Club Battle Lines Drawn
As Atl. Labels Go RCA

By MIKE GROSS

NEW YORK—The disk club picture took on an important indie label look last week with the announcement of the Atlantic Records' line by the RCA Victor Club. The move into the club scene by Atlantic, the last of the major independent label holdouts, now virtually wraps up the three-way record club battle for outside labels. In the fray are the clubs operated by Columbia, Capitol and Victor. The Atlantic executives, Ahmet and Nesuhi Ertugrul and Jerry Wexler, who been receiving bids for club participation for some time but had turned down all offers, here in foreign markets, waiting for a deal that would encompass a substantial quantity of Atlantic product as well as that of its subsidiary labels. Some independent companies have gone with clubs on a "spot" basis in which the club selects only the top albums in their lines. Tumbl-Motown, for example, has such a deal with the Columbia Record Club.

Access to Product
Atlantic's deal gives the RCA Victor Club access to all its album product and the LPs in the catalogs of its subsidiary labels (Continued on page 12)

Merc. Taking CARtridge Road

By RAY BRACK

CHICAGO—Mercury Recor Corp. will soon announce the availability of its music in stereo tape CARtridge playables units now sold with Ford automobiles as well as another CARtridge playables built to the same dimensional standards. Configuration of the Mercury eight-track stereo CARtridge will also reportedly assure playability in an automobile stereo system soon to be announced by Chrysler and General Motors.

Generically, the Mercury tape will resemble the LeanJet-Pak used by RCA Victor, but the cartridge used by Mercury will have structural and functional features said to provide better sound and warrant-

"Improved" CARtridge
One such "improved" CARtridge will soon be marketed by a major Chicago plastic engineering firm. The cartridge will feature a "tape lock," which is said to eliminate tape spillage.

(Continued on page 12)

Modugno, Cinquetti Win Remo

By GERMANO RUSCITTO
(Ed. Note: For additional editorial and pictorial coverage of the San Remo Song Festival, see pages 30 and 32.)

SAN REMO—Domenico Modugno, who first broke on the international music scene with "Volare," last week won his fourth San Remo Song Festival prize. Sharing honors with Modugno was Gigiola Cinquetti, who two years ago was a Festival winner, and who also took top honors at the Copen
t Festival that year.

The winning entry was "Due Come Ti Amo." (God How I Love You), with both artists scoring heavily on the number. It was an all-Italian triumph. U. S. artists who made the final round were Pat Boone, Vic Dana, Gene Pitney, and the New Christy Minstrels.

Other non-Italian in the finals were Francesco Handk and Richard Anthony of France; Chad and Jeremy of the United Kingdom, and the Surf of the Madagascan Republic.

Some 14 songs were sung in the final round, each one by two different contestants. Selection was made by juries throughout Italy. The jurors (Continued on page 12)

MGM Bows Repackaging Policy

NEW YORK—All repackaged product of MGM Records will henceforth be clearly identified as such under a new policy announced by the firm last week. Mert Nasatir, president, said the label will adopt the policy after conferring with both the Record Industry Association of America and the National Associ-

ation of Recording Arts and Sciences.

The RIAA has asked for all details of the new policy and will give requested information among its members. Repackaging and anthologizing records is good business, Nasatir said, and record companies have to do this in order to exist at a profit. "We have to anthroplogize just like book publishers. The problem is: How do you protect the public?" Nasatir asked. "Every customer has an I.Q. of 120. . . he can't tell that the songs on the album he's considering for purchase are also on an album he has at home."

(Continued on page 12)
AVAILABLE THIS WEEK - ORDER NOW!

“BATMAN THEME” ALBUM

NEAL HEFTI

Arranger, Composer and Conductor of the theme from the ABC-TV show in a new album featuring “BATMAN THEME” and eleven Hefti Bat songs LPM/LSP-3573. First a hit single—now a great new album.

“Batman” is a Greenway Production-20th Century-Fox Television Series.

RCA VICTOR

#8755
Dr. Frank Stanton, president of the Columbia Broadcasting System, in his talk last week before the annual convention of the Soap and Detergent Association at the Waldorf, struck a powerful blow on behalf of all news media. Defending his network's coverage of the war in Vietnam, he said it was necessary to report the bad news along with the good. "There are those," he said in part, "who say that news is a business, in common with all conscientious journalists, we are not subscribing to any theory that news is a business—selling the American people what somebody arbitrarily decides that they should know and concealing the rest of it.

"The case for all news media, including television, radio, magazines, newspapers and business papers could not be stated more concisely or cogently. For a publisher to accept the principle of "news by handout" is tantamount to relinquishing the heritage of the American press; it is tantamount to accepting through passivity—through failure to uphold the tradition of competent reportage, which is the chief obligation of the medium.

"In the trade paper field—as in all forms of communication—the special interests and pressures are always busy, working to manipulate and control the channels of news and thereby confuse and misinform the reader. Our journalistic field is replete with press agents who are merely agents of the press agents with individuals who labor mightily to block the dissemination of information.

"It is unwise and unwholesome to believe that a better industry is a better industry. We advise all in it to ponder and take to heart Stanton's stand.

**EDITORIAL**

**Pressture and Badnews**

HOLLYWOOD—Three major American label groups—outside of Capitol's aor department—will be breaking attendance records at the Capitol Record Club, expand the reper- toire available to the Pickwick 33 line of budget albums and provide EMI's labeled stack, Music for Pleasure, with appropriate masters.

A significant part of the job will be taking artists with selling power who will be off the label and repackaging infusing life into these albums through diverse opportunities.

The move puts great emphasis on special and private projects, with Dexter's broad knowledge of the label and its arts through almost 25 years with the company, called Gilmore, assisting him in assigning the job.

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A significant part of the job will be taking artists with selling power who will be off the label and repackaging infusing life into these albums through diverse opportunities.
NEW YORK—MGM Records introduces three new budget lines this week, including a major budget jazz label. The new labels are: VSP—Jazz, Her-aldian—classical, and Leo the Jon—children’s.

Mort Nast, MGM Records president, said the new lines would be shows to distributors Feb. 7 in New York; Feb. 8 in Chicago, and Feb. 9 in Los Angeles. Sel Greenberg, director of sales, said MGM will conduct all three sales sessions.

The creation of the new budget labels follows “almost sen- timental results” from MGM’s Metro Records, Nast said. Metro Records, a pop budget label, was launched a year ago. Almost every record company did well financially in 1965, he said, but “this was a particularly successful year in that we sold $25 million in just one year.” We did $2 million in business in February alone, and we sold up with $3.5 million in business at our West Coast sales meeting in January. The three new budget lines will provide a much-needed addition to the market, Nast said, for dealers and racker jobs in the jazz, classical, and vocal fields, as well as our front-line catalog.

MGM Records’ low-priced offerings now total four. These are in addition to the full front-line catalog. Metro, Nast said, will be continuously strengthened. In line with the expansion of budget material, MGM hired two men who started Monday (3). Peter Spar- go will be in charge of ad for budget material, reporting to Tino Wilson. Also hired was Phil Picone, formerly with 20th Century-Fox Records. Picone will be director of sales to racker jobs.

“Second to None”

The classical product offered on the new Heliodor label will be “second to none” in the industry, Nast said. The materi- will come about 70 or 80 per cent from the catalog of DGK and the rest from MGM’s clas- sical catalog. “Not a month goes by that we don’t receive requests for MGM’s classical line material that is unavailable on the market,” he said. Product on Heliodor includes Mozart’s “Requiem, K. 626” as performed by Gertrude Pittinger, Richard Holbrook and orchestra, conducted with the Vienna Symphony, conducted by Eugen Jochum, and Other artists featured in the 15 albums in the 11-month series includes Anna Fischer with the Bavarian State Orchestra, conducted by Ferenc Fricsay; the Salzburg Mozarte- ur Orchestra conducted by E. Muenzerstorfer; the Vienna Camerata Academica, conducted by J. Ludwig; and the Koeckert Quartet, the Chorus and Orchestra of the Hamburg Symphony Orchestra, conducted by Herbert Kegel; the Franco-Belgian Symphony Orchestra, de- conducted by Eugen Jochum; the Hamburg Camerata Instrumental- philharmonic, conducted by Eugen Jochum; the Vienna Classi- cal Symphony, conducted by Louis Dierry, and Vladimir Yampolski; Anders Segovia; Carl Weinrich; Ricci Gulli; and Eliscum String Quarter; a wind ensemble, conducted by Arthur Winnig, and, and Beverly Webster.

Specially Designed

A feature of both the jazz and budget labels is that the jackets are designed especially for impulse sales. A sales message in large print that can be seen from several feet away races across the top of the jacket, and the jacket is available in the VSP jazz line, for exam- ple, states: “Woody Herman. On the 25th Anniversary of Woody Herman’s First Herd played a historic concert in Paris. Here are the actual recordings of highlights recorded at that landmark event available for many years, capt- turing the excitement and power of one of the great big bands of all time. Shipping: Flip Phil- lips, 60 cents. Volt records, 50 cents. Billy Bauer, Pete Condoli.”

Among the artists featured in the series include the Jazz at the Philhar- monic concerts, performances of jazz greats like Flip Phillips, Illinois Jacquet, Ben Webster, and Charlie Parker, and his orchestra, Billie Holiday, Johnny Hines, and his orchestra, and his orchestra, Cannonball Adderley and Ray Brown, and Heidtau and his orchestra.

“We are aware that in Verve we have a great deal of potential,” Nast said. “Our jazz price is $2.50. We are offering a lot of value that is not available at near prices. We are striking for the impulse pur- chase. The jacket of the Verve Verve Special Project. Both Heliodor and VSP have a sug- gested list price of $2.50. The project took six months, work- ing on it were Cedric Taylor, Verve ad director, and Robert advertising manager of MGM Records, and Dom Cerulli of William H. Schneider Agency.

Fraternity to Aid Fight on Cancer

NASHVILLE The local Kappa Phi Fraternity chapter of 90 high school boys is promot- ing show featuring three groups which are college fa- vorites and will give net pro- ceeds to the local chapter of the American Cancer Society.

The show, March 11 at the Hippodrome with tickets, $2.50 each, will feature the Kingsmen, the Gentrys and the Char- dales.

The fraternity is aiming for a crowd of 7,000 and hopes to turn it over to the benefit fund for the society. Officials of the Kappa Phi chapter is the first time a group as young as this has undertaken such a large project.

In addition, the fraternity will sell tickets. In addition, they will be on sale at other spots. Jack Brown of BMG is assign- ing the fraternity in staging the show. There are 14 colleges in Nashville.

Kay and Lewis ‘Dealing’

NEW YORK—Mont Kay and Jack Lewis, have set forth an independent production deal with MGM and Atlantic and one with Reprise. All the deals were made for clients of their manager, Monte Kay Artists Management. For MGM’s new subsidiary label, Blue Vinyl, Kay and Lewis created a Clara Ward single that will be out in a few weeks and will be one of two disks used to introduce the Blue Vinyl line.

On Atlantic, the management team will produce Jackie Cain and Roy Keal, and for Reprise, they will be turning out Jean Goebel’s Reprise albums and singles.

Although their production ac- tivities will be spread over a variety of labels and artists, Kay and Lewis promise to be pulling the proverbial strings to make sure their artists get proper treatment. Among the artists represented by Kay and Lewis Artists Management, in addition to those already mentioned, are the Modern Jazz Quartet, Charlie Byrd, Astrud Gilberto, Leon Bibb, Flip Wilson, Joe Petrone, Billy Barret, Art Farmer, and the Brazilian vocal group, Os Indios

COL. ACCENTS MASTERWORKS IN NEW ALBUM

NEW YORK—In another audiovisual development at Col- umbia, Reprise is introducing a stereo LP buyer’s guide to the March 21 album, titled “The Sound of Genius,” which contains highlights from 32 Columbia Masterworks recordings performed by 28 artists.

Paul Myers, Columbia Master- works artists and repertoire producer, narrates the album giving information about each selection, the composers and the artists. Featured on the special folio jacket are reproductions of 40 album covers of the albums selected were critics’ choices for Columbia Master- works recordings issued in 1965. Represented are such publications as the New York Times, Time Magazine, Saturday Review, High Fidelity and Hi-Fi Stereo Review. The re- mainder of the jacket is devoted to 10 January releases.

Columbia’s “Sound of Ge- nius” is the first time that an audiovisual-classical catalog specifically de- signed by an executive producer and the consumer in purchasing classical recordings. It is aimed to fill a void in the market, according to the self -service merchandising trends of the times. Columbia has left only a few retailer staffies to sell the Fifties reproducible classical-record sale.

A new “Sound of Genius” recording will be released every three months and will be available to dealers at the manufacturer’s cost. In addition to the recording, which will be given to the consumer free of charge, special record master sleeves are being supplied at a nominal cost to those dealers who wish to make a bulk mailing to their customers. For Customer’s con- venience in ordering any of the albums listed on the “Sound of Genius” recording, a set order postcard with price for a dealer’s imprint is available with each album.

The next edition of “Sound of Genius” is scheduled for release in June.

RCA INTROS

A BONUS WITH LP RELEASES

NEW YORK—RCA Victor is introducing an extra-added at- traction to its album releases called a “Living Line.” The “Living Line,” a seven-inch vinyl LP, is enclosed with the regular package.

It is being introduced this month on Morton Gould’s LP, “The Two Worlds of Kurt Weill,” and is being planned for use with albums throughout the year. The “Living Line” on the “Two Worlds” is Gould’s spoken appraisal of the composer, and is a ten-inch record of Odyen Nash, Langston Hughes, Ira Gerch- win and Morton Gould.

Mort Gould was con- curred by ad producer Howard Scott, in charge of the recording sessions for the album.

Landes with rhymes, alphabet songs and riddles; the story of “Little Red Riding Hood” illustrated by the tale of “Goldilocks and the Three Bears” in cartoon form; the Ballad of New Orleans; and others.

“The Wizard of Oz”; an album of par- donous nursery verses; “Tabby the Tabby” as told and sung by Joe Forest; Mother Goose rhymes; Mighty Mouse; Flippin’ from the VSP TV series; Tom and Jerry.
You really haven’t heard "Bye Bye Blues" until you’ve heard the Andy Williams single. ("You’re Gonna Hear From Me!") on COLUMBIA RECORDS®
Ballads of the Green Berets
Sgt. Barry Sadler
Sings his songs of the Green Berets:

HARRY CAMPBELL
Plenty of laughs here, including his two favorite hits, "Ridin' Nellie" and "Deeply In Love." Also: "The Drunk," "Hey, Walker!"

CHOICE "JOHN GARY
Many top performers selected their favorite songs for this one: "Charade," "How Deep Is the Ocean," "A"。Others. In Dynagroove sound. LPM/LSP-3501

CASUALY CLASSIC
LOS INDIOS TABAJARAS
Requested classical numbers chosen from their concert tours: "Minuet Waltz," "Flight of the Bumble Bee," "I'm in Dynagroove sound. LPM/LSP-3505

myron COHEN
Everybody's favorite story-teller in a "Feel" performance at the Royal Box of the Americas. His top stories in that Cohen style. LPM/LSP-3524

A SALUTE TO GEORGEMAN HAMILTON IV

HENRY MANCINI

MARY MARTIN
HELLO, DOLLY!

COUNTRY HITS PARADE
Country's biggest hits, including "Letter from Vietnam," "Sand in My Shoes," "It's Dark!" and more. In Dynamic sound. LPM/LSP-3506

THE BIG ONES
FLOYD CRAMER
A Walk to the Beach Forest, "I Love You," "You've Got to Be in Love," "Don't Worry About Me," "The Shadow of Your Smile" in Dynamic sound. LPM/LSP-3523

AD-LIBBY
LIBBY MORRIS!
First album by this fabulous musical comedy and nightclub artist. 12 songs include "Sand in My Shoes," "It's Dark!" in Dynagroove sound. LPM/LSP-3506

EXCITING NEW POP RELEASES

NEW ALBUMS FOR FEBRUARY

Playing the hits of 1965, Floyd follows his recent success of "Class of '65," "Yesterday." "The Us Crowns." "Country in Dynagroove sound. LPM/LSP-3523

Vocals and events of the year... Narration by Chiefqty and David Brokaw. A TIME TO KEEP: 1965. Comprehensive chronicle of 1965's bigpest events. Includes actual voices and events that made the headlines. LOC-1122

This one will go all the way. Original sound track composed and conducted by Elmer Bernstein. Sure to delight record buyers. LOC-1129
The most trusted name in sound

OUTSTANDING NEW RED SEAL RELEASES

VERDI
Requiem
Boston Symphony
Nicholson Choirs
Boston Pops Orchestra
Soloists: Puzenat, Pennario, Perlman

KURT WEILL
The Two Worlds of Kurt Weill
Morton Gould
Berlin
New York

SHOSTAKOVICH:
Symphony No. 5
Moon Symphony
Schubert Sonata in G
Op. 78
Heifetz-Piatigorsky
Concerts with Leonard Pennario and Guests

André Previn Conducts Shostakovich: Symphony No. 5
Lincoln Symphony Orchestra

Heifetz-Piatigorsky
Concertos with Leonard Pennario and Guests

Schubert Sonata in G
Op. 78
Peter Serkin

Pee Wee Plays Pretty
Pee Wee Spitzlera

Featured clarinetist with the Al Hirt band in his first smash album, "Blue Clarinet," "Ebb Tide," 10 others. In Dynagroove sound. LPM/LSP-3511

Peter Finch
Jack Hawkins

A great new album that captures all the drama and exciting impact of the motion picture. Composed and conducted by Sol Kaplan. LOC/LSO-1119

Yerdi
Requiem
Boston Symphony
Leinsdorf
Boston Chorus Pro Musica
Soloists: Puzenat, Pennario, Perlman

The most trusted name in sound
Epic Putting Distrib in the Driver's Seat

NEW YORK—Epic Records wound up its national sales meetings last week at Miami Beach, from Roc Hotel last week with the unveiling of its latest chart leader on the program titled "The DeVille Run." The program is a "road race" in which territorial points translated into miles based on the performance in the sale of records during the race. The winner will be announced at Epic's July sales convention.

To coincide with the road race, Epic has developed the slogan, "The Success Route of '66," which will be used in all promotion, merchandising and display in every aspect of the incentive program.

It is the belief of Epic that an individual organization does not determine the performance of its distributors. Each distributor will participate equally on the basis of a market share index, compiled through electronic data processing. This marks the first time computers have been used in a record label sales program.

All personnel within each distribution area will be included in the program. The first three Epic distributors leading the race as of July 4th will be presented with members of their organization. A 10-day period will be devoted to the verifiable will go to the first-place winner, and the second-place sales manager. Second prize is an all-expense-week-long trip for eight persons to New York City. The prize will be a week for two in the Caribbean. There will also be prizes for other personnel in the top three organizations.

REEVES' RECORD IN NO. 1 SPOT

NEW YORK—In setting the "Top Country Singles of 1965" chart, the first listing of "International Record & Tape" with the magazine's name "This Is It" on RCA Victor was inadvertently omitted from the No. 1 spot. It was listed in Billboard's "Hot Country Chart," which was repeated for 24 weeks during 1965.

URS, Ampex Will Make Tapes

BY PAUL ZUKARIS

CHICAGO — Billboard has learned that URS-Columbia Recording Studios and the Chicago-based wing of Ampex will soon begin producing 6-track tape for use in Automobile phonographs.

Bernie Clapper, president of Universal, Major Billings, will be ready on March 1 to turn out 6,000 tapes daily. Clapper is planning to duplicate music for various records and will ship them to their products available for exist- ing and new models of phonographs.

The Ampex disclosure was the first indication that the firm would enter the eight-track tape duplicating business. Modified Ampex equip- ment is used almost exclusively by eight-track duplicators in this country, but the firm has never done work on the 6-track tape. Clapper said that Ampex, which said it has nearly half of its 39-label music library ready for eight-track, has signed contracts with Oriott, and the Amsler Corp., to pro- duce cartridge-cases for the tape. Ampex will begin duplicating in about 90 days. The first tapes to be available will be 6-track tapes will be London.

The Ampex system is designed for the Ford-Motrola eight-track system and for playback units of similar dimensions.

(The company has been manufac- turing eight-track equipment for many years in the past 12 years and is now constructing to build cartridges for various types of playback units.) The Oriottic ("Ampex") 6-track tape will come in 12-inch sections, for the whole sound system is designed for the Ford-Motrola eight-track system and for playback units of similar dimensions.

For the eight-track duplicat- ing business, Clapper has signed a number of record engi- neers who have adapted Ampex four-track equipment to new specifications.

Clapper said that his engi- neers have speeded up the mas- tering process and have im- proved available sound reproduction of eight-track tapes.

A Court Tells Ely & Kingsmen To Use a Different Billing

PORTLAND, Ore.—Jack Ely and the Kingsmen will have to change their billing. That's the ruling handed down by the Cir- cuit Court here in the suit filed by the Kingsmen against "Jack Ely and the Kingsmen." The court ordered that Ely no longer perform under any name using the word "Kings- men" or any derivative word, with this exception: He made promote and advertise himself with this phrase: "Jack Ely, formerly of the Kingsmen." Ely was also restrained from identifying himself with the song, "Louis, Louis," which was a hit by the Kingsmen, when he was with the group, on the Wand label.

The court, however, also said Ely could appear as "Jack Ely and the Kingsmen" in a certain number of specific dates which had already been booked. About 30 days are involved.

Charley Pride He'd Rather Sing Than Play

NASHVILLE — A major league baseball player has given up that career, has been signed to a recording contract by RCA Victor and will make it as a country music artist.

The unique part of it is he is the first Negro big league athlete to sign a long-term contract by a major label.

The man is Charley Pride, whose first single is titled "Seesaw Crawl at Night" and "Atlantic Coastal" has this week. Gayles and Furness worked on the label's February album, tape and stereo Little LP product.

Seminars and open discus-

Status reports in the form of maps, also compiled and printed by the computers, will be mailed to the distributors every two weeks. At the meeting, Len Levy, Epic's vice-president and general manager, unveiled the label's February album, tape and stereo Little LP product.

