Test Case: May Dealers Dupe LPs to CARtridge?

NEW YORK—The office of Harry Fox, publishers' agent and trustee, last week filed suit in Southern District Court against Harold Waldl, doing business here as Waldl's CARtridge player installer, and charging that the defendant violated the Copyright Act by transferring performances from records to cartridges without permission of the copyright owners. The suit is regarded as precedential, and important in that it seeks to clarify and establish legal patterns for the growing tape industry.

Sources close to the tape cartridge scene in Hollywood say that the Southern California area is regarded as the most active center for "backyard duplication." There are an estimated 30 such duplicators who have sprung up in the last 12 months, operating in electrical and music stores. Generally, they do not advertise and are unsure whether they are in violation of the law. Their operations become known by word of mouth. One San Jose operator is reported to have stated that he nets $1,000 per week. A duplicated cartridge generally costs from $5 to $7.

Southern California is regarded as tops in activity. (Continued on page 16)

Goodwin Forms Own Set-Up; Racks Map Action Vs. Goliaths

LOS ANGELES — Norman Goodwin has resigned as vice-president and general manager of Hart Distributors to form his own independent distributorship which will emphasize catalog albums, tape cartridges and playback units.

Goodwin, a 20-year veteran of the record industry, has formed Privilege Distributors in partnership with Larry Nunes and Monroe Goodman, two leading rack jobbers whose firms are Record Service here and Tip Top in San Francisco, with branches covering the 11 Western States.

George Hurstone has appointed. (Continued on page 8)

Miller's Move Seen As the Sunday Punch

By OMER ANDERSON

HAMBURG — If U. S. disk producer Dave Miller in fact is able to bring out a new label of LP stereo records retailing for 5 Deutschemarks ($1.25), he will sink all major competition in the German disk market.

This is the implied prophecy of one of Miller's major German competitors. Electrola of Cologne, the EMI affiliate in Germany. Electrola did not comment directly on Miller's project, but the EMI subsidiary said that it would not bring out a 7.50-Deutschemark ($1.87) LP of self-interpreted classical music.

Electrola said that investigation has shown that the German disk market is so rough that it would be impossible for it to introduce on the German market the $1.87 LP stereo records retailing for 5 Deutschemarks ($1.25), he will sink all major competition in the German disk market.

The firm claimed it had no plans to engage in price cutting in Germany. EMI offers the $1.87 disk under the "Music for Pleasure" label, which is an enterprise jointly operated by EMI and the book pocket publisher, Hamlyn. The "Music for Pleasure" label offers classical as well as dance and pop music.

The German disk trade is now waiting for Miller's reaction to the Electrola announcement. If the U. S. disk producer goes ahead with a $1.25 LP, he presumably could make colossal inroads on the German market.

On the other hand, if (as a wide segment of the trade (Continued on page 43)

Bills Counter Counterfeiter

NEW YORK — The second hearing on deception in the record industry was held Friday morning (18) here by State Attorney General Louis J. Lefkowitz, but the hearing turned into a gripe bag for record industry problems in general.

The hearing, attended by more than 50 artists, attorneys representing artists and record companies, and record company executives, follows on the heels of two bills introduced in the New York State Legislature Monday (14) by the attorney general.

One bill would make it a misdemeanor to label records as stereo that weren't or (al to (Continued on page 10)

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Dealers' Choice

John Gary sings Top Composers' Favorites

The deck is stacked for John Gary's new album: 12 all-time great tunes especially chosen as vehicles for Gary's highly personal style. And — with John slated to star in his own network TV show soon — it's an album loaded with timely sales appeal. Stock up now!

Upcoming TV guest shots - March 9, 23, 30 - April 6, 13. Watch the John Gary Show on network TV - coming this summer.
**The Naras Awards represent the opinion of professionals in the music industry. They should not be taken as an endorsement. Let’s hope they can be understood.**

To R&B Fraternity

While on this subject, we must also address a few thoughts to the R&B fraternity.

As a leader, I must state the obvious; there is no point in pitting cdw against R&B. Each field is great and has contributed to the current richness of American pop music. The conflict is...
NEW YORK—There's nothing to criticize about the Supremes. They are truly captivating in charm and personality, and are on target with a puckered Coppucabana audience opening night Thursday (17), their third engagement there. With only a touch of swerve and musical vitality, the show was well received. The Supremes have Records in the nation. Their act was polished and poised; more, it was exciting music entertainment at its zenith.

By ELIOT TIEGEL

HOLLYWOOD—Jazz music has "discovered" the world of the pop composer and is turning to successful chart tunes to make an impact at the top market. For a great many jazz performers, the emphasis now is on recording pop tunes in a decent attempt by jazzmen to gain a footing in the money market.

Based on the mercenary success of Ramsey Lewis with his composition "Market Time," a previous rhythm and blues hit, ad men have been trying to uncover the strongest pop outlet for their artists. New entry into the pop market is Trend Records in New York. They have started a subsidiary called Tangerine Records, which plans to sign up a jazz producer and to move into the pop market with arrangements by Joe Sherman, who had this part of the movement. Jazz musicians are including electronic instruments and a quasi-heavy rock beat.

"Pop music has had a big splash of swerve and musical vitality, and the strong jazz artists now emerging are wondering how to get into this activity," says a Tangerine label manager. "They are trying to make jazz music entertainment at its zenith.

The album will contain 10 songs by Ramsey Lewis, from his story of the murder in Kansas City and his coming to fame as a member of a respected family. Peter Donovan, the Tangerine Records director, handled the recording sessions.

Random House, which publishes the book, reports that more than 340,000 hard-cover copies are in print, exclusive of book club distribution. Columbia Pictures has the screen rights to the book.

Charles in Tangerine Boost

NEW YORK—Ray Charles has switched his contractual ties from ABC-Paramount to the Tangerine label, but will continue to perform in many of his shows under the ABC-Paramount banner. Tangerine is the label started by Charles in 1962 and he figures that his direct association with Tangerine as an artist will give it a boost in the market.

His future disc release on the ABC-Paramount label will carry the Tangerine logo. An agreement has also been"
The explosive new Joseph E. Levine motion picture production, “The Oscar,” spotlights two of the greatest Columbia Records® entertainers!

A magnificent performance by Tony Bennett.
Tony’s unique vocal interpretations in his new album:

A provocative score by Percy Faith.
Percy’s Original Sound Track Album of his music from the movie:

Tony sings Percy’s “Song From The Oscar” in both albums...and on a great new single:
“Song From The Oscar”
c/w “Baby Dream Your Dream” L-4358

Stereo
RCA Pulls a Triple Play With TV LP’s

HOLLYWOOD—RCA’s concept of using a single CD to market a new nine-record set of a Tom Jones track in his album Premiere. Warren Beatty, Leslie Caron and which features Jones singing the title song. The title song was written by Bert Bacharach and Hal David. Lynn Murray was in charge of the score. Kapp is rush releasing this album to tie in with the film’s premiere.

TO BE HELD APRIL 2-3

Jazz Talent Goloso Is Line Up for Texas Fest

BY BARRY CANDY

AUSTIN, Tex.—The first annual Longhorn Jazz Festival is scheduled to be held here April 2-3 with the greatest array of jazz talent ever to be seen in Texas.

Among the headliners booked by producer George Wein are tenorist John Coltrane and Stan Getz, baritone saxist Gerry Mulligan, the Dave Brubeck Quartet and the Pete Fountain Quartet with Bobby Hackett.

Coltrane and Getz will bring their respective groups to Austin.

Kopp, U. K. Decca Conclude Deal

NEW YORK—Kopp Records has concluded an agreement with Decca Records, under which a Tom Jones track in Kapp’s album from the score of “Promise Her Anything,” a film with Warren Beatty, Leslie Caron and which features Jones singing the title song. The title song was written by Bert Bacharach and Hal David. Lynn Murray was in charge of the score. Kapp is rush releasing this album to tie in with the film’s premiere.

Polydor Will Issue Atlantic In Britain

LONDON—British Polydor chief Roland Rennie is closing in on an agreement to issue the U. S. Atlantic label here. Atlantic had been with Polydor for the past 15 years. Their present contract was understood to expire around May, then there will be a clearance period for the labels. Polydor has also acquired the hot British group, the Who, for whom they recently signed the group’s agent, Robert Stigwood. The Who previously were with independent producer Shel Talmy who sub-contracted them to American Decca. British Decca was their outlet here. Takeover by Polydor will mean that the Who will no longer have to keep up with their British label, and will be able to concentrate on the contract they claims to have with the Atlantic. Now the group’s new U. S. outlet and will rush release a new single, “ Substitute.”

These moves are in line with a recent Billboard story which indicated big expansion by Polydor in the United States market, including one-stopping and recording facilities.

Atlantic is preparing to sign a number of important artists, including the Fats Domino, the Atlantic prod. on hand at Connat will be transferred to Malverne.

At one time, Connat had 12 branches of the Connat label in key cities around the country. It now appears that Connat will concentrate on the Malverne branch and transfer its lines to the Malverne.

The Atlantic pullout is viewed as a setback for Connat. For years, Atlantic released a number of subsidiary labels had been the most successful lines in the Connat distribution.

The parting is reported to be amicable and the Atlantic product on hand at Connat will be transferred to Malverne.

This move is expected to take place between April 1 and May 1, Katz said. He has been here since Labor Day, when he replaced Bob Yorke, who moved to the label to the West Coast. Reason given for the move back is due to the fact that he has moved up in the parent company, Columbia Pictures Corp.

Vee, DeShannon Co-Star in Film

HOLLYWOOD—Two Liberty affiliated artists, Bobby Vee and Darlene DeShannon, are co-starring in a new musical film, “School’s Out” for Columbia Pictures’ Paramount release. Also top-lined is Eddie Hodges, Original music for the picture is by Morton, to Thelonius Monk.

All of the programs will be staged in the Austin Bravos’ Dock where seating capacity will be expanded to 10,000 for the events.

According to the huge two evening concerts April 2-3, the festival will be a Sunday afternoon workshop featuring Jazz Lab Band from Texas State University. As part of the workshop, Christian Feather and jazz pianist Teddy Wilson will examine the history of jazz with the help of William, demonstrating its developments from the 1917 Paul Whiteman to Thelonius Monk.

All of the programs will be staged in the Austin Bravos’ Dock where seating capacity will be expanded to 10,000 for the events.

Audio Magnetic Looking to Rackers as a Tape Outlet

GARDENA, Calif.—Audio Magnetic Magnetics, manufacturer of raw tape, is trying rack jobs here as well as private brands. The year-old company will use reel to reel tape to Laurel Record Serv. ice of San Francisco, said president Irving Katz. Shouting for larger volume, Katz hopes to In- terHandlanger in buying its product.

The company has been manufac- turing private label brands for several important mass merch- andisers, notably White Front, Dixie and Award stores.

As part of a move to gain a stronger foothold in the tape industry, AMC has hired Sam Schobel as general sales manager, engaged George Johnson, president of Tape Master, as a consultant and hired a full-time technical consultant, G. M. Sprat.

The company is known as the long American manufacturer of raw magnetic tape using “PVC,” a German-developed chemical base (Billboard, Dec. 25, 1965). Katz said an estimated 5 million tape recorders will be sold in 1966 and that tape business (with help from the advent of the continues play cartridge) will skyrocket 25 per cent over the $32 million in sales in 1965, according to department of Consumer unit.

As tape becomes more popu- lar, the company is estimating 20,000 record dealers getting in to the business. Its view of the orientation toward the product. AMC is a vertical company, manufacturing its own tape, offering duplication service and marketing it through its super- market, drug, photo and auto accessory outlets via company reps. While RCA and Ampex are also vertical operations, AMC differs in its direct lines to other than record store out- lets.

Fire Razes WOWP

BELLFON'TAYNE, Ohio WOWP’s studio, which caught fire Sunday (13), included its li- brary of records. The station issued an SOS last week for records so it could get back on the air. Among those who were pitching in to help last week were Rusty Quaals of WSAI, Cincinnati. In addition, Capitol Records’ distributor in Cincin- nati shipped 75 albums immediately to the burst-out-station. The station needs Hot 100, Easy Listening, and coun- try music records. Send to pro- gram director Rick Hughes, Box 339, Bellfounite, Ohio 43311. 43311.

