dominum" by the Vienna Dom Orchestra under Robert Conner, "La Messe des Morts," complete a cappella music by Messiaen, complete the concert "Concerto of America" by Leonard Bernstein and "Magnificat in G minor" and "Te Deum in D Major" by Vivaldi, and the complete opera, "Mose in Eilat," by Rossini, with the Collegium Musicum of the Chicago Symphony. The Chicago Orchestra and the Teatro di San Carlo also will be featured.

Sales aids provided with the new release include die-cut packs, a new inventory control order form, a new salesman's catalog and a catalog of new plastic divider cards. Advertising backing for the new release will include ads in newspapers, trade publications, Schwann, the American Record Guide and a four-color direct mail piece.

Musician, Muntz Sign Contract

NEW YORK—Musician and Muntz Stereo Pak have signed a dea...
BANG RECORDS

Banging Away in '66 with 2 Smashes

NIGHT TIME
The Strangeloves B-514
A FELDMAN, GOLDSTEIN, GOTTHEHRER PRODUCTION
Over 120,000 Sold in Two Weeks

A LITTLE BIT
OF SOAP
The Exciters B-515
Just Out and Breaking Big

"and we're still not tired"
the gang at bang

WEB IV PRODUCTION

1650 BROADWAY, NEW YORK, N.Y. 10019 TEL: LT 1-3747
Radio, TV Asked to Back 'Hiring'

Continued from page 1

private organization composed of 316 of America's major corpo-
rate recruiters.

But these corporations, which employ 1,000,000 people, can't do the full job. All of the corporations involved are liter-
ally practicing what they preach, but it became clear that a cam-
paign would have to be mounted to convince Negroes and other minority groups of the importance of

getting an education in order to take advantage of the job op-
portunities in industry, Steele said. "The contribution of radio and TV to this program is extremely important."

Plans for Progress was de-
signed, he said, as an industrial approach to overcome social in-
equalities in employment. It's a voluntary program in which participating companies are taking a leadership role in demonstrat-
ing that civil rights programs can be solved without stress and to the benefit of all concerned. Plans for Progress, formed about four years ago, has brought some 300 non-white employment for mem-

ber corporations increasing much more rapidly. A large number of new job areas have opened to all qualified personnel regardless of creed, color, or na-
tional origin. Many of these jobs require high-level skills and in-
telligence. As a result, Negroes are now filled competently by Negro employment offices.

Humphrey Sullivan, director of public relations for Lever Bros. and a member of the ad-
vocacy council for Plans for Prog-

ress, said one of the key prob-

lems is communication. Radio and TV are media that can help. That's the reason for the organization of the present campaign being waged with the co-operation of the Advertising Council. The first phase of the campaign is to radio press kits sent to every radio station in the country. The kits included a record "Things Are Changing." Said Sullivan: "We feel that if the large firms in the nation were to make publicly known their employment policies, the smaller companies would be encouraged around the nation to make the programs which would encourage other positive policies of eliminating discrimi-
nation in employment. I'm talking about creation of jobs, training, doors, training. This is where communication is impor-
tant. All of the Plans for Prog-

ress companies are doing this. Now we've got to convince mi-
nority groups that the jobs are there...convince them to train themselves for them."

Theodore S. Repplier, presi-
dent of the Advertising Council, said, "We all know that the most important campaigns on our docket. It's important not only from the standpoint, but for economic reasons. The unemployed are tax-eaters instead of tax-payers."

Radio, he said, is very vital in achieving a better national situa-
tion. "We all know younger Negroes—in many ways diffi-
cult to reach through radio. Radio can help convince the younger unemployed people—white and Negro—that jobs are not only available, but they must retrain themselves to meet job demands of tomorrow."

Righteous Bros. Enter A Deal With MGM

Continued from page 1

including Herman's Hermits, Roy Orbison and the Animals. The Righteous Brothers' move to MGM could be considered one of the most important talent acquisitions of the new year. It comes on the heels of dis-

agreements between the act and both Phillips Records and Moonlight-

Records.

The duo's "Ebb Tide" single on Phillips is this week No. 5 on Billboard's "Hot 100" chart and climbing. Nasatir said that he was confident the Righteous Brothers will continue to be one of the most important and top-

selling acts in the country. "We are sure that the exciting music of the Righteous Brothers will continue to appeal to all segments of the record-buying population."

Labels Off and Spinning In New Faces Race of 1966

Continued from page 1

Deco Records this month with an LP titled "Mimi Hines Sings," a new sound in the Samba-

role in "Funny Girl" on Broadway last week. Her Deco debut set presents a collection of popular, Broadway melodies. RCA Victor is clearing with Clifford David, whose role in the Broadway musical "On a Clear Day You Can See For-

ever" is similar to the one which castapatrolled Robert Goulet into a top seller for Columbia after showcasing him in the Alan Jay Lerner tune, "Camerot." Da-

vid's first LP for RCA Victor will be a packet of Lerner tunes featuring songs by his lyricist and such mu-

sic collaborators as Kurt Weill, Frederick Loewe and Bert Lahr.

Push on Nancy Ames Epic Records has a big push on Nancy Ames, trying, in addi-
tion to its domestic efforts, to capitalize on the singer's over-
sional potential with an LP in Spanish. Joe Sherman, an ar-

ranger-composer, who recently signed on with Epic as an ar-

jist with the Arena Brats, will handle the Ames album.

London Records newest pow-
ehouse is Noel Harrison, son of actor Rex Harrison. He's proved his own appeal with his first disk hit, "A Young Girl." Young Harrison celebrated the New Year's Eve in London where he wrapped up his first album. It will be released here about Jan. 15.

Colpix, too, is entering 1966

MONTH HIGH AT MGM-VERVE

NEW YORK — MGM-Ver-

e and Verve Records set a million in record billings during Decem-

ber. President Mont Nasatir said the December bill was the largest bill-

month in the 19-year history of the label, which is holding a distributor convention Jan. 3-5 in Del.

The original colorcoat took place Nov. 24 and featured the singer in a one-man show of nostalgia spo-

ning his musical career.

C. C. RIDER

Whit 714

Billboard Spotlights TROUBLE IN MY LIFE Cookie Pauleo 230

YOU AIN'T TUFF The Uniques Pauleo 231

A Sure Shot 728 TEXAS Jerry McKeen Jewel 753

Sound in Round Executive Post To Fred Martin NEW YORK—Fred Martin, formerly audio head at Church-

hills, is the new vice president of sound management at Sound in the Round, which plans to set up a production for discos in the U.S., with the first installation planned for Washington in early 1966 (Bill-
dard, Dec. 25).

Sound in the Round has been set up as a separate company by officials of Circle-O-Phone, producers of a revolving speaker and a public address system.

Eric Nyland, vice-president of Circle-O-Phone, has been named president of Sound in the Round. He said that all of franchised stations will get a unique design to provide the most effective sound to the discos and that the discos will contain dining rooms which will have the dance music piped into the dining rooms.
FASTEST BREAKING RECORD IN NATION!

The Five Americans

I SEE THE LIGHT

PRODUCED BY ABNAK MUSIC CO. • A & R DALE HAWKINS

HBR 456 MICHELLE—LES BAXTER
HBR 453 BIG BRIGHT EYES—DANNY HUTTON
HBR 454 I SEE THE LIGHT—THE FIVE AMERICANS
HBR 458 GIVE UP ON LOVE—GERRI DIAMOND
HBR 457 CLAP YOUR HANDS—DARTELLS

HANNA-BARBERA RECORDS
HOLLYWOOD, CALIFORNIA
Chi. Fair to Headline Teen Record Talent

CHICAGO—Ed Pazdur, promotor of teen concerts in the Midwest, has disclosed plans for a massive package of concerts, exhibits and contests featuring teen recording acts to be held at McCormick Place here May 6-8.

To be billed as Ed Pazdur's Teen Bash, the event will be headlined by such groups as the Dave Clark Five, the Animals, Herman's Hermits, and Sonny and Cher.

"The concept of our Teen Bash is totally different from any other type of fair or exposition," Pazdur said. "Unlike some unsuccessful fair and exposition concepts in the past, the big attraction to draw traffic will be the concerts—not the exhibits."

Added traffic incentives, he said, will include prizes and contests (such as a free trip to England) to be awarded to teens who visit booths between shows.

The fair, which Pazdur declares will draw 100,000 teenagers, is strikingly similar to concepts which have worked well on the State and county fair circuit countrywide.

Ed Pazdur Productions is a recent entry to the impersario picture in the Midwest. Coming from the advertising-public relations field, Pazdur has promoted a highly successful series of teen concerts during recent months. He secured dates in surrounding markets such as Indianapolis, Cleveland, Detroit and Milwaukee before gaining a foothold in Chicago.

He'll bring Peter and Gordon, Jan. 8, and the Supremes, Jan. 15, to McCormick Place.

"What Frank Fried (Triangle Theatrical Productions) did with folk artists," Pazdur contended, "I'm doing with teen acts. Frank got his start with folk concerts and has moved to pop. I've got a start with teen concerts and now I'm ready to go pop. In two to three years I intend to be No. 1 in this area."

One Top Act

In booking teen talent, Pazdur adheres to the formula of one top act backed by good local groups. He eschews reliance on record sales as an indication of an act's appeal, preferring instead to attend his plans to some 1,500 telephone calls received at his offices from Chicago and suburban teen-agers each week.

The firm has attempted to get close to the teen market by organizing a teen club and by publishing a magazine featuring photos of teen acts snapped by teen-agers. Pazdur advertises extensively on Top 40 Chicago radio.

Pazdur is currently courting manufacturers' teen products for exhibitions at the fair. Space is being offered at $3 per square foot.

PLEASE DON'T HURT ME ...
Jackie Wilson & LaVern Baker (Brunswick 55527 [Vintage, BMI]) (St. Louis)

MICHELLE ...
Spokesman, Dennis 31395 (Moulin, BMI) (Philadelphia)

FLY ME TO THE MOON ...
Senn & Bill, Josie 104 (Alamac, ASCAP) (New York)

RIB TIPS ...
Andre Williams, Annie 102 (Calypso, BMI) (St. Louis)

ELUSIVE BUTTERFLY ...
Bob Lind, World Pacific 77108 (Metric, BMI) (Miami)

YOUR PEOPLE ...
Little Milton, Checker 1120 (Chervi, BMI) (St. Louis)
In Number of Subscribers
In Subscriber Action
In Advertising Sales

Billboard

is Number 1 . . . Internationally
Producers Madara. White 1-2-3! Go Team

NEW YORK—John Madara and Dave White, two young independent record producers, currently associated with Decca Records, are riding a hot streak. Madara and White's most recent production, in which they are featured as part of the Spokenes, is "Michelle." The new Decca single has already stepped out in Philadelphia, where it was started and charted by WBG.

Based on audience response, there has been any of M&W's efforts received such initial reaction and Decca is going all out on "Michelle," the Spokenes' follow-up to their "Dawn of Correction" hit.

Madara and White are equally excited over Len Barry's new release. "Like a Baby," initial indications show that "Like a Baby" will match or surpass the sales of "1-2-3." Barry's "1-2-3" is Madara and White's top production achievement for Decca, so far. The single sold 1,500,000 in the United States, in addition to a very nice domestic take on the domestic scene, "1-2-3" made the top chart position in England and is breaking through in other countries around the world.

The "1-2-3" LP is also a hot seller for Decca.

Madara and White wrote and co-produced "1-2-3," "Like a Baby," and "Dawn of Correction." The team began its string of song successes when Danny & the Juniors recorded "At the Hop," which sold over two million copies. Some of their other disk drives include their own compositions: "You Don't Own Me" by Lesley Gore; "The Boy Next Door" by the Beatles; "442 Glenwood Ave." by the Pixies Three; and "The Fly" by Chubby Checker.

M&W Productions has passed the 10 million sales figure domestically and has gone well above this figure on a global basis. M&W is now adding independent producers, writers and new artists to its production organization.

The successes at Decca are pleased with the success of Madara and White. This is indicated by the fact that the company has placed Joe Heatherton and LaLu Edmunds Jr., the "Hibiscus Girl," under M&W supervision. The boys are presently putting together their plans to record these two artists. Discussions are underway with Universal Pictures for arrangements of musical compositions and productiions for forthcoming films.

Madara and White have brought an independent feel and flair to Decca's major label status. So far, both have helped each other in his own way.

Gaye, Popping With Pop, Keeps Eye on 'First Love'

NEW YORK—Although Marvin Gaye is hitting the so-called adult market with pop song material and an upcoming date at the Copacabana, he doesn't intend to stray from the rhythm and blues genre. "I still feel very strongly about r&b," said Gaye during a recent interview.

Signings

Colpix has entered the new year with the signings of vocalist Hannon Alhoni, who works in eight languages; the husband and wife team of Paddy and Call; and 16-year-old Clarice Clemons, a music student at More.

Colpix also include Ry Cooper, an alumnus of the New Chelsea Minstrel and Eartha Kitt. Added to Columbia's roster are singer Johnny Walsh and a cent stopover in New York. "It's what makes me, and what's more, I'd like to become known as a more versatile singer.

Whether his act will be pop or r&b will depend on the room he's playing. "At the Copa," said Gaye, "my act will be 75 per cent pop and 25 per cent rock. At the discotheque rooms, however, the act will be a quieted version of Pati's Groove. Dick Roman, who will soon appear as a regular on Jackie Gleason's TV show, at the Seville Room. Seville is distributed through the London Amazon. Atlantic Records signed Mitchell-Ruff Trio. Group goes out this month on a tour of South America and the Far East.

People and Places

New "live" outlet for recording talent opened in New York when an entertainment dispensation was granted the Playboy Club last week. Henry Hackett brings his combo into the Rainbow Grill for a four-week stand beginning Jan. 3.

SCL Masters Milt Huer & the Detroit Wheels, Emile Rambeau & the Hi-Hats, Tracey Dee & Gary Knight, the Distant Cousins, and Barabra Banks... Singer Jerry Evans, who appears at the Copacabana, will be in a two-weeker at "The Happening beginning Jan. 18. The Lowers current chart hit. The album material is by F. W. Hill, who scored overseas with the Rosette single, "Shame and Scandal in the Family." Also taking an active role is The Supremes will make their Chicago concert debut at the Arie Crown Theater on Jan. 15.

Barbara McNair, currently appearing at the Hotel Plaza's Persian Room will have an album on the Motown label titled "Live At the Persian Room." Dayton, Ohio, Jan. 3-10... Lesley Gore just completed a dramatic role on Donna Reed's ABC TV show... Yoshiko Aoki and Mariano, Japanese jazz pianist, currently at the Regent Bar, guitarist gets the cover story in the February issue of Esquire. Phil Sardis, Washington, who scored for Little Anthony & the Imperials. TV dates in January for the S手持 the "Happy Face," the "Mike Douglas Show," and an CBS-TV show for Jan. MIO GROSS

A 'Sleeper' at Night of Jazz

PARIS—A young jazz quartet was the "surprise" of the Nuit du Jazz held at the Salle Wagram in Paris Dec. 18. The quartet has a New Orleans sound and is not the kind of group that one expects at the Night of Jazz. The quartet has a New Orleans sound and is not the kind of group that one expects at the Night of Jazz. However, at the Apollo Theater, however, where he's appearing Jan. 7 through 10, his act will be basically r&b. Gaye's management is in New York in negotiation for three shows on Ed Sullivan's CBS-TV show, but the singer has not yet decided whether his repertoire for the Sullivan shows will consist of basically r&b, or a mixture of both.