Miller Gets Rights To Winning Song

NEW YORK—Lollipop Music's Ed Miller returned from Spain with U.S. and Canadian publishers "In A Mie Les Tipta," winner of the Mediterranean Song Festival. The French song was written by Fran- zeska Iakovadou and Andre De-消费者的 Miller got the rights to "Ine," another Greek entry at the festival, and to "Tasso Opa Opa Tasso," which was not included.

Rights to all these songs were acquired from Cansecules Associados in Spain, for a Madrid publishing firm.

Jolly Joyce's 50th

PHILADELPHIA — Jolly Joyce, head of Jolly Joyce thea- ter show, will celebrate her 50th year in show business March 24.

A&M, Alpert Hot Combo

HOLLYWOOD—The initi- ators have an instant hit on their hands, A&M co-owner Jerry Moss, in revealing gross sales in December hit the $3 million mark and January's gross was very close to that. Moss' refer- ence was to the string of initia- tion Tijuana Brass groups which have appeared during the group's current hot song, "Blasé." The group "can't hurt the Brass' impact," Moss added.

The sound of Brazil and Bossa Nova is the creation of Herb Alpert and "Alpert copy groups" are not know they're covering one man.

The successful group is head- ing for London in March for two BBC-TV specials and a concert program on Ponzi the company, The exposure will be the Brass first major appearance on the Continent. A&M will have a strong LP release in March, issuing product by the Brice, the Two Five and Chris Montez together for the first time. Alpert, who adored Montez's current "Call Me" chart single, is spending less time in the studio as a producer of acts because of the one-nighter demands for the TJB.

BMI NAMES 3 TO BOARD

NEW YORK—BMI’s board of directors has named Leo Cherniavskai, president, vice presi- dent, foreign rights administra- tion; Oliver Daniel, chairman and vice president, concert music administration; and Howard Koenig, controller.
The Big Hit by The Righteous Brothers is on Moonglow!

GEORGIA ON MY MIND

THE RIGHTEOUS BROTHERS

Moonglow-244

*Distributed by

Best-Selling Righteous Brothers LP's on Moonglow.*

AVAILABLE IN MONO AND STEREO

THIS IS NEW! 1003

SOME BLUE-EYED SOUL 1002

RIGHT NOW! 1001
Jazzfest Plans in Motion In the Longhorn State
By BARRY CANDY

AUSTIN, Tex. — Plans to stage one of the nation's major jazzfests, the first-ever Texas Jazz Fest, have officially gotten under way. Initial offer for tickets to produce the Longhorn Jazz Fest, the first of its kind in the State, scheduled for April 2-3, will climax 142nd running of the Newport Jazz Festival and other leading jazzfests around the world.

Wein will come to Austin in mid-February, Wein's Festival productions and Austin backers of the festival have issued Dick Field, home of the Texas League Austin. The city for the three open-concerts, 10,000.

On the slate will be evening concerts, March 26, 27, and 28, plus a Sunday afternoon (April 3) "workshop session." The festival, chaired by the committee, is being assembled. Names have not been announced, but people will be drawn to the festival. Names of the names in jazzdom. For many of the music, sponsors, the festival here will be backed per-

martin and Austin business-

men, who first discussed such an event with Wein when he brought his group to the Austin State University.

Winners will receive a $2,500 stereo radio-, phonograph - tape recorder, or a record album, from Schmitt Music Co., plus $500 in gold certificates from theemporium.

High royalty payments. Wein and Henderson said two more concerts will be named later this month.

TRIO Cooking On Pub Front

NEW YORK — The Richmond Organization is making a con-

cert effort to bolster its stand-

ard catalog by buying copies-

and rights renewals.

In a recent public statement, the label said: "The label has been issued an important 1960 class agreement, a $2,500 royalty grant from the label's school trust.

Two other standards — "Walk Away, Woman" and "The Ballad," were acquired from British publishers, while renewal rights to "The Blues," "I Don't Know Why," "Mean to Me," and "Love, You Funny Thing" were picked up on an "open" basis.

Other recent renewal rights acquisitions by TRO firms in late summer-"Columba Moon," "For All We Know," "One Minute to Do," "Little Cool Water," and "Contented," "Mocking Bird Hill," and "With These Hands."

Pelsman to Go On Tour for Roulette

NEW YORK — Morrie Pancher, Roulette Records international operations manager for Latin America, leaves Feb. 18 to visit 11 South and Central American countries to further develop the label's sales.依据阿莱格的标签。他将访问墨西哥、巴西、哥伦比亚、哥斯达黎加、阿根廷、乌拉圭、智利、秘鲁、玻利维亚和马德里。

The artist is Dona King. Billy Stewart, a high school student in New York, describes himself as having "some of the greatest voices to come out of New Orleans in a long time."

Her first single, on Nola Records, has a pleasing ar-

Roulette Records, will perform at the Venezuelan Carin-

Richard Patera and La Lupe, Tico Records artist, will

British artist, "I Don't Mind," due out soon.

Welsch penned such hits as "Take Me in Your Arms," "Papa Does the Mambo," "Mar-

cienes. The company, which also started in 1955 and recently expanded its core to 25, recently moved into a new $125,000 building.

Southern Plastics Inc., of Nashville, largest record pressing plant, sold last week by owners C. V. Hitchcock and John Dunn for $1.5 million.

The plant, which presses for some 80 labels, was bought by Lenox Productions and Ed Turner. Maysonne is an ac-

washing and cleaning business. He plans to develop distribution and juke box operation. Turnley is a furniture manufacturer.

Hitchcock founded the com-

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"LA MANCHA" HIT FOR KAPP

NEW YORK — KAPP Records, which has the original cast al-

bum of "Man of La Mancha," is reaping the benefits from the musical, playing to full house at the ANTA Grand Square Theater. The 1,155-seat house took in more than $50,000 last week, the highest since it opened in November. The label reported that an album advertisement in the New York Times Times three weeks ago brought in response from more than 50 States.

February 12, 1966, Billboard
A SURE WINNER! Starting to move up fast and soon to be challenging for lead position—
DON GIBSON singing "A BORN LOSER"
c/w "All the World Is Lonely Now" #8732
Published by Acuff-Rose RCA VICTOR

The most trusted name in sound
**ADVERTISEMENT**

TAPE CARTRIDGE TIPS

by Larry Finley

During the past 2 weeks, ITCC has shipped its distributors the original sound track from the 20th Century Fox picture "Our Man Flint" in both four-track and eight-track stereo tape cartridges.

This week, ITCC will be shipping the original sound track from MGM's "Dr. Zhivago" in both systems. This is one of the most beautiful musical scores of any motion picture, and our prediction, based on previous sales of the MGM album, is that this cartridge will quickly rise to the top of the charts.

In BILLBOARD's "Top LPs" of January 9th, ITCC is represented with 38 titles. Columbia with 19, Capitol with 13, and RCA Victor with 12. This is one of the many reasons why ITCC is acknowledged as the leader in the tape cartridge field.

At the time of this writing, ITCC is shipping over 1,000 titles in four-track and 80 titles in eight-track. We are offering a complete line of DuCo and Ortronics eight track pricings.

Our new eight-track catalog is at the printers, and will list 400 titles, covering everything from rock 'n roll to the classics.

We are also issuing a weekly "Hot Sheet," covering additional cartridges which hit the BILLBOARD charts, or which, in our opinion, will become best sellers. The items listed on the "Hot Sheet" are available in either four or eight track and, starting immediately, all new releases will be available in either of these systems.

We have a great deal of confidence in the future of the tape cartridge industry. If you share our feelings and would like to become a distributor...we still have a few areas open. If you are a dealer and would like information on the nearest distributor... CONTACT US!

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**MODUGNO, CINQUETTI Win at San Remo**

Harking back to the "Volare" precedent, Modugno wrote and performed the winning song. This was the pattern of all his San Remo awards.

The Municipal Casino here was packed for the 15th annual running of the event. Among songs reaching the final round were:

- "Windy" by Sergio Endrigo; "God How I Love You," the winner; "A La Buenos Aires," also issued by RCA through Larry Knechtel and the Carlin Strings.
- "A New Day," also issued by RCA through Larry Knechtel and the Carlin Strings.
- "If You Tie Me Down," by America with the label.

Endrigo said he would be completely cleared out of his Liberty office by March 1.

**LONDON ACQUIRES A GERMAN Hit**

NEW YORK—London Records has bought release rights to a German hit, "Mannor, Stein and Eisen Brict." The label there is the German No. 1 hit to "Maree Breaks and Iron Boke," a title English.

The song was concluded between Peter Mass, German publisher, and Walt Maguire of London Records.

London is also rushing release on its Prestige label, "Mirror Mirror," with Pinkerton's Assorted Colours, a new group. The record is on the British Top 20.

**MGM Bows Repackaging Policy**

**Continued from page 1**

MGM Records has long had a rule that if a customer wrote in complaining about a record for any reason whatsoever the company offered him a replacement or his money back.

**Will State Source**

"But I don't feel this is enough. So, from now on, all repackaged or returned product will clearly state the source." He said an example is a new release coming up that will state on the album jacket, "Herman's Hermits' hits played by the Liverpool Strings."

The material in this album was previously released as the "Herman's Hermits' Greatest."" Na- tair said the cover would also contain the information that these were instrumental songs of hits by the Herman's Hermits.

He said he thought every record company should follow this example of policy toward their repackaging. It's time for every company in this business to take a stand here, this is a tough industry, but we have to develop some standards. MGM Records may lose a few sales with this new policy, but I feel we'll develop an even higher image than we have now.

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**RCA LOOKS TO PRESELLY Films**

HOLLYWOOD—With Elvis Presley's "Gold Fever" present for eighth films through 1968, RCA Records, in the quest to boost sales of more MGM films, on top of two already issued on RCA, has prepared several efforts for Paramount and United Artists. All records on RCA through Presley's exclusive pact. Three Presley films will be released each year. Upon completing his six assignments for MGM, singer will have done 12 so far. He bowed in films in 1956 with "Love Me Tender" and has rolled up 30 films when all current commitments are concluded.

**College Circuit**

by CLAUDE HALL

The Four Seasons' "never-ending string of hits" reached the number one spot at the Record Room, however, reported no action or requests for albums resulting from the concert. Gaye Mundenfod at Music Mart said he sold the "Now's the Time" LP he had in stock, but there were no further orders.

On Jan. 12, the Serendipity singers performed to 600 at Pitts- burg University, Pittsburgh, and the concert proved of vast benefit to the group. With the success of the four albums by the Four Seasons, the Kooms at Kooms Music reported little lack of sales response, though he did sell six albums. Correspondent Bill McCloskey at Village Inn, Villanova, Pa., said a Dec. 7 performance by the Swing Sixes was a hit due to the lack of marketing.

The week's best show was the Presley show. At the Record Room, however, reported no action or requests for albums resulting from the concert. Party Time, Inc., at the Ludlow Inn, Ludlow, Ky., reported a packed room, though the concert wasn't promoted as such. The show was excellent. But Steve Thomas at a nearby Sears department store reported having no stock by the group in stock.

**Rollins Quartet**

The Sonny Rollins Quartet on Jan. 16 at Penn State, University Park, Pa., "really turned on." an audience of 500, said correspondent David S. Keng, Steve Fishbein.

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**Club Battle Lines Drawn As "A-Libs" Bow**

**Continued from page 1**

label; Atco, Dial, Dix, Volt, etc., with the exception that this is an important step for the RCA Victor Club, which only recently started rolling. Its scheduled to open about a year ago, that in now has available in, most of the top pop jazz, R&B and rock titles and the RCA Victor Club no doubt will be a big hit. RCA records issued in recent years.

Atlantic's first release through the RCA Victor Club will be available in June. It's expected that this will be in eight albums in the first offer. A richie, which took over the operation of the Victor Club, released by the Reader's Digest last year, started moving quickly in ac- quisition outside lines. In addi- tion to Atlantic, Victor Rock is also handling the RCA Victor Club.

Columbia, the first record manufacturer in the club field, handles outside product pro-duced by Mercury, Decca, United Artists, Mercury, Liberty and Vanguard. The Capitol Records Club has taken in albums of the ABC-Paramount and its Command and Westminster subsidi- aries, and MGM with its Vertigo and Folkways subsidiaries.

The club picture began to en- large late in 1964 after the Federal Trade Commission ex- examined the geographic Music Club on charges of monopoly and control of the record market via exclusive licensing of out- side labels and the scramble was on.

**Mercury CRCardige**

**Continued from page 1**

lose turns and tape hang-up problems that sometimes arise in shipping, storage and usage. The new cartridge, unlike the Lear Jet-Pak, will be of screwlock construction.

Regardless of mechanical re- finements and minor aspects of cartridge manufacture, the Mercury card- ridge will operate in any player that will accommodate the Lear cartridge.

Mercury is expected to sign a contract with a major Chicago high-speed, tape duplicating firm now entering the eight-track field.

The new cartridge can be made available through regular distribution will be cataloged of Mercury, Smash, Fontana, Lalimite, Emaray, and Olympic, and label budgets on eight-track records.

Announcement of the Mer- cury tape CARtridge Foreign program will come in a week to 10 days, Billboard learned.

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

Billboard
Dick Kallman

Order Now:
Dick Kallman’s latest single
"On a Clear Day (You Can See Forever)"
c/w "I Believe in You" #8762

Stock Up:
Dick’s great album
"Dick Kallman Drops In As Hank"

The original cast recording of the
Broadway musical “On a Clear Day You
Can See Forever” LOCD/LSOD-2006
still in big demand—reorder now!

RCA Victor

® The most trusted name in sound®
CLEVELAND

2. I TOLD HIS PALE-White Light, Capitol 5583
3. THE LIP-Sunpats, Capitol 5583
4. THE POWER OF LOVE-Sunpats, Capitol 5583
5. TELL ME-White Light, Capitol 5583
6. I'LL WAIT FOR YOU-White Light, Capitol 5583
7. I'M A DRUNKEN-White Light, Capitol 5583
8. I'M A DRUNKEN-White Light, Capitol 5583
9. I'M A DRUNKEN-White Light, Capitol 5583
10. I'LL WAIT FOR YOU-White Light, Capitol 5583

DETROIT

1. LOVE MAKES THE WORLD GO ROUND-Dionne Warwick, Motown 5473
2. LITTLE論-Christina, Motown 5473
3. LITTLE論-Christina, Motown 5473
4. LITTLE論-Christina, Motown 5473
5. LITTLE論-Christina, Motown 5473
6. LITTLE論-Christina, Motown 5473
7. LITTLE論-Christina, Motown 5473
8. LITTLE論-Christina, Motown 5473
9. LITTLE論-Christina, Motown 5473
10. LITTLE論-Christina, Motown 5473

LOS ANGELES

1. UP TIGHT-Sharon Jones, Tanger 5427
2. SUGAR-Christina, Motown 5473
3. SUGAR-Christina, Motown 5473
4. SUGAR-Christina, Motown 5473
5. SUGAR-Christina, Motown 5473
6. SUGAR-Christina, Motown 5473
7. SUGAR-Christina, Motown 5473
8. SUGAR-Christina, Motown 5473
9. SUGAR-Christina, Motown 5473
10. SUGAR-Christina, Motown 5473

MIAMI

1. MY LOVE HERE-Clark, Warner Bros. 5604
2. A. M. -Paul Revere & the Raiders, Warner Bros. 5604
3. JUJU-TORO-Clark, Warner Bros. 5604
4. THE BERRY SISTERS-TORO-Clark, Warner Bros. 5604
5. I CAN'T SEE THE HIDE OF YOU-Mike Supreme, Atlantic 5290
6. THE BERRY SISTERS-TORO-Clark, Warner Bros. 5604
7. I CAN'T SEE THE HIDE OF YOU-Mike Supreme, Atlantic 5290
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TWO SOLID HITS HEADING FOR #1

STOP HER ON SIGHT

Edwin Starr

FESTIVAL TIME

The San Remo Golden Strings

GOLDEN WORLD RECORDS

FEBRUARY 12, 1966, BILLBOARD
Here are a few of the more than 6,000 students now enrolled at the University of Bridgeport in Bridgeport, Conn.

Concert facilities for the entertainment of these 6,000 students include 5 halls with seating capacities ranging from 200 to 3,000.

During the past year the University of Bridgeport has sponsored concerts featuring

The Supremes • the Clancy Brothers

and Tommy Makem • Roland Kirk

Eric Anderson • The Kingston Trio

Several organization and administrative directors are permitted to book shows into the University’s concert halls . . . all of which are among the more than 5,000 college booking influentials who will receive personally addressed copies of Billboard’s 1966 Music On Campus edition.

If you have something to say to them...

Contact Your Nearest Billboard Office
The winner he introduced on HULLABALOO!

Most exciting young singer on the scene today!

BRUCE SCOTT

You Can't Lose Something You Never Had

b/w A Young Man Says Goodbye!

K-13455 A Concert House Production/Produced by Lou Futterman

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
TOP 20

STATLER BROTHERS — MY DARLING HELIDE- 
GATE (MGM).-Billing hard on the heels of 
their initial smash, "Flowers on the Wall," this 
folk rhythm novelty has even more sales potential 
for both the pop and country markets than the 
former top hit. Flip: "The Doodlin' Song" (Southern). — 
Columbia 43526

MARVIN GAYE — ONE MORE HEARTACHE 
(Jobete, BMI).—With a driving, infectious beat 
and an exciting Gaye vocal, this entry herpes as a hot 
follow-up to " Ain't That Peculiar." Flip: "When I 
Wake Up Tomorrow" (Jobete). —Tambourine — 
Motown 1090

JAY AND THE AMERICANS—WHY CAN'T YOU 
BRING ME HOME (Picturrama, BMI).—Right up 
the teen market alley is this hit, pulsating rocker 
aimed at the top of the chart. Flip: "Baby Stop Your 
Cryin" (Wigwam, BMI). United Artists 992 —

TOP 60

DINO, DESI AND BILLY — SUPERMAN (Morris, 
ASCAP).—I CAN'T GET HER OFF MY MIND (Screen 
Gems-Mercury, BMI).—One of the lighter sides 
to follow up "Please Don't Fight It." Top side is a rocker from our former #1 smash, "Superman." Flip: 
"Baby" is a powerful, easy-go rhythm teen ballad, well 
performed. Repertoire 4444

THE VOGUE'S—MAGIC TOWN (Screen Gems- 
Mercury, BMI).—HUMPTY DUMPTY (RTD, BMI). — 
This "Rock and Roll World" drops down the lists 
from Hot 100, the group comes up with two winning 
ides. First side is the well done Mann-Weil ballad 
by Hibbler and Diddylette with equal teen appeal. 
Co & Ce 234

PATTI PAGE — TILL YOU COME BACK TO 
ME (Gable, BMI).—Backed by a pulsating Detroit beat, 
Page has a hot contender for the top of the 
chart with this rewrite of Mendelssohn's "Spring 
Song." Flip is a country flavored ballad with "Heart 
of a Feather." Columbia 43517

NOEL HARRISON — IT'S ALL OVER NOW 
(Baby Blue, Warwick, ASCAP).—Having hit the 
chart with "100 with A Young Girl," Harrison has 
greater sales potential with this rhythm and pop 
dance appeal. Flip: "Much As I Love You" 
(Columbia, BMI). — London 9811

VIC DANA — HELLO ROOMATE (Cornerstone, BMI). — 
Country flavored rhythm ballad in the Dana 
style has the earmarks of a big chart entry. "Lovely 
Kratzzeit" (Screen Gems-Columbia, BMI). — 

JOHNNY MATHIS — MOMENT TO MOMENT 
(Southdale-Northern, ASCAP).—GLASS MOUNT- 
AIN (Levine, ASCAP).—The much-recorded film 
ballad is treated to a Latin beat and an exceptional 
Mathis vocal. Flip is from the film "The Oscar." — 
Capitol 5595

CILLA BLACK — LOVES JUST A BROKEN HEART 
(Rellinda, BMI).—The British star has a winner 
in this well written ballad with an arrangement that 
built to an exciting production climax. Flip: "Yesterday" 
(Northern, ASCAP).—

ROGER WILLIAMS — LARA'S THEME FROM 
"DR. ZHIVAGO" (Robbins, ASCAP).—The much 
recorded film theme song will go on to sell every 
early exceptional Williams treatment. Flip: "Dal- 
sius" (Sam Fox, BMI). — Kapp 73B

GENE CHANDLER — I'M Just a Fool FOR YOU 
(Jaymine, BMI).—This solid rocker could prove one 
of Chandler's biggest hits in both the pop and r&b markets. Powerful dance beat in strong support 
of this draw of the year. Flip: "But Don't Take It to 
Heart" (Jaymine, BMI). — Constellation 167

VICOSANTS—NIGHT TRAIN (Frederick, BMI).— 
Having hit hard with "I'd Love to Love You," the 
swinging group strikes back with another hot dis- 
closure number. Flip: "The Man You'se Remembered Out" — 
Maryland 72265

CHRISTENBERG — SELLING BEACH TIME IN 
My Heart For You (Bruno, BMI).—

CHART

Spotlights—Projected to reach the Hot 100 Chart

DION & THE WANDERERS—Time in My Heart For You (Bruno, BMI).—

ENGLAND'S TIME—Together Til the End of Time (Jobete, BMI).—

NINO RICCI & S. STEVENS—By the Blue Italian (Sovine, ASCAP). ATCO 4401

NUNO BETANCOURT—Stuck in a Moment (Northern, BMI).—

VERVE 1056

COUNTRY SPOTLIGHTS

TOP 10

BOBBY RARE—IN THE SAME OLD WAY (Fame, BMI).—Exceptional Baret vocal performance on 
well written ballad could prove to be one of his bigger 
hits ever. Flip: "The Long Black Veil" (Cedar- 
wood, BMI).—

MINNIE PEARL—GIDDYUP GO—Answer (Starday, BMI).—Debuting on Starday, Minnie Pearl 
could easily have a sales giant in this answer to Red 
Sovine's hit. Beautiful performance. Flip: "Road 
Runner" (Instrumental, Tarheel, BMI).— 
Starlads 754

MOTHER MAYBELLE CARTER—I TOLD 
YOU WHAT YOU'RE FIGHTING FOR (New 
Keys, BMI).—One of the most exceptional of the 
western country ballads is this tender reading by 
Mother Maybelle. Top of the chart contender. Flip: 
"San Antonio Rose" (New Keys, BMI).— 
Columbia 43521