February 26, 1966, BILLBOARD
LOU CHRISTIE
OUTSIDE THE GATES OF HEAVEN!

BAM! POW
PITTSBURGH
DENVER
WORCESTER

WHAP!
DJ'S FLIP

ZAP!
SALES POURING IN
WHAM
REPORTED IN ALL TRADES

THE VOGUES
MAGIC TOWN

GOSH!
3rd hit in a row...

1601 FIFTH AVENUE, PITTSBURGH, PA. (412) 391-3973
TAPE CARTRIDGE TIPS

by Larry Finley

Do you or any of our readers know of a tape record company that has ever been represented by the "T" in BILLBOARD'S "Top LPs" (as far as we can re-

member, this has never happened. It is a pity if anyone is making records to hide from the record company who can claim this unusual distinction.)

We have a reason for requesting this information. In BILLBOARD's listing of "Top LPs" for the week ending February 19th, ITC repre-
sents 5 of the 10 albums. This, we believe, is some sort of a record!

The five albums to which we refer are produced by A & M, MGM, Philips and Smash. ITC is happy to have licenses from these com-

panies, which permit us to produce and distribute an ITC product, and we are happy to mention the FOUR and EIGHT track con-

figurations. This is just another reason why ITC has rapidly gained the reputa-

tion of being the leader in both the four and eight track continuous loop cartridge industry.

If you have ever seen an ITC catalog, you know that all of our selections have been carefully chosen by ourselves. Each week our distributors receive a "Hot Sheet" listing new releases from the various labels in our cata-

g. As of February 1st, each new release is being made available in both the four and eight track systems.

To meet the rapidly growing de-

mand for ITC cartridges, we will be scouting around for new companies to offer. As weeks, there will be several new home cartridge players introduced on the market. The availability of these home units, as well as the car units, will make the growth of the tape cartridge field even more phenomenal than it has been in the past.

If you are a distributor who would like to offer the largest available catalog in both four and eight track, why not let us hear from you!...
**A HARD DAY'S NIGHT**

**Ramsey Lewis Trio**

**SEARCHING FOR MY LOVE**

**Etta James**

**ONLY TIME WILL TELL**

**Mitty Collier**

**SHARING YOU**

**Etta James**

**CHICAGO — Mercury Records Corp. is beefing up in East and West coast a & r departments with the addition of two former deejay promotion men to the newly created posts of promotional advisers and talent scouts. In the East, Joe Baitz, formerly deejay promotion man for Mercury, has been named the promotion and talent representative for the Atlantic seaboard. In the West, Frank Lefelt, deejay promotion man for Merce, will be the promotion and talent representative on the West Coast. Baitz will be working in the a & r department headed by Shelby Singleton in New York, while Lefelt will be working with Doug Moody, head of the pop music division in the Los Angeles area. The duties of the two men will include scouting for new talent and seeking new songs. The men will travel consistently in their regions.**

**CMA Show at NAB Meeting**

**NASHVILLE—The Country Music Association will sponsor a presentation of music and facts about country music to broadcasters March 28 at the National Broadcasters Convention in Chicago. Jerry Glaser, chairman of CMA's special projects committee, in announcing the program, said Lenoy Van Dyke and his group will be featured. It will be the third CMA presentation by Van Dyke for CMA in the past year. He headed CMA's "Selling Country Music" presentation in Chicago last year at the annual worship sponsored by Advertising Age. Van Dyke also starred in a show in Nashville last October at the CMA's annual banquet. Van Dyke and his manager, Gene Nash, are noted for their smoothly produced, entertaining shows. Glaser, vice-president of all-country music station WENO, Nashville, also reports that several c&w broadcasters will participate in a special conference March 20-24, covering the major fields of radio programming, including c&w. The panelists will include Harold Kinnett, president of Plough Broadcasting Co.; George Dubinoff, WJJD, Chicago, Chris Lane, WDRE, Chicago, and Ed Hamilton and Glaser of WENO, Nashville.**

**Cabot Bows Label**

**NEW YORK—Tony Cabot has formed a record label, Mr. C. Presents. Cabot is direct executive of entertainment for Restaurant Associates and has been special director for the WOR-TV Cerebral Palsy Telethon for the last 14 years. First artist to sing with the singles label is Kathy Preston, with the first release set for next month.**

**State Bows 2 Bills to Counter Counterfeiters; Talks on Frauds**

**Ramsey Lewis Trio**

**Bobby Moore**

**Etta James**

**Mitty Collier**

**The Entertainers**

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Sales! Sales! The gang's all here!
You couldn't ask for a greater group of sellers than these four hits on Epic Records!
### POP SPOTLIGHTS

**TOP 20**
- BEATLES—WHAT GOES ON (Maelen, BMI)—NO-WHERE MAN (Maelen, BMI)—Two powerhouse rhythms from the Fab Four, fast follow up "We Can Work It Out" and "Day Tripper." First side features a notable John Lennon lead. **(Bee Gees, BMI)**.
- THE RIGHTEOUS BROTHERS—(YOU'RE ME) MY SOUL AND INSPIRATION (Screen Gems-Colombia, BMI)—Well-written ballad by Maurice and Norman Morris. Well serves as a strong Verve debut for the duo. With the sound of their early hits, this builds into an excellent Verve release. **(Gambles, BMI)**.
- MITCH RYDER & THE DETROIT WHEELS—LITTLE LATIN LIME LUE LU (Maxwell-Conrad, BMI)—The Detroit Wheels' follow up is treated as a rocking rendition with more excitement and drive than their initial "Ilania-Luma." A strong musical number. **(Bee Gees, BMI)**.
- HOLLY—I CAN'T LET GO (Blackwood, BMI)—Having proved successful with their "Look Through Any Window," the group has a top of the chart contender in this pulsating number with driving dance beat. Flip: "I've Got a Way of My Own" (Marites, BMI). ** Imperial 66158**

**TOP 60**
- "BRENDA LEE—TOO LITTLE TIME (Piasca, ASCAP)—Beautiful ballad with a Spanish flavor fits all types of programming and should prove a giant. **(Pepsi, BMI)**.
- "FLIP—Time and Time Again (Gambles, BMI). Deca 31917
- "CONNIE FRANCIS—LOVE IS ME, LOVE IS YOU (Dubrow)—"Hush... Hush... Sweet Charlotte" serves as the most commercial Francis entry in some time on the Pebbles label. This vocal performance and dance beat should spiral it up the chart. **(Ascap, BMI)**.
- "JOE TEX—THE LOVE YOU SAVE (Tree)—Souled out in the warm Tex mix and aimed equally at both the pop and R&B charts. Flip: "If I Sugar Was as Sweet as You" (Dell 6026).
- "LESLIE GORE—YOUNG LOVEE (Lowery, BMI)—Culled from her current LP by popular demand, this well-done revival of the former Sonny James Tab Hunter hit has strong possibilities for today's pop market. Flip: "I Don't Know If I Can" (Buffalo, BMI). **Mercury 72553**
- "LOU CHRISTIE—BIG TIME (Wesley, BMI)—Having hit high with "Lightning Strikes" on the MGM label, Christie is currently enjoying releases on several labels, including this easy rocker with strong dance beat backing. Flip: "Cryin' on My Knee" (Wesley, BMI). **Colpix 799**
- "YOU AND I—GOOD LOVIN' (T. N. Harris)—Hot followup to their initial hit, "I Ain't Gonna Eat Out My Heart Anymore," the exciting group has a definite winner in this driving, rolling rock number. Flip: "Montgomery Star" (14th Hour, BMI). **Adamsant 1321**
- "LOU CHRISTIE—OUTSIDE THE GATES OF HEAVEN (Unart, BMI)—With the excitement and high pitched vocal work of "Lightning Strikes" this one has the hit potential of all the Christie records currently in release. Flip: "All That Glisters Isn't Gold" (KTD, BMI). **Co & Ce 235**
- "OTIS REDDING—SATISFACTION (Immediate, BMI)—By request, this hard-driving and wailing blues version of the Rolling Stones hit is pulled from the current Redding LP. Song could repeat its successes all over again in the pop field and prove a giant on the R&B chart. Flip: "Any Ole Way" (East-West, BMI). **Volt 132**
- "HEDGEHOPPERS ANONYMOUS—DON'T PUSH ME (Mainstay, BMI)—Hot on the heels of their "It's a Good News Week," the group takes another rhythm number from the pen of Jonathan King and comes up with a winner aimed at a high spot on the chart. Flip: "Please Don't Hurt Your Heart for Me" (Mainstay, BMI). **Parrot 9918**

**CHARLIE RICH—HAWG JAW (Blue Crest, BMI)—With this pulsating blues material written by Dallas Frazier, Rich should have no trouble running right back to the top of the chart. **(Pepsi, BMI)**.
- "BANJO BILL—A Pimple On My Shoulder (Speck, BMI)." This song was a hit on the blues charts, but it had the ingredients of a chart potential. **(Pepsi, BMI)**.
- "MICKY & THE MINNIES—GIVE ME A LEAVE ME (Metro, BMI)—With such an exciting rhythm backing of back strings the group has a chart hit contender. **(Pepsi, BMI)**.

### COUNTRY SPOTLIGHTS

**TOP 10**
- WALTER MACK—ALWAYS ON THE WALL (Page, SESAC)—Change of pace and far by one of Mack's strongest entries to date is this beautiful ballad excepted lyrical theme and double verse chorus. **(Page, BMI)**.
- DAVE DUDLEY—VIET NAM BLUES (Roughnecks, BMI)—Then I'll Come Home Again (New Keys, BMI)—With "What Were Fighting For" starting to slip down the chart, Dudley has two equally strong sides to follow it up. **(Pepsi, BMI)**.
- MEL BAER—I'M LOOKING FOR THE MAN (Gladd, BMI)—Marking her move to the Musicor label, Miss Montgomery is destined for a big chart item in this well-done rhythm number. **(Pepsi, BMI)**.
- DOTTIE WEST—WOULD YOU HOLD IT AGAINST ME (Tree, BMI)—Hot follow-up to "Before the Ring on Your Finger Turns Green" with this tender and pulsating ballad with strong rhythm support. **(Pepsi, BMI)**.
- JIM KAY—BLAST YOUR HAT IN THE CREEK (Calvary, BMI)—This happy reuser from the pen of Sonny James Tab Hunter should spin off the guitar wizard up the chart in rapid fashion. **(Pepsi, BMI)**.

**R&B SPOTLIGHTS**

**TOP 10**
- "TED TAYLOR—DADDY'S BABY (Ronstadt, BMI)—Rocking wailer with powerful rock rhythm vocal should hit strong and fast. **(Pepsi, BMI)**.
- BOBBY BOOMER—DO SOMETHING FOR YOURSELF (Pee Wee-Mercury, BMI)—Strong rhythm ballad, potential than the hit "C. C. Rider" in this easy-go singer with strong dance beat in support. **(Pepsi, BMI)**.
- CLARA WARD—HELP! (Maelen, BMI)—Producers Jack Lewis and Monte Kaye have combined with arrangier Charlie Calello to bring the gospel star into this pop commercial vein, ripe for both pop and R&B fields. **(Pepsi, BMI)**.
- JOHNNY NASH—ONE MORE TIME (And, BMI)—Another well-packaged winning performance of a powerful ballad material that builds to a frenzy, Should prove a big one. **(Ascap, BMI)**.

**CHART**

**SPOTLIGHTS**

**TOP 20**
- "THE CRANSTONS—Yes You Can Be The Girl Of My Baby (Sundy, BMI)—Sundy releases yet another good one. **(Ascap, BMI)**.
- "MAMMOTH—Can You Feel It? (Mercury, BMI)." This is another strong rock number. **(Mercury, BMI)**.