Copa Roselli's Lucky Charm

NEW YORK—The importation of a couple of hit engagements at the Copacabana in securing hit shows, has been spotlighted anew with Jimmy Roselli. As a result of his two successes at the Copa, Roselli has been signed for appearances on Ed Sullivan's shows on Jan. 2 and March 20. The Mike Douglas show on March 4, and the Merv Griffin and Mike Douglas shows during January and February.

The Midas Money Agency is also negotiating for major TV shows originating in California.

The singer's current engagement at the Copa is expected to be his last for the remainder of January. He will start a U.S. tour in February. Roselli's next nightstand engagement will be at the New Orleans Casino, Camden, N.J., Jan. 13-18, as co-broadliner with Buddy Hackett.

Miss Francis

TOUR ON TAPE

NEW YORK—Personal manager George Scheck is preparing a TV special, "The World of Connie Francis," the show has been on its legs, and has been a hit in Japan, Germany, Italy, and many other countries. In New York, Connie is appearing at the Copacabana, and the same show will be broadcast on TAPE TAPE on a national basis.

Henry Brivial Quartet from Ains in Southern France featuring 17-year-old Henry Brivial (guitar), Rene Brivial, (rhythm guitar); Diego Bilicard, (saxophone); and Gilbert Brivial, (drums). The quartet is being acclaimed by the audience.

Playing in a style that is an amalgamation of the two great idols—Django Reinhardt (a master of the gypsy; Pan-pier) Brivial led his quartet into a mixture of Django favorites and established one of his giant technique and harmonic and rhythm sense.

The group has already recorded an album for Philips and is clearly destined to keep alive his Django tradition in France. The Nuit du Jazz, an annual jazz marathon from 9 p.m. to 7 a.m. in the exception of the war years, began as a thank you gesture from 1957 by promoter, ordie and Vogue executive Charles Delansay. It features all the leading jazzmen who are known, richly endowed and varied program enjoyed this year overseas and domestic sales.

Featured were vocalists Staff Smith and Jean-Luc Ponty, singers Nathan Davis, Barney Wilen and Hal Singer, strike group Joe Turner, blues singers Memphis Slim and Eddie Boyd, American jazz pianist, currently at the Regent Bar, guitarist gets the cover story in the February issue of Esquire. Phil Sardis, Washington, who scored for Little Anthony & the Imperials. TV dates in January for the shows include the "Happy Face," the "Mike Douglas Show," and an CBS-TV show for Jan. MIO GROSS

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MISS FRANCIS TOUR ON TAPE

NEW YORK—Personal manager George Scheck is preparing a TV special, "The World of Connie Francis," the show has been on its legs, and has been a hit in Japan, Germany, Italy, and many other countries. In New York, Connie is appearing at the Copacabana, and the same show will be broadcast on TAPE TAPE on a national basis.
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b/w In The Palm of Your Hand

Buck has another "Tiger By The Tail". It's a great original, with swinging lyrics and really broad sales appeal! Get it!

5566
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<th>#</th>
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<th>Title</th>
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**HOT 100—A TO Z**

- **Billboard**
- **For Week Ending January 8, 1966**

**Recent Industry Indicators:**

- **American Idol**
- **New Releases**
- **Top Selling Singles**
- **Top Selling Albums**

**Full List:**

- **Billboard**
- **For Week Ending January 8, 1966**

**Recent Industry Indicators:**

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- **Top Selling Singles**
- **Top Selling Albums**

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The newest addition to Billboard’s roster of industry-service annuals—providing an in-depth study of the various forms of religious music (gospel, sacred, spiritual) which have grown to be a major force in record industry. Listings of artists, publishers and record manufacturers specializing in religious music.
TOP 60

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

THE SILKIE—THE KEYS TO MY SOUL (Jaep, BMI)—Strong folk-rock material well performed and arranged serves as a hot follow-up to the group's initial hit, "You've Got to Hide Your Love Away." Flip: "Leave Me to Cry" (Jaep, BMI).
Fontana 1536

J.R. WALKER & THE ALL STARS—CLEO'S MOOD (Jobete, BMI)—Right in the blues dance groove of their last hit, "Chic's Back." Slow, heavy beat makes it a discotheque winner. Flip: "Baby You Know You Ain't Right" (Jobete, BMI).
SOUL 35017

BERT KAEMPFIERT AND HIS ORCHESTRA—BYE BYE BLUES (Bourne, ASCAP)—An exceptional revival of the oldie done up in the fresh and intriguing Kaempfiert style. Smooth dance beat makes it a good bet for a high chart position. Flip: "Remember When" (Roosevelt, BMI).
Deca 31882

NEIL SEDAKA—THE ANSWER TO MY PRAYER—(Bregman-Vocco & Conn, ASCAP)—Sedaka's most commercial entry in some time! Hard driving beat backs a well-done vocal with strong teen lyric content. Should put Sedaka back on the chart. Flip: "Blue Boy" (Sutter, BMI).
RCA Victor 8737

JIMMY DURANTE—ONE OF THOSE SONGS (Duchess, BMI)—Clever, catchy rhythm number that builds into a big production. Loaded with nostalgia and a pop arrangement that could prove a left field winner. Flip: "What Became of Life" (Leads, ASCAP).
Warner Bros. 5686

GEORGIA GIBBS—LET ME DREAM (South Mountain, BMI)—A solid production ballad geared to today's market. In the vein of the Petula Clark hits with strong programming and sales potential. Flip: "In Time" (South Mountain, BMI).
Bell 635

AL HIRT—THE ARENA (Barton, BMI)—With the Tex-Mex sound a hit item, this intriguing and exciting bullfight number has great potential. Fine trumpet performance, by Hirt. Flip: "Yesterday" (Machen, BMI).
RCA Victor 8736

GERRI DIAMOND—GIVE UP ON LOVE (Counterpart, BMI)—New sleeper to watch. Could prove a sales giant. Fascinating deep voice backed by a driving dance beat with clever rhythm guitar work. Flip: "Mama, You Forgot" (Counterpart, BMI).
CHRISTINE COOPER—S.O.S. (Heart in Distress) (Koskap, BMI)—Debut of a Brooklyn stylist aimed right at the teen market with much sales appeal. Rhythm number rocks beautifully. Flip: "Say What You Feel" (Cameo-Parkway, BMI).
Parkway 971

RONNIE DAVID—LOVE THEME FROM "MADE M.E" (Leads, ASCAP)—Beautiful theme of the forthcoming Lana Turner film serves as an outstanding debut for the young piano wizard from Texas. Lush arrangement with much sales potential. Flip: "Fiddler on the Roof" (Sunbeam, BMI).
Epic 9878

JUDY COLLINS—I'LL KEEP IT WITH MINE (Witmark, ASCAP)—A consistent LP seller, the folkster comes up with a strong folk-rock entry that should hit the Hot 100 with impact. Her driving vocal performance is pegged against a good dance beat backing. Flip: "Thirsty Boots" (Deep Ford, BMI).
Elektra 45601

Command 4077

CHART

Spotlights—Predicted to reach the HOT 100 Chart

NANCY WILSON—No One Else But You (Cochran, ASCAP); CAPITOL 5564
TONY MARTIN—Ask Me (Jobete, BMI); MOTOWN 1088
THE BROTHERS FOUR—It Was a Very Good Year (Delt, ASCAP); CO-LUMNIA 4397
THE CARRELLS—Clap Your Hands (Saxer, BMI); 880 487
ROY STEEL II—Words (Epstein, BMI); MIGN 1439
GEORGE WILBRANDT—Look for the Rainbow (Record, BMI); TONES 198
SUE THOMPSON—Walkin' My Baby (Bellaphon, BMI); HICKORY 1209
JERI LEAHY—Sittin' (Bob, BMI); TONES 500
PAUL AND RALPH BYRNE—Don't Bring Me Your Heartaches (Prederick, BMI); SUGAR 1342

GLEN PARKS—My Sophisticated Lady (Oakey, BMI); GOLDEN WORLD 22
THE PARIS PEARL MAJORITY—That's the Way It's Gonna Be (Witmark, ASCAP); EPI 579
THE ELEIGNS—Put Yourself in My Place (Jobete, BMI); V.I.P. 3000
LUKEY FLOYD—Don't Lie Your Life Through Me (Mouton & Wylder, BMI); WEIRWOOD 3408
THE FOUR LARS—All the Ways (T., M., BMI); UNITED ARTISTS 263
ROSE BATTLE—Sweetheart Barbie (My) (Sאל), GOLDEN WORLD 33
PATTI'S DOGOO—It Won't Last Too Long (T., M., BMI); COLUMBIA 43344
THE AARON STRONG—Crying Over You (Sircia, BMI); IMPACT 1605
THE VICTORIANS—Baby Toy (My Songs, BMI); REPRISE 0434
THE SOULLINEERS—Clamie Checkers (East, BMI); JANKANT 948

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBY GROSS—Release Me (Four Star, BMI); TOWER 199
RANK WILLIAMS—Rainmaker (Lyric, BMI); ASCAP 1544

R&B SPOTLIGHTS

TOP 10

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

WALTER JACKSON—ONE HEART LONELY (Jolyne, BMI)—Smooth, easy rocker with a powerful vocal performance should prove as big as his "Welcome Home. Flip: "Funny" (Shapiro-Bernstein, ASCAP).
Okeh 7236

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

BIG MAMA THOMPSON—Swing It On Home (Trinidad & Erins, BMI); ARTHURS 312
"IT'S A SMALL WORLD"

THE MOST MASSIVE
EXTENSIVE
IMPRESSIVE

SONG PLUG
EVER!

HEARD AND SEEN
BY MULTI-MILLIONS
OF TV VIEWERS
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President Johnson accepts a gold record of "THE PRESIDENTS' MARCHES" from GOLDEN RECORDS on the occasion of his signing the Higher Education Act of 1965 at San Marcos, Texas. Golden Records gratefully acknowledges this opportunity to participate in the President's far reaching educational program.

Plaque presented by Golden Records to President Lyndon Baines Johnson November 8, 1965 at San Marcos, Texas

L to R: Arthur Shimkin, VP of Golden Records; Mrs. Andrea Litkei, co-author of "President Lyndon Baines Johnson March"; Al Massler, Pres. of Golden Records; and Mrs. Lyndon Johnson.

GOLDEN RECORDS
250 WEST 57th STREET, NEW YORK, N.Y. 10019
Copyright Reform Is Flat: GEMA

- Continued from page 1

measure specifically exempts churches from royalty payments; and it brings GEMA under state supervision.

GEMA, in line with its hard-nosed approach toward royalty collections, is targeting the Catholic and Protestant churches in Germany for a decade or longer. GEMA has claimed that the Church organizations are obliged to pay music royalties on the same basis as any other organization.

GEMA has even gone so far as to station its representatives in church congregations and groups to keep tabs on the amount of copyrighted music performed at church services and meetings.

The new law takes position that it is illegal to exempt the churches from payment of taxes but to make them liable for paying copyright royalties.

In a report, authorities believe that GEMA has been seriously damaged by that provision of the new measure declaring the copyright society to be, in effect, a public service monopoly with roughly the same legal status as a public carrier or public utility.

Speaking to Fortune, GEMA has enjoyed a freewheeling 'no-man's land status, it was treated as a private club, and permitted to "cooperate" with the Ministry of Justice and Ministry of the Interior. Now, it is subject to Bonn government supervision and regulation as a monopolistic enterprise.

This explains why GEMA is sour on the new measure, and why its leaders feel the new measure may turn out to be a Pyrrhic victory.

Beatles' Distrib--PARIS--The Beatles, all of whose previous disks have hit the charts in France, have been released by Pathé-Marcioni beginning the new year.

The new law tightens copyright protection over melody and radio and TV reproduction. It will enable West Germany to join the Berne Agreement of 1886 with its revised Brussels version of 1948.4

Question Open

But it still leaves open the question whether a composer has the rights of ownership to his own works or can merely claim certain privileges.

Dr. Erich Schultze, GEMA's general director, gave the back of his hand to the Bonn parliament for ignoring major requests of GEMA in drafting the "copyright law." Our lawmakers are still doing far too little for our country's spiritual and artistic wealth," Schultze said.

If the court in Bonn would back our case, but is still based on principles long outdated by progress in the 20th Century. There is less recognition of the rights of the composer than of the working man.

Copyright Reform Is Flat: GEMA
THE SUNRAYS
HAVE ANOTHER HIT

ANDREA
b/w
YOU DON'T PHASE ME
HAMBURG
Polydor's Freddy Quinn is the first German singer to sell 250,000 LPs in a solo interpretation. Freddy sold it with his "Christmas LP"—Weihnachten und Weihnachten. While building a Hollywood film career, Elke Sommer is simultaneously establishing herself as a pop singing career in Germany. Elke's latest German disk, "Ich liebe dich," has won the South German Radio network's hit song award. Elke's German is authentic; she comes from Erlangen, where her father is a clergyman. What's new, Pussyfoot? A German version of that tune—"Hello, Pussyfoot," with Gun Busch—Fritz Schulz-Reichel, whose pop spoof in "Crazy Otto," will embark soon on a tour of South Africa with the Gotter Kallmann Choir. Rasta Korn of Berlin has been in London bringing out an English version of her German hit, "Du bist meine Liebe" (I Love You Summer).

The secret life of an eminent West German jurist has just been revealed with release of the LP "Spiel nicht mit den Schmuddelkindern." Judge Franz-Josef Deschauer sings as a hobby, and as a singer he is good enough to cut disks for German record companies. Heinz Korne has written the music and text for the late Willi Schuster's "Liebling, auch wir werden aiter." Paul Siegel presented "Christmas Evergreen" in Germany. Siegel, desgart for Radio Free Berlin and proprietor of Berlin's Paul Siegel Musikverlag, is conducting an international operation from his Iron Curtain command post. Leonard Hodes visited Siegel in Berlin and picked up the Juke Rogers song, "Morgen bist du so weit von mir," for which Al Stillman already has written an English lyric. Dreams... Iron Moguti picked up Siegel's "Big Ben" on MGM.

OMER ANDERSON

LONDON
Sales of two British singles—both on EMI labels—reached a million this country alone in December. They are the Beatles' "You Can Work It" and Dusty Springfield's "The Trip" (published by Northern Songs and the Seekers', "The Carnival Is Over" published by Springfield Music). Only under British disk to top a million in Britain in 1965 was also EMI's staff recording manager. Andrew Oldham has acknowledged that he is no longer connected with Marianne Faithfull beyond collecting the British royalty check. Oldham is finalizing negotiations with Allen Klein regarding Oldham's independent producer's contract with her agent and Richard Harrison. Allen Klein is finalizing negotiations with EMI re his representation for the rest of the world. He will issue John Lee Hooker's discs outside America and claims world rights for the recordings of Screaming Jay Hawkins.