CHART

Spotlights—Projected to reach the Hot Country Singles Chart

THE COUNTRY GENTLEMEN—A COLD Wind A WINDIN' (Jobete, BMI). REBEL 157

COWBOY COPAS—Cowboy's Waltz (Carver, BMI). STARDAY 730

THE YODLERS—How Many Licks In A Loonie (Starday, BMI).—

BLOUSON—IT'S THAT Kind OF LADY (Starday, BMI).—

JOHNNY SOVINE—A LONELY RHYTHM (Starday, BMI).—

JOE HAYES—SOMETHING'S COMIN' (Starday, BMI).—

J. C. SMITH—THAT KIND OF A WOMAN (Starday, BMI). CMR 4426

DON WILLIAMS—TOO FAR FROM THE MOUNTAIN (Starday, BMI).—

THE HOLLIES—I'M DREAMIN' (Starday, BMI).—

JACKIE JOHNSON—YOU MIGHT'VE KNOWN (Starday, BMI).—

ROYAL FAMILY—ROBBY ROBBY (Starday, BMI).—

JERRY JORDAN—A STAR IS BORN (Starday, BMI). CIC 1364

JOHNNIE DAVIS—YOU AN'T AWAY (Starday, BMI). DECCA 3796

R&B SPOTLIGHTS

TOP 10

ISLEY BROTHERS—THIS OLD HEART OF MINE 
(Jobete, BMI).—Powerhouse R&B version of the 
ballad, cooking trio who should find their way up the 
r&b pop charts. Loaded with excitement, Flip: "There's No Love Left" (Jobete, BMI).— 
Ramona 54128

MITTY OLIVER—SHARING YOU (Sai-co, BMI).— 
This soulful, tender blues ballad could be the one 
to establish the line star on the hit charts. Ex- 
cellent vocal performance, arranged as a full 
production. Flip: "Walk Away" (Saico-Chevis, BMI).— 
Chess 1983

CHART

Spotlights—Projected to reach the Top Rhythm & Blues Singles Chart

LITTLE RICHIE—You Feel It (Parts I & II) (Madisen-Bran, BMI).—


JAMES BROWN—WINNIE (Jobete, BMI).—

THE OLYMPICS—NEVER BE THE SAME (Jobete, BMI).—

BARRY WHITE—THE MAN (Jobete, BMI).—

PERRY COMPTON—LET'S DO IT (Jobete, BMI).—

THE SOUL SATRAPS—Say It To Yourself (Tuner & Darley, BMI).—

THE BARGAIN'S—I Can't See Your Legs (The Hays In My Eyes) (Port, BMI).—

JERRY GLOVER—COME ON BABY CAN'T YOU SEE ME (BMI).—

MONTELL — MOLLY HILL—Hustlers, Goodbye Luv (Ashkin, Ingot, BMI).—

JOEY BAYES—True Love (Starday, BMI). CMR 3201

LEMSA & THE BELLEDUETS—Turn Around Baby (Beckwood, BMI).—

THE DOCTORS—We Know (Cap, BMI).—

ROBBY ROBBY (Starday, BMI).—

LITTLE CODY—Your Love (Linda, BMI).—

LITTLE CODY—It Takes A Lot Of Loving (Linda, BMI).—

LITTLE CODY—Hold On (Linda, BMI).—

LITTLE CODY—Hold On (Linda, BMI).—

LITTLE CODY—I'm In Love (Linda, BMI).—

JOHNNIE DAVIS—You An't Away (Starday, BMI).—

BURLINGTON—COME IN BABY (Burlington, BMI).—

FEBRUARY 12, 1966, BILLBOARD
without a doubt...the greatest Martha and the Vandellas record ever.....

my BABY LOVES ME

Martha and the Vandellas

GORDY
7048

MOTOWN RECORD CORP.
DETROIT, MICH.
WIP Philly's King as LP Sales Influence

PHILADELPHIA — WIP is the No. 1 station in the market, according to a special LP record and ratio calls-and-ratings and Sunday's latest Radio Determination Response Survey of the market. The LP calls-and-ratings are No. 1 in influencing album sales.

The Easy Listening station had 54 per cent of the votes of dealers, distributors, rack jobbers, one-stops, promotion men and other LP executives. (See RRR chart, page 22.)

The major dealers who influence LP sales were Tom Brown, 37 per cent; Ken Garland, 28 per cent; and John McQuaid, 18 per cent—all WIP staffers. WIP was also the major LP player in total album sales.

WIP program director Richard Carr said the station felt very strongly about all of the major LPs and what to make up a good operation. "You've got to have good personalities, but also sales, too, we're being more careful of the way you sell it up to the public.

We play what we consider fringe artists—Ronnie Dove, Mel Carter—but that's as far as we go to the left. Yet singles are artists an important part of our sound."

At a recent meeting of the play-list features artists like Peggy Lipton, Samarali, Tony Bennett, and Robert Goulet. The station plays many records as possible. Among the promotions featured by the station is album giveaways which are done with the help of local distributors.

WIBG Rock 'n Roll Winner All the Way

PHILADELPHIA — WIBG has virtually no competition when it comes to influencing sales of Hot 100 records. Billboards latest Radio Response Survey of the market showed the station with 100 per cent of the votes of the vote, promotion men, dealers, rack jobbers, distributors, one-stops and executives of record companies. By List of WIBG was the major air personality who influenced LP sales, with 46 and 46 per cent of the votes. Following him were Joe Niagara and Alan Park of WFLN, and WIBG. The only possible competition WIBG had was from disk jockeys at Philadelphia stations WPW, WDAS, WKAP, WPAT, and WDSQ. (See RRR chart.)

Joseph T. Conway, vice-president and general manager, said WIBG" has the major air personality who influences LP sales and he got 46 and 46 per cent of the votes. Following him were Joe Niagara and Alan Park of WFLN, and WIBG. The only competition WIBG had was from disk jockeys at Philadelphia stations WPW, WDAS, WKAP, WPAT, and WDSQ. (See RRR chart.)

The Hot 100 outlet is one of the major LP players. WIBG constantly holds a high rating position, Conway said. "We're fortunate in having good, strong air personalities that are fortunate in that they've stayed with us."
"The Two Worlds of Kurt Weill" aims at two worlds of record lovers: those who like the lean, electric style of Kurt Weill of the Berlin '30s, and those who like their Weill played in the contemporary American idiom. These two features add up to extra sales appeal all around, and more profits for you. Also working for you are national advertisements in the New York Times Magazine Section in color, Esquire and Schwunn, as well as window displays and other promotional material. Another big sales-getter: this "Living Liner" will help you sell this exciting new album. The "Living Liner" is a 7" vinyl disk on which the voices of Ira Gershwin, Ogden Nash, Langston Hughes and Morton Gould are heard in "Recollections of Kurt Weill." A "must" for Kurt Weill devotees—a big sales plus for you. So stock, display and feature this unusual new album.
Good Music Sparking Stations' Ratings Climb

* Continued from page 20

morning and 1:15 in the evening.

Easy listening radio stations have, in large part, held high ratings in the days until the school children get out of classes and could turn on a radio. WNWP, New York, has always had substantially high ratings in the audience they aim at — the 18-45 age group.

The Reason Way

Ed Gilller, program director at WDAF, Kansas City, said he felt that the reason his station had improved in audience ratings was because of an over-all improvement in the music now turned out on records. "Rock 'n roll has become more acceptable. We used to play five of the records on the Hot 100. Now we play all the ones that fit our format. Today we play 80% of the records on Billboard's Easy Listening Chart, but look how many of these records are also on the Hot 100 Charts."

There's a lot more rock 'n roll records being produced today, he said, that are really good music. Good music stations at one time thought rock 'n roll music was a fad and "that everything would soon be all right again. So they didn't play records which could have fit their format. New radio stations, in the beginning, had to realize that not all rock 'n roll is bad. Some beat music is pretty good. So different types of music have merged and today the rock 'n roll music has better melodies, better instrumentations, better arrangements.

"Easy Listening radio stations are beginning to find there's a market for this type of music they can play," he said. "At the same time, they're not discarding the type of music which still has no longer catering strictly to kids. They've been trying to establish Mike Douglas and Frank Sinatra."

"It's a thin line — the difference between the two types of music. At radio stations, we have to listen to it and say to ourselves, 'I don't think this will scare listeners away.' The two types of music are growing closer every day."

Bill Moss is now program director of WYTV, network. He replaces Eddie Castleton... WARK, Hartford, is now increasing its country music programing. The station is known for records and taped promos, says an announcement from R. Neil Goulet has joined the air crew of WATL, Augusta, Maine, to fill the position of program director. John Friel tells back with a radio program. Edward L. He runs has been promoted to assistant to WWJ, New Haven, Conn., folloing the recent resignation of Dick (Luh) Richardson to Eastern radio sales manager of all Trigon Stations. First regional meeting of the Intercollegiate Broadcasting System has been held at University, Villanova, Pa., Feb. 11.

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NO FOOLIN'!

CONNIE SMITH
has a great new single
happening right now!

"NOBODY BUT A FOOL (WOULD LOVE YOU)"

"I'll Never Get Over Loving You"

Watch for her "Miss Smith Goes to Nashville" album
LPM/LSP-3520 coming soon.

RCA VICTOR

The most trusted name in sound
Co-Hosts of WPHL-TV

PHILADELPHIA — Gene Kaye and Burt Brown have taken over as co-hosts of a two-hour weekend bandstand show on WPHL-TV, a UHF station here. Kaye, who will continue his morning show at WABE, is being replaced by Brown on this program.

The show was formerly hosted by Jack Hurst, who has moved over to KYW-TV to host a bandstand show there. The WPHL-TV show is being renamed; a contest is being held to choose a name.

Kaye and Brown took over the show Saturday. (27) Guests were the Newbeats. Later this year, the show will also be featured on Sunday.

GERTIE KATZMAN, MUSIC DIRECTOR at WHW, New York, talks with Mike Storer, Gene Kaye, and Roger Barkley, who was the honest panelist on this show.

RADIO-TV PROGRAMMING

CLARK GOES TO THE STARS

LOS ANGELES — CLARK is shooting for a new image as a showbusiness cross over. The late Colonel Harry James, a.k.a. Jimmy O, has died. Actor Johnny Grant, who has had several roles in commercials, now has the part of the new star.

Dark invites his audience to write letter expressing why they would like to attend a record session. Dark has never been more than tickets are expected to arrive for a brief session in Los Angeles. Dark also has been interviewing the studio. Dark has been seeing new people.

WQXR Sets Up Listener Panel

NEW YORK — WQXR, the major classical music station here, has established a Listener Advisory Panel. Members of the panel will advise station on programming and commercials, are being sought via an on-the-air announcement.

WQXR executive vice-presi- dent Norman M. McGee said that those listeners who volunteer for the panel will be mailed questionnaire asking a b survey of their likes and dislikes. The completed questionnaires will then be turned into groups based on data, and a permanent panel formed. WQXR officials announced. 8:30 a.m. via spot radio advertisements.

WDAS Captures 54% of Votes

Continued from page 20

The station's FM operation also influences virtually all the jazz record sales in the area and almost all of the folk music record

This station is definitely on the move," said William Fox. Fox and Robert Evans handle programming for the station's FM operation. "We have been a non-committer, but now with young vibrant personalities we are starting to make this station a sound." Fox, who came to the station's offices in Baltimore's Westside, said "We were just what was responsible for breaking the market in "Johnny Take a Ride," by Mitch Ryder and the Intruders. "So he'll come from my other side"

"And in the audience also," said Jeffery Lee, general manager. "We've seen a lot of new faces in the audience, which is a definite good sign."

Records are selected at WHAT-AM at a weekly meeting. Records that the deejays have screened come up for review. If three-fourths of the staff votes for it, the record is added to the playlist. said Evans. "But Fox and I make the final decision about whether the record gets on the air or not."

"We've recently undergone a lot of programming changes here," said Jeffery Lee, general manager. "A lot of people say we should... make us sound better. It's certainly brought us up in rat- ing. It's a good sign."

The jazz operation on WHAT-AM, with its emphasis on local jazz artists, influences 49 percent of the jazz record sales in Phila- delphia. According to the WQXR air personality poll, WQXR had 36 percent of the votes. All of the records are picked by the disk jockeys. Evans said, "and the system works out very well.

FEBRUARY 12, 1966, BILLBOARD
IT'S A HIGH ON THE CHARTS
ALREADY
HIDE & SEEK
BM-60,000
BY
THE SHEEP
PRODUCED BY
FELDMAN-GOLDSTEIN-GOTTEHRER

THE SECOND
ON ITS WAY UP
YOU'RE SO GOOD TO ME
BM-60,001
BY
DEBRA SWISHER
PRODUCED BY
FELDMAN-GOLDSTEIN-GOTTEHRER

Distributed by ABK-Paramount Records, Inc. A Subsidiary of American Broadcasting Companies, Inc.
Delta Meet Hit With Retailers, Labels
Delta Distrub Meet Packs Solid Punch

EDWARD H. WALKER

MOUNTAIN VIEW, Calif.-In the Hills
aton the Delta Distrubing Co." annual con-
vention held in New Orleans last week, Delta
raders, retailers and industry officials
discussed and planned to overcome the
r retailer and how to sell it.

The second annual Delta Dealers Convention in New Orleans was an outstanding example of an enterprise bringing together record manufacturers and retailers to enlighten the dealers on merchandising.

The dealers learned a great deal from manufacturing sales officials in panel discussions. The theme was on album catalog product, its importance to the retailer and how to sell it.

It is significant that Sandy Beach, of Disneyland Records, reported that for nine months last year sale of Disneyland product through Delta increased 1,000 per cent. Edward H. Walker, Delta president, credits his first annual convention for this increase.

If Disneyland's sale experience is indicative of the future, the 37 other labels represented at the second convention will find it was well worth their time to have taken part in the convention and contributed what they could.

This form of retailer education should take hold around the country. Sales would climb remarkably. Delta Distributing Co. has taken the lead. Other distributors should follow suit and watch their sales go up.

NEW ORLEANS—Delta Distributing Co. in the
Hilton Inn here, Jan. 29-30, had another highly successful event, with retailers acquiring many merchandising techniques from manufacturers and distributors, officials reported.

The event featured a display of product by 37 independent labels, panel discussions to enlighten retailers on selling and social events at which retailers got acquainted with record manufacturers and officials.

Edward H. Walker, president of Delta, reported the event "very successful in every way" and brisk sales orders from some 100 retailers from five States.

theme of the convention was the importance of album catalog product.

Attendance was good although one of the worst blizzards in years hit much of the nation and produced the coldest weekend for New Orleans in 67 years.

Convention Praised
Record officials, who came from New York, Chicago, Detroit, Miami and other distant cities, were unanimous in their praise of the convention. Mary Jacobs, of Music Merchant Distributors, Detroit, attended with the view of staging a like event in Detroit.

Hosts for the convention, along with Walker, were his assistant manager, Ewell Rousell, and promotion director, Bob Spendlove.

Of the retailers were the panel sessions at which national sales managers and presidents of record companies spoke and answered retailer questions.

The panels:
Catalog Merchandising—Robert Kornheiser, Atlantic and Aco; Max Cooperstein, Chess, Checkers, and Imperial; Chet Woods, Mainstream.

Kornheiser: "If an artist has a hit, several of his albums on display will move. When a customer inquires about an artist, call his attention to the customer's other catalog items. You'll get more sales."

Cooperstein: "By telling the customer the centennial catalog sales, you will leave more product. Also, it is better to scatter selling artists throughout the store than to confine them to one section."

Friso: "Catalog product for us is a very new release, We have a lot of material from New Orleans and will continue to have. We have eight albums with New Orleans in the title. We are re-activating the Minst line, which started the whole thing for us here.

Woods: "In 1964, between Thanksgiving and Jan. 1, 88 per cent of all business of all manufacturers was on catalog albums. Our company did 4 million sales in 1964 with catalog merchandise. It is easier to sell 100,000 albums than to get a hit single—and you'll make more money on the albums."

Lee Howard, controller for Delta, who moderated the session, added: "Handling catalog items in the store can't be overlooked. Teaching salespeople can't be overlooked. Special orders should not be overlooked. They are important. We at Delta can assure our special orders will be filled promptly. If you don't supply the customer within a week, you'll lose his good will."

Children's and Medium-Priced Merchandise—Joe Fields, Prestige; Bob Demain, Minit, Sandy Beach, Disneydance.

More Highlights
Beach: "Our business with Delta from January to Oct. 1, 1961, increased times over any previous year. This is fantastic. The business has been here all along. You dealers just found it. There will always be a big kiddie business. Are you getting it? Remember to use your displays to tie in with the Walt Disney movies."

Friso: "If you will display medium-priced product, your rate of sales will increase fantastically. It must be in a traffic area. Price is a factor. The sale on our releases on out-sized albums at medium price in the past two years really astounded me."

Demain: "Medium priced al-
(Continued on page 42)

SAM MONTEL CROWD PLEASER

NEW ORLEANS—Sam Monte
t of Montel Michelle Records, a panel member at the Delta Dealers Convention, rose to speak with repugitation. He was not a public speaker, fibrated, and had, in fact, been reading books on how to speak in public.

But he needn't have. Montel, who spoke on comedy albums, which his company produces, started off with killing jokes, stories and soon had the crowd laughing uproariously. He was a big hit.

When he left the room, moderator Edward H. Walker said to him: "When are you going to record yourself?"

Montel: "Not this year."

Miss Thompson told her she would be house soon. "Take your time," said her mother.

Please, Mr. Weatherman...

NASHVILLE—Hickey Records artist Sue Thompson is convinced she is as hit as ever since the weather is concerned and cites these happenings:

On one of her tours to Hawaii last year it rained two weeks, and it wasn't the rainy season.

When she and the Teddy Neely Five got back to California, it started raining when they hit the airport. In the next few days it flooded.

When she played Lake Tahoe in November, one of the worst blizzards they'd had in 20 years. In December she called Nashville, asked how the weather was, told it was sunny and beautiful, arrived to record and next day eight inches of snow fell.

When she went to New Orlea
s recently to entertain at the Delta Convention, the city was hit by the coldest weather she'd had in 67 years. Miss Thompson sat at the closed window writing a letter to her mother Mrs. Pearl McKeel, in Las Vegas to send him:

"Beautiful since you've been gone," said Mrs. McKeel.

Edward H. Walker

Robert H. Spendlove

SANDY BEACH:

You're RED CROSS

FEBRUARY 12, 1966, BILLBOARD
A RECORD HIT...

from

MASTERWORK

ALONE—MODEL 1902
WAS A RUN-A-WAY BEST SELLER!

NOW—You can sell it with an exciting Record Pack

AT NO EXTRA COST!!!

Look into this exciting profit-packed promotion. Sell the best selling M-1902 "Attache Case" Solid State Portable and offer a package of 5 Hit 45 rpm records featuring top recording artists such as THE BYRDS, BOB DYLAN, NEW CHRISTY MINSTRELS, DAVE CLARK FIVE, and BOBBY VINTON, AT NO EXTRA COST!

The POWER HOUSE for '66

MASTERWORK

A Product of COLUMBIA RECORDS 51 West 52nd Street, New York, New York 10019  A Division of COLUMBIA BROADCASTING SYSTEM, INC.
### Billboard Hot 100 - February 12, 1966

**Record Industry Association of America seal of authentication as million seller.**

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<td><strong>78 82</strong></td>
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<td>981101</td>
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<tr>
<td>3</td>
<td>83</td>
<td>BATMAN Theme</td>
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<td>4</td>
<td><strong>52 56</strong></td>
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<td>76 87</td>
<td>MY SHIP IS COMING IN</td>
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<td>HIDE &amp; SEEK</td>
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### HOT 100—A TO Z—(Publisher-Licensee)

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**Compiled from national retail sales and radio station playby the Music Popularity Dept., Record Market Research, Billboard.**
Sometimes you get lucky and you come across a singer who sees things his own way and sings things his own way and sounds like nobody else in this copycat world of music.

On Verve-Folkways...

Tim Hardin

His first single is

Hang On To A Dream

and It’ll Never Happen Again KF-5008

Produced by Erik Jacobson for Sweet Reliable - A product of Koppelman-Rubin Associates, Inc.

Exciting things are happening on
International news reports

Favedica Executives Winding Up Junket

LONDON—Cezar Roldan and Stephen Steinhaus, president and international director of Favedica (Fabbrica Venezolana de Dischi) respectively, conclude this week a European trip covering Paris, Milan, Berlin, Cologne and Munich. Favedica has been visiting major European disk firms to discuss acquisition of new material for release in Venezuela. Favedica distributes EMI, Warner-Reprise, Decca and Capitol labels. In Venezuela they issue local product under various labels Discos and Panamerican.

The beginning of expansion of the Venezuelan disk business was marked by British and when the government prohibited importation of records. Previously, the market had given record buyers only eight a day of overseas material through imported finished product. With the new situation, local pressing had to be developed and licensee distribution arranged. Favedica decided to put into operation a long-range project involving moving into a new plant. Presses are been increased and the project includes a new recording studio housed in the same building. Business for Favedica for 1966 will be 3 million, 75 percent in albums and 20 percent in 45s.

Major plans for 1966 include full exploitation of the Favedica catalog of national product on the Discolab in label in foreign markets, development of lowprice, two-speed record players in Venezuela using foreign components, tapes and tape cartridges. Steinhaus told Billboard that the company will develop its own branch in San Juan this year to manufacture and sell its catalog in Puerto Rico and U.S. Latin America. Favedica will make its distribution facilities available to international associations who want to have their product exploited in these markets. It is expected the executives' trip will result in the exploitation of European artists previously unknown in Venezuela.

British Talent Launching A Promotional Invasion

PARIS—January 1966 has seen a determined and high-pressure assault on the French disk market by British record companies and their singers.

The technique of short but intensive promotional visits by British artists is clearly seen as an essential prerequisite for boosting their record sales in France.

Austria’s Entry

VIENNA—Austria’s entry for this year’s “Grand Prix Eurovision de la Chanson” will be Udo Jürgens, with his own composition, “Merci, cherie.”