**Country Singles**

**TOP 20**
- "BURL IRELAND—SHE'S GONNA BE ALE (Maclen, BMI)—"If You Love Her at All" gets good support from the pen of Dallas Frazier. **(Ascap, BMI)**.
- "MIKE NUNN—LADY FROM THE LONELINESS (Realm, BMI)—"I'll Never Love Another Like You" is another fine vocal performance, the production work of Ed Cobb of the Four Preps is a standout. **(Ascap, BMI)**.
- "DEE SMITH—GOLD" (RTD, BMI)—"Look Through Any Window" has much hit potential with this clever female version on the style, the pop hit that produced and performed. **(Ascap, BMI)**.
- "I MAN—LOVE ME SO MUCH" (Buena Vista, BMI). **RCA Victor 8767**
- "KEEFE LESTER—SECRET LOVE (Rome, ASCAP)—"You'd Better Hold On" this strong rhythm number should give the group the hit that they need. **(Ascap, BMI)**.
- "THE Instructor—THE BALLAD" (Tree, BMI). **RCA Victor 8768**
- "WHITE腫—THE寶魂名" (Spotlight, BMI). "What In The World Is This" is another strong rhythm number. **(Spotlight, BMI)**.
- "YOU/chmate—THE寶魂名" (Spotlight, BMI). "What In The World Is This" is another strong rhythm number. **(Spotlight, BMI)**.
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**TOP 20**
- "BURL IRELAND—SHE'S GONNA BE ALE (Maclen, BMI)—"If You Love Her At All" gets good support from the pen of Dallas Frazier. **(Ascap, BMI)**.
- "MIKE NUNN—LADY FROM THE LONELINESS (Realm, BMI)—"I'll Never Love Another Like You" is another fine vocal performance, the production work of Ed Cobb of the Four Preps is a standout. **(Ascap, BMI)**.
THIS GIRL MEANS BUSINESS

BRENDA LEE

SINGS A GREAT NEW SINGLE

TOO LITTLE TIME

TIME AND TIME AGAIN

31917

DECCA

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Super K to Add Office on Coast

HOLLYWOOD — One-year-old Super K Enterprises plans a local office staffed by asociate Steve Hackin. The New York-based production-management-publishing firm's first artist gaining national acceptance is Christine Cooper, whose Parkway single is "SOS, Heart In Distress."

Under contract to the firm are Miss Cooper, her sister Isabel, and Edie, her 14-month-old baby. You Know Who and Freedom and the Artizans are also under contract. Principals are Jerry Kasenay, Ethel Berger Rites, and Silverstein Bradfard.

Baltimore

| TL | 1 | CRYING TUNE—Ray Charles, ABC—Paramount 10229 |
| TL | 2 | BALLET OF THE GREEN BEARS —Barry Sadler, Capitol 5471 |
| TL | 3 | BABY, SCARCELY MY BACK—Nine Years, Enigma 2570 |
| TL | 4 | DON'T MESS WITH THE BEAR—Nine Years, Enigma 2570 |
| TL | 5 | MY LOVE—Paul Clark, Warner Bros. 5648 |
| TL | 6 | THIS BOSS IS MADE FOR WLAKIN'—Baby Face 959 |
| TL | 7 | GET OUT OF MY LIFE WOMAN—Lana Linton, Amy 945 |
| TL | 8 | THE DOGS—Van Morrison, Warner Bros. 1920 |
| TL | 9 | LAUGHING AT MYSELF—Jerry Granelli, Columbia 325 |
| TL | 10 | THE BALLAD OF THE GREEN BEARS —Barry Sadler, Capitol 5471 |

Philadelphia

| TL | 1 | LIGHTS IN STANDARDS—Nine Years, Enigma 2570 |
| TL | 2 | TRUTH BOOTS ARE MADE FOR WALKIN'—Nancy Wilson, ABC—Paramount 10229 |
| TL | 3 | UP TIGHT—Nine Years, Enigma 2570 |
| TL | 4 | A YOUNG MAN CAN SCARE HIS OWN CHILDREN—Nine Years, Enigma 2570 |
| TL | 5 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
| TL | 6 | LIGHT MY FIRE—Ray Charles, ABC—Paramount 10229 |
| TL | 7 | SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 5412 |
| TL | 8 | CAN WE MAKE IT OUT—Barney, Capitol 5555 |
| TL | 9 | HAPPENED AT ALL—Lana Linton, Amy 945 |
| TL | 10 | HAIR-‐I A BOTTLE—Gerry Goffin and Carole King, ABC—Paramount 10229 |

New Orleans

| TL | 1 | LIGHTS IN STANDARDS—Nine Years, Enigma 2570 |
| TL | 2 | TRUTH BOOTS ARE MADE FOR WALKIN'—Nancy Wilson, ABC—Paramount 10229 |
| TL | 3 | I'M YOUR DARLING—Barney, Capitol 5555 |
| TL | 4 | BARTER TOWN—Barney, Capitol 5555 |
| TL | 5 | I'M A FRENCH-‐MAN (IN A FRENCH-‐FRIEND'S BOAT)—Barney, Capitol 5555 |
| TL | 6 | DON'T LIE TO ME—Barney, Capitol 5555 |
| TL | 7 | A YOUNG MAN CAN SCARE HIS OWN CHILDREN—Nine Years, Enigma 2570 |
| TL | 8 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
| TL | 9 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
| TL | 10 | I'M A FRENCH-‐MAN (IN A FRENCH-‐FRIEND'S BOAT)—Barney, Capitol 5555 |

Chicago

| TL | 1 | LIGHTS IN STANDARDS—Nine Years, Enigma 2570 |
| TL | 2 | TRUTH BOOTS ARE MADE FOR WALKIN'—Nancy Wilson, ABC—Paramount 10229 |
| TL | 3 | I'M YOUR DARLING—Barney, Capitol 5555 |
| TL | 4 | BARTER TOWN—Barney, Capitol 5555 |
| TL | 5 | I'M A FRENCH-‐MAN (IN A FRENCH-‐FRIEND'S BOAT)—Barney, Capitol 5555 |
| TL | 6 | DON'T LIE TO ME—Barney, Capitol 5555 |
| TL | 7 | A YOUNG MAN CAN SCARE HIS OWN CHILDREN—Nine Years, Enigma 2570 |
| TL | 8 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
| TL | 9 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
| TL | 10 | I'M A FRENCH-‐MAN (IN A FRENCH-‐FRIEND'S BOAT)—Barney, Capitol 5555 |

Pittsburgh

| TL | 1 | THESE BOOTS ARE MADE FOR WALKIN'—Nancy Wilson, ABC—Paramount 10229 |
| TL | 2 | CAN'T FIND THE TIME—Barney, Capitol 5555 |
| TL | 3 | TAKE ME OUT TO THE BALLGAME—Barney, Capitol 5555 |
| TL | 4 | DON'T LIE TO ME—Barney, Capitol 5555 |
| TL | 5 | A YOUNG MAN CAN SCARE HIS OWN CHILDREN—Nine Years, Enigma 2570 |
| TL | 6 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
| TL | 7 | I'M A FRENCH-‐MAN (IN A FRENCH-‐FRIEND'S BOAT)—Barney, Capitol 5555 |
| TL | 8 | DON'T LIE TO ME—Barney, Capitol 5555 |
| TL | 9 | A YOUNG MAN CAN SCARE HIS OWN CHILDREN—Nine Years, Enigma 2570 |
| TL | 10 | MY MIND IS EMPTY WITHOUT YOU—Larry Gipton, Columbia 325 |
**CLEVELAND**

**LOSS ANGELES**

**MIAMI**

**DETOIT**

**SAN FRANCISCO**

**SEATTLE**

**WASHINGTON**

**ST. LOUIS**

**Billboard**

The International Music Business Weekly

2606 Patterson St., Covina, Ohio 43214

February 26, 1966, BILLBOARD

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**ST. LOUIS**

1. "Addio" - Jackie Lee - White Whale 227
2. "Addio" - Jackie Lee - White Whale 227
3. "Addio" - Jackie Lee - White Whale 227
4. "Addio" - Jackie Lee - White Whale 227
5. "Addio" - Jackie Lee - White Whale 227

**Cleveland**

1. "Sonny" - The Osmonds - Liberty 55860
2. "Love Me in My Way" - The Osmonds - Liberty 55860
3. "Love Me in My Way" - The Osmonds - Liberty 55860
4. "Love Me in My Way" - The Osmonds - Liberty 55860
5. "Love Me in My Way" - The Osmonds - Liberty 55860

**Detroit**


**Los Angeles**

1. "These Boots Are Made for Walking" - Nancy Sinatra
2. "These Boots Are Made for Walking" - Nancy Sinatra
3. "These Boots Are Made for Walking" - Nancy Sinatra
4. "These Boots Are Made for Walking" - Nancy Sinatra
5. "These Boots Are Made for Walking" - Nancy Sinatra

**Miami**

1. "These Boots Are Made for Walking" - Nancy Sinatra
2. "These Boots Are Made for Walking" - Nancy Sinatra
3. "These Boots Are Made for Walking" - Nancy Sinatra
4. "These Boots Are Made for Walking" - Nancy Sinatra
5. "These Boots Are Made for Walking" - Nancy Sinatra

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**SEATTLE**

1. "These Boots Are Made for Walking" - Nancy Sinatra
2. "These Boots Are Made for Walking" - Nancy Sinatra
3. "These Boots Are Made for Walking" - Nancy Sinatra
4. "These Boots Are Made for Walking" - Nancy Sinatra
5. "These Boots Are Made for Walking" - Nancy Sinatra

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**Washington**

1. "These Boots Are Made for Walking" - Nancy Sinatra
2. "These Boots Are Made for Walking" - Nancy Sinatra
3. "These Boots Are Made for Walking" - Nancy Sinatra
4. "These Boots Are Made for Walking" - Nancy Sinatra
5. "These Boots Are Made for Walking" - Nancy Sinatra

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**Billboard**

The International Music Business Weekly

2606 Patterson St., Covina, Ohio 43214

February 26, 1966, BILLBOARD
Test Case: May Dealers Dupe LP's to CARtridge?

- Continued from page 1

cause it is the largest car market in the United States. Other areas of considerable and growing activity are New York, Detroit, Boston and New Orleans.

Examples Cited
The suit, brought on behalf of a group of publishers including Robbins, Feit and Miller, alleges that the defendant is infringing by copying copyrighted arrangements and by failing to conform to the mechanical rights provisions of the Copyright Act. Instances cited were the duplication of two LP recordings, "The Longines Symphony Presents Recording Themes of the Big Band Era" and "The Longines Symphonette Presents Dixieland Jazz from the Terrible 70's." The records were specifically pressed for Longines by MGM. Abeles & Clark are handling the case for the plaintiffs.

Abeles termed the case precedent and "very important in view of the growing potential of the cartridge industry." He stated that illegal duplication is being done "all over the United States." It is a new gimmick," he stated, and it must be policed in order to protect both the copyright owners and the legitimate duplicators who secure permission of the copyright owners.

Al Berman, of the Harry Fox office, stated that "whenever the office learns of a duplicating firm who is doing business without the permission of the copyright owners, that firm is promptly put on notice. The law calls for the payment of a 2-cent mechanical royalty per song." Berman added: "We deal constantly with legitimate cartridge producers who pay their royalties. These people should not be undercut by those who do not. This is one of the reasons for which we filed this suit. Currently, everybody is excited about the tape industry, and it is necessary at this time to establish proper business procedures."

Abeles stated he is asking damages of $5,000 per song for alleged illegal copying of the arrangements. The suit also seeks 8 cents per song damages for each cartridge manufactured, for alleged violation of the mechanical rights provisions of the Copyright Act. The suit also seeks attorney's fees and costs, and an accounting and injunction.

NEW YORK — Larry Finley, head of International Tape Cartridge Corp., stated late last week that he is turning down orders on blank tape form. "We don't want this to get into hands of bootleggers; this would be unfair to publishers, record manufacturers and artists." Finley added that the demand is so great he could sell as many as 5,000 a week.

Vault Sets Up Record Studio

LOS ANGELES—Vault Records is installing a recording studio for its own artists and custom clients plus locking up additional foreign distribution. President Jack Lewerke said the equipment and facility would be completed within two weeks with Dick Delvi handling studio operations. Vault is the recording wing of the California Records-Merit-Haitville distributorship.

The two-year-old label has just signed with King for representation in Japan. Seven albums by the Challengers will be the first product made available to be followed by Chambers Brothers and Jack Vetten product.

Vault's other licensees are British Decca for England and the Commonwealth, DGG for Germany, France, Spain, Scandinavia and Blue Bell for Italy.