GERMANO RUSCITTO

MILAN
Frank Ruggieri, Ricordi A&R International, reported the Epic catalog marketing is giving satisfactory results and Bobby Vinton, due to debut at the forthcoming San Remo, is his leader. Italian movie song of "The Flight of Phoenix" will embody the international hit "Senta Fine," performed by Ornella Vanoni. Bobby Solo has three hits there with "Una Lucia Sul Vento," "Christina" and "Se Fiangi Se Ridi." Marcello Minniti, Duram, will receive a silver record from Pye Records, London, for his "Zorba's Dance," which sold more than 200,000 copies. A new latin hit by same Marcello Minniti was released to WBT by Duram for release in the U.S. Sazr released the Italian version of French hit "Aline" by Christophe, AZ, published here by Les Copains.

RCA Italiana marketed two new records by Rita Pavone, one dedicated to children "Pio-bbo" (Pots-and-Firelighters) and the other one with "26 U. S. Con Te" (from "TV Ria Pavone Show") b-side "Fu-De" from movie Rita, La Figlia Americana.

Venticinque Releases is on the market with a pop album by Equipe 84, a new group which became popular within a few months. The album sounds exactly that of the now so strongly selling English production. The Equipe 84 are due to tour the U.S. in February. Ria Pavone sang for signature on the Equipe 84 album, Maria Minnella and Surreal lizard, First Italian releases will be "The Duck" by Jackie Lee. First release of theme is from "Thunderball," the instrumental by Sants & Johnny on Canadian-American label, while other releases are expected by Tom Jones, Deca, Tony Dallara, Carosello, Ivo Carruth, Cash, and many more.

MUSIC CAPITALS OF THE WORLD

1. MARY POPPINS—Soundtrack (Vista)
2. BEATLES '66—(Capitol)
3. THE SOUND OF MUSIC—Soundtrack (RCA Victor)
4. MY FAIR LADY—Soundtrack (Columbia)
5. FIDDLER ON THE ROOF—Original Cast (RCA Victor)
6. HELLO, DOLLY!—RCA Victor
7. DEAR HEART—Andy Williams (Columbia)
8. INTRODUCING HERMAN'S HIRMT—(MGM)
9. BEATLES VI—(Capitol)
10. PETER, PAUL & MARY IN CONCERT—(Warner Bros.)
11. TODAY—New Christy Minstrels (Columbia)
12. HERMAN'S HIRMTS ON TOUR—(MGM)
13. MY NAME IS BARBRA—Barbra Streisand

WHEN YOU TAKE NOTICE

a. IS TAKE NOTICE the Direction of the RANDY SPARRS

* TAKE NOTICE

10. BILLBOARD

8. Top LP's

4. Billboard

1. The Top 20

13. RANDY SPARRS

January 8, 1966, BILLBOARD
THE GREATEST TALENT ON RECORDS
PAT BOONE

THE LORD'S PRAYER AND OTHER GREAT HYMNS
(S) DLP 25661  (M) DLP 3667

WINNERS OF THE READER'S DIGEST POLL
(S) DLP 25667  (M) DLP 3667

THE TOUCH OF YOUR LIPS
(S) DLP 25646  (M) DLP 3546

BOSS BEAT
(S) DLP 25504  (M) DLP 3504

I'LL SEE YOU IN MY DREAMS
(S) DLP 25399  (M) DLP 3399

THE GOLDEN ERA OF COUNTRY HITS
(S) DLP 25626  (M) DLP 3626

AIN'T THAT A SHAME
(S) DLP 25573  (M) DLP 3573

NEAR YOU
(S) DLP 25266  (M) DLP 3666

THE GOLDEN ERA OF COUNTRY HITS
(S) DLP 25691  (M) DLP 3691

NEAR YOU
(S) DLP 25366  (M) DLP 3666

THE GOLDEN ERA OF COUNTRY HITS
(S) DLP 25376  (M) DLP 3676

THE GOLDEN ERA OF COUNTRY HITS
(S) DLP 25455  (M) DLP 3455

THE GOLDEN ERA OF COUNTRY HITS
(S) DLP 25384  (M) DLP 3384

MY GREATEST HITS
(S) DLP 25118  (M) DLP 3118

PAT'S GREATEST HITS
(S) DLP 25071  (M) DLP 3071

PAT'S GREATEST HITS
(S) DLP 25327  (M) DLP 3327

PAT'S GREATEST HITS
(S) DLP 25384  (M) DLP 3384

PAT'S GREATEST HITS
(S) DLP 25180  (M) DLP 3180

PAT'S GREATEST HITS
(S) DLP 25200  (M) DLP 3200

THE TOUCH OF YOUR LIPS
(S) DLP 25157  (M) DLP 3257

NEAR YOU
(S) DLP 25266  (M) DLP 3666

THE TOUCH OF YOUR LIPS
(S) DLP 25384  (M) DLP 3384

I'LL SEE YOU IN MY DREAMS
(S) DLP 25399  (M) DLP 3399

THE TOUCH OF YOUR LIPS
(S) DLP 25157  (M) DLP 3257

THE GOLDEN ERA OF COUNTRY HITS
(S) DLP 25455  (M) DLP 3455

THE GREATEST TALENT ON RECORDS
BILLY VAUGHN

GREAT HITS
1963'S GREATEST HITS

BLUE VELVET

ORANGE BLOSSOM SPECIAL WHEELS BILLY VAUGHN

GOLDEN WALTZES

GOLDEN HITS

SAIL ALONG SILV'RY MOON

MUSIC FOR THE GOLDEN HOURS

MELODIAS EN GOLD

THE GOLDEN INSTRUMENTALS

THE GREATEST TALENT ON RECORDS
THE GREATEST TALENT ON RECORDS
MORE OF THE GREATEST TALENT ON RECORDS

ALADDIN
STEVE ALLEN
HAL ALOMA
ANDREWS SISTERS
GENE AUSTIN

WORDS OF INSPIRATION
I'M AN ALADDIN
LURE OF THE ISLANDS
THE ANDREWS SISTERS' GREAT COUNTRY HITS
GENE AUSTIN'S GREAT HITS

OLP 25570 (M) OLP 3570
OLP 25538 (M) OLP 3538
OLP 25577 (M) OLP 3577
OLP 25538 (M) OLP 3538
OLP 25500 (M) OLP 3500

STEVE ALLEN
JERRY BURKE
JERRY BURKE
JERRY BURKE
JO ANN CASTLE

CUANDO CALIENTA EL SOL & MORE
GOLDEN ORGAN HITS
GREATEST ORGAN HITS
GREAT MILLION SELLERS

OLP 25507 (M) OLP 3507
OLP 25561 (M) OLP 3561
OLP 25560 (M) OLP 3560
OLP 25554 (M) OLP 3554
OLP 25574 (M) OLP 3574

EDDIE BAXTER
ELMER BERNSTEIN
EDDIE BAXTER
JO ANN CASTLE

ORGAN SONGS WE LOVE
THE TEN COMMANDMENTS
THE TEN COMMANDMENTS

OLP 25525 (M) OLP 3525
OLP 25524 (M) OLP 3524

GEORGE CATES

POLYNESIAN PERCUSSION

OLP 25518 (M) OLP 3518

MYRON FLOREN
MYRON FLOREN POLKAS

MYRON FLOREN POLKAS

OLP 25536 (M) OLP 3536

EDDIE FISHER
EDDIE FISHER
EDDIE FISHER

EDDIE FISHER TODAY!
EDDIE FISHER TODAY!

OLP 25548 (M) OLP 3548
OLP 25551 (M) OLP 3551

JO ANN CASTLE
EO Ann Castle

12 GREAT HITS IN RAGTIME
RAGTIME PIANO GAL

OLP 25523 (M) OLP 3523
OLP 25529 (M) OLP 3529

DICK CONTINO

ON STAGE

OLP 25502 (M) OLP 3502

JIMMY DORSEY
JOE FEENEY

SOLAR
SINGS FOR YOU

OLP 25516 (M) OLP 3516
OLP 25519 (M) OLP 3519

MYRON FLOREN

SUGAR SHACK
DARK MOON

OLP 25545 (M) OLP 3545
OLP 25535 (M) OLP 3535

CAROLYN HESTER

THAT'S MY SONG

OLP 25504 (M) OLP 3504

HILLTOPPERS

TOPS IN POPS

OLP 25503 (M) OLP 3503

HILLTOPPERS

TOPS IN POPS

OLP 25503 (M) OLP 3503
### Best-Selling Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freedom's Child</td>
<td>Alexys</td>
<td>16796</td>
</tr>
<tr>
<td>Run to Me Baby/A Man Alone</td>
<td>Pat Boone</td>
<td>16408</td>
</tr>
<tr>
<td>Young and Foolish</td>
<td>Eddie Fisher</td>
<td>16799</td>
</tr>
<tr>
<td>Nobody Likes It But Us</td>
<td>Sharon Garrison</td>
<td>16770</td>
</tr>
<tr>
<td>Can't Stand To Be In Love</td>
<td>Michelle</td>
<td>16793</td>
</tr>
<tr>
<td>One Has My Name</td>
<td>Billy Vaughn</td>
<td>16409</td>
</tr>
<tr>
<td>Wonderful Time Up There</td>
<td>Pat Boone</td>
<td>16756</td>
</tr>
</tbody>
</table>

### All Time Hits

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Love Walked In/From the Vine Came the Grape</td>
<td>The Hilltoppers</td>
<td>45-113</td>
</tr>
<tr>
<td>P.S. I Love You/Try Me</td>
<td>The Hilltoppers</td>
<td>45-112</td>
</tr>
<tr>
<td>Love Letters in the Sand/ A Wonderful Time Up There</td>
<td>Pat Boone</td>
<td>45-110</td>
</tr>
<tr>
<td>Don't Forbid Me/April Love</td>
<td>Pat Boone</td>
<td>45-109</td>
</tr>
<tr>
<td>Ain't That a Shame/Friendly Persuasion</td>
<td>Pat Boone</td>
<td>45-108</td>
</tr>
<tr>
<td>Moody River/Speedy Gonzales</td>
<td>Pat Boone</td>
<td>45-107</td>
</tr>
<tr>
<td>The Shifting Whispering Sands, Part I</td>
<td>Billy Vaughn</td>
<td>45-106</td>
</tr>
<tr>
<td>The Shifting Whispering Sands, Part II</td>
<td>Billy Vaughn</td>
<td>45-104</td>
</tr>
<tr>
<td>A Swingin' Safari/Blue Hawaii</td>
<td>Billy Vaughn</td>
<td>45-102</td>
</tr>
<tr>
<td>Wheels/Orange Blossom Special</td>
<td>Lawrence Welk</td>
<td>45-101</td>
</tr>
<tr>
<td>Calcutta/Baby Elephant Walk</td>
<td>Lawrence Welk</td>
<td>45-100</td>
</tr>
</tbody>
</table>
ARGENTINA

**Newest local entries**

This Last Week
1. CHANGUITO DIOS (Chum- chum)-Frontoni (Odeon)
2. ME BE PRECINTADO MICHURIN (Luna de Oro)-Montero (Columbia)
3. AÑEJO (Bacardi)-Franc Ponsell (Cosmopolite)
4. OJO JACARIO (Ollo Jexer)-Fello Roas (MacMillan)
5. XABA SOCIALISTA (En caretela)-Lowe (Atlantic)
6. EN SUI MUY FOCU- SOLOS-Misa (Formatica)-Cuesta (Sunset)
7. HUEVOS (Edel Fieder)-The Muntain (CBS-ken)
8. HELLO (Carlos-Foerternal)-Novo Blues (CBS-ken)
9. 15 UNA CHICHERADA DE AZACAR-The Royal Castell Singers (CBS)-Los Super- gigantes (Filmsound)
10. 12 IL SILENZIO (Bossa nova-Badalos)-Horas-ken

AUSTRALIA

**Newest local entries**

This Last Week
1. WE CAN WORK IT OUT...-Dances (Grace)
2. 1 THE CARNIVAL IS OVER-(in) Chapel
3. 10 DIAMIN ALL OVER-"Normie Rowe (Festival-simply-Arter
4. 2 TEARS-Ken Dodd (Decca)
5. 8 BAD DIAMONDS-"Normie Rowe (Festival-simply-Arter
6. 6 YOU'RE THE ONE-Poitlita (Columbia)
7. 7 THE FLYING SWAN-John Adamo (IAP)
8. 4 MAMBO-"Normie Rowe (Festival-simply-Arter
9. 3 THE JAWS-"Normie Rowe (Festival-simply-Arter
10. 2 BAD DIAMONDS-"Normie Rowe (Festival-simply-Arter

BRITAIN

**Country's New Musical Express, London**

This Last Week
1. 1 DAY TRIPPER-Can We Work It Out...-Northern Songs
2. 9 THE CARNIVAL IS OVER-"Normie Rowe (Festival-simply-Arter
3. 8 THE RIVER-Ken Dodd (Decca)
4. 7 THE RIVER-Ken Dodd (Decca)
5. 6 THE RIVER-Ken Dodd (Decca)
6. 5 1-2-3-4 Barry (Brickworks)
7. 4 TEARS-Ken Dodd (Decca)
8. 3 THE SHIP OF YOUR CHOICE-"Normie Rowe (Festival-simply-Arter
9. 2 KEEP ON RUNNING-"Normie Rowe (Festival-simply-Arter
10. 1 I'M FLYING-"Normie Rowe (Festival-simply-Arter

FRANCE

**Newest local entries**

This Last Week
1. 10 CROSSES-"Normie Rowe (Festival-simply-Arter
2. 9 LES MARIGNONNETTES-"Normie Rowe (Festival-simply-Arter
3. 8 LE MONDE-"Normie Rowe (Festival-simply-Arter
4. 7 L'AMOUR EST UN CHAMBRE-"Normie Rowe (Festival-simply-Arter
5. 6 VERNON-"Normie Rowe (Festival-simply-Arter
6. 5 CRES-"Normie Rowe (Festival-simply-Arter
7. 4 LA REVOLTE DE LA DETTE-"Normie Rowe (Festival-simply-Arter
8. 3 LES JOURNAUX-"Normie Rowe (Festival-simply-Arter
9. 2 LES LANGUES DU MONDE-"Normie Rowe (Festival-simply-Arter
10. 1 LA MAREE-"Normie Rowe (Festival-simply-Arter

MUSIC CAPITALS OF THE WORLD

**Continued from page 24**

information on square dances and step by step instructional with dance cards.


JIMMY JUNGHARMS

PARIS

MGM singer Johnny Tillotson flew to Paris from London to pro- duce his third disc here, "Our World," which will be released here next month. He made guest appearances on the TV show, "Vie du Par- is," and on Radio Luxembourg and Europe No. 1. Dick bow

EDDIE BARTH plans to market France's first tape cassettes in the spring... CBS's French Cana-

SINGING young star Claude Leveille, whose "Federer" was a big hit in France, is appearing in the Bobino in Montparnasse for two weeks. The Marx-Merson released the late Nat King Cole's "Ballad of Cat Ballies" to coincide with the opening of the film in Paris. An all-star gala, organized at the Théâtre-des-Champs Elysees by the ORTF and broadcasted live on European, featured Frôl Garner, Sandie Shaw, Charles Aznavour, Anoual Rodriguez, Marcel Assou and, as composers and composers, Eddie Constantine, Juliette Gréco, Line Renaud, Michelle Morgan and Jean-Claude Grober. This was to aid mentally handicapped chil- dren.