LUXEMBOURG AWARDS TO 3

LUXEMBOURG Radio Luxembourg’s Awards this year for the most successful German singers are: The Golden Lion for Udo Jürgens, “Dein Geister Blatt,” the Silver Lion for Roy Black (“Du bist nicht allein,” Polydor) and the Bronze Lion for Dräfi Deutsch (“Mormon, mein Eid, Mein Eid”).

Entering for Prix de Disques de France, Germany’s entry for the Grand Prix Eurovision de la Chanson on Luxembourg will be “Die Zeiger Der Uhr,” music by Walter Dehnbicki, lyrics by Gerhard Bradecke. The singer will be Magret Eskens.

CMA ELECTS RON NAPIER

TORONTO—The Canadian Music Industry Association, whose members represent the 13 leading active music publishers, held its annual meeting Jan. 22 and elected Ron Napier, chairman of RCA Victor Canada Ltd., as chairman for the coming year.

Elected vice chairman was Frank Leadbetter, Capitol Company, and the committee for 1966 is made up of past chairman Freda Ferguson of Oxford University Press, Bruno Opolotico of Ricordi & Co., and St. Clair Low of Canadian Sales Corporation, president of the CMA.

Eiro’s Song Fest Entry Is Chosen

DUBLIN—“Back to Back” (by Mervyn Rowland Soper), chosen from 12 numbers to represent Eire in the Eurovision Song Contest in Luxembourg next month, the singer was Dickie Rock, P. Y. Wilson on the second.

Sawfes Fawsett-Stewart’s “The Wind Thro’ the Railway” (by Darach Trion, in the contest.

No. 1 Fan of Festival is Rugiero Pecheli, who owns stores in Genoa and Saar (Ri-Fi-EMI). He has attended every Festival since its first and since 1960 he has eight special personnel to commemorate Festival. Made at Germany’s Rosenthal factory for special presentations. The four bikes for the two winners here and the two newsmen who won the Castrornio Terme preliminary, while other four were given to directors of Austrian Tourist Office, who picked in promotion for “A Rose for Vienna,” Verdi’s “Aida” for its Caracs for its broadcasts, Ricordi as its official orchestra. It was Signor Pecheli who created the national entry for the Festival back in 1959 when Domenico Modugno competed in the contest, and since then, has to Famed in Italy, this year for San Remo.

How The Labels Fared

Company Entries Won Lost Pvt.
BaFi 1 1 0 1,000
Curlci 6 5 1 .833
Saur 12 8 4 667
Velve 2 1 .500
Arison 1 1 0 500
Plyo 3 2 .667
RCA 1 1 0 500
Clange 1 1 0 500
Colofot 1 0 0 0
MRC 1 0 0 0
Fedface 1 0 0 0
Meazi 0 2 2 .000

(*Participated as individuals)

San Remo Side-Lights

Public relations has been slow in the San Remo recorded industry, but in 1966 it erupted in a way that no one could have anticipated or even visualized. Figured out of 800 who asked for places include. Arranged by SAAR, CuGi, EMI, Sony disc, Italia, and EMI, among those who prepared outfit for the presentation of their representatives.

RAI-TV, which has no love for British talent, has changed a plan by allowing him to participate in Festival.ing to Italy, who had written a letter of apology for his past behavior. He was given no com- porison for one year in all TV programs. This year, but has re- estated he might have remained a nurturing and was eliminated in first round.

What does it cost to participate in the festival? RAI’s Edouardo Vinello, coming unannounced said that it cost him two million lire ($33,900), for food, accommodations and other expenses. On this basis, he would have wound up with some $156,000 with transportation fees for artists, agents, combos from abroad, housing costs and promo- tional costs and other as high as $220,000. Without figuring overseas attractions, expenses, tables the three-day event brings about $100,000 to San Remo’s busi- ness to San Remo’s hotels, restaur- aunts, etc.

One Milan publisher who contended that the result was “fixed,” and deposited his prediction that Adriano Celentano would win a nutty, saw his “scandal” go a glimmering when Celentano was eliminated in the preliminaries.

Most popular promotion gimmicks seen around the Festival were western hats distributed by the New Christy Minstrels, miniature playing cards by Gino Paoli, small inflated figures of the winners, and ones by the Austrian Tourist Office for “A Rose From Vienna.”

View can vary. Francio Hardy, competing her first Festival after three years of peace, called it “my first and last,” echoing Philip’s comic. A black girl from Faz, his black’s Dutch entry. Parlia ment released on an EP, “You’re a Black’s British topper “I Love Is Just a Broken Heart” in the Festival. She will visit the Netherlands for 7,000. The black label had singles in the EP disks for Disk, Campbell and the Beach Boys (R&R). Another strong item in Capitol’s “The Night at the Ranch” bracket the charts this week.


(The Continued on page 49)

From the music capitals of the world

AMSTERDAM

Philips Phonograph Industries public relations manager Piet Band- streans has been appointed man- aging director of Philips’ new hos- tice for concert commission for disk ad- vertisers. Bob Buma will take his place at PPI. In combina- tion with this is the daily newspaper Phonogram had chosen the teen- age, Nanna Engelander, to present the Rollings Stones their golden disk for more than 100,000 albums. Bob Buma has a music band, called Les Bossa Nova. This week, he flew to London where Nanna Engelander will deliver the Oldham’s offer. A new album containing four EP’s of Bach’s Matthaeus Passion has been released by Philips. The original recordings were held in November at the Amsterdam’s concert hall by director: Henk Jokum, soloists. Trot Huybers and Agnes Gisela and Marja Hogenf on.

Crown Princess Beatrix with Claus van Amsberg, Dureco director, flew to London for a song written by and the voice of the singer, Donna Keigh. (Golden Coach).

THE NEW CHRISTY MINSTRES were again standout performers in the San Remo Festival this year in Italy, although they didn’t have an other “Chim Chim Cher- e” song to take them to the top in 1965. Man with the mustache is the group’s manager, George Gref.

(Continued on page 42)
Cilla Black

LOVE'S JUST A BROKEN HEART
b/w YESTERDAY 5595

Cilla Black is new England's—

— most popular female singer —

— and her new single is already —

— Number Four on UK charts.

LOVE'S JUST A BROKEN HEART — watch it pop up the U.S.A. charts!
SAN REMO STORY

Camera Eye View

WINNERS SHOW the excitement of the moment—Domenico Modugno and Gigliola Cinquetti—with the Festival master of ceremonies, immediately after the win was announced.

LEFT TO RIGHT are Mr. and Mrs. Cyril Shane (Shapiro-Bernstein); H. Van Zoeren (Belinda, Amsterdam); George Alexander, general manager, Odeon (EMI), Barcelona, and Mrs. Alexander, Jimmy Philips, Peter Maurice Music, London.

VISITING INTERNATIONAL artist Caterina Valente chats with Festival organizer, Gianni Raveri.

BOBBY VINTON, who was eliminated in the first round.

FINALIST PAT BOONE with Lawrence Yaskiell, center, of Deutsche Vogue and G. de Goia of SAAR Records.

LEFT TO RIGHT: Gianni Marchetti (Ricordi); Lucio Salvini (Ricordi); Paolo Ruggieri (Ricordi); Wilma Goich; Guido Rignano (Ricordi general manager); Ron Kass, Liberty. At rear, left, member of Yardbirds group and manager Giorgio Gomelsky.

THREE FINALISTS, left to right, Wilma Goich (Ricordi); Peppino Gagliardi (SAAR-Jolly label); and Anna Identici (Ariston).

FRANCOISE HARDY at rehearsal.

GENE PITNEY AND JOE GIANINNI (CGD), after the second heat.

BILLBOARD'S EUROPEAN DIRECTOR Andre de Vekey congratulates Gramito Ricci of Curci, publisher of winning song.

MR. AND MRS. EDDIE BARCLAY with Lucien Morrisse, Europe No. 1 Radio, Paris and AZ Records.

JOE GIANINNI (CGD) shares the moment of success for the company's winning record.

JOHN LEE, Voce del Padrone, Milan; Vic Dana; Gianni Raveri, San Remo Festival organizer, and Ron Kass, Liberty Records, in the usual order.

GEORGE GREIF, Christy Minstrels manager, left, with co-manager Martin Singer and Billboard's Milan correspondent Germano Ruscitto.
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!

"THAT'S PART OF THE GAME"
AM-005

Arranged & Conducted by John Abbott
Produced by Lou Guarino

THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!

A.M.M. RECORDING CORP.
(A Subsidiary of Cosmopolitan Television and Radio Artists Corp.)
39 W. 55 St.
New York, N. Y.
212—JU 6-2452

Executive Producer Dee Anthony
BREAKOUT ALBUMS

NATIONAL BREAKOUTS
WHERE THE ACTION IS!
Ventures, Dolton BLP 2040 (M); BSC 1040 (S)

IT'S MAGIC
Jerry Vale, Columbia CL 2441 (M); CS 9744 (S)

THEY'RE PLAYING OUR SONG
Art Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)
THE BEST OF THE ANIMALS
MGM E 4234 (M); SE 4234 (S)

NEW ACTION LP's

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

HANG ON RAMSEY!
Rayley Lewis Trio, Cadet CSP 761 (M); CLPS 761 (S)

DR. ZIVAGO
Soundtrack, MGM 15-655 (M); LSP 15-655 (S)
P. D. O. B. BACH
Peter Schickele, Vanguard VES 3193 (M); VSD 79193 (S)

VIOLETS OF DAWN
Minstrell Trio, Mercury MG 21007 (M); SR 61007 (S)

INTRODUCING THE WALKER BROTHERS
Smash MG5 27076 (M); SRS 67076 (S)

ALBUM REVIEWS

SOUNDTRACK SPOTLIGHT

OUR MAN FLINT
Soundtrack. 20th Century-Fox 3179 (M); JFS 4179 (S)
The review of "Our Man Flint" is creating a lot of excitement and this LP contains many excellent, every coin from an electrifying Samuel. And it's view of the most filmed area in America, Detroit, is so good that even the stiffest critics will find it stimulating. 

FUNK HARMONICA!
Billy Lee Riley, Crescendo GNP 2020 (M)
This album - featuring the funk harmonica of Billy Lee Riley - is not only an impressive showcase for the instrument, but also a potential hit. This disc has been made especially successful by Rufus Thomas, who sings "Hang on Sloopy" and "Like a Rollin' Stone." Too many of these albums are so difficult to find, but this one is easy.

CHARITY BUSTERS
Ted Heath & His Music. London SP 4407 (S)
Ted Heath's big band sound gives a dozen varied hits a really original treatment. Note the relaxed rhythm section that have the original: arrangement with delightful variations on hits like "Who Came First," "The Canton Can Can," and "Dancing in the Dark." Delightful.

THE BEST OF JUDY LYNN
United Artists UA 2487 (M); UAS 6441 (S)
A small package for the well-loved, but often neglected, Joni Mitchell. Her songs are unadorned and powerful.

COUNTRY SPOTLIGHT

SCHUBERT: QUARTET NO. 13 IN A MINOR; QUARTET NO. 9 IN G MINOR
Julian Meg Arion Quartet. Epic LC 29125 (M); LRE 5135 (S)
Frank Schubert was a master as well as a composer. The various aspects of his music here are performed by a top-notch group. The result is the best Schubertians that any group has ever put on record.

SEE ALBUM REVIEWS ON BACK COVER

AD-LIBBY
Libby Holman. RCA Victor LPM 3508 (M); LSP 3508 (S)
Libby Holman's unique voice will stick in the mind. Her style is both jazz and pop and there is a lot of variety on this album. The title track is typical of her unique style, a catchy and memorable number.

FUNK HARMONICA!
Billy Lee Riley, Crescendo GNP 2020 (M)
This album - featuring the funk harmonica of Billy Lee Riley - is not only an impressive showcase for the instrument, but also a potential hit. This disc has been made especially successful by Rufus Thomas, who sings "Hang on Sloopy" and "Like a Rollin' Stone." Too many of these albums are so difficult to find, but this one is easy.

COIN COUNTRY SPOTLIGHT

P. D. O. B. BACH
Peter Schickele, Vanguard VES 3193 (M); VSD 79193 (S)

VIOLETS OF DAWN
Minstrell Trio, Mercury MG 21007 (M); SR 61007 (S)

INTRODUCING THE WALKER BROTHERS
Smash MG5 27076 (M); SRS 67076 (S)

COMEDY SPOTLIGHT

THE DETECTIVE
Don Adams. Roulette R 25317 (CS)

PLAY GUITAR WITH THE VENTURES, VOL. 2
Dolton BLP 16502 (M); (No Stereo)

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS are new releasees of outstanding merit which deserve exposure and which would have commercial success within their respective genres of music.

POP SPECIAL MERIT

YESTERDAY
Matt Monro. Liberty LPM 3427 (M); LST 4327 (S)
Matt Monro knows how to make a ballad work. For him, it's especially noticeable in this set because he's got two good ballads, one of which is on a ballad as current as "Indian Corn." In all, it's a must.

SPECIAL MERIT PICKS

Special Pick Hits are new releasees of outstanding merit which deserve exposure and which would have commercial success within their respective genres of music.
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- MARCHES
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Such renowned artists as:
- RONNIE ALDRICH
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- WILL GLAHE
- TED HEATH
- JOHNNY KEATING
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- ROBERT SHARPLES
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NIGHT SOUNDS-SAN FRANCISCO - Joe Bushkin
Night Sounds - San Francisco - Joe Bushkin
Dance Party - Xavier Cugat
Sweet Memories - Webb Pierce
My Heart Sings - Gordon Jenkins
Madame X - Sound Track
Crisis
READY FOR IMMEDIATE DELIVERY
with these sixteen great new February releases from

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SONGS MADE FAMOUS BY JIM REEVES

Sings Made Famous By Jim Reeves—Kitty Wells
DL 4741(M) • DL 74741(S)

THE WILBURN BROTHERS SHOW
LORETTA LYNN • HAROLD MORRISON

The Wilburn Brothers Show
DL 4721(M) • DL 74721(S)

Purim In Story And Song
CRL 57483(M) • CRL 757483(S)

The Most Important News Events and Famous Voices of the Year
PLAYBACK '65

Playback '65—U.P.I. Album
DL 9153(M) • DL 79153(S)

Easy Listening—Carmen Cavallaro

Easy Listening—Carmen Cavallaro
DL 4743(M) • DL 74743(S)

SOUL GALORE
JACKIE WILSON

Soul Galore—Jackie Wilson
BL 54120(M) • BL 754120(S)

Mara Lynn Brown

My Way—Mara Lynn Brown
DL 4728(M) • DL 74728(S)

MY WAY
Mara Lynn Brown

My Way—Mara Lynn Brown
DL 4728(M) • DL 74728(S)

HERE'S TO THE IRISH
Ruby Murray & Brendan O'Dowda

Here's To The Irish—Ruby Murray & Brendan O'Dowda
CRL 57485(M) • CRL 757485(S)

SWEETHEART OF THE SOUTH

THE WILBURN BROTHERS SHOW

The Wilburn Brothers Show
DL 4721(M) • DL 74721(S)

Here's To The Irish

Here's To The Irish—Ruby Murray & Brendan O'Dowda
CRL 57485(M) • CRL 757485(S)

AT YOUR LOCAL DECCA® BRANCH
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<th>Year</th>
<th>Week</th>
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<td>Whipped Scramble Delights</td>
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<td>3</td>
<td>Going Places</td>
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<td>4</td>
<td>The Sound of Music</td>
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<td>5</td>
<td>My Name Is Barbra</td>
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<td>6</td>
<td>The Best of Herman's Hermits</td>
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<td>7</td>
<td>Roger Miller/Golden Hits</td>
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<td>8</td>
<td>Septembers of My Years</td>
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<td>9</td>
<td>December's Children</td>
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<td>10</td>
<td>A Man and a Child</td>
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<td>11</td>
<td>World</td>
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<td>12</td>
<td>Thunderbird</td>
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<td>13</td>
<td>The 7 Seals/Gold Vault of Hits</td>
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<td>14</td>
<td>The Miracles Going to Broadway</td>
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<td>Houston</td>
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<td>Out of Our Heads</td>
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<td>Help</td>
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<td>South of the Border</td>
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<td>The Lonely Bull</td>
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<td>Welcome to the B.L. Ranch</td>
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<td>22</td>
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<td>23</td>
<td>Back to Back</td>
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<td>My Fair Lady</td>
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<td>25</td>
<td>The Four Tops Second Album</td>
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<td>26</td>
<td>My Name Is Barbra</td>
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<td>27</td>
<td>Supremes Love at the Copa</td>
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<td>28</td>
<td>Highway 61 Revisited</td>
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<td>29</td>
<td>The Ventures</td>
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<td>30</td>
<td>Beach Boys Party</td>
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<td>31</td>
<td>The Turtles</td>
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<td>32</td>
<td>I Like It</td>
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<td>33</td>
<td>Robert Goulet/Wine &amp; Dine</td>
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<td>34</td>
<td>Sinatra '65</td>
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<td>35</td>
<td>Dear Heart</td>
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<td>36</td>
<td>Jay &amp; The Americans</td>
<td>-</td>
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<tr>
<td>37</td>
<td>The In Crowd</td>
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<td>38</td>
<td>My Cherie</td>
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<td>39</td>
<td>Why Is There Air?</td>
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<td>40</td>
<td>Wednesday Morning, 3 A.M.</td>
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<td>41</td>
<td>My Kind of Broadway</td>
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<td>42</td>
<td>Mom Always Liked You Best</td>
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<td>43</td>
<td>Tony Bennett's Greatest Hits</td>
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<td>44</td>
<td>Everyone Loves a Clown</td>
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<td>45</td>
<td>Look at Us</td>
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<td>Harem Scarum</td>
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<td>47</td>
<td>Hang on Sloopy</td>
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<td>48</td>
<td>I'm the One Who Loves You</td>
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<td>49</td>
<td>That Was the Week That Was</td>
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<td>50</td>
<td>Zora the Greek</td>
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HIGHWAY TO
HITSVILLE!

Alternate Routes:

- **POP**
  
  - *The Dave Clark Five's Greatest Hits*
  
  - LN 24185/BN 26185*

- **INTERNATIONAL**
  
  - Includes a song performed by Bobby Vinton at the Festival.
  
  - LF 18083/BF 19083*

- **FOOTLIGHT SERIES**
  
  - Includes Ted's current smash, "Stay Away From My Baby" & 7/231.
  
  - OKM 12113/OKS 14113*

- **MINTED IN Y.N.A.**
MUSIC CAPITALS OF THE WORLD

Continued from page 30

with Kellerman and Oerve, two space-traveling special forces, to watch a one-hour
Science Fiction show. This 0-2 show is
being presented. Recent CBS ad-
dunctions have included a presentation by an arythra Franklin
Bartholomew and the Halludangers and Orches-
trons singing "I'm in the Mood for Love" in an album by Tony Bennett and
"I Wasn't Born in a Trunk." This WCBS album will also be released the complete
soundtrack of the movie.

BAS HAGEMAN

CHICAGO

All record promotion men at WCFL Radio is granting each of you 10 tickets
dejays every Monday morning for the 1965 portion of the "The
has been set aside at Marina City for the pop, which will be playing at the new
overflow to come live to Chicago during the WCFL-Total Tony Bennett will be played on
beginning at noon Monday (7), co-
where Bellair and the Palmar House. Chicago
France club has been in addition to bopping up in general market
in a variety of clubs. Tony Bennett is a great find for fine arts promoter WFTM.
Entertainment director Jeff Olowaiter would reportedly welcome an offer.

Ellis & Beter, 321 N. Michigan, are
Happy Monday opening (Feb. 11) in the
chorus, releasing a new album, "Tony Bennett and Friends," in con-
home with London in Joes. While Olowaiter seems to be very pleased with Bennett's

Anita Roberts moves from Mulah
Touche to A-100s, which she will
alternate with Donald Jas. With a little urging from Joes, she in-
heard her usual easy-listening fare for some time.

Anita Bryant came to the De-
show for a day last week. Where's she going? While in town, she pre-
the conservative Flick-Recor Company in Beverly Hills, California in
Vienna. Ed Pander has signed an exclusive contract for her. Her
Feb. 19 shows at the Opera House. Promotion is being handled by
and Miller, healthy and tan, returned from Italy in time for official recognition by the
in her new service. At press time, record promoter Richard Ochowski
wondered if Woodie Guthrie's son Arlo would arrive in time for Woodie's Wednes-
Friday night opening at Poor Richard's. Pete Seeger, who is using for his first national tour,
break down in New York and Richard worked an advance to cover repairs.

Mercury records is interviewing the job of royalty admin-
trated recently by Bill Klassenwy. Bill
promoted to director of accounting. Sev-
recording company cleverly heard the voices of boron Cal Robert-
produced "Who Is Counting On You?" in "Lee Phillips' Chicago" show. Cal wyEllis will

Astor Stire has welcomed new
who works with Charles Brown, lastly of WCOP. Brown, a
producer, is working with the how-to-be-a-homemaker classes sponsored by the National Woman's World Fair at Intern-
1211. Gary Lewis and the Playboys
Bill Goodman and the Raiders will be there with a light act.
light artist Roland Kirk, blind artist Joe Longo, and singer, seeing-eye dog so that he can take water out of a fountain.

WFMT-FM and the Chicago
Federation of Musicians came in for a stereo broadcasts of Chicago Symphony Orchestra concerts.

RAY BECK

DENVER

Vending sanitation was the topic discussed at a recent meeting of the
Thomas Higginson at Strive Distrib-
neering, formerly in machine cleaning technician were demonstra-
and the merchandisers. Senator
by "The Flag." Will Whitney, Can-
risk. Will Whitney, Can-
and Louis Gilbert, "came Kamping Vend-
ning to the Congress last fall. "We Billy
Erinle, Tom Stanley, Jack
in a Mercury, and Don Stander, Kensing-
to 

DIEHARD

Alors McUniverhst has published
Elvis Presley's "Tell Me Why."
Black's Polysure player "Giant in
his song. The world's polisher nearly
30 years ago.