Offered for the first time!... The well-known Miller International Co. plant convenient to New York City... immediately available for custom pressing, lease or purchase!

Because of the recent sale of the Miller International Co. to a West Coast concern... you can order custom pressings from their former plant... or take the plant over completely through lease or purchase... and start enjoying every one of these outstanding benefits immediately in close proximity to New York City... Easily expanded capacity building 2450 square feet press room... 1000 square feet in facilities for manufacturing 250 thousand jackets a week... 5000 square feet in A storage area that's fully racked to hold a million LP's... Direct equipment for taping, printing, press work, trimming, wrapping, M Plany of free parking space 35,000 feet of space... Modern equipment... Easiest gate loading.

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1st ALBUM RELEASE
BY THE SUNRAYS

Funk & Wagnalls Standard College dictionary—Shamash—“according to Assyro-Babylonian religion, the Sun God regarded as the Deity personifying righteousness.”

Thank you for the wonderful acceptance of the Sunrays on “ANDREA”
The Animals have another hit single to go with their two chart Albums!

INSIDE—LOOKING OUT
b/w You're On My Mind K-13468

Animal Tracks (E/SE-4305)
& The Best Of The Animals (E/SE-4324)

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Record Hops Slowing To a Crawl in Ariz.

PHOENIX — Record hops—once a substantial source of pocket money for disk jockeys and a fairly good exposure medium for records—have almost disappeared here. The thing that led to the downfall of record hops, said KRIZ program director Tony Evans, is the popularity of live performances by local groups.

So Groups know that most of the live bands will work for the same as a record's major deals, so deejays can no longer call for a $50 fee to do a record hop. But people would continue calling the radio station asking Evans to recommend a group to play at a dance. So Evans found a group he could manage—Floyd and Jerry Westfall and the Counter Points. He even goes along on most of the dance engagements as host—for a price.

“I believe that deejays have to get out and meet the public personally. You have to get your name and the newspaper . . . seen. Otherwise the kids will forget you,” he said.

KRIZ is a dynamic station that tries to keep up in the public’s attention. With the weekly rankings of Billboard records released — and other comic-book-aimed records — recently, the station followed by having a deejay use the name of Cap-tain Marvel (Tom McGurk). The tabloid eight-page news features contemporary music, Not rock ‘n’ roll, “but we’re playing every Easy Listening record on Billboard’s chart,” Wogan said. Some of the records we’re playing now are not yet on the Easy Listening Chart, but we feel they will be soon.”

The most programming changes have evolved in the past few months.

“Monitor” is a feature carried on 205 NBC affiliates. The show consists of 16 hours of programming broken into three three-hour blocks on Saturday and four and three-hour blocks on Sunday. The musical stress is on singles. The program played "Ballad of the Green Berets," by S/Sgt. Barry Sadler before most radio stations across the nation had a chance to get their copies of the record. "We have an advantage in that we’re located here where most of the record companies are," Wogan said. "Dean Martin’s latest, ‘There’s a Som- one,’ we were on instantly.”

Up to Date "Monitor" is trying to keep up with the times musically as well as with comedy and news, said Wogan. "We know we’re on the right track because our affiliates are now asking more and more for our music playlist. Twenty-five stations now receive the playlist.”

The “Monitor” weekend, “Monitor” plays about 110 records. In its 10-plus years, it has played more than 150,000 musical selections. The music is 100 per cent controlled as much as any Hot 100 or Easy Listening radio station. Steve White is the music supervisor and Wogan and White.

(Continued on page 26)

RADIO-TV programming

'Monitor' Fast Mover On Record Front, Too

By CLAUDE HALL

NEW YORK — One of the most important radio shows in the nation for exposing new records—it reaches an average audien-cence each week of 13,221,000 — is NBC network "Monitor" program. Yet, few of the deejays are aware of the fact that "Mon-itor" is an up-to-date programming op-eration.

Largely through the leadership of Bob Wogan, vice-presi-dent of programs at NBC radio, the 10-year-old radio network show now features contemporary music, Not rock 'n' roll, “but we’re playing every Easy Listening record on Billboard’s chart,” Wogan said. Some of the records we’re playing now are not yet on the Easy Listening Chart, but we feel they will be soon.”

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(Continued on page 26)

WEW Is Winner by Nose in Good Music

ST. LOUIS — Three radio stations are among the con-tenders for the Easy Listening crown of St. Louis, but the leader is WEW, according to Billboard’s Jazz and Easy Listening Reader’s Survey of the market. WEW received 56 per cent of the votes for influencing the sale of pop albums. The vote was by record dealers, dis- tributors, one-stop operators, and local and national record com-pany executives.

Lee Coffee, program direc-tor and air personality at the Easy Listening outlet, received 36 per cent of the votes to take No. 2 ranking as the deejay with the most influence on al-bum sales. WEW is just a day-time. Its success, Coffee said, at a little to think, is based on the fact we work at it a little bit harder than our competition.

We try to keep abreast of the music . . . try, in fact, to stay in front. We’ll play the newest non-frantic singles. I would suppose that most of them in this market are played first on WEW.

Coffee picks all of the singles (Continued on page 26)

KSOK Rock King in St. Louis

ST. LOUIS — KSOK was voted the number one Easy Listening station in St. Louis—the nation’s 10th largest radio market—for influencing the sale of Hot 100 singles. Billboard’s latest Radio Response Rating Survey showed the station with 58 per cent of the votes of record dealers, distributors, one-stop operators, and national record company executives.

The station leads also in Pulse ratings, said operations manager Bud W. Connell. Connell, who joined the Hot 100 outlet in 1961, has been largely responsible for building the station’s sound that drove it into the top Pulse position, but the station has a personality that’s as good as any rabbit’s foot—Jaye St. John. Rabbit, whose real name is Donald Baer, and a 50 per cent share of the votes in the R&R survey. Connell said that Rabbit’s share of the audience ranges anywhere from 35 to 45 per cent on five nights.

"He’s strongly identified with the station. Even though he may not be first to play a record, he’s the world.”

Norma C. Tanega is an accomplished musician. She plays gui-tar, banjo, autoharp and har-monica. She studied classical piano 12 years. The musical interest comes naturally, her father is a musician. She also writes songs. Born in Mare Is-land, Calif., in 1939, she was raised in Southern California. She has sung in youth hostels in France and Spain. She now lives in New York. She attended B. A. Scripps College.

NORMA TANEGA New Voice Records

The artists record here a new record on Billboard’s Hot 100 Chart with a star, indicating that the record is climbing rapidly.

February 26, 1966, BILLBOARD

SONNY JAMES, LEFT, AND BILL ANDERSON, right, present Ken Speck, program director of WSLR, Akron, Ohio, with a plaque saluting the first anniversary of the station in its country music format. The two artists headlined an anniversary spectacular Feb. 5 that drew an SRO crowd of 3,200. Speck fronted the show. WSLR air personality Jay DeRosen also did stage duties. WSLR’s next shows, in collaboration with Gerard W. Purcell Associates, will be held March 19 in Cleveland and the next day in Akron.

WSAN’s Switch Is Paying Dividends

ALLENPTOWN, Pa. — WSAN has switched to an Easy Listening format. The changeover was effective Jan. 31, said Program Director Bob Kratz, “and we’re already beginning to make a sit.” An early morning show features country music artists who are on the Hot 100 chart, plus Easy Listening records. The rest of the day is devoted to records like “Big Spender,” by Peggy Lee and artists like Nancy Sinatra, Dean Martin and Al Hirt, plus some of “the better Hot 100 Chart records.” This is the first time in the station’s 40-year history that contem-porary music has been pro-grammed on an all-day basis.

Ed Leonard, assistant general manager, and Kratz select the records that make the playlist, but Kratz said that if a record “is within the realm of our pro-gramming, we try to give it an extra spin.” The station is not by many distributors, as a program for men as being an impor-tant secondary market outlet for breaking records. A polka pro-gram formerly featured has been dropped.

The new format is working out very well, Kratz said. “A lot of new accounts are coming with us that wouldn’t touch us before. In ratings, we’re hold-ing our own while we try to get the sound we want. Then we’re going to concentrate on locking up that 18-45 age audience.”

HOT 100 STARS

(Continued on page 26)
262 DISC JOCKEYS NEEDED NOW!
OPENINGS IN ALL SIZE MARKETS
1. 50,000-watt top forty station needs air personality who is really 'green,' $20,000.00 to start.
2. West Coast major market station wants middle-of-the-road air personality. $12,000.00 starting salary.
3. First phone top forty pick for 6:00 p.m. to 9:00 p.m. slot on number 1 rated station. $100.00 per week!
4. Large market middle-of-the-road station will hire air personality presently in small market and ready to move up. $165.00 per week to start for right man.
Confidential Registration. Your application will be sent upon receipt of tape and resume.
WRITE OR PHONE TODAY!
NATIONWIDE RADIO-TV EMPLOYMENT AGENCY
649 North Michigan Ave., Chicago, Ill. 312-337-2782
925 Federal Blvd., Denver, Colo.
More will LIVE
the more HEART FUND you GIVE

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WLS KAAY
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KYA WHLO
WMAK WTAC
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KYOS CKLW WFCF
WWD CWC
WSBA WHBO WDDA KFEB
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22
February 26, 1966, BILLBOARD
"GRAZIE, SAN REMO!"

for the wonderful reception given to

GENE PITNEY

for his prize winning performance of

NESSUNO MI PUO' GIUDICARE

Number 1 in Italy ... over 300,000 sold to date!

AND CREATING A STORM HERE IN THE UNITED STATES ...

Musicor 1155

MUSICOR RECORDS: A DIVISION OF TALMADGE PRODUCTIONS, INC. 826 SEVENTH AVENUE, N.Y. 10019
KSTL No.1 Country Station in St. Louis

KCKC Will Go Country Feb. 28
SAN BERNARDINO, Calif. KCKC switches to a country format, Feb. 28, the former middle-of-the-road 5,000-watt will program cwe all the zeroes in country music. The station is Walter Detweiler, who was formerly with the Detroit's WMU. Program director is Jack Mitchell. Program director is Bob Mitchell.

KCKC has a musical spectrum March 20 at Kiel Auditorium that will feature George Jones, Shallon Hall, Jocelyn Lynn, Bobby Lane, Frizzell, Frances, Bob Payne, Wynn Country and the Wanderers Quartet. Will Yancey also perform.

KSTL No. 1 station in the market for influencing sales of country music records, according to Billboard's recent radio Response Rating survey. The station received 80 per cent of the votes of dealers in record promotion men, and record company executives. Yancey, among the disk jockeys, received 92 per cent of the votes for influencing country music record sales.

He has been with the station seven years and in radio in the market for 35 years. He was a member of the Famous Skeets and Frankie team on KMOX for 22 years when live music was in vogue on radio. He still has his own band and performs two to three nights a week.

KERRY'S YESTERDAY'S HITS
Change-of-program featuring from your favorite's dishes, featuring the dishes that were the hit tunes in the hard 2 years and 10 years ago this week. Here's how they ranked on Billboard's Short List of that time.