Gospel singer Marion Williams and a computers and dancers and dancers will star in "The Prodigal Son," which is to be presented in Paris this year... Gustave Duters, Nateia Mangan, unveiled a bust in memory of victims of war in the Place aux Halles, Marly. Presented at the ceremony were Marcel Pagnol, Tino Rossi and members of the late composer's family. Sciotta wrote more than 4,000 songs, 60 operas and 200 film scores. Thierry Vincent's "seventh-offspring" versions of the Yiddish hit, "Heart Full of Soul" ("Je Ne Prie Pas"), which was also released here this summer... "We've Got To Get Out of This Place" ("Patachou" featuring Jacques Doré) and (two) and original French number, "Je Sais Pas" ("Jean-Yves"

MUSIC CAPITALS OF THE WORLD

**Continued from page 22**

To Pay Sinistras

**Continued from page 22**

responsible for the program, agreed to pay substantial damages and costs and withdrew the Financial Times. The program was broadcast by Associated Rediffusion. The company is seeking $33 million in damages or costs but will apologize to the Scandinavians.
C&W Talent Increased for Du Quoin Fair

NASHVILLE—Two country music shows, to be presented Aug. 27-28, were set by the Du Quoin State Fair, Du Quoin, Ill., last week through Nashville agent Bob Neil and General Artists Corp. Talent for Aug. 27 includes Marty Robbins, Flatt and Scruggs. (Continued on page 42)

Geo. Champion Dies

HOUSTON—George R. Champion, pianist with the Utah Carl Braden on the KTKR-TV "Gulf Coast Jamboree" show, died last week of a heart attack. Champion also played guitar and sang. He had been in apparent good health and had performed at a local club the night before his death.

Johnny Cash Pleads Guilty

EL PASO, Tex.—Johnny Cash pleaded guilty in U. S. District Court here last week (28) to a charge of illegal possession of 668 sedatives pills, a stimulant, and 475 equine tablets, a tranquilizer. Sentencing will come later.

Maximum penalty is $1,000 fine, one year in prison or both. Cash faces more under $1,500 bond. He was arrested Oct. 4 at the El Paso airport while awaiting a flight to Los Angeles.

C&W Most Popular in Germany—Walker

By ELTON WHITENHUTT

NASHVILLE—Country artist Billy Walker, who proved a big hit on a tour of military bases in Germany last month, will record his first album (C&W) for the German market.

Walker, Columbia artist, will go to New York to do two of his big hits, "Charlie's Shoes" and "Cross the Brazos," phonetically with the aid of German translators.

Walker, who will return to Europe for another tour next summer, said country music is growing tremendously in Germany. "We had a great reception from the German public wherever we played," he said. "Among U. S. servicemen, country music is the most popular of all forms."

Walker made the tour with the Willis Brothers, who also scored handsomely on the trek. The performers not only played to U. S. servicemen, but at every stop there were many German civilians. Some of their shows were broadcast by the U. S. Armed Forces Radio network, which is heard all over Europe.

The Walker-Willis show set attendance records at several stops, most notable at the NCO Club in Munich, where more than 1,000 jammed the big hall, with many standing.

Walker said proof that country music is the biggest thing in Germany is the most popular German recording artist is a "German cowboy" singer who wears Western dress with guns and all. His records are the biggest sellers and he is on national TV, Walker reported.

C&W Singles

Los Angeles—C&W, 50,000-watt Stereotron daytime outlet, switched to a country music format Jan. 3. General manager Dale Peterson announced the station would retain its present air personality staff. For more than a year, the station has been airing taped programs.

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HERE’S TO THE NEW YEAR!

CHARLIE LOUVIN

“You Finally Said Something Good” (Capitol 5560)

Coming Jan. 10  "The Many Moods of CL"  Capitol T2437
C&W Shows in 4 Big Markets

NASHVILLE — Gerard W. Purcell & Associates will stage four big country music shows in major eastern markets next month, with three of them to be promoted full-time country music station WJRZ, Newark, N.J., in four different boroughs. The three WJRZ will promote are in the New York area: Feb. 25 at Carnegie Hall, Feb. 26 at Brooklyn Academy of Music and Feb. 27 at Symphony Hall, Newark. The other show will be Feb. 23 at the Stanley Theater, Pittsburgh.

"It has been proven that the New York market will buy a country music package," said Eddie Cummings, manager of Purcell's Nashville office. He said Purcell's first country music show (Continued on page 42)

Composer's Wife Sues, Asks for Royalty Injunction

NASHVILLE—Barbara Ann Day, 26, has sued Jimmy Day, 31, composer and "Grand Ole Opry" musician, for divorce and asked the court to enjoin publishers of the hit song, "May the Bird of Paradise Fly Up Your Nose," from paying royalties to her husband.

The suit said Day and Mrs. Day wrote "My Eyes Are Jealous," a flip side of the Jimmy Dickens hit. The suit charged Day took sole credit for composing it, registered himself as sole composer and is collecting royalties on it.

Mrs. Day's suit said the Dick- ens hit has had phenomenal suc- cess and she is entitled to part of the profits from sales. Named defendants besides Day are BMI and Window Music Publishing Co.

ABC-Para. Cuts Wade, Duncan In Nashville

NASHVILLE — Fred Carter, manager of ABC-Paramount's Nashville operation, has signed Johnny Duncan and will record him this month as the bay- lequel launches its entry into the country field.

ABC-Paramount recently an- nounced the opening of a Nash- ville office, effective Jan. 1. First artist signed by ABC-Para- mount was Wade Ray. Carter produced a single with him re- cently.

Carter's temporary office is at 812 17th Avenue South. When Columbia Records' office building at 804 16th Avenue South is completed, in about two months, he will have a suite there.

Artists Support U. S. Servicemen In Vietnam

NASHVILLE—Three recording artists took part in a half- hour taped radio show, produced by Vanderbilt University stu- dents, which supports U. S. serv- icemen in Vietnam. The show was broadcast several times last week in Vietnam and is being repeated this week.

Singing a song and giving a statement of support were Eddy Arnold, Chet Atkins and Skeeter Davis. Also making support statements were Guy, Frank Clement, Mayor Beverly Briley, Vanderbilt Chancellor Alexander Heard and Clyde Lee, All- American basketball star at Van- derbilt.

The show was a part of a demonstration of support by Vanbert's students of U. S. serv- icemen in Vietnam. Other phases of the support project was a blood drive which brought 200 pints, a petition with more than 2,000 signatures and a campus rally attended by Brig. Gen. Wil- liam Pearson, of the 101st Air- borne Division.
NEW YORK—More American composers are assuming an interest in and performing music than ever before. The continuing boom in this country for music has been reported in "Concert Music USA, 1966," the 13th revised edition of the brochure, which BMI (Broadcast Music Incorporated) compiled in 1951.

The number of American symphony orchestras has more than doubled, from about 600 in 1931 to 1,300 in 1966. There is more than half of the world's 2,000 symphony orchestras. Sales of musical instruments, accessories and sheet music have increased more than 819 percent, reaching an estimated $81 billion in 1966.

There were 37 million amateur musicians in the U. S. in 1965, nearly 4.25 percent more than the previous year, a growth rate 2.4 times that of total population. In 1936, by comparison, there were only 14,100,000 amateur musicians, and in 1950, only 19 million.

Touring Artists Sparking DGG Foreign Sales Gains

HAMBURG—Deutsche Grammophon is using personal appearances of its artists, particularly U. S. tours, to build foreign classical music sales. Largely because of this "Meet our artists" strategy, Grammophon's classical music has become a big export business. Grammophon finds that the foreign tour is especially valuable in convincing what might be called "connoisseur classical" music.

Examples are the Amadeus String Quartet playing the Schubert artistry of Nicolas Zabata. The Amadeus Quartet has just made several years of recitals and now will embark on a thorough program of Beethoven quartets, lasting from Jan. 7 through April 29. Zabata, meantime, will be going to the U. S. for a tour coinciding from Jan. 25 to March 6.

Grammophon likes to give its artists the kind of exposure that they can get on foreign tours. No hamlet is too small — provided it has a disk shop selling Grammophon classical releases.

Zabata, born in San Sebastian, Spain, will take the leisurely approach in selling classical harp music under the Grammophon label, naturally, to the great American hinterland.

Starting in Florida, he will appear with the Florida Orchestra in Orlando and Daytona Beach Jan. 25 and 26. His February appearances will take him to New York (4), Milwaukee (10), Detroit (1), New York (complete), Tex. (14), Albuquerque, N. M. (17), San Diego (21 and 22), and Santa Barbara (24). He will be with the Oklahoma University March 3 and then go to Calgary, Canada, March 6.

The Amadeus Quartet will tour in Germany, Denmark, Portugal and Spain.

LORIN HOLLANDER

NEW YORK—A new RCA Victor album to celebrate 21-year-old Lorin Hollander's 10th anniversary as a professional artist is scheduled for spring release. The album's release will coincide with several events to mark the occasion.

On March 17, Hollander will appear in concert in Carnegie Hall as guest soloist with the Cincinnati Symphony Orchestra, playing Strauss' "Burleske." The concert will serve as the official anniversary of his debut in the same hall with the orchestra 10 years ago.

His new album contains works by Bach, Beethoven, Mozart, Schumann and Brahms, and was recorded in his former home in New York's Webster Hall with Howard Scott as RCA Victor's producer. Hollander has been under contract to RCA Victor since his 13th birthday, but previously had appeared on the RCA Camden label.

Next fall, Hollander will join the Cincinnati Symphony conducted by Max Rudolf in a world tour under the auspices of the United Nations.

PIANIST KABI LABRETT passes over praise of Paul Hindemith's "Ludus Tonandi" with Harold Lawrence, Philips Records classical music di- vision director. Miss Labrett's recording of the Hindemith work is due for release in February.

There are more than 63,000 institutional music organizations in all the schools in the U. S., with professional staffs of 49,000 hands and 8,000 "stage" hands. According to the BMI survey, classical music accounted for 12 percent of America's $514,700,000 LP record sales, over half of the world's disk market, in 1964. The quality and variety of classical music records and soundtracks, has increased, with record sales of 515 LP and 296 stereo labels listed in the Schwann Long Play Rec-
**SPECIAL MERIT PICKS**

Special Merit Picks are new releases of outstanding merit which deserve enthusiastic and widespread commercial exposure.

**POP SPECIAL MERIT**

**IT'S A MAN'S WORLD**

Ed Ames. RCA Victor LPM 3460 (41). LSP 3460 (5)

A couple's view for the most part, with a few notable male and female roles. The Ed Ames songs stand out just that way, the chocolate of male and female packs a lot of power and sparkling potential.

**POP SPECIAL MERIT**

**LET IT ALL OUT**

Nino Simone, Philips PPHM 200-202 (41). PHS 600-202 (5)

Funk, rock, rhythm and blues, and a touch of smooth jazz, all fall into Simone's range here. She knows her way around every musical form and makes them all fall her legal presence. Duke Ellington's "Don't Get Too Far Away With the Blues" and the two top 10 hits, "My Baby Just Cares For Me" and "My Baby Just Cares for Me (confirm)," help her make her points.

**POP SPECIAL MERIT**

**THE DUKE AT TANGLEWOOD**


Duke Ellington's compositions played by the composer and the Boston Pops Orchestra come to life in rich and colorful sonatas here. This is Ellington's opportunity to present his big orchestra in a fashioned backing without getting its way.

**ALBUM REVIEW POLICY**

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

First Big Monster of 1966

New Folk Rock Hit

"WHAT HAVE I NOW"

b/w "Caroline S"

by FROGGIE & HIS FRIENDS

on Chess Records

HOOKSHOT PUBLISHING CO. (BMI)

9358 James St.

Minneapolis, Minn.

38
**Country Riding High as More Stations Join Swing**

**LA Express**

**WASHINGTON** — FCC has declared a new policy calling for a closer look at applicants for "suburban" radio stations who will really cover more than one community. The FCC requirement regarding programming on self-styled suburban radio stations will affect the 13 applicants for Los Angeles' big rocker KRLA in interim operation under Oak Knoll Broadcasting, a California educational entity.

In last week's policy statement, the FCC said that in the future, when two or more applicants compete for a so-called suburban radio station allocation, the winner will be the one who truly intends to program for the immediate community. FCC wants to halt the trend to suburban stations that are actually "substandard metropolitan stations," The FCC says these powerhouse suburban stations bypass local advertisers in favor of network and national advertising, and cater to city rather than local community needs.

If a suburban applicant indicates that he intends to reach well beyond his own community and into one of 50,000 or more persons (or one double the station's community population), he will have to meet the more stringent rules and technical requirements for the metropolitan station.

**CMA's 'Performance':
A Giddyup Go-Album**

**LOS ANGELES** — "Original Hit Performance," an album sponsored by the Country Music Association that features 25 of the greatest country music artists of all time, has sold more than 500,000 copies. Martin Gilbert, producer of the album, said that most were in sales of the premium album, which is sold only via advertising on radio stations and TV outlets.

Here's how three metropolitan radio outlets fared: WRJZ, the Newark, New Jersey music radio station, accounted for more than 15,000 sales via spot advertisements scattered through October, November, and December. WNEW-TV accounted for 9,000 sales in a four-week advertising period. CBS-TV accounted for 5,000 sales as the result of advertising one week on an all-night show.

**Suburban Entries:
Facing Stiffer Study**

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John Thacker, former WTIR program director, is now in same spot with WCMJ, Ashland, Ky. Dust Reeves, former program director and Geyer Broadcasting personality, has also joined the tri-State outlet. Charles D. Rees II reported that WCMJ-FM is now broadcasting 18 hours a day in stereo.

Franklyn MacCormack, all night air personality at WGN, Chicago, has recorded a second album of poetry reading—"Another Evening With Franklyn MacCormack." The LP captures the atmosphere of his poetry-mood music radio show.

Dusty Rhodes, WSAI, Cincinnati, program director, is the father of a boy, his second. Warren Wynia, deejay at WSTR, Sturgis, Mich., is promoting his first country music show Jan. 22. The two-show event will headline George Hamilton IV.

Gray Flannel Productions reports that a "British Dictionary" promotion pamphlet sold to stations on a 50-50 co-op basis with Capitol Records is doing great. Stations said to be giving the thing away at record hops and record dealers include KJMN, Denver; WLS, Chicago, and KFWB, Los Angeles. Monument Records, to promote its "Once in a Blue Moon" album, launched a barrage of human interest stories. The album features Johnny Janis, backed by the music of Don Costa. Producer was Hugh M. Hefner, founder and publisher of Playboy magazine. So the business was delivered to Dick Whittington, KIK, Chicago; Harold Lake, WJR, Detroit; Dee West, WKJ in Cincinnati; and WACR, Hialeah, Fla.; Bob Van Camp, WSG, San Francisco; WOAK, WQFX, WCFL, Chicago, and others.