"Der eigene Soldat." "The Eternal
song written in the German lan-
language song. The "Duishnder," the
in addition to the German titles on his
"Irgendwo - Irgendwo -"
and the Deutche Voleg held a party at
the Ford Europe Music Department to intro-
chris Andrews, the "Yester-
the American soldier" by Arthur
was Lawrence Yaskell, the song was
"A Taste of Harmony." "Em
of Pop Music in the United States,"
Toniurrent that "It is just the way of
"30 Miliets", the original. The Dau-
"Singe in der Dunkelheit."
CBS Schlappelien has released a single "Melinda," with the theme
from Francis Duffranger's who-
assert that the German TV thriller of the same name. Durbridge, a Briton, is
enjoying a tremendous following in Germany. Pete Adamson has a new single ready for release. "Girl - danz der Liebe.
Was kann ich dulden."
The Ysaye folk trio "Dunja Rupich" in West Germany for the release of the first major LP in
Yugoslav folk music is getting a big build up in Germany as, after
Romania and Spain, the richest treasure troves of folk music, in Europe. The
The Rupiches, German folk trio, have been demand by English
competition in British music competition. The Ysaye folk trio release the
That the competition is to de-
the concert is based on piano, piano talent and that
the Rupiches, from this point on will record in Paris. The
"Georg-Mollinger's German version of the song "In der Dunkelheit and "Scen-
both the show and "Scenade in the Family" is a runaway.
hit as "Koning's Land, My Family."

OMER ANDERSON

GAY ROCK

Gay Ward's Maylin Enterprises has leased the master, "No Arms Around Your Waist." The release is
a heavy tour of one-nighters for the next several weeks. The second annual Valentine's Dance "Love Me Tender" was
Pickett to the Trip and the Regrets at the

BILLY MILLS

May Billy has been reunited with Nancy Wilson on her 14th LP for Columbia. The album is
a heavy tour of one-nighters for the next several weeks. The second annual Valentine's Dance "Love Me Tender" was
Pickett to the Trip and the Regrets at the

January 22, 1966, BILBOARD
PUBLIC NOTICE

THERE ARE NO LEGAL RESTRICTIONS ON THE NO. 1 MOST REQUESTED BEST SELLING VERSION OF

BATMAN!

JAN AND DEAN

*We have been licensed by National Periodical Publications, Inc. through their agents, Licensing Corporation of America
INTERNATIONAL NEWS REPORTS

SAN REMO SIDELIGHTS

• Continued from page 30

eliminated, "The Massacre of the Zante" (Music by Ruggiero Innocenti) and "A Rose From Vienna." Bruno Luisi, Italy's leading opera conductor, has loaned 45 with his own record, of which sold only 10 copies to its own admission, stands to profit far more. A year ago, the contest, was most widely sold during Fes-
tival season, when it too was among foreign buyers seems to be "Mendi." (Unfortunately, Car-

A combo known as Equepe 84, which is the label, announced that its future tapings will be for Rekor, a Braille-like group, it is composed entirely of Italians.

There is no agreement on what is a good song. "The special jury of 15 journalists which voted each of the first two nights to "rescue" one of the seven songs down turned by the public jurymen on each occasion in every direction, voting on one occasion for differ-
ent entries and on the other gave at least one vote to each of the seven.

Four consecutive songs in the final were from the group called "Il Poggio," the Pallavicini seemed like something of a turning point. The selection committee revealed that the others had submitted more songs by popular numbers by various composers. In this songs, Mario Paulo and Gianni Kruger, who had written with the busy girls. Not too much of Alberto Testa contributed three of the numbers. Only one had lyrics and music by one, and both were songs by the au-

The national advantage with Italian songs is that the songs sung by two Italian singers of promi-
nent operatic bent: one of the Italian and one foreigner, no majo-

tour, will return to Trude Heller's "Amateur Hour." will have been recorded on Feb. 12 to 13. RCA Victor's Frankle Randall who recorded on British Deca by the Pinkerton's "Lobna Bamba," and "Mimi" from Canada and to "Mirror, Mirror, and Bibi Di Marco's "Sunflower" which was recorded on British Decca by the Pinkerton's "Lobna Bamba," and "Mimi" from Canada.

Jolie maman (slow)
ON "R.O.G." RECORDS

Produced by MARCEL d'ANIELLA on National TV and Radio with CARLO FERRARI

Young Corsica and Italian Crooner
Also
"BELLA BAMBINA" "SIGNORINA"
FANS & COLLECTORS!

Win tickets. order for $2.00 by mail.

Editions "PARIS-INTER"
Marcel d'Anella, Pres. 3 Rue St. Lazare, Paris, France

February 19, 1966, BILLBOARD
The frantic Sunset Boulevard, where the music the Nighttime is providing the radio industry reporter's sensory fakes to the record companies. With a department, walks down a studio lot with Billboard's reporters. Here Earl Menlo, director of the magazine's Los Angeles show business section, discusses the activities by attending sessions and listening to the music and recording events at the palm and control rooms. Earl says, right, and the reporters, all the record people, discuss business every moment.

Nighttime has dawn along the Sunset Strip where the majority of the clubs are located. The strip is a mixture of all but a portion of the night's busy neon at such locations as the Whisky a Go Go, The Cip, the 6 Bar, the Sunset, as well as the road.

Just for kicks and the same intensity at Shelly's Manne Hole (back down past the Whisky a Go Go) the fans walk to their favorites' choice of LA's strip at all, but rather in a bizzare, the bizarre, and five-will-get-you ten if anything exotic happens within the music world, some phase of it will have been nurtured in Hollywood. Maybe it's the climate. Maybe it's the people. Maybe it's the place. Whatever it is, there's no maybe about Billboard. We've been making the music scene—reporting it—for over half a century.

... BECAUSE BILLBOARD IS WHERE THINGS HAPPEN
AUSTRALIA
This Last Week
1 20 16
2 12 16
3 11 16
4 9 16
5 8 16
6 7 16
7 6 16
8 5 16
9 4 16
10 3 16

BRITAIN
This Last Week
1 18 12
2 17 12
3 16 12
4 15 12
5 14 12
6 13 12
7 12 12
8 11 12
9 10 12
10 9 12

HITS OF THE WORLD
This Last Week
20 16
12 16
8 16
7 16
6 16
5 16
4 16
3 16
2 16
1 16

AUSTRIA
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

CANNADIAN RECORDS
This Last Week
1 10 16
2 9 16
3 8 16
4 7 16
5 6 16
6 5 16
7 4 16
8 3 16
9 2 16
10 1 16

DENMARK
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

ENGLAND
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

GERMANY
This Last Week
1 19 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

HOLLAND
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

ITALY
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

JAPAN
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

MALAYSIA
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

NEW ZEALAND
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

PHILIPPINES
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

PORTUGAL
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

RIO DE JANEIRO
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16

SOUTH AFRICA
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
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SOUTH AFRICA
This Last Week
1 20 16
2 18 16
3 16 16
4 14 16
5 12 16
6 10 16
7 8 16
8 6 16
9 4 16
10 2 16
MEMO TO: WELL-INFORMED MEN OF THE MUSIC WORLD
FROM: MEN FROM BILLBOARD

SUBJECT:
The TAPE CARtridge STORY...

"...BILLBOARD has become the 'bible' of this fast growing CARtridge tape industry," ... Larry Finley of I.T.C.C. (International Tape Cartridge Corporation)

BILLBOARD is Number One again in bringing you the FIRST and ONLY comprehensive report of its kind -- anywhere:

The TAPE CARtridge STORY...

WHO makes the playbacks
WHAT are the different systems available today
WHERE to buy playbacks and to get recorded cartridges
WHY - its the newest development in the music industry in years

and

HOW it all began and HOW important is this market

WHEN
March 5

Billboard

Advertising Deadline: February 24th

New York  Chicago  Hollywood  Nashville
CADET Collier

YOU suggestions

mental

RS

captured

One

ba"

great

Edmundo

MAJOR

poser's moody
do

Abravenel

AUTHOR OF THE-

E¡r

treated
With

(S)

HARPSICHORD

aJ

e

Little

Warner

Liberty LRP

HARPSICHORD

Edward Bos & His Orch. London SP 44072 (S).

Edmundo Bos & his orchestra play some great Latin American dance music and crown it all with a striking "Venezuela, Three Latinos歌舞曲". The orchestra's playing is usually pretty good, but the arrangements are not up to the orchestra's usual standard and styling are all off his own, and he seldom brings out their best off well.

LATIN BOSS-SEÑOR ROS

Edmundo Bos & his orchestra play some great Latin American dance music and crown it all with a striking "Venezuela, Three Latinos歌舞曲". The orchestra's playing is usually pretty good, but the arrangements are not up to the orchestra's usual standard and styling are all off his own, and he seldom brings out their best off well.

RAMEAU-SMUSHEL

Harold Batters, Regulus R 6195 (M), R 6193 (S).

Harold Batters has done a solid interpretation of a large part of original music for organ described as "Clotho, Chevalier, Beaumarchais...". Batters' handwriting has on early rhythmic style, given the composer's style and a wide range of material in highly distinctive style.

CLAUSTRAL SPECIAL MERIT

GILBERT & SULLIVAN PRINCESS IDA (2-12")

D'Oyly Carte Opera Company Conducted by Archie Campbell. London, 6. 2262 (M); OSA 1582 (S).

This unknown opera by the famous duo is a highly gripping musical which should make a more popular turn. Elizabeth Graham is an excellent Mimi and John Vickers gives a fine performance as Mimi. It is a bit late to keep the popular interest but the opera's only is shining.

CLAUSTRAL SPECIAL MERIT

MAHLER, SYMPHONY NO. 7 (2-12" LP)

United Symphony Orch. (Abandoned), Vanguard VSD 71141/2 (S).

Though Mahler is enjoying somewhat of a revival, the Symphony No. 7 is not thought of as one of his masterpieces. Nevertheless, this recording is of great interest. The New York Symphony Orchestra and the New York Philharmonic are both highly regarded organizations and it has been recorded for this label by Barlow and the Royal Philharmonic.

CLAUSTRAL SPECIAL MERIT

HAYDN: SYMPHONY NO. 29 IN D MINOR / SYMPHONY NO. 30 IN G MAJOR / SYMPHONY NO. 73 IN D MAJOR

Little Orchestra of London (James), Novello H 1059 (M); H 1079 (S).

The Little Orchestra's new releases in these three different works. Leslie has its usual excellence in the playing, and an indication is made of the orchestra's ability to establish itself and make its mark. A bargain of this budget price.

CLAUSTRAL SPECIAL MERIT

ITALIAN BAROQUE MUSIC FOR Harpsichord

Igor Kipnis, Epic EC 39111 (M); BC 1311 (S).

The baroque music buffs are in for a treat with Iger Kipnis on the harpsichord and well-written music for it. The performance is quite fine, and the orchestra's playing is also quite good. Thereafter, two Pablo's are used with musical references, the baroque vogue should continue to grow.

COREY MOORE

SEARCHING FOR MY LOVE

Etta James

ONLY TIME WILL TELL

Mitty Collier

SHARING MY LOVE

CHESS 1953

The Entertainers

TOO MUCH

CHESS 1951
THE FOLK HITS
Mike Leander Orch, London LL 3453 (M) PS 453 (S)
REFLECTIONS IN A CRYSTAL WIND
Richard & Mini Farina, Vanguard YRS 1094 (M) 2032 (S)
DONALD LEACE AT THE CELAR DOOR
Gateway GJP 393 (M)
RELAX YOUR MIND
Jim Kweskin, Vanguard VRS 9188 (M) YRS 7016 (S)
BLUES
THE REAL FOLK BLUES
Howlin' Wolf, Chess LP 1521 (S)
THE REAL FOLK BLUES
Muddy Waters, Chess LP 1521 (S)
THE REAL FOLK BLUES
Royal Roost, Chess LP 1521 (S)
THE BLUES VOLUME 5
Various Artists, Capitol LP 4951 (M)
SOUL MESSAGE
Richard (Goreye) Holmes, Prestige PR 7455 (M)
GOSPEL
TEXAS SINGS
Various Artists, Sword & Shield 251 (M)
IF GOD RULED YOUR HEART
Jim Wynn & His Brothers, Sword & Shield LPM 6901 (M)
RELIGIOUS
AN EVENING WITH BOB DANIEL
Supreme SS 2023 (S)
VEP ELISI SINGS ORAL (S)
Crusade Favorites Supreme SS 2023 (S)
THE GOLDEN TOUCH OF CHARLIE MAGNUS
Supreme SS 2023 (S)
POLKA
SLOVENIAN POLKA TIME
Al Weis & His Orchestra, Gateway GJP 2184
DAVE SEEMACHER
Coca R 2023 (M)

SPOKEN WORD
HELEN CURLEY BROWN AT TOWN HALL-G127 LP
Crossroads CFP 668 (S)

CHILDREN'S
THE STORIES OF HANS CHRISTIAN ANDERSON
Retold by Leuty Currer, Disneyland DQ 1276 (M)

LET'S GO TO THE FARM
Robert Douglas, Vivaldi VL 3750 (M)

INTERNATIONAL
THE WORLD OF CHARLES AZNAVOUR-EN CONCERT
RCA Victor R 6393 (M) RS 6193 (S)
FADO THE SING OF PORTUGAL
Annita Rodrigues, Columbia EX 5115 (M)

THREE-STAR ALBUMS
The three-star rating indicates medium sales potential within each record's basic category.

POPULAR
LOW & EXCITING! FOUR OF THE FAVOURITES
Ketta 2043 (M)
BACKGROUND MUSIC FOR HOME
Various Artists, Folkways FC 1111 (M)

LOW PRICE COUNTRY
TOMMY CRAWFORD IN ACTION
Various Artists, Topps FC 11285 (M)

CLASSICAL
CHAPMANES, ROSES & BONBONS
Nonesuch 312765 (S): Mercury MG 54517 (M)
SCHURST-SCHUMANN-OHENZ
LUDER-HERRMAN PREV
Laurel 3205-2581Q (S): RCA Custom 7949 (M)

LOW PRICE CHILDREN'S
THE UGLY DACHSHUND
Impulse Artists, London 1290 (S)

SPOKEN WORD
CHRISTIAN STATEMAN
Brooke Kerr, World W 3383 (M): No Barriers

RENAISSANCE VOCAL MUSIC
Lute Ensemble, Smithsonian II L 055 (M): Arkema 011 (S)

RELIGIOUS
ORGAN MUSIC
RICHARD FORTY-GOULD FESTIVALS OF CORINTH:
CorIDDLE RC 748 (M)

LOW PRICE CLASSICAL
GERMAN LITURGICAL MUSIC
Various Artists, London 4559 (M)

TOP 100 SINGLES
SOUTH AFRICA

HITS OF THE WORLD

Continued from page 44

SINGAPORE

This Last
Week Week
1 1 WE CAN WORK IT OUT—Beatles (Parlophone)
2 2 THUNDERBALL—Tom Jones (Decca)
3 3 WIND ME UP-CIFF Richard (Small)
4 4 LEEDS SWINGS—Roger Humphries
5 5 A MUST TO AVOID—Herman's Hermits (Columbia)
6 6 MICHELELL—Bill Vaughn Orch. and Chorus (Dot)
7 7 ONE HAS MY NAME—Randy Young (Dot)
8 8 THE DUCK-Sieve Lot
9 9 TO WHOM IT CONCERNS—Chris Andrews (Dot)
10 10 MY SHIP IS COMING IN—Walker Bros. (Philips)

* Continued from page 44

SOUTH AFRICA

This Last
Week Week
1 1 GET ME UP-CIFF Richard (Columbia)
2 2 THE CARNIVAL IS OVER—Seekers (Columbia)
3 3 WE CAN WORK IT OUT—Beatles (Parlophone)
4 4 HUNGRY FOR LOVE—A-Cains (RCA)
5 5 WIND ME UP—CIFF Richard (Columbia)
6 6 TREAT HER RIGHT—Roy Orbison & The Trains (ABC)
7 7 YESTERDAY MAN—Chris Andrews (Decca)
8 8 CALIFORNIA GIRLS—Bread Boys (Columbia)
9 9 HOW THE MIGHTY MATH FALLEN—Emil Dean (Columbia)
10 10 COME BACK SILENT GIRL—Sue-Ann (RCA)

ONLY THREE WORDS CAN DESCRIBE...

CONFESS'

by THE NEW COLONY SIX

It's a Smash!

CENTAUR 1201

JIM GOLDEN • USA RECORD CO.
Contact: 1448 So. Michigan Ave., Chicago, Ill. 60605
(312) 939-3698

WILLARD ALEXANDER AGENCY
(312) 6-2460

FEBRUARY 12, 1966, BILLBOARD
COUNTRY MUSIC

Imperial Will

Expand Its
C&W Output

NEW ORLEANS—Rick Frio, national sales manager of Imperial Records, told delegates at the second annual Delta Dealers Convention here last week that Imperial is "going more into the country and western field."

Frio, who was on two panel discussions, said the label will make its expansion move soon. The decision was reached, he said, because of the tremendous growth of c&w music and its audience.

Imperial, a subsidiary of Liberty Records, has concentrated a great deal on New Orleans-flavored music in recent years. Imperial's expansion in the country field apparently means the label will be catering to a lot of West Coast-based artists, or recording artists of Nashville with Nashville-based artists.

Frio was a member of panel discussions on "Catalog Merchandising" and "Packaging and Merchandising of Album Product."

KBK Sponsors First Live Show

SAN ANTONIO—Country music station KBK sponsored its first c&w live production last week in conjunction with the "Victory Show" at 5:30 and 8 p.m. at Municipal Auditorium.

Both drew big crowds.

Talent line-up was Ferlin Husky, Ray Price, Hank Williams, Sketer Davis, Lefty Frizzell, Claude King, Hank Cochran and band. Tickets were $2 and $2.50.

New Writers

NASHVILLE—Pawnee Rose Publications, Inc. (SESAC), headed by Hubby Long, announced last week the signing of Jim Wand, with Christy Lane, of Peoria, Ill., as exclusive writers. Both Wandin and Miss Lane are singers.

Gene Bennett

Clicks With Nashville Sound

PITTSBURGH—WPIT Radio reports its country music show, with Gene Bennett, veteran c&w deejay, as host, has been a native of Nashville, has proved highly successful, with its emphasis on the Nashville sound.

The one said Bennett's mail pull in the six-state area the station serves amounts to "hundreds of mail.

Bennett is also a composer and artist for Mercury and Ker- nel Records. He has also been active many country music shows throughout the country.

WPIT is a 5,000-watter and also has an extensive music program on WPIT-FM, 20,000 watts. The station says its list ening potential is 10 million persons.

Guests Set For Wilburn TV Show

NASHVILLE—Chet Atkins, outstanding guitarist and RCA Victor's Nashville producer chief, appeared as a guest on the Wilburn Brothers syndicated country music TV show last week.

The Wilburns announced the following talent line-up for upcoming shows: Hank Locklin, Carl Smith, Earl Scruggs, the Osborne Brothers, Jean Shepard, Stonewall Jackson, Bobby Bare and Archie Campbell.

Regulars on the show with the Wilburns are Loretta Lynn and Harold Morrison.

BUSY TIME FOR BARBARA

RICHMOND, Va.—Barbara Allen and her show the "Doomance Barn Dance" here, and the WWVA "Jamboree," Werts its country music show, was leaving town (week 1) for two weeks and a U.S. tour Base at Guantanamo Bay, Cuba.

Allen, who is a member of the Coban stand, will be featured on the WCMS "Coban Opry" show in Norfolk, Va. (26-27). Jim Ginnell, of Jim Ginnell Produc- ers, her agent, said she will also be at Fort Lee, Va., March 11, and Knoxville, April 2.

Miss Allen also appears as a regular on the syndicated country music TV show, "The Billy Grammer Show," taped at Knoxville.

HICKORY ARTIST BOBbie ROBERTS, who heads show "McCabe's Country C&W Show" in Hickory, is moving strong with the latest release "No, Not Quite" (Hick- ory 1360). The record is get- ting strong airplay in numerous markets. (Advertisement.)
"The hottest release for Kitty in the last two years . . . and that's saying a lot."

KITTY WELLS
"THE QUEEN OF COUNTRY MUSIC"
Sings
"A Woman Half My Age"

(Decca 31881)

Bookings: The Moeller Agency
815 16th Ave. So., Nashville, Tenn.
A spine-chilling story-in-song to scare up sales by the score!

Jimmy Dean's
"Striker Bill"

C/w "Things Have Gone to Pieces"

To be premièred on "The Jimmy Dean Show,"
Friday, February 11th, ABC-TV

A potential C&W classic in the
Jimmy Dean tradition of "Big Bad John."
ON COLUMBIA RECORDS®
Angel Achieves Record Sales Year Sparked by Eight Factors

BY ELIOT TIEGEL

HOLLYWOOD—Angel Records hit a sales peak last year, going up 11 per cent over 1964, reports Stan Gottikov, president of Capitol's distributing organization.

Eight reasons are cited for the healthiest sales season in Angel's 20 years of availability in the U. S.:
• Sparked by Maria Callas' "Carmen" (a three disk set) and "Tosca" (two disks), Angel's best selling new albums included "Messiah," "Magic Flute" (both three disk sets) and Mozart's "Symphonies 40 & 41." By Otto Klemperer; "Mirella Freni Opera Arias" (one disk); "Tales of Hoffman," with Elisabeth Schwarzkopf, Nicola Griffith and Victoria de los Angeles and "A Purcell Anthology, Vol. 1," by Yehudi Menuhin. All these packages went over the 20,000 sales mark, according to Angel merchandising chief Brad Horowitz.

• Going up reports Stan Gortikov, "Now, many of Angel's recently released 90 LPs—were by established artists whose catalog albums started selling after their new sets hit the stands. This catalog action was the highest in Angel's history.

• The success of Mirella Freni on the opera stage in New York and Chicago, along with her appearance in the Warner Bros. released film of "La Boheme," brought her to the attention of American disk buyers.

• American Airlines stereo programs featuring Angel repertoire, providing supplemental exposure for new product, which was a key ingredient in the sales. Angel was the exclusive supplies of classical music to American, noted Engel.

• Exposure concentration on AM and FM classical stations resulted in extra emphasis, and was one of the reasons attributed by the success of "Tales of Hoffman." Engel called it an "example of an advertised recording work for which there was a public demand," since there was no other new work of the opera on the market.