POPP SINGLES—5 Years Ago
February 27, 1961
1. Pussy Time, Chubby Checker, Parkway
2. Crying, Lawrence Welk, Dot
3. There's a Moon Tonight, Capitol
4. Salvador, Chris Presley, RCA Victor
5. Don't Worry (Like All the Other Things), Columbia
6. Delighted to be One I Love; Shirley & Company
7. Where the Boys Are, Connie Francis
8. Sheep Around, Miracles, Tamla
9. Every Eye, Eyebrows, Brothers, Warner

POPP SINGLES—10 Years Ago
February 25, 1956
1. Lizzie Antigua, Nelson Riddle, Capitol
2. Rock and Roll Waltz, Kay Starr, RCA Victor
3. Great Comedian, Patsy Montana
4. Memories Are Made of This, Doris Day
5. No, Much Not, Four Lads, Columbia
6. See You Later, Alligator, Bill Haley
7. Poor People of Paris, Les Baxter, Columbia
8. Band of Gold, Don Cherry, Columbia
9. I'll Be Home, Pat Boone, Dot
10. Every Time, Tennessee Ernie, Capitol

R&B & SINGLES—5 Years Ago
February 27, 1961
1. Shep Around, Miracles, Tamla
2. Al In My Mind, Mattie Brown, Capitol
3. Pussy Time, Chubby Checker, Parkway
4. (OH YOU Love Me) Tomorrow, Shirelles, Scepter
5. I Don't Want to Cry, Chet Singleton, Imperial
6. All In My Mind, Mattie Brown, Capitol
7. I'll Be Home, Pat Boone, Dot
8. Every Time, Tennessee Ernie, Capitol
9. Shep Around, Miracles, Tamla
10. Nothing's Gonna Change My Love for You (Look at His Eyes), Carla Thomas, Atlantic

K.W. JOES EASY PICKIN'
PORT ST. JOE, Fla.—WJOE here is broadcasting its name with "Easy Pickin'." The program music is selected from the 40 records of Billboard's Easy Listening Chart, plus the top tracks from the Hot Country Singers Chart. Station manager David C. Slaye said the play-list will feature such tunes as "Cryin' Time" by Ray Charles along with "I Love You Drops" by Bill Anderson and "True Love's a Blessing" along with "It was a Very Good Year" by Frank Sinatra.
BUY THE OUTSIDERS THEY’RE IN—
climbing the charts fast with
TIME WON’T LET ME b/w Was It Really Real
5573
Radio-TV Programming

Record Hops to Slow a Crow

...is one of the means a station uses to avoid a programming slump. He said he plans more of the new records on his own 2:4 p.m. show on KXEN. He also uses some of the records KJIZ plays on its 2:4 p.m. show "The Cheater," by Bob Kaban, "Memo in My Little Girl's Life," by Mike Douglas, and "The Big Man for the Little Girl," by Nancy Sinatra.

Other air personalities at KJIZ include Rob Randall, Pat McManus, Ron Edwards and Ed Puckett. McManus recently started his own record company called "The Left-Handed Four," a pop group. The band is said to "be made for walkin'" by Nancy Sinatra.

BOBBY WOOTEN, KYTO, Seattle, program director, looks on from above as Jim Allen, left, signs a personal management contract with Wooten, George Richey, right, produced Allen's first record presentation on "Believe in Things." He also has a publishing wing for airplay by committees of station personnel and record executives, including M.G. Fair & Co., D. J. Kasten, Inc., and the companies that handle the records.

The station's activities were featured in the RKO做个 issue of Billboard. The issue featured a story on the station's promotion department and its activities. The issue also featured a story on the station's program department and its activities. The issue also featured a story on the station's programming department and its activities.

Monitor Mover on Record Front

Continued from page 20

...two hours each Monday to hear the "Trio," and the station also goes on the air every other week. The programming is now being "as long as we please and as we feel it's good, we'll get it on the show," according to a recent statement by the station.

Own Entity

Each segment of "Monitor" has its own origin; its director, writer, production assistant, and executive producer is Bob Marshall, who is in charge of all the station's broadcasts. He said the program is so flexible that the network can instantly cover a major news event.

"Some stations think we're playing records for teenagers," he said. "We think we're playing records for adults, and we believe these are the tunes adults enjoy. We don't have to hear. We're trying to build a program that is as current and popular as any. Easy Listening radio station," he said.

Radio-TV Programming

Continued from page 24

Billboard; will place in the top 30 of the network. The program is due to air in 30 minutes at 5 p.m. on the ABC radio network.

Continued from page 22

Vox Jox

Frank Gould, librarian at CFOX, Montreal, asks for records. The station airs a variety of music, including rock, jazz, and blues. Bill Clark is currently directing its $5,000 weekly program, "Who's on Top?" Bill Clark is the station's music manager and executive producer of the show.

Dan Sorkin and Bill Gordon are both music executives at San Francisco-based KGO. In addition, they have both been associated with a TV show on KGO-TV, San Francisco, and have also worked with the station's air in keyers, W.Va., and movie chains. They have also been responsible for Hot 100 records. Send to program directors and music managers. the agent of the new outlet is Graeme G. Lawrence.

Vox Jox

WEO's winner

Continued from page 20

The real Rabbit is 30 years old, but has been in show business for 15 years. The station believes in TV and movies, and was Little Beaver in the classic Old Red Ryder movie series.

KNOX maintains a tight playlist.

"We chart and program our pictures and we know exactly what the audience is going to see," said Connell. The station's program director, who is a former railroad conductor, can outline a national recording store any time.

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KNOX maintains a tight playlist.

"We chart and program our pictures and we know exactly what the audience is going to see," said Connell. The station's program director, who is a former railroad conductor, can outline a national recording store any time.
All aboard the Columbia bandwagon with Woody Herman and Ray Conniff!

The selling sound of the big bands on COLUMBIA RECORDS*
HAMBURG—Professor Karl Richter, appointed to the faculty of the School of Music in Munich 15 years ago, has signed a long-term exclusive contract with Deutsche Grammophon Gesellschaft.

Richter, organ virtuoso, harpsichordist and conductor, was a pupil of Karl Straube and Gunther Ramin in Leipzig. He is credited with establishing the worldwide reputation of Munich as a center of Bach interpretation.

Richter has been associated with Grammophon continuously since 1958. He founded the Munich Bach Choir and Bach Orchestra. The contract calls for recordings of other important works of Bach and Handel, in addition to Richter's 25 recordings, which have been issued until now. Future works will include numerous cantatas as well as the symphonies of Mozart and Haydn and major organ and chamber music works.

Richter will continue to lead the annual Munich Bach festival, founded in 1965. He will make guest appearances with his Munich ensemble during 1966 and 1967 in Amsterdam, London, Vienna and other music centers. In addition, he will give a series of organ recitals in West Germany and neighboring countries and will underwrite the North Toronto Bach Society in Switzerland and Spain in May of 1967. He will direct a Bach festival in Buenos Aires in 1966 and 1967. He also has been invited to appear in New York and in Montreux during the 1967 fair.

Lawrence Attends Talks at Philips In Amsterdam

NEW YORK—Harold Lawrence, director of the classical division of Philips and Mercury Records, flew to Amsterdam Saturday (12) to attend a series of pressings of new recordings at Philips' headquarters in Buitenoord, the Philips classical sound and sales representatives from Philipps' companies in various parts of the world.

This week's schedule includes visits to London for discussions of recording plans with Colin Davis, the English conductor, newly appointed musical director of EMI's Gramophone and recently acclaimed here for his guest conducting of the Philadelphia Orchestra. Lawrence will return to Holland for several recording sessions with musical artist, harpsichordist Johann Sebastian Bach and for Apelt. Lawrence is expecting to be there for a series of TV appearances and a concert tour.

Mann at KNNN

FRIONA, Tex.—DeeJay Bill Mann has left Station KZY, Santa Rosa, N. M., and is in progress of helping establish a new station here. Mann says the station will be on the air in April with call letters KNNN.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Dutch RCA Victor producer Quinten Breedijk, sent from New York for two months training in recording technique at RCA...inclined released under the RCA label, "The Barmen Theme." Holland is the first European country where the U. S. success has been released. Dutch TV bought the series for broadcasting.

The finals for the Dutch entry for the coming Eurovision Song Contest at Lucerne was won by Dutch singer Betty Scott. The winning song was "Yes My Love" by Nieuwe Bruy and written by Henri Wilders.

HOLLANDER AS CINCY SOLOIST

NEW YORK—Pianist Lorin Hollander has signed an agreement with the Cincinnati Symphony Orchestra for its forthcoming world tour. The Cincinnati Symphony will visit the cities of New York, Boston, Philadelphia, Baltimore, Washington and Cleveland East for the U. S. State Department cultural delegations from Aug. 1 to Oct. 9. Hollander's records for RCA—Victor; the Cincinnati records for Decca....
JOHNNY MATHIS singles out the movies

**Moment To Moment** 72539
Title Song from the Mervyn LeRoy Production

B/W

**The Glass Mountain** 72539
From the Joseph E. Levine Film "The Oscar"

Moment To Moment is included in Johnny's latest album, *The Shadow Of Your Smile*

MG 21073/SR 61073
Produced by Global Records
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<td><em>Michigan Dutchmen</em></td>
<td>Kalamazoo</td>
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<td>777 East Washington St.</td>
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**TOTAL ALBUMS**

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The Sweet Sound

RCA Stereo 8 Cartridge Tape proves to be Industry's Hottest New Item in Years!

Launched with nationwide advertising and publicity in October, RCA Stereo 8 Cartridge Tapes have quickly become the most exciting new product in the recording industry since the microgroove record. It has likewise won eager acceptance by car owners and the automotive industry itself.

Ford Motor Company is now factory-installing player units in their new '66 models as well as offering kits for dealer installation. The Mopar Division of the Chrysler Motors Corporation is also making players available to dealers for local installation. Sears, Roebuck & Co. and the Stereo Division of the Lear Jet Corporation are now making player units available to car owners. 8-track stereo is indeed the system of the future that is available today!

Trade and consumer response to RCA Stereo 8 Cartridge Tapes is already one of the outstanding success stories of recent years. Retailers report initial sales of as many as six tapes per player! Today—with 80 million cars on the road—the potential market for RCA Stereo 8 Cartridge Tapes is sky high! And it's an entirely new and big-profit business opportunity for you!

RCA Stereo 8 Cartridge Tapes offer car owners a wide choice of music and entertainment by the world's greatest artists—such stars as Al Hirt, Perry Como, Harry Belafonte and many, many others—music from Broadway and the movies, classical selections as well as popular. And—with the catalog growing daily—this is only the beginning!

Each RCA Stereo 8 Cartridge Tape carries a warranty guaranteeing factory replacement for manufacturing defect for one full year. Get complete details about new RCA Stereo 8 Cartridge Tapes from your nearest RCA Stereo 8 distributor today!
OVER 200 TAPES NOW AVAILABLE and the catalog is growing daily!
This catalog gives complete listing of tapes available through December 1965. Recent releases are shown below. Ask your RCA Stereo 8 distributor for additional copies.

of Success

New RCA Stereo 8 Cartridge Tapes for January and February 1966
ALBUM REVIEWS (continued)

BREAKOUT ALBUMS

**SPOKEN WORD SPOTLIGHT**

CRISES!

Various Artists. Decca DXSA 7948 (5)

Recorded history has developed into a fascinating marketing concept and this informa-

tion-packed document of the assorted events from 1588 to the present is a

natural for a sales pitch. The voices come across with stirring intent.

**POP SPOTLIGHT**

THE TWO WORLDS OF KURT WEIL

Alfred Fuller and his Orchestra, RCA Victor LPM 2368 (M) LSP 3547 (S)

The music of the late Kurt Weil continues to be a crucial ingredient in the

success of the Broadway and Los Angeles operas. Muti's appraisal is still

another bonus. It's all due to Muti's skillful understanding which makes

the best of both worlds.

**POP SPOTLIGHT**

CHAMPAGNE ON BROADWAY

Lawrence Welk. Dot DLF 3688 (M) DLF 3689 (S)

The combination of Broadway showtunes and the easy orchestration that Lawrence Welk's trademark makes this an attractive program.

Welk's distinctive vocals add a different dimension to the well-sounding concert Broadway tunes and fills the right instrumental space.

**POP SPOTLIGHT**

SENIOR 07?

Ray Barretto, United Artists UAAL 3479 (M) UAAL 6478 (S)

Latin-flavored pop music, with the excite-

ment of percussion and arrangements of Easy Listening music. This album, in the middle section, is great programming as

Ray Barretto's music is very pleasant to the ear.

**CLASSICAL SPOTLIGHT**

BRAHMS: SYMPHONIES NO. 1

Berliner Philharmoniker (Yo, Kuroda).

At perfectly tuned recording of the works in a way that shows the

tangibility of an excellent recording. Combination of Kuroda's following with the

inclusion of the repertoire gives this package

their sales potential.

SPOKEN WORD SPOTLIGHT

CRISES!

Various Artists. Decca DXSA 7948 (5)

Recorded history has developed into a fascinating marketing concept and this informa-

tion-packed document of the assorted events from 1588 to the present is a

natural for a sales pitch. The voices come across with stirring intent.