Gregg Warren is the new personality at WFTR, Albany, Schenectady-Troy, N. Y. Joseph W. Killern has been named to station manager of WJMJ, Milwaukee. Latest addition to the staff of KONO, San Antonio, is Johnny Solo.

Claude Hall

CMA's Giddyup Go-Album

Chicago was a "pretty good" market for the album and Seattle was "not bad."

The all-country music formatted stations did, on the average, much better in sales of the album than those stations that only carried some country music programs, Martin said, indicating very strong sales influence by these all-country stations.

Martin, who heads Martin Gilbert Advertising in Los Angeles and is a mail-order album business, reported that the royalties paid to the CMA have already exceeded the $65,000 guarantee. The album project, announced at a meeting of the CMA last June in Chicago, features a sterling cast of country music artists. All labels and publishing companies waived their rights in order to make the album possible. Roy Horton of the CMA was largely responsible for handling the negotiations. Labels include Capitol, Columbia, Decca, Hickory, Mercury, MGM, RCA Victor, and Starday.

The album is booming in sales, as said. A native of New York, Gilbert has acquired a "good grasp" of the sales effectiveness of radio and TV in his 12 or so years in the mail-order album business. His first such album that gave him his start was a rock 'n' roll album featuring unknown artists singing his songs. "It isn't worth a quarter today," he lamented.

Martin attended both City College of New York and the University of Southern California. An Air Force veteran, Martin went to Hollywood when he got his discharge in 1946. He went to work for "a very small salary" at a little advertising agency. In 1949-1950, he got into TV at the ground floor by buying time from TV stations and programming old movies for which he sold the advertising himself.

Today, although the mail-order record business has many pitfalls that can only be avoided by an experienced, polished professional, Martin feels he does fairly well. "Especially when you consider I have to write, produce or deal with advertisers or dealers to worry about."
Country Rides High as More Stations Join Swing

Harley Samuels, WTUE general manager and one of the station's owners, took over the old WFYI operation at Roosevelt Field, Garden City, L. I., Oct. 16. And I "knew I had to make a change in order to make a stir with the station."

A veteran broadcaster, Samuels was general manager of WABC, New York's Hot 100 powerhouse, 1953-1954. He then owned stations in the Midwest. It was a letter from (Bob Scott) Hensler, an assistant program director at WHN in New York, that led to the new format launched Jan. 1. The letter from Hensler was so "terrific" that Samuels arranged to have lunch with him, though he had no intentions of following Hensler's suggestion to "go country." Conducted Research. But one thing led to another and Samuels began to conduct some research. He talked to Carl Brenner, vice-president and general manager of coun-
trolled WMWD in Baltimore. He surveyed 75-80 juke boxes on Long Island. He talked to record men who told him that country music record sales were going fairly well on Long Island even without a country music station to give them a push. Well, that led to a trip to Nashville. Samuels said he went down the possibilities of featuring a semi-folk-country format, "play records by Peter, Paul & Mary and such acts as well as country records." But he came back from Nashville "a convert" to country music.

Country music is not afad, he said, I found out that it's not necessary to play it safe. The more I see what is hap-
pening, the more I think coun-
ty music is one of the original contributions of America—the other is jazz—to the music world. It's always been here, although some of us weren't aware of it."

The new country music for-
mat, said Samuels, "is the most exciting thing I've done in radio. The daytimer will follow a top 35 playlist with country classics, pick hits, LP selections, a request and a hymn thrown in during an hour's time.

Bob Scott Hensler will be the station's program director, plus handle air chores. Other air staff includes Wes Richard, Jim Nixton, and Charlie Kaye.

KMOR Switch

In Salt Lake City, KMOR switched to country music Dec. 26. Previously, the station had programmed Hot 100 music, bucking two other stations in the city. Program director Bill Rose said the 24-hour outlet hopes to capitalize on the fact it is a 24-hour operation. "The initial reaction from agency people and the public in gen-
eral has been good, and very encouraging," Rose said.

The station is playing Dean Martin's "Night Fever" and "Once A Day" because "they're hot," Rose said. He thanked Mrs. Jo Walker, exec-
utive director of the CMA, and Panper Music for all the help they'd given the station in the change-over.

WEET, Richmond, changed to county music Jan. 1 after a popular music format since the early 50's. WKYS, Rocky Mount, Va., went country about four or five weeks ago. KMON, Great Falls, Mont., it having "fantastic" success with its 24-

hour country operation launched Sept. 15, said sales manager H. W. a r l. "We're about the only station in Mon-
tana with country music full-
time and our signal reaches clear to the eskimoes at night."

KUFL-FM, Houston, switched to country music Christmas Day. Now airs coun-
try 24 hours a day.

Lyons Fund Tops 449G

CINCINNATI — The 1965 Ruth Lyons Christmas Fund broke all past records in its final total of $449,277.61. The money is used to buy toys, books and needed equipment for hospital-

ized children in the Crosley Broadcast area.

The drive is conducted annu-
mally from early October to Christmas time, by television's Ruth Lyons on her '50-50 Club' program, seen daily on Crosley Broadcasting's stations in Cincinnati, Dayton and Co-
lumbus, Ohio, and Indianapolis.

More than $4.5 million has been contributed to the fund by viewers and listeners since Miss Lyons made her first radio ap-
pearance in 1939.

WCAM Bought By Chess Label

CAMDEN, N. J. — Leonard and Philip Chess, owners of the Chess, Checker and Cadet rec-
er labels out of Chicago, where they also own radio stations WVON and WSDM, have pur-
chased city-owned radio station WCAM. The local station went to the Chess brothers for $1.4 million, payable over a three-

year period.

WCAM, which had been op-
erated by the city for 39 years, banned rock 'n' roll programs a few years ago and geared its programming to "family radio with standard pop music, news and public service shows. The new owners may lean toward the Hot 100 format with em-
phasis on blues and rock 'n' roll.

Station operates on 1,000 watts during the day and 250 at night, but new owners aim to beef up the wattage to 5,000 watts day and night as allowed by the FCC's classifi-
cation of WCAM. Fact that WCAM beams into the Phila-
delphia market across the river enhances its value.

Radio-TV Programming

Coming Soon... Music on Campus The College Market For Records and Talent

Planned, edited, researched and written
As Only Billboard Can Do It!
**TOP SELLING R&B & BLUES SINGLES**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>&quot;A SHADOW HUMAN LIKE YOU&quot; (Wolf, Del 4202, BMI)</td>
<td>5</td>
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<tr>
<td>2</td>
<td>2</td>
<td>&quot;I GOT YOU (I Feel Good)&quot; (King, 3119)</td>
<td>3</td>
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<tr>
<td>3</td>
<td>3</td>
<td>&quot;RAINBOW SO&quot; (Vee-Jay, Constellation 150 (Abe- sian))</td>
<td>16</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>&quot;AIN'T THAT PEACEFULL&quot; (Starday, 54122 (Jennings))</td>
<td>4</td>
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<tr>
<td>5</td>
<td>5</td>
<td>&quot;DON'T FIT YOUR&quot; (Wilson Pickert, Atlantic 2306 (Ebb Tide, IV, BMI))</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>&quot;I'M A BABY&quot; (RCA, 2004)</td>
<td>11</td>
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<td>7</td>
<td>7</td>
<td>&quot;HANG ON SLOOPY&quot; (RCA, 2004)</td>
<td>9</td>
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<tr>
<td>8</td>
<td>8</td>
<td>&quot;HOLE IN THE WALL&quot; (Capitol, 2004 (Nashville Scene))</td>
<td>9</td>
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<tr>
<td>9</td>
<td>9</td>
<td>&quot;GIRL HAS GONE&quot; (MCA, 2004)</td>
<td>13</td>
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<tr>
<td>10</td>
<td>10</td>
<td>&quot;I BELIEVE IN YOU&quot; (Coral, 2004 (Jennings))</td>
<td>13</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>&quot;SHRINK&quot; (Starday, 54124 (Jennings))</td>
<td>4</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>&quot;CROUCH&quot; (RCA, 2004)</td>
<td>10</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>&quot;THAT'S NOT THE WAY TO DO IT&quot; (RCA, 2004)</td>
<td>3</td>
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<tr>
<td>14</td>
<td>14</td>
<td>&quot;YOU'RE MY EVERYTHING&quot; (RCA, 2004)</td>
<td>8</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>&quot;DON'T BOTHER ME&quot; (Capitol, 2004 (Nashville Scene))</td>
<td>9</td>
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<tr>
<td>16</td>
<td>16</td>
<td>&quot;CRAZY&quot; (Coral, 2004 (Jennings))</td>
<td>3</td>
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<tr>
<td>17</td>
<td>17</td>
<td>&quot;WE'RE NOT GOING&quot; (RCA, 2004)</td>
<td>6</td>
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<tr>
<td>18</td>
<td>18</td>
<td>&quot;OYSTER&quot; (Capitol, 2004 (Nashville Scene))</td>
<td>8</td>
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<tr>
<td>19</td>
<td>19</td>
<td>&quot;SOMETHING ABOUT YOU&quot; (Capitol, 2004 (Nashville Scene))</td>
<td>8</td>
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<tr>
<td>20</td>
<td>20</td>
<td>&quot;SNEAK&quot; (Capitol, 2004 (Nashville Scene))</td>
<td>10</td>
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</tbody>
</table>

**TOP SELLING R&B LP'S**

<table>
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<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>&quot;TEMP'IN' TEMPTATIONS&quot; (Gordy 914 (M); GS 914 (S))</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>&quot;MIRACLES GOING TO A GO-GO&quot; (Tamla 267 (M); ST 267 (S))</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>&quot;THE FOUR TOPS SECOND ALBUM&quot; (Motown 634 (M); ST 634 (S))</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>&quot;PAPA'S GOT A BRAND NEW BAG&quot; (Vee-Jay, King 938 (M); Vee-Jay, 938 (S); Vee-Jay, B-116 (S))</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>&quot;JAMES BROWN PLAYS JAMES BROWN TODAY AND YESTERDAY&quot; (Mirwood 72702 (M); SIR 46207 (M); SIR 46207 (S))</td>
<td>7</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>&quot;GENE CHANDLER LIVE ON STAGE IN '65&quot; (Constellation 1425 (M); No Stores)</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>&quot;THE NEW BOSS, Joe Tex&quot; (Atlantic 8115 (M); SD 8115 (S); 8115 (S))</td>
<td>5</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>&quot;HERE I AM, Dionne Warwick&quot; (Scepter 531 (M); 531 (S); 531 (S))</td>
<td>3</td>
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<tr>
<td>9</td>
<td>9</td>
<td>&quot;THE SUPREMES LIVE AT THE COPA&quot; (Motown 636 (M); ST 636 (S); 636 (S))</td>
<td>6</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>&quot;IN THE MIDNIGHT HOUR&quot; (Wilson Pickert, Atlantic 8114 (M); SD 8114 (S); 8114 (S))</td>
<td>5</td>
</tr>
</tbody>
</table>

**NASHVILLE SCENE**

- **Continued from page 36**

**NEW ACTION R&B SINGLES**

Other records registering solid sales in certain markets and appearing to be a week away from entering a listing on the national R&B & BLP chart above. All records on the chart are eligible for a listing here.

**BABY SITTING CLINIC**

- **Continued from page 36**

**C&W in 4 Markets**

- **Continued from page 36**

**Wallace Writes For Voces Music**

NEW KENSINGTON, Pa.—Howard Vokes, artist and publisher, announced last week that veteran country composer Billy Wallace of Huntersville, Ala., is now writing for Vokes Music, Inc. (BMI).

Wallace has written many songs, including "Back Street Affair" and "Hymn of a Hopeless Love Affair," "Chetnik's A Sin," "Judge of Hearts." Wallace has written eight new songs for the Voces firm, all of which have been released. Vokes said.

Vokes also announced a release for Hank Jolley, "Tears drop Blindness" and "Keep Cool But Don't Freeze," on Voces' newly formed record company, Voces Records.

PHILIPS doesn't take chances on its performers, or the performance of an album overwrap. That's why Cryovac Y-Film is the overwrap that adds brightness and "buy appeal" to their releases. Y-Film is proven. Over 300,000,000 albums have gone to market in it . . . better protected, better looking — and best sellers. Big point. Cryovac Y-Film is economical to use. Any wonder it is the proven program to wrap up self-service sales? Make the move today.
**Church Considers Selling Music Tapes**

INDEPENDENCE, Mo. — The religious music of the Reorganized Church of Jesus Christ of Latter Day Saints may one day soon go on dealers' shelves in tape form.

Although the tapes are currently available only for radio programming, Elder Donald D. Landen, Radio Minister for the church, said recently that "some consideration has been given to recording religious work for sale through record dealers, but no final decision has been made at this time."

The main use of the tape now is to record the famous R.L.D.S. production of Handel's Messiah and distribute it to more than 1,000 radio stations in various parts of the Western Hemisphere.

Although the Messiah is currently the most widely disseminated religious work, plans are being made to produce other religious recordings. (Continued on page 44)

**Riding the Spirit of '66**

[Image of a tape reel with a label reading "Philco," a tape recorder, and a microphone.]

**New Sherman Clay Store**

**Philadelphia Hi-Fi Attracts 50 Mfrs.**

PHILADELPHIA — Fifty companies have reserved space to display and demonstrate the latest in high fidelity stereo equipment at the 1966 Philadelphia High Fidelity Music Show. According to Teresa Rogers, president and manager of the show, the available space for exhibit has just about been sold out.

Mrs. Rogers predicts an attendance of over 20,000 for the show which will be held on February 18, 19, and 20 at the Benjamin Franklin Hotel.

The products to be exhibited are all from blue-ribbon manufacturers of amplifiers, speakers, tunable tapes, record players, phonograph cartridges, AM-FM tuners, head sets, and related equipment. Among those exhibiting are: Acoustech, Acoustic Research, Altec Lansing, Am- pex, Audio Dynamos, Benjamin, Dynaco. Electro-Voice, EMI/ Scope, Empire, Fisher, Garrard, Harman-Kardon, Heath Com- pany, Jensen, Nordico, Sony, Superscope, Telex, Viking of Minneapolis and many others.

**PROFESSIONAL EQUIPMENT** pictured here is used by the Reorganized Church of Jesus Christ of Latter Day Saints to tape record church music. Here, Charles F. Church, Jr. (left), Radio Director; and Engineer Gerald E. Resch, check script of Handel's Messiah prior to tape-editing.

**NEW PRODUCTS**

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio Video Editor, Billboard, 800 Madison Avenue, New York 17, N.Y. (Continued on page 44)

**Midland**

**Motorola**

**FIVE-TRANSISTOR Midland tape recorder. Remote control microphone, push-button for re- wind, record and stop. Speed control compensates for vari- ances in record and playback speeds. List price $24.95. Complete with batteries and all accessories. No price.**

**AM SOLID-STATE clock radio by Motorola. Luminous dial hands, available only in white. Price $24.95.**

**Pfanstiehl's NEEDLE DESIGNS!**

Cartridge designers set a mercy pace for needle makers — it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs — but Pfanstiehl does it to serve your phonograph customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.
scanned and OCR'd
NCA Predicts Sweet '66

CHICAGO — If National Confectioners Association expectations are fulfilled, U. S. candy makers will sell $1.444 billion in sweets at the wholesale level in 1966.