• Angel also expanded its merchandising program featuring sampler disks at $1 through coupon offers.

• Advancements in the recording and manufacturing process to increase fidelity of the products.

• A more aware sales staff which could boast of "Carmen" and "Messiah" hits, Angel's own eight sales reps, plus two district managers, was augmented by Capitol's entire sales corps.

An interesting point about the "Messiah" package is that it was the third and last version released last year and yet was a strong seller.

Since when do tapes cost the same as LPs?

Since Now.

On 33⅓ 1/3 P.S. Stereo Tapes

Now—for the first time—you can offer all nine of Beethoven's famous symphonies on two 33⅓ P.S. 4-Track Stereo Tapes at the same reduced price as the 7-⅝ P.S. deluxe set. And the five Beethoven piano concertos on one tape at the same reduced price as the 4-⅝ P.S. deluxe set.

These performances have been consistent top sellers..."...the most recommendable presentation of the Beethoven symphonies," wrote the New York Times of the readings by George Szell and the Cleveland Orchestra. And Leon Fleisher with the Cleveland Orchestra under Dr. Szell has caused equal excitement with his interpretations of the Beethoven piano concertos. These Epic tapes measure up to the biggest music bargain of the year. See them now.
HOLLYWOOD—Song-writer-producer Lee Hazelwood has discovered a new talent in Hazelwood, an independent producer who also writes for Capitol and MGM (where he is also an artist), believes in a formalized approach to arranging. “I’m not a chance taker,” he explains in his cynical manner. He uses the same musicians on dates, the same copyist.

Easy Treatment By Sims, Unit Easy to Take

NEW YORK—Zoot Sims’ career has been boosted to jazz made an impression on Eugene on February 9 (2).

The group was put together for the engagement by Sims on tenor sax, Eddie deHaan on baritone, Milt Hinton on bass, and Buddy Boccelli, Jim Rainey on guitar and Ron Lewis on drums. The group consists of all fine musicians and they performed though they were together for years.

Informality was the keynote of the engagement. Sims arrived at a bit late because he overslept, and due to Von Stade’s—was not to walk off occasionally, park his sax on a nearby table, light the cigarette in his hand. The combo played on unaccompanied, and the audience would take breaks during a set, and they would leave the stage when the opportunity presented itself.

But there was no sloppy about the performance. Sims, Townsend and Rainey turned in first rate solos, with honest going to the folk flavor.

This relaxed approach was not accompanied by clowning. Sims is a serious musician without being a populous one.

Sims has been on the jazz scene since the late 1940’s, and at various times has recorded for several leading jazz labels. His current showcase is a good one. It’s the only mid-Mas- terian club which features jazz regularly.

AARON STERNFIELD

SIGNINGS

Vernon Oxford added to RCA Victor’s country roster. His first Victor recording is "Easy to Fall in Love" with Bob Ferguson in Nashville.

Singer-comedienne Christine Nelson joined Don Costa’s orchestra. His dicks will be released on Columbia.

The Fugs to Front: John Giorno and Judy Henske shift from Elektra to Reprise for "The Song That’s Good for the Pop Market." She had been sticking her nose into the Singer-comedienne Christine Nelson.

Productions signed Jimmy Jones

FEbruary 12, 1966, BIBBID

TALENT

Hazelwood Opens Up 5th Front

Lee HAZELWOOD arranges Billy Strange and the same lead which Eddie Brackett, if any of these people are unavailable he will recall session or rather than use a substitute. When recording vocalists, Hazelwood cuts tracks instead of having the group cut all at once. "It’s not legal to track," he says with a smile. "But he says that it costs him an additional $40 per man for tracking sessions.

Hazelwood prefers to track vocalists because that procedure enables him to completely concentrate on the singer. With Nancy Sinatras’s new single, he cut the horns and rhythm first and then brought in the group.

Hazelwood’s contracts as an industry executive are such that he receives an artist royalty for world-wide sales beginning with the first disk sold. This is in addition to his regular adoring fee. As an exclusive writer through Criterion Music, an ASCAP firm, he receives a healthy royalty also.

He has just reunited with Duane Eddy for Colpix, with the guitarist paying him recording fees and royalties. Hazelwood formerly worked with Eddy (19-19) which included RCA.

Hazelwood, 36, calls himself a late comer in the music business, but he has written around 400 songs. He estimates 60 per cent of the records he records are his tunes. Jimmy Bowen was responsible for getting him a record deal with Reprise. Hazelwood has a strong affinity for being frenetic, but shrugs it off as part of the business of "re-discovery."

He has been offered staff ad jobs but calls them “good for your ego but not for your songwriting capability."

He worked with eight arrangements on "Beckett," the duo completed Nancy Sinatra’s album over the weekend. Hazelwood admires that the singer is "freshmen, but shrugs it off as part of the business of "re-discovery."

It’s been offered staff ad jobs but calls them “good for your ego but not for your songwriting capability."

Lee HAZELWOOD

Toronto Theatre New Mecca for Disk Artists

BY KIT MORGAN

TORONTO—The dwindling supply of hit musicians from Broadway has broadened the scope of attractions booked into the Canadian capital. Here, with popularity on records a major factor, the hits have been a formula and management director.

The 3,200 seat showplace, which opened in December 1964 with "O’Keefe" on its roster to Broadway, looks primly to read sheets of hit musicals and pre-Broadway tries for its fare, balanced by opera and ballet and a smaller number of plays, like "Beckett" and "School for Scandal" which, because of their high cost, would not otherwise play Toronto in smaller theaters. In the past, each season has been rounded out with just a couple of "in concert" appearances or variety revues headlined by such artists as Harry Belafonte who-over ground $5 million in four engagements at the O’Keefe, in Carland, Liberty, and the late Nat King Cole, all of whom have appealed to essentially the same audience.

The shortage of touring Broadway hits this season, however, has seen the O’Keefe turn up with a number of Broadway shows off, a wider range of attractions which, in turn, will appeal in a wider range of audiences. This season, for example, the O’Keefe presents its first-ever country music show, with Johnny Cash, Tex Ritter, the Statler Brothers, and Deborah Swother.

The Charmettes to Monument Records.

Willie Morganfield, spiritual singer, to the Jewel label.

June Carter, and the Tennessee two. The group is put together to draw many people who have never been to the O’Keefe before.

Earlier, the New Christy Minstrels and Henry Mancini attracted a proportion of the playgoers that is common at the O’Keefe. "We didn’t have an attraction younger people to the theater," says Walker, who is counting on the fans of "Beckett" to turn out for the Toronto appearance of U. K. ’s newest play. "Suzie" (who is no longer with the company) will be back with a new drama March 25, 26, in which she is expected to be at low, tentatively set for June.

Other names from the record scene for the O’Keefe this season are Roger Williams headlining his "From Broadway to Las Vegas" revue (4-12), Duke Ellington and his orchestra March 14-16, Sergio Franchi on March 22-24, and Connie Selleca on March 21-22, in which the Supremes will be in town, at low, tentatively set for June.

The O’Keefe Centre has presented many musicals prior to their Broadway debuts, either as an exclusive booking from London’s West End to Broadway or as an exclusive booking from the Lincoln Center productions of "Beckett" and "Kismet." But this season it is an exclusive booking of the Lincoln center tryout, with "Annie Get Your Gun," starring Ethel Merman, expected to open in May prior to its New York run.

The record industry here is happy to see more disk names making personal appearances at the O’Keefe, with high expectations numbers that fill the stage and the audience with electric waves. The group numbers, such as "Big Band," "Black Man’s Frug" and "Rhythm Band," are in the air.

For the show’s energy go to Bob Fosse, who fashioned the production as director and choreographer, and Gwen Verdon, its luminous star. Credit for the bold and brassy score goes to John Kander and Fred Ebb.

HOW DAILIES SAW ‘CHARITY’

James: “This show’s chief attractions are the staging and the dances, which have style and theatrical vitality. This cannot be said about the book or the score.”

Herald Tribune: “There are a few less of the old rhythm you—the dances, the scenery, the songs, Gwen Verdon, Gower Champion, and Gwen Verdon. On the other hand—the show has exuberance and quality it doesn’t get: walisness. You’ll have to settle for the raciness.”

News: “It can’t miss. The music and lyrics are considered substantially above the Broadway average.”

Post: “Brightly, imaginative musical comedy. Most of it is fun, and the O’Keefe production is downright wonderful.”

JOURNAL AMERICAN: “Gwen Verdon has been cast in a better form. She is backed up by a song, and a persuasive score.”

WORLD TELEGRAM & SUN: “There are production numbers that are grand personal qualities as theatrically exciting as anything that’s hit town in years.”

Gwen Verdon

VERDON, SCORE PUT BOUNCE IN ‘CHARITY’

Verdon, Score Put Bounce in ‘Charity’

NEW YORK—The propulsive energy and zestful musical beat that runs through “Sweet Charity” was given a further boost last week when the show went off for its Columbia Records original cast recording. Credit for the show’s energy goes to Bob Fosse, who fashioned the production as director and choreographer, and Gwen Verdon, its luminous star. Credit for the bold and brassy score goes to John Kander and Fred Ebb.

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RHYTHM & BLUES

TOP SELLING R&B LP'S

<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>2.</td>
<td><em>Your Love</em> (Gaiters/Unidome 5004)</td>
<td>14</td>
</tr>
<tr>
<td>2.</td>
<td>1.</td>
<td><em>You Got My Love</em> (Gaiters/Unidome 5004)</td>
<td>14</td>
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<tr>
<td>3.</td>
<td>3.</td>
<td><em>Daddy's Home</em> (Gaiters/Unidome 5004)</td>
<td>14</td>
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<td>4.</td>
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<td><em>Don't Stop It</em> (Gaiters/Unidome 5004)</td>
<td>14</td>
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<td>5.</td>
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<td><em>My Baby Loves Me</em> (Gaiters/Unidome 5004)</td>
<td>14</td>
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THE JAZZ BEAT

By ELIOT TIEGEL

Exploded Solo Shots

Colleges are making news. Penn State Jazz Club holds second intercollegiate jazz festival April 20. Competition is open to all colleges, reports David Kemig. Musicians must be undergraduates or graduates, but conductors and arrangers may be faculty members. Jazz combo and large band categories are open. Applications must accompany entries (check to the club at Hostel Union Building, University Park, Pa., before Feb. 21. Twenty colleges are represented in the sixth annual Villa nova Intercollegiate Jazz Festival, Feb. 25-26, at the Field House. The competition will tape the activities for later replay. Mike Carnes and John Hammon are among the judges willing to listen to the ideas and performances of musicians from MIT, Bucknell West Chester State, Indiana State, Michigan State, Philadelphia State, New England Conservatory, Lafayette College, Swarthmore. Ohio State, Potsdam State, Temple, Tyler School of Fine Arts, Carnegie Tech, Georgia Southern, North Texas State, St. Joseph's, University of Florida and the Hartford College of Music. Interesting that very few entrants are from the West Coast. The Modern Jazz Quartet and Dizzy Gillespie join forces in concert Feb. 12 to culminate UCLA's Negro History Week. Celebration of the school's Fine Arts Committee, working with GAC and Booker Mike Davenport, has scheduled four chamber jazz concerts for the spring, with Cal Tjader March 12, the John Handy Quintet, March 19, Denny Zeitlin's Trio March 26, and Anita O'Day with the Bob Hatter Quartet April 2. Anita Zeitlin and Janie will be marking the 1st of April on the debut of the Schoenberg Hall series.

NEW ACTION R&B & SOUL

Other records registering solid sales in certain markets and appearing to be a week away from making a listing on the national hit charts the following week on the chart are not eligible for a listing here.

NEW ACTION R&B & SOUL SINGLES

Darling Baby — Epps, V. V. — P. 2909

WFLN Philly Classical Leader

• Continued from page 20

whole background was classical music," he said. The two men responsible for programming at the station are Morris Herken, a graduate of the Juilliard School of Music and Mr. Diel, who has a doctorate in music from the University of Pennsylvania.

"We feel that the man listens on Thursday, will be listening again each Thursday night," said Green. For these habitual listeners, who don't repeat its musical selections. Every month is different, so far as the music is concerned. There is a fairly good balance of music between what Green called the "romantic" selections and the "serious" stuff. The station also carries the Library of Congresses concert, and produces all 22 local concerts of the new Philadelphia Civic Symphony Orchestra this year.

WeFL isn't a symphony on AM. The AM station is simulcasting with FM, until AM goes off the air and, in spite of the FCC's ruling about 50 per cent separation of programming, Green hopes he'll be allowed the continue simulcasting "in order to reach listeners in automobiles during traffic peaks."

The FM is in stereo, but Green feels that much of the nation's audience haven't been educated yet to the medium. A single FM-stereo-car radio that he has on the air is "very loud" in stereo and he often think's he's hearing stereo."

Green has had its best year financially in 1965 and 1966 looks to be even better, he said.

Vox Jox

• Continued from page 22

who's general manager of KOKK, Austin. Other corporation officers are Neal Speaks of KTXC Austin; R. Miller Hicks, Jr. Sam Winters, and Walter Caven. KJOE will feature white music. Congratulations, Neal.

Ron Braunstein probably considered WKTC, Charlotte, N.C., featured on the program in the February issue of TV Radio News. Braunstein is the new program director and music editor of WILK, Cleveland. Mo. Chuck Howell is music director of WPCN, the afternoon station at WQUA, Moline, he is also program director of WAGM, Peoria. He also joint the sta-tion 3 months ago. Assistant program director is Michael Peeler, WIRE, Indianapolis. The line-up also features Bud Taylor, Jimjoe Murray, Dennis Weimer of WAF, WRM, and Jim Jones of WAM. Pittsburgh is a basketful fan, he sponsor a professional team of college-stars and is now seeking a pro franchise for Pittsburgh.

FEBRUARY 12, 1966, BILLBOARD
EDITOR'S NOTE: The Market Research Department of Billboard, because of the current state of the market, has not received reports from hundreds of dealers around the country. The following is a report from one Northeastern manufacturer in response to three questions about the state of record suppliers' service.

CHICAGO—More than 30 per cent of the dealers polled by Billboard indicated dissatisfaction with some part of their supply service. About 20 per cent praised their suppliers, while the remaining 40 per cent did not respond. Only two dealers who did not include in Billboard's original roundup of the show (see Billboard, Feb. 9), indicated they were satisfied with their Ortronics, Trans World and Jax service.

Ortronics (Toledo, Ohio), a subsidiary of Champion Spark-plug, showed amonumental an eight-track playback unit. The four-track system is priced at $97.95, the latter $99.95. In-stalled, the unit is competitive with the eight-track playback systems that are currently distributed through Sears, Roebuck. The firm plans to make a home playback unit this year, and it is expected to attempt to distribute through record dealers. Recently, the firm has designed a model to be used in private airplanes. Ortronics playback systems and cartridges cannot be made compatible with other existing eight-track playback systems. (Ampex Corp. has indicated it will make a unit compatible with the Ortronics cartridge.)

Tronics World Corp., (Mentor, La.) showed a four-track fi-delity-type cartridge that sells for $119.95 plus installation. Company is working on making their product compatible with Ford-Motorola eight-track system. Has been making tape playback equipment and is using Ortronics' cartridges for several years and has established distribution system. Product features simplified installation that requires no cutting of hales in auto for either the unit itself or for the speakers. May approach record dealers in the future.

Jay Electronics (Hicksville, N.Y.), exhibited four-track fidelitity-type CARtridge-unit which will be available in May. $99.95 plus installation. Firm has been in the music duplicating business for several years. In converting itself from a four-track duplicating equipment to eight-track duplicators, it has taken four and eight-track compatible playback unit. Has distribution network which includes several record dealers. Firm feels record dealers will not be too interested in playback units until there is a demand for home cartridge players.

New Location For King Karol

NEW YORK—King Karol One-Stop Service, which supplies record dealers all over the world, has recently moved to a large, new headquarters in Manhattan. The one-stop's owner, Ben Karol, said he has been serving the industry for more than 10 years. He sold Billboard that he carries everything available in the Schwam catalog and then some.

“We probably carry more LP's than anyone else in the world, and we have a full line of tapes also,” said Karol.

“We have a staff of 25 employees to serve customers who contact us in person, by phone or mail. We take all orders, no matter how large or small they may be, and we have established a reputation for very fast delivery.”

Karol added that his firm services the New York area with a fleet of trucks, but that they do most of its business through mail orders.

Looking forward to the future, Karol predicted that the auto-tape market will continue to grow. He pointed out that the Norelco cartridge-loaded recorders utilized in the system, and the firm's own more cost-competitive designed housing units, all such products are large sales leaders, seriously luring dollars under the terms of the Norelco retail advertising agreement.

FEBRUARY 12, 1966, BILLBOARD

No Uniformity in Record Supply Service

Smallest CARtridge Entry

NORELCO car tape system, compatible with units distributed by Wolmanak and planned by Mercury, uses smallest cartridges, narrowest tape, and has most compact unit of any currently on the market. The unit is portable, can be carried away from the automobile and then reinstalled into the car-Mount in a matter of seconds. It is the only autotape system that records as well as plays.

Record Profits For Handlaman

DETROIT—The Handlaman Co., local record rack jobber, announced yesterday that its 1965 earnings, of $16 million, increased 25 per cent over 1964 earnings. Sales last year also reached an all-time high of $144 million.

Paul Handlaman, president of the 32-year old firm, reported that the new distribution centers in Dallas, Los Angeles and Miami are all operating efficiently and contributing to our sales growth. Sales of our Canadian operation are up 45 per cent.

“We are particularly interested in the new 8-track stereo tapes now being offered in many 1966 automobile companies. Our company expects to have a key role in the distribution of these tapes in the months ahead,” he said.

Handlaman added that the new distribution centers, in addition to manufac-
turer radio and said that “with the addition of new 8-track cars for the future, we envision a good and glorious future for these tapes,” he added.

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Cartridge Units Appearing With '66 Motor Boats

NEW YORK—Tape cartridge players, on the road to becoming standard equipment in American automobiles, may also achieve popularity with boat owners.

Many tape cartridge units were shown with craft exhibited at New York's recent 36th National Boat Show.

Lear Jet's tape-player-AM radio combination was installed in a pair of Glasspar Co. speedboats. The system included four loudspeakers and was priced at $149.5.

A Viking Auto Tape 500 was shown mounted in a 15-ft speedboat of the Winner Boats, Inc., exhibit. No price was indicated for the Viking unit.

Larson Boats exhibited a combination of standard equipment in boats of about the $3,000 range. The mounted units, bearing a Larson label, were in operation during the show.

Other boat firms showed Autotape and Tele-Tape car-
tage players described as equipped with various units, each record and by that time it is dead. When you finally get the order you're stuck with it.” (R. H. Bailey, owner, Oklahoma Record Shop, Kansas City, Mo.)

"Excelsior. All I have to do is pick up the phone and call collect. If they have the records I want I can pick them up the following morning at the box.

(Carriage Units Appearing With '66 Motor Boats continued on page 36)
EMPLOYMENT SECTION
HELP WANTED
Call Andy, in Part Arthur, Texas, W. 4192. 20% commission.

NEW RECORD FIRM NEEDS GOSPEL ARTISTS TO RECORD PROGRESSIVE GOSPEL. Good offer. Call or write. W. H. J. ELECTRONICS, INC., 212 Long Path, Roch. (212) 341-0414.

PICKWICK INTERNATIONAL, INC.
In need of top phone operators. Mays to apply and will be considered. Box 2350, New York, N. Y. 10019.

DISTRIBUTING SERVICES
WIN RECORDS, INC.
Specializing in wholesaling all labels and speeds.

12 YEARS of proven success!

WE'RE MAKING IT EASIER TO DO BUSINESS WITH US!

CLASSIFIED RATES

- 10 words or less $1.00
- 11-25 words $2.00
- 26-50 words $3.00
- Over 50 words $5.00

Include your company name and address.

If your listing is by mail, please enclose 65c for postage.

Columbia
COLUMBIA solid-state Master-work phonograph. Automatic monaural power-transformer, steel turntable, tone arm, turnover cartridge, four speeds, Oxford grey leather case. Minimum trade price $289.50, inc. five 45-rpm records.


Say You Saw It in Billboard

No Uniformity in Record Supply Service

Continued from page 55

station'' (Clint Smith forth., partner, Junior's Records, Winston-Salem, N. C.)

1.26 "I would say only fair. We don't get any information about new releases unless after we have had many requests for them. (Don Ocker, record department manager, Holsinger Music, Boise, Idaho.)

2.00 "Excellent. Distributors give us fine service. (Bennie Stone, manager, Benne's Record Shop, Cambridge, Mass.)

Catalog Items

"No good. If the one-steps don't have them they make no effort to try and find them for us. We never know if we'll be able to get a record. (Mike Donovan, owner, Donovan's Record Shop, Alhambra, N. M.)"

5.00 "Depends on supplier. Major labels are RCA, Decca, Capitol, etc., give very good service. The independents are not too good, however. (Nick Davidson, owner, Music Den, San Francisco, Calif.)"

"It's all right. As long as they are on price when it comes to us eventually. All the companies have warehouses here and we get extra good service on catalog items. (B. R. Oliver, manager, Dallasan, Dallas, Tex.)"

Excellent with the exception of the major jazz labels which are rather slow. (Don Bittucci, manager, Record Shop Annex, Huntsville, Ala.)"

"Good. But our distributors don't always have the merchandise we request so we have to hunt around for it. (Mr. Carson, manager, Sears, Detroit, Mich.)"

"Our supplier has a wide assortment of merchandise and delivers very quickly. (E. A. Dulin, manager, Modern Music Co., Memphis, Tenn.)"

The suppliers of the dealers gave names of manufacturers and distributors who were giving inadequate service, but generally asked that they not be quoted on this. One dealer said "my service will be even worse if I make a complaint to a magazine." Dealers attitude toward manufacturers varied a great deal. Companies which were considered among the best by some dealers were occasionally mentioned as slovenly and most indifferent by others.