**POP SPOTLIGHT**

THE MAIN CALLED SHENANDOAH

Robert Horton. Columbia CL 2468 (M) CS 9208 (S)

Horton is the star of the TV show, "A Man Called Shenandoah," and that's some raw-

put-on stunt to track this album since both can be expected. Horton's vocals are

passable, but the overall result is a pleasing, forgettable country music melange.

**COUNTRY SPOTLIGHT**

SWEET MEMORIES

Wally Paves. Decca DL 4759 (M) DL 74795 (S)

This is for the hard-core fan. The album has

swung out in style and has some outstanding moments. The band's sound is

heavily influenced by the country music of the 1940's and provides some

imaginative instrumental work by Ray Waits, Hanlon, Todd and Al Schippers.

**COUNTRY SPOTLIGHT**

ROY CLARK SINGS LONESOME LOVE BALLADS

Cotophal 7 2452 (M) ST 2452 (S)

These songs of unexpected love are not exactly unique, but are a pleasant

addition to the pop genre. The album will appeal to people who enjoy

listening to the straightforward approach of the group.

**CLASSICAL SPOTLIGHT**

BRAMHS: PIANO QUARTET IN G MINOR, OP. 23

Members of the Hungarian String Quartet/George Szell-

s-inspired Turnabout TV 4037 (M) TV 34037 (S)

Among chamber music sellers, this package

should show more than anticipated strength. Thank you, musicians! performance, good recording, and fine press.

**CLASSICAL SPOTLIGHT**

BACH: ART OF THE FUGUE

Herbert Schmann. West-

minster WST 237 (S)

Herman Schmann, one of the leading Bach interpreters, does an unexpected job with the

art of the fugue. The recordings are clear, generally well-balanced, and produce

encompassing detail as they should. Schmann's focus is not as effective as

that of other artists, but this is an outstanding album.

**INTERNATIONAL SPOTLIGHT**

HERE'S TO THE IRISH

Various Artists. Capitol CRL 37468 (M) CR 37468 (S)

Sure it's a great time when has gifted children all. This is the Kitty Hartley

layout which is one of the major talents in the show. The recording is

consistently a hit on the Dublin market. Among the tunes here are "Don't Go Down to the Green, Down to the Green" and a host of other jigs and reels at a smart pace.

(Continued on page 51)
To every DEALER, RACK JOBBER, ONE-STOP and, of course DISTRIBUTOR, WHO HANDLES ABC-PARAMOUNT, IMPULSE, COMMAND, GRAND AWARD, WESTMINSTER, MUSIC GUILD, SIMON SAYS, BOOM, TANGERINE, DUNHILL AND JERDEN RECORDS,

All of Us Thank All of You

FOR YOUR TREMENDOUS REACTION TO OUR NEW JANUARY ALBUM PRODUCT.

SINCE THE WEEK OF OUR DISTRIBUTOR CONVENTION IN SAN JUAN, PUERTO RICO, AS SALESMEN HAVE SPREAD OUT THROUGH THE UNITED STATES, OUR OFFICES HAVE BEEN FLOODED WITH ENTHUSIASTIC TELEPHONE CALLS, TELEGRAMS AND LETTERS, CONFIRMING OUR OWN OPINION THAT THIS IS ONE OF THE FINEST RELEASES WE HAVE EVER PRESENTED.

IF BY CHANCE YOU HAVEN'T YET HAD THESE NEW ALBUMS BROUGHT TO YOUR ATTENTION, WE RECOMMEND THAT, FOR EXCELLENT PRODUCT AND INCREASED SALES, YOU CONTACT OUR DISTRIBUTOR IN YOUR AREA--AND REMEMBER THESE OUTSTANDING LABELS AND THE QUALITY RECORDS THEY REPRESENT.

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1330 AVENUE OF THE AMERICAS, NEW YORK, N.Y. 10019
These Talented KAPP Artists Are Featured in the March American Airlines ASTROSTEREO Program:

**ROGER WILLIAMS**
Piano & Orchestra

**LOUIS ARMSTRONG**
Orchestra & Chorus

**BURT BACHARACH**
& His Orchestra

**HUGO WINTERHALTER**
& His Orchestra

**JIMMY SEDLER**
Trumpet & Orchestra

**THE WAIKIKIS**

**JACK JONES**
**MAN OF LA MANCHA**
Original Bway. Cast

**JOE HARNELL**
Piano & Orchestra

**ART MOONEY**
& His Orchestra

**DAVID TERRY**
Orchestra

**THE DO-RE-MI CHILDREN'S CHORUS**

---

**Versatility is their middle name**

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Kapp Recording Artists Join American Airlines in Saluting New York

Compliments of

AMERICAN AIRLINES

RECORD-SELLING FACTS about this unique American Airlines-Kapp Records cooperative merchandising program:

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Remember the listening booths of a few years back, when record customers could hear the record before they bought? American Airlines Astrovision provides the record industry with virtually the same type of service—with private earphones for each passenger on the airplane, and with continuous play of stereo music, while the airplanes are on the ground or in flight.

Airline passengers are recognized to be far above average income level. They have the money to buy the records they hear and like—and they do!

It's like Kapp Records having the equivalent of an exclusive for stereo pop LP sales in a
Salutes the Stars of...

KAPP RECORDS
FEATURED EXCLUSIVELY IN AN
OUTSTANDING ASTROSTEREO PROGRAM OF
POPULAR MUSIC FOR MARCH

These are the High-Flying LPs From Which
the Complete 69-Selection Popular Music Program
Was Built:

K32349 - ROGER WILLIAMS GREATEST HITS
K32350 - JACK JONES FOR THE NEW CROWD
K32351 - THE BIG HITS OF 1966
K32352 - THE MANI AND THE SONGS CHILDREN LOVE TO SING
K32353 - JACO V villies and TOWER
K32354 - ROGER WILLIAMS ACOUSTIC PERFORMANCES
K32355 - MAN OF LA MANCHA
K32356 - JACO V villies WIVES AND LOVERS
K32357 - JIMMY DURANTE - ME IRRESPONSIBLE
K32358 - BOB HOPE - WITH THE JACK JONES HITS

"store" that serves over 400,000 customers a month!
- It's record exposure of the highest order-to build listening interest and a desire to buy and own.
- It's supported by American Airlines' own display of the posters shown above in 130 high-traffic ticket offices and airports locations throughout the nation.

DISPLAY...SELL...PROFIT
This colorful eye-catching display piece for window and in-store display puts you on the co-op profit team. Count on it to attract attention...sell more records...and make more money for you. From your regular Kapp distributor, or airmail Astérosterol Music, P. O. Box 14246, Cincinnati, Ohio 45214.

HELLO, DOLLY!
Louis Armstrong
These nominated covers are printed and published as an industry service by Billboard which urges every active member of NARAS to vote very carefully and selectively in those categories in which he feels qualified to vote. Choosing the recipients of these highly coveted awards becomes a trust which, Billboard hopes, like the Academy itself, each NARAS member fervently cherishes.

NARAS members are now voting for this year's Grammy Awards in 47 categories. Winners will be announced at NARAS chapter awards ceremonies on Tuesday, March 15. Many winners will be starred on the Academy's TV spectacular, The Best On Record, over NBC on Monday, May 16, from 9:00 until 10:00 p.m.
## BEST SELLERS

### SINGLES
- **16825** Judith
  - As Tears Go By
  - PAT BOONE
- **16813** Twilight Time
  - Dream
  - DICK CONTINO
- **16824** They Call The Wind Maria
  - Great Day
  - EDDIE FISHER
- **16811** I'm Living In Two Worlds
  - Goodtime Charlie
  - BONNIE GUITAR
- **16821** Giddyup Go
  - The Working Man’s Prayer
  - WINK MARTINDALE
- **16828** I Gotta Find Cupid
  - Mexican Maiden
  - THE OUTCASTS
- **16830** Hung Up On Losin’
  - Snow Man
  - THE SOUL SURVIVORS
- **16812** Just Plain Dog
  - Dan’s Girl
  - FORREST TUCKER
- **16810** Tijuana
  - LAWRENCE WELK
- **16809** Michelle
  - BILLY VAUGHN
- **16819** Nashville, Tennessee
  - Since You Have Gone From Me
  - BARRY YOUNG

### ALBUMS
- **DLP 3054D** The Ten Commandments—Sound Track
  - ELMER BERNSTEIN
- **3650** My 10th Anniversary With Dot Records
  - PAT BOONE
- **3667** Pat Boone Sings Winners Of The Reader’s Digest Poll
  - PAT BOONE
- **3541** Golden Organ Hits
  - JERRY BURKE
- **3574** Jo Ann Castle Plays Great Million Sellers
  - JO ANN CASTLE
- **3680** Twilight Time & Other Golden Hits
  - DICK CONTINO
- **3678** Man With The Guitar
  - HERB ELLIS
- **3670** Young And Foolish
  - EDDIE FISHER
- **3631** Eddie Fisher Today
  - EDDIE FISHER
- **3583** Great Accordion Hits!!!
  - MYRON FLOREN
- **3634** Green Onions And Other Great Hits
  - HARRY JAMES
- **3659** Solos
  - THE LENNON SISTERS
- **3563** My Most Requested
  - LIBERACE
- **3652** 10 Years Of Hits 1954-1964
  - THE MILLS BROTHERS
- **3627** It’s The Irish In Me
  - CARMEL GUINN
- **3687** The Nashville Sound
  - JIMMIE RODGERS
- **3575** Do I Hear A Waltz
  - JO STAFFORD
- **3535** Wipe Out
  - THE SURFARIS
- **3528** Mexican Pearls
  - BILLY VAUGHN
- **3605** Pearly Shells
  - BILLY VAUGHN
- **3535** Champagne On Broadway
  - LAWRENCE WELK
- **3663** Today’s Great Hits
  - LAWRENCE WELK
- **3629** Apples And Bananas
  - LAWRENCE WELK
- **3672** One Has My Name
  - BARRY YOUNG

## NEW RELEASES

### SINGLES
- **16831** Fool About A Cigarette
  - Stay Off My Grass
  - SYDNEY BAILEY
- **16827** Overture—The Ten Commandments
  - Love And Ambition
  - ELMER BERNSTEIN
- **16836** One Of Those Songs
  - Hello, Dolly!
  - JO ANN CASTLE
- **16832** Freckle-Faced Soldier
  - Go-Go Girl
  - COLLEEN LOVETT

### ALBUMS
- **HLP 161** 1965’s Great Hits
  - GEORGE CATES
- **DLP 3683** Rhythm And Blues
  - STEVE ALLEN AND TERRY GIBBS
- **3685** Judith
  - PAT BOONE
- **3676** Favorite Hymns
  - THE CHUCK CASSEY SINGERS
- **3692** Giddyup Go
  - WINK MARTINDALE
- **3676** This Is Bonnie Guitar
  - BONNIE GUITAR
- **3686** A Fallen Star
  - Brother Where Are You
  - JIMMIE RODGERS
PONTY, JAZZ VIOLINIST, WINS FRENCH AWARD

PARIS — Twenty-three-year-old French jazz violinist Jean-Luc Ponty has been awarded the 1965 Prix Django Reinhardt as the French musician making the greatest contribution to jazz last year.

The award, made by the 32-man jury of the Ponty Jazz Academy, was presented to Ponty at a reception at the Slow Club on Feb. 14.

Disc awards announced by the Academy were:

Best jazz record issued in France in 1965: "Life Line" by Tony Williams (Blue Note)
Runner-up: "My Funny Valentine" and "ESP" both by Miles Davis (CBS)
Fats Waller Prize: (Best re-issue of the year): "An Art Tatum Concert" in the series "Aimez-vous le Jazz" (CBS)
Runner-up: "Ragtime Piano" by Scott Joplin (Riveride-Philips)

Best record in spiritual, gospel, blues category: "Memphis Slim and the Honky Tonk Men" (Fontana)
Runner-ups: Sonny Boy Williamson’s "The Kings of Blues" (Blue Note) and "Mother of the Blues" by Ma Rainey (Riverside-Le Chant du Monde).