This figure would be a 2 per cent increase over estimated sales of $1.416 billion in 1965. Should the increases be realized, it would be the industry’s 11th consecutive year playing ‘can you top this?’ — successfully.

NCA is basing its healthy 1966 outlook on such indexes as predicted sustained growth of the nation’s economy and continued expansion of the U. S. population coupled with expected corresponding increases in food expenditures.

New Life

The obvious trend of major food, tobacco and other firms toward candy maker acquisition is also being considered in the 1966 forecast. Recently Pet Milk Co., Standard Brands Inc., Beatrice Foods, National Biscuit Co., Borden Co., P. Lorillard Co., U. S. Tobacco Co., Philip Morris, Ltd., and Bayuk Cigars moving into candy-making diversification is described by one NCA official as “pumping new life into the industry.” These giants,” he said, “have made available to many candy companies greatly increased funds for product research and development, packaging, promotion, marketing research and advertising.”

NCA is also optimistic about the adequacy and stable price of supplies and raw materials such as sugar, cocoa and corn syrup. None of the supply problems of the past five years are expected in 1966, NCA reported reassuringly.

Eye-Opener

The NCA will expand its public relations program started in 1965 with such new projects as production of a 15-minute movie on candy values for use on television and in civic and school meetings, sponsorship of a driver-safety research program at UCLA, a consumer candy’s effectiveness in keeping drivers alert, and a Halloween Share-the-Teens campaign in cooperation with Kiwanis International.

On the gloomy side for 1966, NCA reported that the unfavorable import-export balance of past years is “expected to continue in 1966.” Imports were an estimated $36 million in 1965 and are expected to hit $39 million in 1966, but export of confections were only $7 million in 1965 and shouldn’t show much increase this year, the NCA reported.

Peanut Push On, But No Penny Portions

SALT LAKE CITY—Peanuts have become a serious, extremely profitable item for bulk vending machine operators throughout the country’s largest percentage of locations.

Rising costs of peanuts, plus the reluctance of the city’s 29 odd bulk operators to tackle the difficult job of cleaning the machines and maintaining their appearance had just about phased peanuts out of the market. However, one enterprising operator, Roger Kimball, decided to make one last-ditch experiment—placing all of his former penny peanut machines with the nickel variety. At least 90 per cent of these locations were in service stations, car washes and automotive garages.

No Driftlets

At the end of the first month, he made his collections, Kimball was delighted to find that almost every bulk vendor in some 60 locations had nearly sold out. “Obviously,” he said, “both operators and customers prefer to pay 5 cents for a handful of peanuts rather than a penny for a driflet.”

It wasn’t long before other local operators followed suit. It is now difficult to find a penny peanut machine in the Salt Lake City area.

More Service

Although the operator is servicing his peanut machines more often in order to keep up with sales, returns equivalent to the old days of low-cost peanuts have made the extra work worthwhile, Kimball said.

A typical fast food location which is showing many times the average return on peanuts is the big Volkswagen dealership on South Main Street, where 15 cent machines are in use. These are serviced once a week. With the new machine, once a month was considered adequate.

Second Annual Bulk Vending Survey (Cont.)

<table>
<thead>
<tr>
<th>Location</th>
<th>Best</th>
<th>Worst</th>
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</thead>
<tbody>
<tr>
<td>Supermarkets</td>
<td>29.9</td>
<td>15.0</td>
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<tr>
<td>Discount Stores</td>
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<td>6.0</td>
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<tr>
<td>Small Food Store</td>
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<td>8.0</td>
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<tr>
<td>Drugstores</td>
<td>19.6</td>
<td>6.0</td>
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<tr>
<td>Restaurants</td>
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<tr>
<td>Taverns</td>
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<tr>
<td>Drugstore</td>
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</tr>
<tr>
<td>Restaurant</td>
<td>12.0</td>
<td>4.0</td>
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</tbody>
</table>

Other locations that were mentioned by some operators as good places for bulk vending included candy stores, laundromats, variety stores and golf courses.

The reason for some of the differences in operators’ preferences might be that certain locations (drugstores and small food stores for example) vary greatly in different parts of the country, serving different functions and attracting different kinds of clientele.
DENVER — Some 40 bulk vending machines, including kiddie rides were casualties here on Dec. 22, when the 110,000 square foot Spartan Discount Department store was razed by fire in two hours. The $3 million fire represented a complete loss of every item in the store, all construction, and, of course, put Spartans out of business during the biggest sales week of the year. All but six vending machines were owned by Spartans, including ball gum, candy, novelty and ring vendors. The six belonged to local operator Frank Thorwald, and vended capsules, plastic variants, jewelry and pens. Visiting the site 8 hours after the fire swept through the store structure, Thorwald found the equipment disintegrated and still too hot to touch. On the following day, he was able to salvage a few of the stands, under the watchful eye of police assigned to guard against looting.

Some idea of the fury of the fire is shown by the fact that kiddie rides out on a covered walk in front of the store were destroyed, even though they were several hundred feet from the room in which the conflagration began. Vending machine loss is estimated at around $4,000.

**New Products**

This form is designed for the convenience of bulk operators

**KNIGHT TOY & NOVELTY**

**PINOCCHIO IN OUTER SPACE.** Another in the collection of space-exploration inspired items hitting the bulk vending market. Colorful characters are Astro, the Princess, Gepetto, Nurl and, of course, Pinocchio. The carriers are available for penny, nickel or dime vending. For penny machines, the rings come unassembled with three frozen for furnishing. For nickel vending, the rings come assembled, 500 to the bag. The dime items are large, three-dimensional soft plastic figures which may be used by the kids as school scarers.

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

**ACORN**

The World's Most Profitable Vendors!
We have the largest variety of types of Acorn vendors in stock.

**HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUMS, GLOBS, PARTS AND SUPPLIES FOR ALL VENDING MACHINES, WE ARE FOR COMPUTE CATALOGS OR NEW AND RECONDITIONED MACHINES AND SUPPLIES.**

**RAKE**

COIN MACHINE EXCHANGE

1319 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148

(Distributor areas available throughout the world)

**SHOENBACH CO.**

Manufacturers Representatives
Acorn, Amico Distributors

MACHINES

GREAT TIME SAVERS!

COIN WEIGHING SCALE

$22.00

**SCHOENBACH CO.**

719 Lincoln Pl., Brooklyn 5, N.Y.

**The NAMA in Philadelphia**

**Views of the New Knight Offices**

**Your Guide To NAMA Publications**

**CHICAGO**

The National Automatic Merchandising Association for the first time has made a catalog of all association publications and materials available to members. The booklet is offered free.

Entitled "A Listing of NAMA Publications and Materials," the 16-page booklet lists publications dealing with better management, career guidance, employe relations, employee selection and training, food handling, public health and sanitation, public relations, sales programs, statistics, taxation and legislation, trade school programs and other topics of interest to the bulk vending industry. Copies may be obtained by writing the National Automatic Merchandising Association, 7 South Dearborn St., Chicago, Illinois 60603.

**Slag Decals Available From NAMA**

**CHICAGO** — Wafting decals declaring the provisions of the Federal anti-slug law are available from the National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois 60603.

Printed in red on a white background for application to vending machines, the decals are available to members at 10 cents each up to 1,000, 8 cents each for larger orders. Members of the NAMA may obtain the decals for 4 cents each up to 1,000 and 3.5 cents each for larger orders. The minimum order is $1.

**Coming Soon:**

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

**The Waves**

More will Live the more you Give HEART FUND

January 8, 1966, BILLBOARD
Indianapolis—In a move that might allow Indiana juke box operators to receive large refunds of tax money, the Indiana Court of Appeals ruled recently that operators need not pay gross-income tax on the portion of receipts they give to location owners.

The unanimous ruling, handed down Dec. 17, was based upon the court's interpretation of the arrangement between operator and location owner as a "joint venture" rather than a rental agreement.

The case, which upheld a 1964 decision by Superior Court Judge William Lewis in a case involving Kokomo operator Robert Musselman, Musselman, an Indiana operator since 1947, told Billboard that he had not been paying tax on the money that he paid the location owner. "I did this on the advice of my attorneys," said Musselman, "who believed, as I do, that the law was unfair."

Musselman said that in 1960 the Indiana State tax department made an inventory of his books, de- clared him guilty of tax evasion, fined him and ordered him to pay back taxes.

"My attorneys then took the case to the Superior Court in Decatur County and asked for a declaratory judgment on the application of the gross income tax law to this situation."

"The judge," said Musselman, "ruled that the money given the location owner was not a part of the cost of doing business, but was the location owner's portion of the receipts from the joint venture."

Until that time both operator and location owner were taxed for the percentage of the receipts taken by the location. Judge Lewis' decision, in effect, deter red the state from imposing a tax on income from land.

The legal division of the Indiana State tax department at tem pted to obtain a rehearing of the case by Judge Lewis. When he refused, Deputy Attorney General Charles Rodgers took the case to the Appellate Court. Rodgers told Billboard that he still has time to ask for a rehearing from the Appellate Court or to appeal to the Indiana Supreme Court.

"I have not decided as to whether I should appeal this case any further," said Rodgers. "There is a similar case going on at the present time, involving a coin machine operating corpo ration."

(Continued on page 47)

CHICAGO—The announce ment of Capitol Records' im minent release of Little LPs and expansion of LP releases by such companies as Epic and Monument drew the following com ment last week from Seeburg Corporation president J. Cameron Gordon:

"It is good to see the needs of the operator being given more attention by the record companies."

At the same time, Seeburg recording division vice-president William Prutting announced that the new record company emphasis on Little LPs will have no effect on Seeburg's own LP program.

"While one or two companies are announcing that they will make Little LPs, there are also dozens of firms who cannot or will not make any stereo records for use by operators," he de clared. "These companies will make stereo records available to operators on the basis of need."

(Continued on page 47)

Musselman's attorney, Paul Zakaras, said he will appeal the case to the Indiana Supreme Court and has asked for a rehearing of the case by Judge Lewis.

(Continued on page 47)

In Figaro's gloom the hand-lettered title strips glow like the glow of a blackout, and anybody who records fine jazz checks the Figaro's strips to see if his newest disks are being played where it counts. Les McCann scanned the columns just the other day during his London House stand. Count Basie was in town for New Year's Eve and was a certain Figaro's visitor. Folk artist Bob Gibson is an inhabitant, as is Bobby Gordon.

That sets the scene. Now, the operator wants to know, what is the money-making mystique?

Is it the operator? In the case of Figaro's, probably not, and we feel that the gentlemen at Garfield Music, Inc., River Forest, Ill, will not take issue too strongly here. Frank Smith and Co. provide Figaro's with their usual excellent service and equipment. But we must look further for the magic that makes the stop a phenomenon.

Is it ownership? We're getting closer. Any operator would relish at the opportunity of working with a location owner having talents and achievements like young David F. Silvers, owner of Figaro's. A graduate of the University of Illinois, Silvers started a mail-order record outlet in Champagne, dumped it to go on the road selling chemicals, and bought Figaro's in '50. It's his first cabaret venture. He's since opened a successful Rock Shop called P panciello's.

Figaro's opened in 1953 in a partnership involving a Goodman Theater graduate and a local lady. Between Silvers and his ex-wife, they resided for a time with a Düsseldorf trumpeter named Ted Bitterman.

(Continued on page 51)

Chicago—What manner of legendermain bar silence on the world-renowned all-jazz-programmed juke box in Figaro's Cocktail Lounge, Inc., here on the Near North Side? Perhaps it's that corner table reserved in perpetuity for such as Lester Young and Billie Holiday, or the hoovering grandeur of the patriotic Regis Toney, or fond memories of butterly Garf Granger, or the famous Figaro's atmosphere (early drunken Katak).

But then, probably, the sorcery is in the music. If that Grand Prix II ever stops playing, it is rumored that the shabby 7' East Oak building will collapse and Coltrane will go into retirement.

EDITOR'S NOTE: We offer the first in a series of 1966 reports on some of the premier juke box locations in America. Under the general heading: "Making Money With Music," the series will de velop itself only to locations that stand as examples of imaginative music merchandising — and only to locations that gross in the neighborhood of $200 per week. What we add that such earnings are rare? Scarcely, with evidence indicating that the average gross is around $15 weekly during 1965. It is hoped this series will put the finger on factors and formulas that could boost a few of your boxes into much higher profit orbits.

By RAY BRACK

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(Continued on page 51)
Seeburg Plan To Continue

• Continued from page 47

operators through Seeburg, how-

ever, because Seeburg orders a

quantity in advance, because

Seeburg does not return any mer-

chandise and because Seeburg pays for everything in 30 days.

$5 Million

Couchman also remarks in the

paradox frequently posed by indi-

vidual investors, Gordon said.

"The coin phonograph company

is a key figure in the introduc-

tion and promotion of new artis-


tists, Broadway shows and mo-

tion pictures. Very often the artist

who has helped introduce the 45 rpm record, high fidelity and stereo.

Yet many record companies feel that the opera-

tor isn't important until they

get a bit; then those 500,000 coin phonographs look mighty attractive."

The Seeburg president said he appreciated the cooperation of record companies "in making stereo material available to us." In the three years since Seeburg introduced its Little LP, he be-

efined, the company has spent more than $3 million on the pro-


gram.

Stereo 45s

Noting that more than half

the nation's coin-operated phono-

graphs are designed to play

record stores, Gordon called on

"All machines made the past eight years can play stereo re-

ords," he said. "Yet, locations and their patrons, as well as the

operators, are being denied stereo because no firm v

Circle 30 to order.

Seeburg hopes that the operator will

the record companies willing to produce some stereo

45s singles for his business.

Seeburg has released some 115

stereo 45s available through its

distributors under a lease pro-

gram exclusively for operators.

Currently Seeburg is pro-

ducing its own 45s, Little LP's, and background music disks in U.

L. and Europe for the company.

In the past, the companies specificall

specifications at the sound repro-

duction characteristics of the

coin-operated stereo phonogra-

phs.

"We don't have to make rec-

ords that sound good on a phonograph that costs $3,475 as well as the elaborate hi-fi in-

stallations. We also that cost

$5,100 or more. When you try to make a record to meet these, something usually has to be sacrificed."

Upper Derby Repeats Tax

UPPER DARBY, Pa.—This Dela-

ware suburb of Philadelphia is in-

sequent to a constitutional amend-

ment its "Juke Box and Me-

chanical Device Tax Ordinance." The law is the first in the state to provide for rental within the township.

The tax is $10 per calendar year or portion thereof on each juke box installed for use or available for rental within the township. The tax is levied for the calendar year or portion thereof on each mechanical amusement device installed for rental or available for rental within the township. The ordinance is a part of the state revenue law, as the deadline for the payment of the tax.

The tax is the first of its kind in the state, but it is also a feature of any amusement machine operates and a tax on and after March 1, the tax shall be payable at the time of installation or first rental.