In the next appearance of the Dealer's Panel, Billboard will report in detail on various promotional devices dealers are using to stimulate business. If you care to contribute your comments to this subject or to suggest topics for discussion, write to: Audio Retailing Editor, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.
SUFFOLK, Va. — Cavalier Vending Co., victor in the famous antitrust case instituted by the Federal Food and Drug Administration 15 years ago, was last week awarded a $350,000 Small Business Administration loan, reportedly the largest loan of this type ever made to a bulk vending firm.

Handling details of the loan was attorney Edwin Kellum, who successfully defended the local bulk vending firm in the "U. S. vs. Cavalier Vending" case.

The participating bank is the Seacoast Citizens National Bank here. Negotiations involved Cavalier President Wilbur L. Thompson and bank executive officer Lawrence Smith. Also present as papers were signed was Herb Goldstein, national sales manager for Oak Manufacturing Co., Los Angeles.

32,000 Units

The loan, for business expansion purposes, will mean a sizable addition to Cavalier's current total of 32,000 machines routed from Virginia south to Florida. Cavalier has placed an order with Oak Manufacturing for an undisclosed number of bulk vending machines.

The significance of the Cavalier vending court case was brought to the attention of the very few Virginia when the F.D.A. moved to attach an anti-trust amendment to an unrelated bill sponsored in the U. S. Congress by the Tobacco Confectioners Association.

In running successful opposition to the proposed amendment, attorneys for the National Vending Machine Association alluded to the Cavalier decision as follows:

"Some years ago, the very foundation of this industry was threatened in a landmark case, U. S. vs. Cavalier Vending,, filed by the Food and Drug Administration, under Section 402, wherein the Department sought to condemn as adulterated, per se, a bulk vending machine in which plastic trinkets were mixed with gum balls. The Department conceded that the gum was not adulterated and did not of itself constitute a violation of the Act, but took the position that the combination of the indistinguishable mass of food which included the trinkets was within the meaning of Section 402. The Court held that the vending was not adulteration within the meaning of the Act and that the giving of trinkets along with the sale of candy or gum does not add anything to the articles of food for consumption, nor do they affect such articles in any way.

"The Cavalier decision was rendered some 14 years ago, and we know of no public need which should lead Congress to overrule its effect."

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**COMING EVENTS**

March 2-6-Toy Manufacturers of the U.S.A. annual convention, Sheraton Hotel, New York.

March 7-12-Toy Manufacturers of the U.S.A. annual Toy Fair, Hotel New Yorker, New York.

April 22-National Bulk Vending Machine Distributors meeting, Sheraton-Chicago Hotel, Chicago, 10 a.m.

April 21-24—National Vendors Association Annual Convention and Trade Show, Sheraton-Chicago Hotel, Chicago.

Oct. 29-Nov. 1-National Automatic Merchandising Association Annual Convention and Trade Show, McCormick Place, Chicago.

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**Food Store Chain Runs Its Own Bulk Operation**

DENVER—Probably the only bulk vending business in the Rocky Mountain West, which operates directly through IBM stock control methods to the limit, is the Cavalier installed in Miller's Super Markets, of Denver, Colorado Springs, Greeley and other cities.

The Miller Super Markets, which several years ago became part of National Stores, went into bulk vending some eight years ago, when President Morris W. Miller concluded that the peculiar problem affecting small grocery and drug stores was solved.

Among the most significant conclusions he made was that super marketers and their assistants must schedule their time so efficiently that there is no provision for "dropping everything to co-operate with a route operator who comes by any time." Another factor Miller noticed was that many varieties of bulk vending machines meant more time and maintenance problems.

On the side of the ledger, the Denver supermarket pioneer realized the high importance of bulk vending machines to both children and adults. Youngsters who are peevish over being told "don't touch this" and "don't touch that," as readily mollified with a penny or two bulk-vended candy or gum— and adults who, after a tough day's work, get a habit to enjoy the same while shopping through the store.

The net results of these studies was the decision to install either three or six bulk vending machines in every Miller store, depending upon the amount of traffic, store layout, etc., to be operated by the store manager, or any one of three assistants which the Miller store managers. Miller buyers went to Star Novelty Company, where vendor distributor Andy Anderson sold the chain sufficient Topper machines, all finished in blue, all "eeny-meeny," or other implement the new program.

The new vending machines, without exception, were installed immediately off the turnstiles or turnarounds where persons enter the shopping area, where they are the first things to be seen. Here, as mothers come in with children, the over-tattooed adults arrive, a huge percentage of each store's customers dig in to pick their pockets for pennies.

IBM Cards

All of the machines are of the very big central Miller warehouse with fill, including ball gum and bridge mix primarily, and do not skip. The merchandise is reordered as if it were a "shell" item, according to Rip Steiger, who was appointed.

(Continued on page 58)

American Sold to Philly Gum

HAVERSTOWN, Pa.—Phila- delphia Chewing Gum Corp., Havertown, recently gained control of American Chewing Product, Inc., of Havertown, manufacturer of specialty and private label chewing gum products since 1912. Mr. A. Duffield Schaeffer, president of American Chewing Products, is retiring from the firm after a long career as inventor and producer of many well-known chewing gum innovations in the past 40 years. Edwin L. Fenimore, president of Philadelphia Chewing Gum Corporation, will succeed Schaeffer as president. He announced that additional facilities and personnel will be added to the Newark operation to increase product lines and achieve greater efficiencies.

Martin J. Schaeffer reportedly will continue as general manager of factory operations.

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**“YOUR PROFIT IS OUR BUSINESS”**

1-SAVES SOMETHING TO EVERYONE2-THE MOST ADVANCED COIN VENDING MACHINES3-SIMPLE PREVENTION4-INTERLOCKING DOORS, NO FALSIFYING ENGAGEMENT5-NO ADULT...'S PAINFUL JAMMING THE MACHINES6-SIMPLEXITY WITH EXACTNESS7-LEAVING THE FUTURE TO YOU8-BUILDS DESIGNED TO HOLD LARGE QUANTITY VENDING ON THE MARKET WITHOUT JAMMING OR JAMMING9. IMPROVEMENTS ARE CONSTANTLY MADE AT THE FACTORY ORY10-NEW "47" PENDING PREPARTS LOSS HAVING NO NOISE OR REASON FOR DAMAGE TO MECHANISM11-SOME 5000 MACHINES INSTALLED3C The idea is to make any kind of machine, size, width, arrange the same in any market, to suit our demand and manufacture.

---

**NORTHEAST**

Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S ODER BUBBLE TAB GUM, the most popular in hub. Wrappers include comics, fortunes and premium redemption. Birming-Maker, Sheraton-Chicago Vending Machine Corporation, Chicago.

---

**YOU COUNT MORE WITH OAK**

Oak Tree

The Oak Tree makes an ideal stand for Vista Menu Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to arrange the upper row of machines to service the bottom machines. The wheel-mounted base is 13 1/2" and the over-all height is 50 inches. Shipping weight is 15# to 85 mins. It is available in either handsomely detailed panel or automotive chrome finish.

Time payments available on OAK machines through all distributors.
Elect Ferrier WVOA President

By SAM ABBOTT

LOS ANGELES—Kenneth P. Ferrier, operator of Consolidated Vendors, San Pedro, Calif., has been elected president of the Western Vending Machine Operators Association last week. Robert Feldman, Acme Vending Machine Company, hosted the meeting.

Ferrier succeeded Preston Coombs, who held the presidency for three, one-year terms. The members were the guests at a cocktail party held prior to the steak dinner and the meeting.

Leo Weinberger proposed that the association's executive secretary and counsel, Eugene Zola, look into the matter of removing the State sales tax from bulk vending machines. Zola is to check on the action of the New York association and make a report at the next meeting in April.

Weinberger said that the support of bulk vendors throughout the State will be selected in the campaign.

Food Store Chain Runs Its Own Bulk Operation

• Continued from page 57

Food store chain runs its own bulk operation, buyer for the bulk vending department shortly after it was established. Ordering is on a perpetual inventory basis, conducted by the IBM cards, with the manager of each store free to requisition additional fill as required. As the smoothly operating system functions, however, it is very seldom that an order for fill must be sent in.

Under contract with suppliers, all fill comes in five-pound bags, equivalent to the capacity of the usual vending machine. Buyers as busy as the operators are expected to keep an extremely close check on the stock in every bulk vender and to make sure its fill is continually checked. The entire five pounds goes in at once. This not only means a more sanitary, eye-appealing and fresh stock, but does away with an annoying possibility—the fact that an opened but unused back of bridge-mix is likely to be consumed by the store's employees.

Peanuts are the only item vended in the big Denver supermarket which are not "IBM controlled." To insure absolute freshness, Steiger contracts with a Denver nut distributor who has the facilities to deliver the nuts, likewise packaged in five-pound, gneenc-proof bags, on order from individual stores. Because the nuts have been blended daily or the day before they are ordered, an exceptionally high degree of quality is maintained, and the store can be sure that flavor and eye-appeal are at their best.

Machine maintenance is up to the individual market manager. In most stores, carry-out boys are detailed to wipe down the machines regularly, while store inspectors, who visit each outlet on the average of once per week, have the responsibility to see that machines are vended up to the full amount per penny inserted and that any mechanical failures are immediately reported. Miller's, incidentally, is considering buying up in the unit of the product vended per penny—a simple touch which helps goodwill, it has been found.

Maintenance.

All repair and upkeep work is maintained by the store's engineering department, with several mechanics trained to handle each aspect of bulk venders. It is primarily a matter of parts replacement, according to Steiger, who says he has suffered very little damage to machines except for occasional knocking over of a stand because of heavily loaded grocery cart. In such instances, the globe often breaks and the fill is a complete loss. However by backing the machines up against a heavy pipe rail, which separates the shopping area from the turns, the danger of toppling has been almost altogether eliminated.

MacMan Gets

Dick Tracey

OCEANSIDE, Calif.—Capit- ant of the current cape for comic book characters, Macman Enterprises Corp. has licensed the comic strip design to the Marvel Comic Group. According to president Manny Greenberg, Macman will soon release various comic strips featuring characters based on these Sub-Mariner, Capt. America, Hulk, Thor and Spider Man.

NEW VICTOR '77

GUM & CIGARETTE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION


V-11 and V-2 comes complete with 25's, 100's or 500 count boxes of cigarettes.

Rated return $1.75 per week with 25's, 100's or 500 count boxes of cigarettes.

Removable cash box for easy collection. Comes in complete kit. Field tested.

Write 185 South State St., Chicago, Ill.

PRICE $39.00

Let us supply you with a complete line of cigarette vending machines.

GRAFF VENDING SUPPLY CO., INC.

Manufacturers Representatives

BULK OPERATIONS

SCHOENBACH CO.

Manufacturers Representatives

MACHINES

GREAT MONEY MAKER

ACME ELECTRIC MACHINE

Sample...$5.00

116 North State Street, Chicago 1, Ill.

Please rush complete information and prices on Northwestern Supply Bulk Vendor (as illustrated) as well as other Northwestern machines.

NAME

COMPANY

ADDRESS

CEFT

Fill in coupon, clip and mail to:

KING & COMPANY

2700 W. Lake St.

Chicago 2, III

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in tin vender pack or loose. Pencils, Candles, 1 Herkneys 320 count and 300 count Candy Coated Baby Chicks; Leaves; Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Suppl-

ies, Cigars, Cigars, Cigars, Cigars, Cigars, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

Ken FERRIER, Consolidated Vendors, San Pedro, Calif., is congratulated by Preston Coombs (right) after election as president of the Western Vending Machine Operators Association at a Los Angeles meeting. Coombs, outgoing president, held the post for three one-year terms.

BUILT FOR BUSINESS!

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Bulk Vending Machines

Full of built-in advantages for longer life and greater profits.

VENDOR

MFRS., INC.

3191 LEWIS STREET

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PHONE: 615-256-4148

(Distributor areas available throughout the world)

NORTHWESTERN

Model 60 Bulk-Pak

Will not skid or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE DUSKIES. Sold with TAB GUM, the most popular in bulk vending. Wrappers include comics, fortunes and premium redemption. Bulk loading.

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PARKWAY MACHINE CORP.

715 Essex St.

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NEW VICTOR '77

GUM & CIGARETTE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful yet functional design. Makes mechanical service a thing of the past. Vibrating type mechanism.

Sample...$5.00

Available in V-11, V-2, V-1, V-2 and V-3.

V-11 and V-2 comes complete with 25's, 100's or 500 count boxes of cigarettes.

Rated return $1.75 per week with 25's, 100's or 500 count boxes of cigarettes.

Removable cash box for easy collection. Field tested.

Write 185 South State St., Chicago 1, Ill.

PRICE $39.00

Let us supply you with a complete line of cigarette vending machines.

EMPT} CAPSULES

$4.50 PER M

MINIMUM SHIPMENT 5M

Samples upon request

Send check with order.

ART PLASTICS CO., INC.

75 WATER STREET

LOUISVILLE, KENTUCKY

Phone: 615-256-4148

(Distributor areas available throughout the world)

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L.A., CALIF. 90008

CONTRIBUTE TO

FEBRUARY 12, 1966, BILLBOARD
England Swings at Amusement Trades Exhibit

By ANDRE DEVKEY

LONDON—Intermittent fog and drizzle did not deter more than 3,000 buyers from attending the 22nd annual Amusement Trades Exhibition in the firm’s London’s northern outskirts here last week.

Because of the long journey from the country’s Fairground Palace where 90 exhibitors displayed several hundred new and improved amusement machines, the pattern of attendance showed up as "one-time" visitors. Exhibitors, however, were unhampered by their preciseation of the better site, increased display space, and reported a jump in business over past years.

Taito Trading

Foreign firms exhibiting for the first time, Taito Trading Co. of Tokyo and Rally from France, were well pleased with results. Michael Kogan, of Taito Trading, reported many sales of his items, among them, March's Hoi Hoi Test, Amosco and Teleplay pachinko machines. U.K. distributors for these Japanese lines are Shipgoods, Ltd., of London. Jollymatic of Tokyo showed up time." Alexandra (Continued on page 68)

WASHINGTON—Figures released by the U.S. Department of Commerce indicate that exports of U.S.-made juke boxes and coin-operated amusement games to seven major European markets during the first nine months of 1965 lagged $1.2 million behind the figure for the same period of 1964. Coin machine shipments to the seven countries during January-September of 1965 totaled $20,635,146 in value. For the same period of 1964—to the same seven countries—the figure was $21,977,655.

Broken down in terms of phonographs and games, the first nine months of 1965 saw $8,178,897 worth of music machines, $10,116,383 worth to the seven countries, compared to $7,137,180 during the comparable period of 1965. The game figures were $10,468,890 and $9,989,502 in value during the first nine months of 1965 compared to $14,101,239 during the same 1964 period.

Jug-box country, the shipment comparisons are as follows:

Both music machines and game machines saw increases during the first nine months of 1965 compared to 1964, making a sizable dollar-volume jump. Shipments of U.S.-made juke boxes totaling $585,199 during the first nine months of last year, $568,576 in the same period of 1964. Game shipments for the respective periods were $4,153,149 compared to $2,907,983.

France

Juke box imports from the U.S. during the first nine months of 1965 hit $426,856 in value compared to $526,603 during the same 1964 period. Game volume was also down last year, the period's $1,308,738 compared to $5,233,023 for the same nine month span.

West Germany

West Germany's imports of U.S. coin machines were up across the board. During the first nine months of 1965 the nation brought in $3,876,636 worth of U.S. juke boxes compared to $3,004,733 during the comparable 1964 period. West Germany imported $1,327,910 worth of American-made games during 1965, first nine months, compared to $2,563,525 during the same nine months of 1964.

Belgium

This nation imported more phonographs from games during 1965. The juke box total value in imports during the first nine months of 1965 was $2,667,712, $31,516,632 the previous year.

Europe Swings at Amusement Trades Exhibit

1965 European Exports Off Slightly During 1st 9 Months

Differ With NAMA Stand

By RAY BRACK

SPRINGFIELD, Ill.—An official of the Wage & Hour Division of the U.S. Department of Labor informed Illinois operators in convention here last week that most are free of conflict with existing interpretations of W-H laws.

The spokesman, Harry Newhouse, a W-H investigator located here, picked on the position held by the National Automatic Merchandising Association regarding the application of wage and hour laws to vending firms.

"We don't feel you juke box operators, or the merchandise vending people, are retail establishments," he declared, "regardless of what the NAMA says."

The NAMA takes its position, according to legislative counsel Richard Funk, on the basis of decisions in the 4th and 6th Circuit Courts defining vending machine operations as "retail establishments." The NAMA, however, does not advise its member firms to strongly press for classification as retail establishments because of the contradictory interpretation of the laws by the Wage and Hour Administrator. Many members have changed their wage systems to comply with W-H coverage requirements, Funk said.

Labor Department Official

HARRY NEWHOUSE, addressing last week's convention of the Illinois Coin Machine Operators Association, seated at speakers' table are (from left) Jack Moran, head of the Institute of Coin Operators, Denver; Fred Newhouse, executive vice-president, Music Operators of America; Lou Casado, president, ICOMA; Clinton Pierce, president, Wisconsin Music Operators Association; Les Moots, Bill Poss, Mary Gillette and Earl (Continued on page 65)

Set New Date For Meeting Of MOA Board

CHICAGO—Music Operators of America Executive Vice-President Fred Granger announced that the 59th meeting of the association board meeting in Washington, D.C., has been changed from March 13 to March 20.

During the 1960 complete dismantlement of the Statler Hilton Hotel and will commence their three-day meeting the Old South and a half day. During their stay in the Cap-

Wage-Hour Expert Calms III. Operators

By RAY BRACK, Special to Billboard

Newhouse told the Illinois operators that the court decisions finding vending machine operations as retail establishments will likely be appealed by the Labor Department to the Supreme Court. "We feel the normal definition of 'retail establishment' is something on the order of the corner grocery store," he said.

The "retail establishment" definition is key to the operator's position under wage and hour laws because the Fair Labor Standards Act of 1938 was amended in 1961 to bring millions of additional employees under minimum wage coverage on the basis of direct or even remote connections with interstate commerce. Exempted from this new coverage provision, however, were retail establishments having an annual sales volume less than $1 million.

Not Covered

"All firms doing $1 million gross income, $250,000 of which is done in out-of-state, are automatically required to meet minimum hourly wage and overtime requirements."

Newhouse assured Illinois juke box and game operators, however, that most are not covered because:

1. They do not make less than $1 million annual volume.
2. They buy their records and coin-operated equipment from distributors. ("Interstate commerce ceases when records (Continued on page 68)
A ROCK-OLA FOR EVERY LOCATION AND PHONETTE SUITS 'EM ALL... AT THE RIGHT PRICE!

Intimate, personalized stereo sound in any booth or bar location increases plays, brings home extra profits! Rock-Ola's Phonette coin activated remote speaker Wallbox unit is the perfect profit companion for the new Grand Prix II, Starlet and Princess Royal phonographs...and may be used with practically any phonograph. The Phonette features two built-in stereo speakers, a simple selection system for singles or LP listening, plus personal volume controls; may be mounted anywhere; works with Rock-Ola Money Counter. Beautifully styled for any location. Rock-Ola Phonettes step up gross income wherever you install them. Bigger collections, anyone?

ROCK-OLA

music products for profit for 30 years

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651

More Play...
More Profit...
from the
ROCK-OLA PHONETTE
REMOTE SPEAKER WALLBOX

PERSONAL VOLUME CONTROL
Three volume settings—high, medium and low. Customer chooses his own sound level.

PERSONAL LISTENING
The Phonette may be mounted on bar, counter, wall or table—for customers private listening pleasure from two built-in stereo speakers.

LP'S OR SINGLES
Phonette permits playing of LP's or singles; 33 1/3 or 45 RPM records from customer's seat. Model 500—100 selections; Model 501—100 selections. 50¢ coin chute optional.
A.T.E. Crowd Is an Industry Who's Who

MADAME M. J. MOREILLON and R. Bizouard at the first showing of Rally (Nice) games at the A.T.E.

A. MERONI, Williams European sales manager (left) with R. Michele, sales manager of Seeben, Antwerp.

JOHN SHELLEY, AMI general manager in England, sets up for discotheque display.

A. MERONI, Williams European sales manager (left) with R. Michele, sales manager of Seeben, Antwerp.

SEGA REPRESENTATIVES, Raymond Lemaire, Tokyo (left), Martin Bromley (center) and Korwin E. Hailey, both of Las Vegas.

GEORGE GRANGE, general manager Mar-Matic Sales (Jennings-Keeley), gives the O.K. signal on the order situation.

SOL GROENTEMAN tries out one-half horsepower electric motor version of Ford auto.

A. W. ADICKES, president of Nova Apparate, Hamburg, calls at the Billboard stand.

FRED WALKER (Ruffner & Walker) takes a break from his stand for exercise at the Electro Golf stand.

SAM STERN (Williams) with friend at Mar-Matic display of Jennings Keeley games.

A. W. ADICKES, president of Nova Apparate, Hamburg, calls at the Billboard stand.

JAPANESE GAMES from Taito Trading Tokyo, being demonstrated at the A.T.E.

PETER GROOM (Photographic Equipment) poses near Seeburg display.

C. WALKER (Ruffner & Walker) takes a break from his stand for exercise at the Electro Golf stand.

HENDRIK HERBOSCH (center), general manager Seeben, Antwerp, with Sul Grootlma (left) and Henry Grant of Belgia Amusement Co., Antwerp.
IT'S HERE
THE NEW
ROWE
BANDSTAND
Rowe's new BANDSTAND has the NEW look... the NEW deeper sound... the NEW easier-to-service facilities.

And... MUSIC UNLIMITED!

FLEXIBLE PACKAGE OF SUCCESS-PROVEN RECORDS... Locations can deliver any tune the Juke Set asks for—

the tunes they pay for! All the BIG STARS—the top pop and standards. The swingin'—

singin' tunes they dance and listen to... played by the incomparable BANDSTAND.

with the beat—the swing—the sound! GET ON THE BANDSTAND... the trouble-free phonograph! The only service call you make is to take the money! No wonder the BIG CHANGE is to ROWE!