The French Jazz Academy, presided over by jazz critic Maurice Cullaz, has made these annual awards for 12 years. The jury includes writers, critics, artists, classical and jazz musicians and jazz enthusiasts—among them Georges Auric (president of Honour), who is Director of the Paris Opera, pianist Samuel Sanz, Jon Jost, Edou Gece, Bill Coleman, Stephen Grappelly and Andre Heide.

Newcomers to the Academy this year include Pierre Mondy, jazz photographer Jean-Pierre Lefur, jazzman Mezz Mezzrow and critic Philippe Adler.

1965 Disk Picture in Greece

ATHENS—Although Greece is still a country where the record market is controlled by local repertoire which accounts for 80 per cent of the local manufacture, business for 1965 ended at a 4 per cent over. This increase shares a trend common in most European markets, and continues in Greece at a time of political crisis.

Early this year, some definition measures were taken by the government involving higher personal taxation, higher duties on automobiles, etc., and the effects of these measures have yet to be felt. It is expected that the rate of increase in the disk business will slow down to about 15 per cent this year.

Imports of foreign records are made up of classical and international pop albums, to the annual total of about approximately $50,000. Duty is high, and with Greece’s big default in balance of payments there appears little hope of reduction and therefore increase in imports.

Expands Up

However, exports of Greek product have increased by 25 per cent, which gives a general increase of business, to those areas to which Greeks export their records: Australia and the U.K., the "Eire" market, and a new area which has been done much to push Greek representation abroad—Switzerland. Greek disk-ers reported to be most popular in this country are: Prefab Four, Le Chant du Monde, Sergio Endrigo, from France Charles Amourou, Adano, Sylvie Vartan, Gilbert Becaud, Petula Clark, Frankie Hardy (Continued on page 46)

Dionne Capturing Europeans’ Hearts

By MIKE HENNESSEY

PARIS—Following her recent show at the Olympia Theater, and with the imminent release of her latest Bacharach-David-Azzuro "Are You There," in French, Italian and German, Dionne Warwick is well on the way to conquering Europe.

In a week when the thermometer has been wretchedly low, the Olympia was packed for every performance, including matinees.

"Business was tremendous, unbelievable," Dionne told Billboard, "since we started, there was only one bad house.

"This is my third season here—and they’ve all been good. I first played here in 1963 when I introduced ‘Anyone Who Had A Heart.’ It was a show they had never seen before, and it was very big. Since then American singles have had a tremendous influence on the French scene, especially Burt’s and Al’s.

Every Hit Covered

Practically every hit Dionne Warwick has had is been covered—and successfully—by French singers. "I pretended the covering of the hits in England—people were digging the songs but they hadn’t even heard of my. But in France I was happy because of the language thing. Pet Clark did Anyone Who Had A Heart,’ Dalida did ‘Any Old Time of Day’ and Richard Anthony did Walk On By.” But their success helped mine. And generally people tend to find the original better than the cover versions.

That’s been a problem, starting to record in France, we have a restriction on cover versions. They have to be approved by Burt and Al, and the lyrics have to be exactly right.

There have been problems with the French lyric to ‘Are You There.’ Already four versions have been rejected, the final one was just. ‘The lyric must be faithful to the original, but the French melody is reasonably easy to sing—not too many r’s’ I donned, ‘My French is terrible.’

New Album

Dionne recorded a new album for release in France and (Continued on page 46)

Kiddie Market Hot in Bonn

HAMBURG—A most improbable record has just been released by Phillips—‘Der letzte Mohikaner’, from James Feniex’s Leatherstocking Tales.

This disk has been produced in Germany, and it has proved to be a moppet hit. German disk firms are exploring the possibility of releasing it in the U.S. and Japan, and there are a series of new releases of the major record companies. Ariola has five disk records in "German men’schens" series, one LP and four singles. Ariola is also offering Leslie Grossman’s "Onkel Toms Hutse" in a moppet LP format for $4.50.

Polydor has a new record series for children built around the adventures of ‘Robby and Tony’. The flavor of these small fry productions is suggested by the ‘Robby and Tob- by’ titles: ‘Robby and Tobby Bring Two Thieves to Justice’; ‘Robby and Tobby Are Re-ceived by a Smuggler and Alarms the Airman’s Captain’; ‘Robby and Tobby Have a Bank Robber.’ A further Poly- (Continued on page 46)

GOLD DISK TO HORST ‘FOREST’

HAMBURG—Philips announced that Stuttgart-based Horst Jankowski’s ‘A Walk in the Black Forest’ has earned him the gold disk award.

Jankowski’s position has passed the million mark in disk sales.

Jankowski, just returned from the United States, plans to re-record with his entire choir of 120 Jankowski’s records, which are being released in nearly all countries. Polydor Records Ltd., London; Dr. Wolfgang Hix, head of legal and personnel at DGG’s headquarters; Horst Jankowski, administrative director Polydor S.A., Paris; Peter Erdmann, administrative director of DGG’s German subsidiary; Kurt Kossow and managing director Polydor Records Ltd., London; Dr. Wolfgang Hix, head of legal and personnel at DGG’s headquarters; Werner Hagen, director Polydor GmbH in Dusseldorf; Walter Krug, editor of Polydor’s new magazine ‘Das Airliner’s Captain’; Helmut Kossow, director Polydor British Imports; Walter Hagen, director Polydor British; Walter Krug, editor of Polydor’s new magazine ‘Das Airliner’s Captain’; Helmut Kossow, director Polydor British Imports; Walter Hagen, director Polydor British (Continued on page 46)

MILLER SEEN PICKING UP ALL THE MARBLES IN BONN PRICE WAR

Taping clubs are proliferating rapidly in response to the new measure, those clubs existing for the purpose of acquiring and exchanging master records for taping by club members. In this situation, Miller is no help at all, his dissenter says, although his partisans argue that he is helping nullify the taping mamies by making pliers competitive in price with the tape.

‘Pirate’ Hoists White Flag

Two and three in the Dutch and Belgian popularity polls. Radio London,tackling the strongest reception of any foreign station in both Hamburg and Amsterdam, and good reception in Czechoslovakia, where young listeners’ appeals to the Czech authorities are reported to have resulted in a more lenient attitude to Western pop music.

Philip Birch, managing director of Radio London, commented to Billboard that although complaints about offshore radio stations included interference with other radio communications, investigations into many cases proved the charges false. That one case which was really taken seriously was one of "pirate" radio stations applying to thePRS for copyright material used. This was now satisfac- torily concluded as far as they were concerned.
BONN—A new organization has taken over sponsorship of the disenchanted-locked German Hit Music Festival, which has been under heavy criticism for allegedly promoting sales by German disk firms instead of inspiring the writing of new pop music.

The old festival sponsors—GEMA and the German record companies—have withdrawn entirely. The new festival organization consists of German radio and TV stations, the Baden Baden spa administration, and the Association for the Promotion of German Dance and Entertainment Music.

The new organization has thrown the festival open to all comers, and the festival will stress the writing of new music and not the interpretation of tunes contributed by a hand-picked circle of composers (as was charged in the case of the former festival organization).

Specifically, the festival is open to any composer and lyricist who is a German citizen or who pays taxes in West Germany or West Berlin. There is no limit on the number of tune entries, which, however, may not exceed three minutes. Entries must deal with dance music and chansons. Lyrics must be in German, and a composition may be copyrighted by one or two composers but not more. (Continued on page 47)

Rumania: A Shafto View

LONDON—One of Britain's few artists to sing behind the Iron Curtain is 21-year-old Bobby Shafto. He recently returned from Rumania where he played before audiences of up to 3,500 twice nightly.

Of the pop scene there he told Billboard, "Rumanian teenagers know the Beatles, Stones and Animals, etc., but find it difficult to purchase their records. During my act I was told I could sing a Beatles number, but that I was not to announce it because it would excite the crowd. "Musicians out there use their guitars to play folk music rather than pop, and beat groups are almost non-existent, but the teen-agers are very keen to learn all about the British pop scene."

He continued, "They don't wear mod clothes or anything like that and the girls ones they do have are of very poor quality. In fact I was offered $28 for my jeans."

Britain's CBS Signs Boulez

PARIS — The French composer-conductor Pierre Boulez has been signed by Britain's CBS Records, Ltd., to an exclusive long-term contract. Deal was negotiated by the company's managing director Ken Glancy.

Boulez' recordings will be released in the U. S. by Columbia Records.

In addition to his own compositions, CBS will record Boulez conducting works by 20th century composers as well as those in the traditional repertory.

First recording will be a complete "Wozzeck," taped at the Mutualite in Paris and featuring Walter Berry as Wozzeck, Isabel Strauss as Marie, Albert Weinkenmeier as the Captain, Fritz Usti as the Drum-Major and Karl Dorch as the Doctor.

JAPAN'S 1965 DISK OUTPUT 152.9 MILLION

TOKYO—Record production in Japan during the 1965 period totaled 152.9% of 1964, according to statistics recently published by Nippon Phonograph Record Association. In 1965 the Japanese record industry has seen more than a 10 per cent increase in both production and sales compared with last year, and the greatest growth was achieved by 12 cm singles with 127,996,464 copies. In addition, LP's sold 24.259.063 copies, while 23 cm EP's totaled 1,500,581.

Philips Cuts LP Price in France

PARIS — Philips of France has dropped the price on almost all albums from 30 francs (50 cents) to 19 francs 95 cents (about $4). Formerly the 19 francs price was limited to a special series and reissues. Now LP's by such major French artists as Georges Brassens, Juliette Greco, Johnny Hallyday, Claude Francois, Barbara and Yves Montand will be available at the lower price.

With very few exception all albums produced by Philips will retail at the lower price beginning on Feb. 14.

The reactions from other disk companies after the announcement of the price drop have been mixed. Some have welcomed the cut others have dismissed it as doomed to failure. But none has indicated any intention at the moment to follow Philips' example.
Arlo Guthrie conquered Old Town and was bailed at Poor Richard's an additional week. The Shadows, attraction at a suburban teen club, recorded for Danwich Productions and immediately hit the top of WLYF request list. The disk will get national distribution by Atco.

Jerry Mann, at International house, brought in the Little Boy Blues on short notice to fill in for the snowbound Paul Revere and the Raiders at a Triangle Theatrical production. Enorme Jon Stuig then aired one of the boys' records, "I'm Ready," and it was voted WCFL's best record of the week. February

Detroit: The Shadows, who recently appeared with the Del-tones, the Surfs, the Troggs and the Outer Limits, have been signed to a seven-week booking at the Longbeach, Calif., International Ballroom. Promoter is Don Mills, manager of the Shadows and Troggs, who recently got a booking on the CBS television special "Teenage 1965." The spot is the boys' first entertainment move to go into the popular music field, but the boys have been touring the country with the summer circuit of the Teenage 1965 show. The Shadows, who recently had a hit with "I'm Ready," are looking forward to a bigger booking, but the future is uncertain until they record their first single, a promotional release. The Shadows have been known to the entertainment world for their dance moves and their ability to play their instruments and sing their own songs. They have appeared on many television shows and have had several hits on the national charts.

JACK Ackerman, Ingwood, Calif., radio-TV manufacturer, and musicians Linda Nelson and Herb Redfield will tour the United States this spring with his "Olive," "Oliver," "Oliver"-TV will air the "Monkees," a half-hour television series, during March and April. Original "Monkees" and folk singers Peter Tork and Micky Dolenz, to be replaced by Larry Tucker and Peter Tork, and Joni Kaye, will tour the United States in a "Monkees" stage show. The "Monkees" are a group of five young men who have been appearing in a television show called "The Monkees," which is produced by Don Kirshner and Bert Schneider. The show has been a great success, and the "Monkees" have become very popular with teenagers. They have recorded several hit songs, including "I'm a Believer" and "Daydream Believer," and have appeared on many television shows and in movies. They are currently touring the United States in their own stage show.

DIO, THE產 NEW LP, "The World," by the band's lead singer, Ronnie James Dio, was released in Japan on February 13. The album features Dio's signature blend of heavy metal and progressive rock, with contributions from legendary musicians such as Deep Purple's Jon Lord and Black Sabbath's Geezer Butler. Dio has been a prominent figure in the metal music scene for decades, and his influence can be heard on tracks such as "Heaven and Hell" and "Rainbow In The Dark." The album has received critical acclaim for its powerful vocals, intricate guitar work, and heavy riffing. Dio's bandmates, including the late Cozy Powell on drums and the late Tony Iommi on guitar, also contribute to the album's success. The "The World" LP is a must-have for any Dio fan or metal music enthusiast.