Indianapolis Court Voids Tax

• Continued from page 47

in the southern part of the State. I believe that this will be even more decisive than the Monroe case."

Spokesmen of the coin and music machine industries said it was difficult to evaluate the court's decision until all the le-

gal ramifications have been inter-

preted by industry attorneys. Clarification of the case is made difficult by the complex State tax situation in Indiana. The decision was based on the court's interpretation of a 1933 State law which required all parties to pay a fixed per-

centage of their gross income to the State.

In 1963, however, this law was amended in two ways: (1) Individuals and individual prop-

erships would now pay an "adjusted gross" tax similar to the income tax paid to the federal government; (2) Corporations would now have to file two returns to the Indiana tax depart-

ment, one for "adjusted gross" and the other for "straight gross" income, and pay taxes on which of the two showed a higher figure.

Corporations

This heavier burden on corpo-

rations is a real factor in the

situation estimated at about $2 million. January 8, 1966, BILLBOARD
The BIG CHANGE is to Rowe

New Rowe AMI

BAND STAND

The phonograph with big-time Saturday-Night style. The one that puts big band sound in Stereo Round* and moves the fun-loving, free-spending crowds into your locations.

An unbeatable combination of elegance, excitement and enhanced stereo sound makes Band Stand top-draw everywhere. Its handsome come-hither looks prompt the first play, but its great, room-filling Stereo Round sound is what keeps them coming back for more.

And, where there's room to swing, Band Stand Discoteque is a resounding success. For two big reasons: A pair of high-efficiency, high-power auxiliary speakers that magnify the already fabulous sound of Stereo Round, and, the greatest programming flexibility around! Band Stand lets you keep on top of the pops. Holds up to 200 selections—singles, or albums, or both—and can be modified to program fewer selections depending on location preference.

Make more money with music . . . make room for the BIG CHANGE.

See and hear it at your Rowe Distributor.

*U.S. Patent No. 3153729

Rowe sets the standards in vending equipment, bill changers, music systems.
CHICAGO — Districts four and five of the newly launched nationwide membership drive by the Manufacturers of America have reported in names of State chairmen to the association central office here.

District four chairman C. C. Bishop, whose portion of the 250-member goal is 40 firms, has named John Russell, manager of Sparks Specialty Co., Baltimore, as marketing chairman; Lawrence LeStouregon, LeStouregon Distributing Co., Charlotte, as North Carolina chairman; Simon Wolf, Bush Enterprises Inc., Jacksonville, as Florida chairman, and H. C. Keels, vice president of the South Carolina Coin Machine Operators Association, as chairman in that State.

District five chairman R. A. Nims, whose district five committees will be responsible for the recruitment of 50 new firms, has picked Bob Rooney, State Novelties Co., Baton Rouge, Louisiana chairman; H. A. Frantz, the H. A. Frantz Co., Houston Texas chairman; Romaine C. Hogard, Tulsa Automatic Music Co. (Tulsa, as Oklahoma chairman; Rubin Franco, Franco Distributing of Alabama chairman, and Charles Stewart, president of the Arkansas Music Operators Association, Little Rock, as chairman in that State.

Bishop and Nims are the first of nine district chairmen, functioning under MOA membership committee chairman Jack Jess of Richmond, Va., to announce the appointments of their State chairmen.

All full committees will be named by the MOA national board, according to Fred Granger, MOA executive vice-president. The MOA membership drive will run through the first nine months of 1966.

EDITOR’S NOTE: The third and final installment in a special series on technological innovations that have altered the face of the coin-condition machine industry, Parts I and II dealt with gasoline and dough machines respectively. This chapter looks at the phonograph industry.

1940

CHICAGO — “Consider the Era! The years 1935 and 1936 will go down in history as the greatest days of sales. All America is dancing—morning, noon, afternoon and night. The merry strains and the liltting rhythm of the world’s newest orchestra, such as those of Ben Bernie, Ted Fio Rito and Frank Whitehill, reverberate from coast to coast. The phonograph industry, in its time, has never had a year to compare with 1935 and 1936.”

These were the words of Ralph J. Miller, president in 1936 for Mills Novelty Co., and, of course, he was predicting the era of the new phonograph. Nobody in the trade in 1915 was calling this machine a "juke box.”

Breakthrough

Well, an industry dominated by some operation did consider the era, and diversification into music was wholesome. True, automatic merchandising of the music commodity for a consideration in coin harked back from the turn of the century (linking machines, with a mallet striking metal bars; player pianos, plucked string instruments, adaptations of the spring-powered phonographs, other machines but it took the simultaneous appearance of the big bands, the accompanying dance crazes and a major technological breakthrough through the coin machine industry to establish phonograph operation in big business. That breakthrough was electronic amplification. Some of those Whiteshore, Dunsays, Dorsays, Fio Ritos came alive on the machine, offering volume sufficient to fill a location and animate the crowd.

At the 1935 Jan Machine Exposition in Chicago, David Rockola showed his new Multi Selector phonograph; Wurlitzer displayed its hot selling, D. S. spectrum, and, of course, one of the highlights was the Symphonion machine, billed as having "high fidelity." The big sound race was on.

Some of the highlights in phonograph evolution:

1939 — Cabinet evolution, exemplified by Rock-Ola. Luxurious Light-up series for attracting patrons when machine was silent.

1939 — Toward compactness and selection recording. Wurlitzer introduces a counter-model phonograph, the first with built-in speaker.

1940 — Remote control. Big boost to phonograph play.

1940 — Cinema juke box, the ill-fated Mills Parramore.

1941 — Wireless remote control; lighted pick-up arm; visible record hangers, telephone music systems.

1942 — Nickel, dime, quarter single-coin chute.

1946 — Time selection switches to 40; high fidelity; truly time-lagged recording and reproduction mechanisms.

1949 — New 45 rpm records on market; gong the days a record was good for about 20 plays; 100-selection phonographs appear; vertical record play; kits adapt phonographs to play 45 or 78 rpm records.

1952 — Much improved electronic play accumulator; automatic intermixing of 78 and 45 rpm records.

1955 — Comes 120 selections.

1954 — Improved sound fidelity; 35-mm selections offering 20 to 30,000 cycle range; woofers and tweeters; "carnoid" mechanism.

1955 — Comes 200 selections; singles and EP mixing; new, electronic accumulator systems.

1956 — Half-dollar play; extensive wiring and mechanical simplification; dual pricing.

1958 — Stereophonic sound; the console concept in styling.

1960 — Automatic inter-mixing of 45 and 33 1/2 rpm discs; transistorization; electronic color reception; further reduction in sound fidelity.

1970 — "O" speed—phonographs; space-age electronics miniaturization; big turn to audio tapes; credit card play.

*66 CIGARETTE SALES:

Will the Host of New Brands Outweigh Pack Warning Impact?

CHICAGO — The average coin-machine operator who netted about 13 per cent of his income during 1965 from vend- ed cigarettes, faced 1966 with a big question.

Will the warning required on each pack as of Jan. 1—"Cigarette smoking may be hazardous to your health”—cut into sales more than the influx of new and exotic brands boosts them?

Indications are the new label warning may have negligible effect on volume. Following the Surgeon General’s 1964 report linking smoking with cancer, vend-ed cigarette sales still showed a 1.6 per cent increase over 1963, possibly indicating a trend toward per-pack rather than carton purchases.

Warning

Moreover, the U.S. Department of Agriculture reports that per-capita cigarette consumption by persons over 18 has risen again, pointing just shy of the record 4,345 cigarettes per person in 1960.

On the other hand, rumblings have been coming from the Federal Trade Commission regarding new antismoking drives to supplement independent campaigns being conducted by private organizations. And restrictions in the form of State taxes have risen to a 20-cent levy per pack in some cases.

Meanwhile, cigarette manufacturers have come to market with a galaxy of cigarette lengths, filtration types and mentholized combinations in an effort to secure volume constancy. The cigarette vendor may now have in stock the following exotic array: Philip Morris—charcoal filter, king size, nonfilter or regular nonfilter, Chesterfield—unglueck, king size, nonfilter or regular nonfilter, L&M—filter, Viceroy—filter, Truebray—filter, Tyrone—charcoal filter or king size, nonfilter; Kool—menthol filter or regular nonfilter; lucky Strike—regular, nonfilter or filter; Salem—menthol filter; Camel—regular, nonfilter; Winston—filter; Pall Mall—king size, nonfilter or filter; Marl—Maurice—filter; Wings—king size, nonfilter or filter; Benson & Hedges—filter; Spring—menthol or nonfilter; Newport—charcoal filter; Tempo—charcoal filter; Half & Half—filter; Pax—menthol filter; Old Gold—filter or king size, nonfilter; Lark—charcoal filter; Belmar—menthol filter; Newport—menthol filter, and Parliament—filter.

Foreign Markets

It is expected that during 1966 cigarette vending machine manufacturers, along with cigarette manufacturers, will be looking more closely at foreign markets and putting into manufacture to be used abroad. Several cigarette manufacturers have moved to establish plants or licensing arrangements abroad in order to meet size and price requirements.

Foreign consumption of cigarettes is about one-fourth that of the U.S.
Figaro's Jazz Juke Box

* Continued from page 47

Is it programming? This is much of the magic, and it is handled by Silvers, formulated solely on patron requests, with magnificent special offerings such as a batch of records capturing the Louis Armstrong of the 1930's. "I buy my own records and put them on the machine myself." Silver says, gloating over the particulars of what may be the country's most imaginative all-jazz, juke box programming.

This is not to suggest that proper programming is the key to higher grosses on a jazz machine. But if one of your stops is owned—or its bar is tended—by a true jazz enthusiast, give him a trial.

Is it neighborhood? Partly, to be sure. Chicago's Near North Side crashes with jazz buffs (and other buffs who crave an empty bar stool beside a brood who digs jazz).

But do not despair if your route lacks an avant-garde segment. Jazz fans know no boundaries, and may show up in profitable drees near a local campus—or even a suburban shopping center!

Is it promotion? Again, partly. Some time ago Silvers inaugurated live jazz jam sessions on Sunday evenings that drew every musician of merit within two-hour jet range. "But, I had to discontinue the jam sessions a short time back," Silvers said. "Cabbies were pulling up out front, running in with their horns and joining in. Guys would ask me, 'Who's that cat blowing up there in the corner?' And I wouldn't know.'

Then there's Regis Toomey, Figaro's Regis Toomey Booster Association Headquarters. Toomey, as everyone knows, is the supporting actor who, in 250 films, has never got the girl. Toomey boosters are determined to lend him a part opposite Sophia Loren. Whether or not Toomey ever existed is irrelevant. He adds something to Figaro—something like hundreds of additional half dollars in this juke box.

The thing to remember in promoting your jazz spot: let your— or somebody's—imagination run wild.

Is it the help? Highly important. Silvers' day man is boxer Joe Nardi, a middleweight with 18 fights, 14 victories, 9 knockouts. Nardi fought a preliminary to the last Liston-Clay fight. At night, Silvers employs Art Klug, former teacher of literature at Iowa University, who runs a charm school for YWCA girls during his off hours.

The idea is to get interesting types behind that bar. And interesting types aren't that hard to find in any town.

Is it the music? Predominantly, those cats go in to get something out of the grooves. And this problem has been fully solved for you by such personalities as Ezzard Charles at Cadet, Bob Weitnauer at Prestige, Sonny Burke at Reprise, Bob Thiele at Impulse, Jack Lewis at Colpix, Creed Taylor at Verve, Brad McCullough at RCA, Victory, Jack Barry at Lime-light and Earmark, Sid Feller at ABC-Paramount, Dick Bock at World Pacific and John Hammond at Columbia.

Scopitone, Ltd., Partner Files Dissolution Suit

By GODFREY LEHMAN

SAN FRANCISCO — Two men prominent in San Franciso's biggest newspapers of 1965 were presented last week in a lawsuit asking that a receiver be appointed to dissolve Scopitone, Ltd., here and divide the assets among three partners.

John P. Parsons, a key witness in the grand jury investigation of the assessor's office, and attorney J. W. Ehrlick, a former director of the new defunct San Francisco National Bank, were sued by a Marina district furniture store owner, Xavier Jimenez.

In the suit Jimenez said that he, Parsons and Ehrlick were partners from July 1964 to July 1965 in Scopitone, Ltd., which holds the West Coast franchise for cinema juke box machine.

The suit states that the business started with a $15,000 loan co-signed by the business trio, to which he later added an additional $45,000. Jimenez and Parsons each held 37 1/2 per cent of the company with Ehrlick receiving 25 per cent, the suit declares.

The trio agreed, the suit asserts, not to take a salary or draw any profits until they were all sure it was good business to do so.

However, the suit charges, Parsons did take "large sums of money" from the company. It also charges that Parsons had control of the company's books and "in order to conceal his misappropriation of funds" never balanced the books.

In July of this year Parsons made "false and fraudulent" statements to Jimenez and forced him to give up his interest in the business, the suit alleged.

Earlier this year, Parsons reportedly told the grand jury he paid off an unsecured $38,500 loan Assessor Russell L. Wolden had obtained from the San Francisco National Bank.

Parsons reportedly testified that he was told to do so by officials of the Trans-Mark Corp., a company which briefly owned the 2100 Pacific apartment building in which Wolden lives.

Monroe Coin In Brand-New Dayton Home

DAYTON—The local branch of Monroe Coin Machine Exchange, Inc., has occupied new offices at 844 Hall Avenue here. The move was completed Dec. 26.

Company president Norman Goldstein, at the company's new offices (Continued on page 54)

January 8, 1966, BILLBOARD
Wanted
Used Scopitone machines and films. Give price and condition in letter.

Write
Billboard
Box 239
188 West Randolph
Chicago, Illinois 60601

Soy You Saw It in Billboard

Westchester
Guild Tosses
Holiday Party
WHITET/bAINS, /I. Y.—The Westchester Operators Guild, Inc., pre-empted its regular business meeting scheduled for Dec. 14 to hold a party at the Roger Smith Hotel here in keeping with the season.

"Members, employees and their wives attended," reported association secretary Seymour Pollak, "and a very pleasant evening was enjoyed by all." All but one member firm were represented.

Other officers of the Guild are Carl Pavesi, president; Harold Rosenberg, vice-president, and Louis Tartaglia, treasurer. Directors are Eddie Goldberg, Fred Yolen, Herbert Chacon and Marvin Feiler.

Scopitone
Names Atlas

CHICAGO — Atlas Music Co., one of the nation's top outlets for traditional coin-operated equipment lines, has named Illinois regional distributor for the Scopitone cinema juke box.

Agreement on the move was reached as year's end by Eddie Ginsburg, Atlas president, and A. A. Striger, president of Tel-A-Sign, Inc., Chicago manufacturer of the redesigned machine based on an original Fernch concept.

Tel-A-Sign will reportedly discontinue its own operation which has been placing machines in parts of the territory now granted to Atlas.

New Italian Ruling:
Extra Balls Illegal

ROME — Efforts of Italian pinball machine distributors to obtain permission for use of games which do not carry prizes or free plays has hit a new snag with definition by Ministry of the Interior of all games allowing "extra balls" as being a form of gambling under the law.