CONTACT YOUR ROWE DISTRIBUTOR FOR FULL DETAILS

Rowe" MANUFACTURING, TROY HILLS ROAD, WHIPPANY, NEW JERSEY
Moran Explains Chicago Trade School to ICMAO

SPRINGFIELD, Ill. — Jack Moran, who started the country's first music and game service school in Denver, told the Illinois Coin Machine Operators Association that a similar Chico-
school is ready to begin operations shortly. Moran said he would back "any graduate of this school 100 percent."

Chicago, the "hub of the indus-
try," said Moran, needs such a school due to shortages of qualified repairmen in the Mid-
west as well as in other parts of the country.

Moran, a 25-year veteran of the coin-operated equipment in-
dustry, said the Chicago school will be modeled on the suc-

cessful Denver school, which has been in operation for one year.

"The course will last five months," said Moran. "The first
12 weeks will be spent on juke boxes—three weeks on each
make. Then we will go into games and vending machines. Students will be able to take a
machine apart and put it back together correctly. Besides teaching them about major re-
pairs, however, we will stress preventive maintenance.

"The school is subsidized by the federal government through various local employment ser-

vices. Each man will receive $150 worth of tools when he starts school. The government will also pay the man's tuition and give him money for ex-

penses."

"It is the school, however, and not the government which has the final say about everything. We don't have to accept the men sent by the employment services. We give everyone a three-week trial period and, if the individual doesn't seem good enough to us, we let him go.

"We also determine the age of men qualified for the course. Our experience in the business has shown us that 23 is a good cut-off age. Once a man reaches his mid-20's he is more serious and more likely to be a good operator. I'd say 25 to 40 is the range that we're specifying for this school."

Moran encouraged operators to pick out men that they knew and send them to the school, provided they agreed to hire them. "We don't have to take them from the employment services if we can get them on rec-

ommendation from the operators.

"He said operators can send a man to any portion of the school. 'You can send a student to us just for the 12-week part on juke boxes, or to any one of the three-week parts on any par-
ticular brand of machine.'"

Moran said that the industry, operators, distributors, and man-

ufacturers have been very co-

operative in the matter of serv-

icemen's schools.

Calderon Sets

INDIANAPOLIS — Calderon Distributing, last year named Seeburg distributor for the State, issued a policy statement and an-
nounced names of key sales per-

sonnel last week.

According to company Presi-

tent Albert Calderon, the com-
pany staff will contact personally
every operator in the State.

"We will inform each busi-

nessman that we intend to not only sell equipment — but will service it expertly and quickly," Calderon said.

Named Stan Ziegler as sales manager for music and El-


dr. Nelson as head of the vend-

ing sales division. The distribu-
torship will host servicemen schools in the near future, Cal-

deron said.

Elect Wayne

Hesch in Chi

CHICAGO — The Associated


buyers club, an association of


companies, has elected


Wayne Hesch, A&H Entertain-


ers, as president. Hesch former-


ly served as association vice-


president and is currently vice-


president of the Music Operators of Northern Illinois.

Elected vice-president was


Kem Thom, Western Automatic


Music, Inc. Secretary-treasurer is Charles Lindelof, Gen-


eral Manager. The new assistant


treasurer is Leon Mobilh, a vet-


eran Chicago operator and member of the Music Operators of America.

Dyball Names

New Salesmen

SKOKIE, III. — Sherwin Rob-


in. sales manager of Mr. Billard


Dyball Co., recently an-
nounced the appointment of two

new regional sales managers.

Al Wagner, of Gurland, Tex.,


cover the territory, includ-


ing Texas, Oklahoma, Arkansas


and Louisiana.

John R. Townend, of Den-


ver, will be in charge of the area


including Colorado, Utah, Mon-


tana, Wyoming and New Mex-


ico.

FEBRUARY 12, 1966, BILLBOARD
East-West Confrontation At Vienna Trade Exhibit

By OMER ANDERSON

VIENNA—Eastern and Western European countries, Russia and the United States are expected to be represented in the second annual international coin machine exhibition here Nov. 12-15, theme of which is "One coin machine world with unlimited opportunity for all." U.S. coin machine manufacturers and a number of export-import firms are being urged to participate in the event, which attracted 75 firms from 22 countries last year.

Sponsor is Verband des Oesterreichischen Automaten- und Selektorenwerbes. The Federationazaar, USA. Coin Machine Trade, Officials said they hope for 200 companies to exhibit more than 500 machines. Indications are that at least 15 major American firms will exhibit.

Contacts

The sponsoring is promoting the fair as an East-West coin trade meeting ground as well as international showcase. Officials explained, "Vienna is the meeting ground between East and West—the clearing house for trade. We are asking international firms to Contracts between the capitalist and Communist worlds are thereby enhanced." "It is therefore the logical site for an international coin trade meeting, and we can afford to neglect the growing Communist market," the Soviet Union will exhibit as will virtually all its Eastern European satellites. The Communist countries have removed coin machines from adverse party propaganda and ideologies. For the first time ever, they are now treated as normal merchandise equipment devoid of political significance.

On Its Merits

"This fact alone is of tremendous importance for the success of the fair," one of the sponsoring officials noted. "It means that henceforth coin-operated equipment can be sold in the Communist market on its merits and without being subjected to political discrimination."

"The business is there, but it

(Continued on page 67)

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"The business is there, but it

(Continued on page 67)
Wisconsin to Host Big Midwest Meet

MILWAUKEE — Clinton S. Pierce, president of the Wisconsin Music Merchants Association, and Sam Hastings, president of the Milwaukee Coin Machine Operators Association, have invited all juke box operators in Wisconsin, Illinois, Michigan, Minnesota and Iowa to attend a business meeting hosted by the two associations here on Sunday, Feb. 20.

The potential effect of the revision of the national copyright law on the operator of juke boxes in the U. S. is expected to be the main topic of discussion.

Addressing themselves to the subject “Legislation, and What the Music Operators of America Are Trying to Do About it” will be MOA Board Chairman Lou Casola and MOA Executive Vice-President Fred Granger.

Other speakers will be on the program as well, the two association presidents announced. Members of the Wisconsin and Milwaukee groups are expected to discuss amalgamation of their associations during the meeting.

Mr. Landy will be served at the 2 p.m. affair, to be held at the Ambassador Hotel, 2308 West Wisconsin Avenue.

NEW EQUIPMENT

CHICAGO COIN—CORVETTE SIX-PLAYER BOWLER

Introdued by the Chicago Coin Machine Division of Chicago Dynamic Industries, Inc. Has a new “spot bowl” feature which doubles scores for strikes and spares when player rolls ball over any one of six “spot bowl” buttons on the alley. Also has swivel score rack for easy servicing, extended play and regulation, dual flash, step-up and flash-matic scoring. Available in 13-foot and 17-foot lengths with 4-foot and 8-foot extensions available.

GOTTLIEB—MASQUERADE FOUR-PLAYER FLIPPER GAME

Just introduced by D. Gottlieb & Co., Chicago. Emphasis on new light box animation. A new multi-button spells out the words “masked beauty.” Scoring moves the lace fan, revealing the face of a ravishing “beauty of the ball.” Completing one word of “masked beauty” multiplies target values by 15; completing both words multiplies target values by 225. Red lights indicate values of 5 targets. Six rollovers in word “masked.” Unit available in three or five-ball play.

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 toward increased productive goals and higher achievements in this year 1966.

CHICAGO VANGUARD 245.00

BALLY'S ELEVATOR MOUNTING BOARD

Now “elevator mounting board” from Bally Manufacturing Co., Chicago, will now be a standard feature on all of the company’s games. A forward and upward lift and the board comes up on a swivel bracket. When lowered, board is automatically secured by hook latches.

Say You Saw It in Billboard
Says MOA Royalty Proposal Has Made Good Impression

SPRINGFIELD, Ill. — "I think key officials in Washington are impressed that we have taken the initiative in an attempt to resolve the juke box royalty problem."

This observation came from Music Operators of America executive vice-president Fred Granger in a speech before the Illinois Coin Machine Operators Association here recently.

Following Granger's speech, Illinois operators voted unanimously to endorse the 2-cent per-side royalty proposal made by MOA to congressional committees now rewriting the country's copyright laws (Billboard, Feb. 5).

Granger outlined the royalty problem this way:

"Under present copyright law, the operator pays 2 cents per side for copyrighted music on records. Although this is the same fee paid by the general public, it must not be overlooked that the juke box operating fraternity is the biggest block record group in the country."

"The operator has enjoyed an exemption from performance fees under the 1909 law that is now being rewritten by Congress.

"The 2-cent royalty proposed by the MOA is neither a per-machine royalty, nor is it a per-play royalty. It is paid only when the record is acquired.

"Three bills were introduced last year that would remove the operator's exemption from performance royalty payment: S1006, introduced by Senator McCellan (a bill to revise the copyright law); HR3547, introduced by Rep. Imusen Celler (identical to Senate bill to revise copyright law), and the collider bill, RH18, to specifically remove the juke box exemption.

"The House heard testimony on the Copyright Revision Act last June and MOA witnesses appeared to present the industry viewpoint. Our witnesses were complemented both by the House committee and by our opposition witnesses. The image of this industry was indeed improved during that hearing.

"The industry is now waiting to be heard by the Senate Committee studying revision of the Copyright Law. Since the House committee hearing last summer, the MOA has made its exclusive juke box 2-cent royalty proposal to the House and Senate Judiciary committees. This proposal will be the basis of the industry's Senate testimony."

"Why did we make such a proposal? We were advised to make our own proposal before someone else made a proposal that we couldn't accept."

In other business at the meeting here:

Vihon operator Bill Pess, Illinois district chairman in the MOA's national membership drive, welcomed all ICOA members yet unaffiliated to join the national association. He later appointed Bob Vihon, Empire Distributing, Inc., Chicago, as Illinois chairman in the national drive. Pess is seeking 50 new members from Illinois, Indiana, Ohio, Michigan and Wisconsin.

Chicago operator Andrew Hesch suggested that the ICOA promote dancing in juke box locations now that the excise tax on cabinets has been removed (as of Dec. 31, 1965). Hesch said increased dancing would surely increase juke box grosses.

Association president Lou Cason,

Vienna Exhibit

Continued from page 65

Japan will also be a major exhibitor this year at Vienna. At least seven Japanese coin machine firms will exhibit, and officials here say their participation in the Vienna fair is preparatory to the opening of a big Japanese coin machine sales drive in Europe.

"We understand that the Japanese coin machine industry is now well advanced and that they feel able to compete for international export markets," the official said.

Trident Issues First Little LP

JUKE BOX DISPLAYS mean business, believes Don Grahe, promotion manager for Trident Productions, San Francisco. He's shown here mounting a background display prepared with the company's first Little LP release by a group called We Five and appears under the aegis of Sneeberg on the A & M label. Graham announced that Trident will be issuing Little LP's regularly now, each release accompanied by a location display kit.

Enticing Light-Box Animation

"Gottlieb's 4-player MASQUERADE"

Court Blocks Youngstown Fee on Coin Machines

By PAUL ZAKARAS

YOUNGSTOWN, Ohio—The city of Youngstown was ordered by the Mahoning County Common Pleas Court to desist from enforcing the recently enacted $1,500 licensing ordinance on game and music machines. Seeking the injunction was Ronald Vross, owner of the Shenango Music Co.

The court granted the injunction until it can decide on Vross' suit against the city. Vross is claiming that the ordinance is unconstitutional and discriminatory, and that it was illegally passed by council. The court hearings are scheduled to begin this week.

Joseph E. O'Neill, a Youngstown attorney, who is currently president of the city council, appeared for the defense. O'Neill (not to be confused with former councilman David O'Neil who says he is opposed to the ordinance) attempted to have Vross' case dismissed on the grounds that he is not a resident of Youngstown and that he does not pay income tax to the city.

"Erroneous," Vross' attorney, W. Glen Os- borne, told Billboard that O'Neill's information was "erroneous." He said that Vross operates a number of machines in the city and is, therefore, subject to this ordinance. Also, Mr. Vross has been paying income tax to Youngstown according to the law."

A political spokesman in Youngstown told Billboard that Mayor Anthony Flask and the city's law director are willing to drop the ordinance, but that Joseph O'Neill and several councilmen are determined to keep it on the books. The statute imposes a fee of $1,500 for the first machine and $3 for each subsequent device.

Established coin machine operators in the area have not shown much enthusiasm for the controversial ordinance, even though it appears to be beneficial to large companies.

Vross told Billboard that he entered the coin machine business about two years ago when he purchased the Shenango Music Co. from his brother-in-law. He runs the firm from Canfield, Ohio, a suburb of Youngstown, and operates 15 machines within the Youngstown city limits.
Williams Launches Three-Ball Play Drive

CHICAGO — Williams Electronic Manufacturing Corp., which last year mounted a national drive for front money and dime play, has just announced a similar campaign advocating three-ball play on all flipper games.

Williams general manager Sam Sterns, in making the announcement to the trade press, declared: "We know games get most of their play in peak periods. With this in mind, we are now advocating three-ball play on all flipper games. We feel that the operator's receipts would increase if he operates his games on three-ball play."

Timed with the three-ball announcement, Williams disclosed that with the introduction of the company's next single player game, the unit will arrive at distribution houses "plugged in" for three-ball play. "The same will apply to all future models. The company has also notified all foreign distributors that all flipper game models, excepting with the current two-player game called Eight Ball, will also be shipped set for three-ball play."

Declared Sterns: "The price of equipment is lower now than it will be in the future unless there is complete reversal in our economy. There are many causes of rising costs. For example, copper is now in short supply, and costs us from $8 to $9 more per gallon."

"We are not telling operators to buy more equipment. We are telling them they must increase their receipts so they can continue to purchase new equipment, and new equipment in a necessity if they are to keep up with the new game operation in order to keep receipts up."

Williams officials estimate that grosses will increase in direct proportion to the game speed-up from reduction of two balls, that is, two-fifths.

Added Sterns: "We recommend front money on amusement games; also 10-cent play. We had group meetings with operators in every section of the United States. Operators all agreed it was necessary but as far as we know no one is getting this front money on amusement games."

Wage Hour Expert
Continued from page 59

Wage & Hour regulations in the U. S. He said 1,000 W&H investigators are at work full-time around the country. Investigations, he said, are normally instituted for the following reasons:
1. 25-35 per cent of investigations are started by complaints. 2. 20 per cent are of firms which have public contracts of $10,000 or more.
3. Remainder are hit-or-miss "fishing expeditions" based on the agency's past experience with a particular industry.

According to Funk, the W&H people are now looking at the vending industry closely.

Newhouse said his agents were not sure if the "fair" and "feeding" expeditions based on the agency's past experience with a particular industry.

"65 Exports Off
Continued from page 59

nine months of 1965 by dollar volume was as follows:

Netherlands: $189,796 in phonographs; $176,938 in games.
Finland: $116,410 in phonographs; $64,841 in games.
Norway: $137,698 in phonographs; $70,652 in games.
Denmark: $39,270 in phonographs; $332,673 in games.

Austria: $143,024 in games.
N. Y. State: $61,032 in phonographs; $54,841 in games.
Argentina: $42,010 in games.
Greece: $36,529 in phonographs; $25,130 in games.

Next week we will publish the latest tariff and duty regulations for all European countries.
We conclude with this third installment of our State-by-State survey of cigarette taxes in the United States.

**Tennessee**
Rate was 7 cents per pack as of Nov. 1, 1965. State grossed $280,000 million in cigarette taxes during fiscal year ended June 30, 1965; $237,3 the previous year. Average pack price was 29.3 cents, of which 15 cents was taxes.

**Texas**
Rate was 11 cents per pack as of Nov. 1, 1965. State grossed $100,000 million in cigarette taxes during fiscal year ended June 30, 1965; $91.9 the previous year. Average pack price was 33.8 cents, of which 19 cents was cigarette taxes.

**Utah**
Rate was 8 cents per pack as of Nov. 1, 1965. State grossed $5,5 million in cigarette taxes during fiscal year ended June 30, 1965; $5 million the previous year. Average pack price was 30.8 cents, of which 16 cents was State and federal taxes. Sales taxes added another cent to pack price.

**Vermont**
Rate was 10 cents as of Nov. 1, 1965. State grossed $4 million in cigarette taxes during fiscal year ended June 30, 1965; the same the previous year. Average pack price was 32.5 cents, of which 19 cents was cigarette taxes.

**Washington**
Rate was 3 cents as of Nov. 1, 1965. State grossed $16.1 million in cigarette taxes during fiscal year ended June 30, 1965; $15.4 the previous year. Average pack price was 24.7 cents, of which 11 cents was State and federal taxes.

**Virginia**
Rate was 3 cents as of Nov. 1, 1965. State grossed $16.1 million in cigarette taxes during fiscal year ended June 30, 1965; $15.4 the previous year. Average pack price was 24.7 cents, of which 11 cents was State and federal taxes.

**West Virginia**
The rate was 6 cents as of Nov. 1, 1965. State grossed $11.9 million in cigarette taxes during fiscal year ended June 30, 1965; $11.6 million the previous year. Average pack price was 28.4 cents, of which 14 cents of which was State and federal taxes. State sales tax added another cent to pack price.

**Wisconsin**
Rate was 10 cents as of Nov. 1, 1965. State grossed $33.5 million in cigarette taxes during fiscal year ended June 30, 1965; $33.6 million the previous year. Average pack price was 32.1 cents, of which 18 cents was federal and State taxes.

**Wyoming**
Rate was 4 cents as of Nov. 1, 1965. State grossed $1.8 million in cigarette taxes during fiscal year ended June 30, 1965; same the preceding period. Average pack price was 26.5 cents, of which 16 cents was federal and State taxes.

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**Survey of State Cigarette Taxes**

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**By Popular Demand! OLD FAVORITE LIGHTS OUT SCORING**

Operators around the world voted YES on the question of a novelty game with SIMPLE SCORING...basic bumper scoring...plus Kick-Out Hole for thrill of MYSTERY SPOTTING...bringing a new big bloc of players to the pinball world by the fascination of a game with NO FLIPPERS...restoring the happy arts of nudging, tapping and body english...increasing coin-box totals with flashy SPEEDY ACTION of 3 sling-shot activated balls which deliver twice the excitement, suspense and satisfaction of 5 flipper-flapped balls.

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**New Optional Coin Flexibility**

**Bally Cruise** is designed to change radically, range of coin accepted at will, with minimum involvement by field men and in the various requirements of operators who can select:

- **1 Cent Coin**
- **4 Cent Coin**
- **5 Cent Coin**
- **10 Cent Coin**
- **50 Cent Coin**
- **$1 Coin**

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**Bally Cruise** collections beat flippers by a sea-mile in side-by-side location tests. Get aboard the gravy boat for a long, pleasant cruise in oceans of increased earnings. Book passage on the FUN CRUISE now.

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**Bally**

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**Fun Cruise**

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**Fun Cruise**

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**Fun Cruise**

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**Fun Cruise**

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**Fun Cruise**

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Wurlitzer Sales, Earnings Show Substantial Gains

CHICAGO — The Wurlitzer Co. reported increased sales and earnings in the first three quarters of the current fiscal year.

Sales of the nine months ending Dec. 31, 1965 were $377.2 million compared with $29.9 million during the corresponding period of the previous year — an increase of 24 per cent.

Net earnings for the first nine months of the current fiscal year were $1.3 million, equal to $1.08 per share on 1,208,540 shares (adjusted to reflect 3:1 per cent January stock distribution) of common stock, compared with net earnings of $124,724, or 69 cents per share (adjusted) for the same period last year.

Sales for the third quarter (October, November and December) were $16.4 million, up 21 per cent from last year's figure of $13.6 million.

Holiday Business

Net earnings for the third period were $822,974, equal to 68 cents per share on 1,208,540 shares (adjusted), compared with net earnings of $668,818, or 36 cents per share on 1,204,921 shares (adjusted) for the same period last year.

R. C. Rolfing, president of the firm, said that 1966 holiday business, both wholesale and retail, was an all-time record high for the 110-year-old company.

Rolfing said that people bought more Wurlitzer products, electric organs, band instruments and other musical items than ever before.

"Considering the backlog of orders we have at the present time," said Rolfing, "and the enthusiasm of our distributor and dealer organizations (for business during the remainder of our fiscal year, we expect both sales and earnings for the year as a whole to be substantially better than last year.

"It also appears that the fiscal year ending March 31, 1967," he added, "will be even better than the current year from practically every standpoint. We are optimistic about the future of Wurlitzer."

World Wide Distributors Innovate All-Day School

CHICAGO — World Wide Distributing Corp. has begun a trial program of day-long training classes that could become a permanent part of the Searsburg outlet's total service program to customers.

The first class, announced company executive Harold Schwartz, was held on Feb. 2, with 11 men in attendance. The instructor was Searsburg field engineer Gene Michalik, and the training covered all aspects of the Searsburg Electra phonograph, including speaker hook-ups.

Emphasis was placed on trouble-shooting on deliberately "bugged" machines.


The next World Wide school is scheduled for Feb. 9.

J. Harry Snodgrass 'Retires'

J. HARRY SNODGRASS, past president of the Music Operators of America and a long-time MOA officer and backer, is shown receiving a plaque and rocking chair-slipper symbols of his retirement as president of Servomation of New Mexico. His son John will assume the post. J. Harry, however, now becomes chairman of Servomation of New Mexico and continues as president of Border-Sunshine Novelty Co., Albuquerque. He'll also devote time to a loan company of which he is also president.

DISCOTHEQUE RECORDS

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

HOT 100

<table>
<thead>
<tr>
<th>NUMBER</th>
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<tbody>
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BIG in location appeal! Electra inspires pride and confidence.

POWERFUL in patron allure! Style, beauty, and "Black Light" that draw patrons to Electra.

UNEQUALLED in value! The most for anybody's money in quality and dependability.

LONG in earning life! Like all Seeburg phonographs, Electra will earn top income for years to come.

TERRIFIC in stereo quality! The unparalleled stereo system in the industry.

The Seeburg Electra is everything you want in a phonograph...

especially that absolutely incomparable Seeburg
Standing on Currently riding Still
break With importent album.

The Green

Examples of true Instrumental arrangementsac of here.

The songs

of "Hello, United Artists.

DOLLY,

"My God, Barely" RCA 3547 (5)

"I'm not saying, RCA 6809 (S)

"Le Mexican Stompers to prominence, Imperial 2007 (5)

DOLLY!

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