The latest Ministry circular states that any games which prolong the play through any type of skill are contrary to the law and even a limitation of additional balls to a maximum of 10 does not alter the definition. Any device which prolongs the game has been ruled by the Ministry to be outside the pale of the law.

Bruno Mancini, editor of Automat, organ of SAPIR, national coin machine organization, has criticized the ruling on the grounds that the law specifically rules out the advantages such as game prolongation.

Mancini stated critically: "To prolong is a pleasure, based on various things including skill, and can constitute a vice only for the Minister of the Interior and for no one else."

Big Second Year for
Nashville S-P Outlet

BY ELTON WHISENHUNT

NASHVILLE The Nashville branch of Sammons-Pennington Co. of Memphis, largest coin distributor in the South, celebrated the beginning of its second year in large, modern building at 214 Sixth Avenue South last week by reporting a sales increase of 350 per cent over 1964.

George Sammons of Memphis, president of the firm, was in Nashville for the first anniversary.

"The results here have been fabulous," he said. "It is all due to the efforts of our branch manager, Ron Thomas, and the outstanding work of his staff."

"We have tremendous confidence for the future in this area, the operators and our employees. To show our faith, we have taken a 10-year lease on this building and spent $15,000 remodeling and repairing it. We have installed a paved parking lot, something we didn't have before."

The office had seven employees when Sammons and his Memphis partner, D. V. Pennington, bought it Sept. 9, 1963. There are now 13 employees.

The Nashville distributorship was recently incorporated as a separate operation. Thomas was made vice-president and a stockholder. Sammons is president and Pennington secretary-treasurer.

When Sammons-Pennington bought the Nashville distributorship, their building at 313 Seventh Avenue South had 4,000 square feet. The new location has 18,000 square feet of space for offices, showrooms and warehouse

DISCOTHEQUE
RECORDS

The following single records have been selected by the Billboard Review Staff and are recommended to operators for discottheque programming.

HOT 100

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TYPE OF DANCE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tr>
<td>WE CAN WORK IT OUT</td>
<td>FIFTY-O'LOCK WORLD</td>
<td>Beatles</td>
<td>Capitol 5595</td>
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<tr>
<td>SHE'S JUST MY STYLE</td>
<td>FOOL</td>
<td>Waite &amp; the Playboy</td>
<td>Liberty 5846</td>
</tr>
<tr>
<td>A SWEET WOMAN LIKE YOU</td>
<td>SLOW DANCE</td>
<td>Joe Tex</td>
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<tr>
<td>YOU MUST TO AVOID</td>
<td>FRAG</td>
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<td>JUST LIKE ME</td>
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<td>Paul Revere &amp; the Radiers</td>
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</tr>
<tr>
<td>ATTACK</td>
<td>TIPS</td>
<td>Mickey &amp; the Marvelettes</td>
<td>Tania 54216</td>
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<tr>
<td>JENNY TAKE A RIDE</td>
<td>BILLY JOE ROYAL</td>
<td>New Voices 806</td>
<td>Columbia 43465</td>
</tr>
<tr>
<td>I GOT TO BE SOMEBODY</td>
<td>BILLY JOE ROYAL</td>
<td>New Voices 806</td>
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<tr>
<td>LOOK THROUGH ANY WINDOW</td>
<td>MASHED POTATO</td>
<td>Hallie</td>
<td>Imperial 66134</td>
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<tr>
<td>DON'T MESS WITH BILL</td>
<td>MASHED POTATO</td>
<td>Hallie</td>
<td>Tamla 54216</td>
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<tr>
<td>MY LOVE</td>
<td>MASHED POTATO</td>
<td>Hallie</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>TELL ME WHY</td>
<td>MASHED POTATO</td>
<td>Hallie</td>
<td>Tamla 54216</td>
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<tr>
<td>GOING TO A GO-GO</td>
<td>MASHED POTATO</td>
<td>Hallie</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>BARBARA ANN</td>
<td>BILLY JOE ROYAL</td>
<td>New Voices 806</td>
<td>Columbia 43465</td>
</tr>
</tbody>
</table>

SPOTLIGHTS

| WORLD IS EMPTY | JERK | Supremes | Motown 1089 |
| WITHOUT YOU | JERK | Jr. Walker & the All Stars | Soul 9517 |
| CLEOPATRA'S MOOD | JERK | The Raiders | Tamla 54216 |
| YOU'RE GONNA HURT YOURSELF | JERK | Fats Domino | Tower 191 |
| ANDREWS SISTERS | JERK | Fats Domino | Tower 191 |
| LIKE A BABY | JERK | Fats Domino | Tower 191 |

More will the more you give

HEART FUND
January 8, 1966, BILLBOARD

1966 GOALS

To all manufacturers, distributors and importers from the members of NCMDA.

As we enter the new year of 1966, NCMDA pledges to perform and support all possible activity to improve our industry's public image, as well as to promote its products in broader and more extensive markets.

We shall 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 this year 1966.

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION
Our 18th Year
30 North La Salle Street, Chicago, Illinois 60603 Phone: 540-9096
Rock-Ola Sales Up 15%

DR. DAVID R. ROCKOLA is shown here chatting with Debbie Bryant, Miss America 1966, during recent National Automatic Merchandising Association convention in Miami Beach, Fla., prior to embarking on European business trip.

Continued from page 47

The Rock-Ola organization is quite unique in the industry. We have sold more of these small instant machines than all other firms together," he said. "Its operational dependability, ease of service, quality and its resulting resale value are such that it has become known as the Volkswagen of hot drink vending machines in Europe."

U. S. volume has been substantially increased, he explained, by the company’s "full-line" of phonographs (Starlet, Model 3402 Instant Hot Drink Vendor, and its various derivatives)

January 8, 1966, BILLBOARD

German Coin Machine Firms Will Converge on Hanover

By OMAR ANDERSON

COLOGNE—West German coin machine manufacturers and importers plan major exhibitions at the Hanover spring trade fair—the showcase of German industry.

It will be the first time in six years that German coin machine producers have exhibited at a German industrial trade fair, the last fair being that at Frankfurt.

German coin machine manufacturers are going to Hanover in the spring to herald the opening of a mammoth German coin machine export drive.

The Hanover fair management reports that no major U. S. firms as yet have indicated interest in the spring exhibition. Some U. S. firms will be represented, however, through their German subsidiaries.

German coin machine firms exhibiting at Hanover will be restricted to manufacturers and importers, and each firm will concentrate on demonstrating its own manufacturing operation with reference to the export market.

Export Emphasis

This effort will be on the export hard-sell, and not on the coin machine industry as such. Major effort will be placed on phonographs and games.

German manufacturers will reportedly strive to demonstrate that not only do they have machines for every purpose and price—but also for every climate and country.

Big German producers such as Bergmann of Hamburg will use the Hanover fair to introduce their new models.

The Hanover fair is one of the world’s great industrial showcases. It is Europe’s most important exhibition, and it has become in recent years a trade meeting ground for East and West.

Ancillary Market

It encompasses all facets of industry, from huge earth moving equipment to electronics microcircuitry. The decision of German coin machine firms to exhibit at Hanover followed several years of effort to organize an exclusively German and/or international coin machine fair.

This undertaking faltered, however. The basic concern was whether coin machines alone would attract sufficient attendance to support a prestige exhibit of the type desired by German coin machine manufacturers.

By exhibiting at Hanover, German coin machine manufacturers are not only assured of a prestige showcase but they have the opportunity to sell equipment of so-called ancillary market value.

(Continued on page 54)
MUSIC NEWS

MIAHI
Twenty-six area servicemen turned out Dec. 11 for a Wurlitzer-sponsored technical school conducted on the 3,000 series phonographs by the manufacturer's representative, Harry S. Gregg. Wiring diagram and readings and schematics interpretation were stressed. Attending were George Kiser, Bob Horne, Bob Mill; A. W. (Buster) Faller and Charlie Mauldon, Buster's Music; Vic Ray, Vic's Service Co.; Charles T. Lacy, All Tech., Inc.; S. M. Braden and Richard Boyal, Mal's Plumbing; Kenny Guymer, Gleason N. Stan-

berg, Jr. and Hank Williams, Florida Music Co.; Raymond E. Teo and Hank Turner, Florida Amusement; Robert H. Ball, Key Vending Co.; J. B. Waterhouse and Buster Bailey, Deal Music Co., and William (Bill) Betz and Sue Kollman, Hollywood Vending.

TAMPA
Attending a recent service school here conducted by Wurlitzer field service representative Harald Jonsson was Twenty Record Phones; Tommy Olmer, Olmer Vending Service; Buddy Sherman, Sherman Amusement; Leon Smith, Rosling, Jr., Rosling Amusement; Mike White, Florida Automatic; Tommy Bray, Paul Penn, Paul Fetter and Cecil Buchanan, Rainbow Music; Syd Dapp and Joe Forgacs, Fred House Music; Charlie Haylock, Haylock Amusement Co.; Bill Jordan and Charles Weldon, Eli Witt, Leo Lecuta, Sugar Hill Amusement and Charlie Rl, Rico Music Co.

BOISE
The old saying that things aren't what they used to be applies to the music business in European countries. So to Bob Jones, sales manager of Redd Distributing Co., Watertown. After a trip to England (this year) to Britain, Belgium and Germany, he finds the European market tightening up. Distributors are going to the European route, Guy Smith of W. S. Distributing Co. of Allston also returned this week from a visit to England in his findings agree with Bob Jones's... David J. Baker of Melo-Tone Vending Co. of Somerville plans to go to the German coin machine convention in Stuttgart and would like information on time, date, etc. Dave believes he can find something in Germany to put a spark to the business here. He feels that operators must diversify for survival and thinks this particular show may have the answer. Melo-Tone is located at 334 Washington Street, Somer-

ville...

Denny Dolbin has opened an arcade in Springfield, Mass., which he opened in the State that allows such establishments... Pete Triferi, Pittsfield operator, has turned his music routes over to Dave Fratto. He has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home construction with a partner. Denny will give it a try... Pete has moved to Florida where he will try to open home. 

CARTHAGE

WANTED: SEEBURG MUSIC BOXES 125, 150, 250, 300 and 1,000. Will pay up to $100.00 for condition machines. DELPHIA TODD, 1820 S. Towson Ave., Baltimore, Md. Phone 3-7212.

VENDING EQUIPMENT

CADE ИКЕНС

CLEVELAND

Tel: 233 Moore Street, Bay City, Michigan, 892-4526

INTERNATIONAL

2023 PROSPECT AVE., CLEVELAND 13, OHIO

51 Phones, Travel 1-6175

NOW SUBSCRIBE NOW

IN BILLBOARD

YOU GET THE NEWS ...WHEN IT'S NEWS

Monroe Coin

* Continued from page 51

The home base in Cleveland, said the new Dayton facilities offer 1,600 sq. ft. of office space with an ample loading dock and power be said.

The Dayton branch will re-

service the same telephone number: (513) 222-4660.

Branch manager is Harold Farkas. The office is for consumer complaint handling and is headed by Ed McMenney. Rock-Ola, United, Williams, Irvin-

German Firms

* Continued from page 19

The largest producer of industrial equipment may be interested in the coin machine business.

Indications are that around 50 German coin machine producers will exhibit at Hanover. The size of our engineering staff during the past eight years.

Domestically? "In the U.S. we are confident that we will be able to continue to increase our percentage of the coin and vending market as we have over the past eight years," he said...

To a Billboard query about new products, Dr. Rockola re-

plied that his company would continue to surprise the industry with new models and vending machines, designed to increase the operator's earning power. "This has traditionally been Rock-Ola's primary goal."
HOW TO MAKE ANY LOCATION
YOUR LOCATION FOR A LONG
AND PROFITABLE TIME

INSTALL A
Wurlitzer
MODEL 3000
STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK
BILLY JOEL'S "PACIFIC RIM" REVIEW

OUT OF TUNE AND OUT OF FOCUS

The reviewer is not impressed with Billy Joel's latest album, criticizing its production and Joel's performance. The review mentions that the album is not musically cohesive and lacks the energy that was present in Joel's previous work.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is read by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews of featured Spotlight Pickets and Special Word Pickets are also voted on by Billboard's Review Panel. All other albums are listed in their respective categories.

LOW PRICE JAZZ SPOTLIGHT

HERBIE HANNS's BIG BAND

This should sell well. More than some new classical work in a forty-center price range.

RELIGIOUS SPOTLIGHT

MOMENT BY MOMENT

Russell Newman, Word '71

Never Russell Newman, supported by a full orchestra, delivers a powerful, sweeping spiritual musical message. Outstanding is this package: "When You There Where I Am," "The Lover," and "And We Are One." An excellent standard sales item for dealers.

CLASSICAL SPOTLIGHT

THE SENSATIONAL OAK RIDGE BOYS

Starday SLP 354 (M)

The Oak Ridge Boys, known through their retail for their personal appeal, have their own appeal with their country music background. It's a wavy LSP 3495 (M)

OPP SPOTLIGHT

SOUNDTRACK SPOTLIGHT

WHEN THE BOYS MEET THE GIRLS

Soundtrack, RCA Victor LPM 3492 (M);

SE 4352 (S)

The movie remake of "Girl Crazy" re-creates the original cast, but the new material isn't right into the style of the rest of the films. Gene Kelly's presence. Even the stars aren't that convincing. Lots of hits are due for this one.

SOUNDTRACK SPOTLIGHT

THE BEST OF JIM REEVES, VOL II

RCA Victor LPM 3495 (M);

LSP 3495 (S)

This adds to the collection with another winner. Reeves is a great artist in country, and his records are a testament to his talent. The recording of his early hits and none are too big today as they were then.

COUNTRY SPOTLIGHT

THE WOBBLE WORLD OF GOSPEL & SACRED MUSIC (LP)

Various Artists. Starday SLP 10-326 (M)

This is an attractive item brought through the channels of musical talent and marketing. It features four LPs by country gospel artists within the country gospel market. The material is original. Some of the acts are George Jones, Waylon Jennings, The Oak Ridge Boys, Kirby Kansuk, and many more. These are good value performers, and the audience is well satisfied.

SOUNDTRACK SPOTLIGHT

THE TANGENT MANSPOTLIGHT

SOUNDTRACK SPOTLIGHT

THE SPY WHO MARE IN FROM THE COLD

Soundtrack, RCA Victor EDCC 1118 (M), LSP 1118 (S)

Sidney J. Furie's crime for the square. "The Spy Who Came in From the Cold" is a wild hurry which stands up interest away from the film. The music (by Stanley Wilson) would help the film which stars Richard Burton. It will do well.

COUNTRY MUSIC SPOTLIGHT

THE WOBBLE WORLD OF GOSPEL & SACRED MUSIC (LP)

Various Artists. Starday SLP 10-326 (M)

This is an attractive item brought through the channels of musical talent and marketing. It features four LPs by country gospel artists within the country gospel market. The material is original. Some of the acts are George Jones, Waylon Jennings, The Oak Ridge Boys, Kirby Kansuk, and many more. These are good value performers, and the audience is well satisfied.