In Milan, Durian signed a new contract with Discos Vini, Barcelona.
 Records, back from Spain where he recorded the San Remo num-
er "Quanta Volta" in Spanish and sang it at the show "La Noche De
Salobre" (Saturday Night), immediately flew to Rome to
start a tour for a starting price of little 1200 lire. The group recorded
in Spanish an album "The World Out," this week's edi-
tion. Bobby Solo, manager of the band "The Beatles" latest hit, "We Can Work It Out." "The Beatles" Ase was the winner of this week's edi-
tion. "Yellow Flag," the im-
portant radio contest dedicated
to teen-agers. Vic Dana, Liberty-Italian EMI, was the first to
record a few numbers in Italian, "I hai" a result of his much appreciated
improvement at the San Remo Fest. After his South American tour,
Vic Dana returned to Italy and was received in the "Ed Sullivan Show," in
New York City. . . . .
Los Marselles Feratil, Durum, recorded a new album which
was scored in the "7 Pistole" Spugna Group line, an Ital-
ian western starring Sean Flynn. The group recorded four Italian
songs, Japanese, looking to their Ja-
panese user in April.
Mina, Rifi, will fly to Argentina for a "6-month triumph.
George Peeters, from Pathé of Rome, is with the new Durum
Fauit at Milano's Scala Theater. Pino Dainogigli, Italian singer,
made his debut at the Olympia Theater of Paris and his
San Remo hits. Richard An-
thony, French EMI, filmed ap-
ppearances for the Italian Tele-
vision Ca. while in Rome. Fred Burungto, Ceto, recorded "Qua
del uno, Cariello, Bahia TV show, "Carta Bianca" (White Paper),
Milan, also recorded the German version of her "Linno" song, "Neubau Di
Vito," to be presented in a TV show from Munich. Macio
appeared on the weekly TV show "Dreams Fair" and intro-
duced his latest hit, "Ti Porta Dal Me Conto." . . . Giannina
Succini, a Durum ardis, produced a jazz album, "Togethermore," all
numbers being published by Edo-
miti Durum. Leading performers of the 12 titles are trumpeter Dan
Cherry, Lino Gato Baratchi; sax; Car Hans, vibraphone, Janesy C.
Clark, base, and the American drums. GERMANO RUSCITTO
.
NEW YORK
Molly Bee has signed five shows with Jimmy Dean—March 5,
Oklahoma City, Carousel Theater, Salt Lake City, beginning March 25, April 11.
Mosque Theater, Philadelphia, plus shows at all major cities in San Carlos.
Al Kelly, general manager of Quinones, has given the distribution firm, has a new girl, age
four. Her father is Arthur Martin.
Herbert Alpert and the Tijuana Bru斯 will do a concert March 10
in London, England, promoted by Brian Epstein, and tape two-half-hour live shows to
be released next spring "Ameri-
tiques." On March 19, in New York, Stan Walker, a former RCA Victor artist, has been
appointed to assistant director of pub-
lis relations for Famous Artists
School, Westbury, N.Y., with the
record company to be held over for their 15th week, from now on. They were
doubled for the U.S. March 13.
Rory Calender, following his tour with Chicago, will start with Susan Hampthe-
rie and their "Rock and Roll" show "Mi-
chelle," which made No. 1 in Britain, has been signed by Alwyn by
Andrew Oldham ac-
cording to reliable sources, whom he recently re-singed, on
March 3, for "The Rolling Stones," Andrew Oldham also clinched dates for their tour
at the Olympia Theater (29) for "The Rolling Stones," in London (30) and at Lyon (31). The group will
also make their first EP in French with a package that fea-
tures Rence, an Italian singer and one
fellow singer Antonio.
Beppe Cusulo has recorded the "King Rat March," from the English
Chucky Kelly, His dad, has hit the first week in France, in a program named "Jean
Mozzani" who has been released by the new Italian group, in France by Ediciones Music So-
one song "Ciao Ti Come Stai," whose disks are released here by
jazz album, "London Calling." The group was in
BY Dock, a new Italian band, pub-
lished by Docktel, is Pet Clark's latest for Vogue, and the new Arthur Anthony on
singing "My Friend," whose disks have been released by
the new Saintes," whose disks are released by
Mitty has published a "Hi," which has been released in France, by Press and the
name of Chevalier D' Honneur.
Dionne Captures
European Hearts
. . . Continued from page 43
for" the U.S. featuring songs both in English and French and has also made at least 10 TV ap-
ppearances here and numerous radio broadcasts.
Dionne had a month of en-
gagements in Europe lined up
this month. She is expected to have played a week in Geneva and two days in Megeve. Then she
returns to Paris on April 15 to appear in a special Sacha Del
tour of "Sacha's" New York City. Then she goes with Dandi to the Ancienne
Belle Etoile, in the Riviera, and back to New York on March 2.
"Sacha's" manager, Maurice Trottier, is in Geneva, ordering for Sacha and myself called
Kamio Sorita's song, "Una canzone." I am in English and Sacha sings it in
French. We do a show in the Olympi-
awards, and have now re-
corded it. . . . It will be given by Pathe-Marconi and by my record company, Scepter,
Scepter.
"I have been very successful here. I am sure this is so. In any event, a lot of the credit must
go to Bert and Hal for giving me this opportunity," Dionne says. Dionne features six Bacharach-
David songs on the album. She returns to the States when "Dionne" will do weekend concerts until April 15.
February 26, 1966, BILLBOARD
**ARGENTINA**

**Great British Hits of the Week**

**Week Ending 26 February 1966**

**1.** AVEC—Charles Aznavour (CBS); Moutet, Pirio (Polydor) — "Negro"

**2.** LÀ LA LÁ—Louis Feraud (CBS); Nanci Li (CBS) — "El Corazón"

**3.** HELP!—The Beatles (Odeon); John Dankworth (CBS) — "Pudgy"

**4.** MI TUGU FUEEI TAN—Frederick Bouton (Fontana) — "Eres Tú"

**5.** UN SABOR A MIEL—Herb Alpert and the Tijuana Brass (CBS) — "La Bamba"

**6.** EL MARIQUILLO MAMORÉ—Carlos Monteverde (CBS) — "Guarachita"

**7.** UNA CUCHARADA DE AZÚCAR—Melina Mercouri (CBS); Costello Singer (CBS); EMI — "Caramba"

**8.** AL OCHO—Falso Oruga (CBS) — "Los Munecos"

**9.** LA LUNA—Belinda (CBS) — "Papito"

**10.** AL DADO—Patricio Orcio (CBS) — "Eres Tú"

---

**AUSTRALIA**

**Great British Hits of the Week**

**Week Ending 26 February 1966**

**1.** DAY TRIPPER—The Beatles (CBS) — "Day Tripper"

**2.** BARBARA ANN—The Beach Boys (CBS) — "Barbara Ann"

**3.** THE CARNIVAL IS OVER—The Seekers (CBS) — "The Carnival Is Over"

**4.** A MUST TO AVOID—Modern Faces (CBS) — "A Must to Avoid"

**5.** LOVE THINGS—Billy Thorpe & The Aztecs (CBS) — "Love Things"

**6.** SOME SUNDAY MORNING—The Seekers (CBS) — "Some Sunday Morning"

**7.** ROCKY & SASHA—Rocky Brown & Whispering Bobby Farrell (CBS) — "Randy"

**8.** SOUNDS OF MUSIC—The Seekers (CBS) — "The Sound of Music"

**9.** I'M A MAN—The Yardbirds (CBS) — "I'm a Man"

**10.** LINDY LOU—The Id (Fontana) — "Lindy Lou"

---

**BRITAIN**

**Great British Hits of the Week**

**Week Ending 26 February 1966**

**1.** THREE BOOTS ARE MADE FOR WALKING—This Year's Girl (Odeon) — "Three Boots"

**2.** YOU WERE ON MY MIND—The Great John Martin (CBS) — "You Were on My Mind"

**3.** HOLE-IN-THAT—The Beatles (CBS) — "Hole in the Wall"

**4.** I'LL TELL YOU—The Seekers (CBS) — "I'll Tell You"

**5.** LUCKY LUCKY LADY—The Seekers (CBS) — "Lucky Lucky Lucky"

**6.** FLASH—The Shadows (CBS) — "Flash"

**7.** A GROOVY KIND OF LOVE—The Animals (CBS) — "A Groovy Kind of Love"

---

**HONG KONG**

**Great British Hits of the Week**

**Week Ending 26 February 1966**

**1.** DAY TRIPPER—The Beatles (CBS) — "Day Tripper"

**2.** THREE BOOTS ARE MADE FOR WALKING—This Year's Girl (Odeon) — "Three Boots"

**3.** YOU WERE ON MY MIND—The Great John Martin (CBS) — "You Were on My Mind"

**4.** HOLE-IN-THAT—The Beatles (CBS) — "Hole in the Wall"

---

**ITALY**

**Great British Hits of the Week**

**Week Ending 26 February 1966**

**1.** SCHELLE—The Beatles (Odeon) — "Scheele"

**2.** LE BOULANGER AMERICAIN—The Seekers (CBS) — "The Boulanger American"

**3.** LÀ LA LÀ—Louis Feraud (CBS) — "El Corazón"

**4.** MON COEUR D'ATTACHE—Herbert von konstanz (CBS) — "Mon Coeur"

**5.** MONSIEUR CANNIBALE—The Beatles (CBS) — "Monsieur Cannibale"

**6.** MI TUGU FUEEI TAN—Frederick Bouton (Fontana) — "Eres Tú"

---

**German Festival Open to All**

*Continued from page 44*

Finally, no entry may have been previously published or performed in whole or part.

The festival organization has established headquarters at 20 Dhallmamstead. Born. Entries are being received by Notearies Dr. Moirit and Hoefen, Wilhelmsre, 30 Born, 53. Deadline for entries is March 10.

Compositions must be accompanied by tape recordings. A jury will pick 18 titles for pre-competition jury to select May 21 over German television to the program to originate in studies of Sender Frees Berlin. Entries will be shown on the West Berlin TV-radio station. From the first round will be selected for the finals June 25 in Munich by the audience at the SFB telecast and by the media in West Germany. The winner is the most heard on the Infratune media market research organization.

The June 25 finals will be held in the Baden Baden Casino and telecast over Southwest TV-radio, which will feed the program into the nationwide German TV and radio networks. Three winners will be picked from the 12 entries in the Baden Baden finals.

Judging of the finals will be handled by three groups: Infratune, the Casino audience, and judges appointed by the 11 participating TV and radio stations making up the nationwide TV-radio network.

**Interpretation Out**

Emphasis will be placed heavily on composition and lyric. Entries not on paper will not be accepted. Past festivals have been criticized as dominated by artists, not composer-writers. Past festivals have been enormously popular due to the high cup of records. The next year after that the festival was devoted to composers not by the disk firms and the artists. This criticism led to a real breakthrough in the latter's computer, organized by Ralph Maria Sauer (AllMusic), Rolf Siegel (AllMusic), and Musikart, the German music trade magazine, they demanded the resignation of Erich Schulze, the general manager of GEMA, as president of the festival committee; Schulze, after some reflection, obliged.
COUNTRY MUSIC

Miller May Reap
2d Grammy Sweep

By ELTON WHISENHUNT

NASHVILLE—Roger Miller may be in for another big sweep of Grammy awards March 15, after being nominated in nine categories, more than any other person.

Eight of the nominations stem from his smash, "King of the Road," which he composed and recorded.

Miller walked off with five of the six c&w awards last year, but this year, to the surprise of no one, he jumped into categories which comprise the "best," regardless of music classification.

The 28 year-old sensation, who eight years ago was a struggling bellhop at the Andrew Jackson Hotel here with nothing but talent and determination, was nominated in all these categories, in every case on the strength of "King of the Road": Record of the year, song of the year, best male vocal performance, best contemporary record, record of the year, best male vocal performance.

Miller was also nominated in this c&w category, all "King of the Road" with the exception of the album category: Best c&w album, best c&w album award, best c&w artist and head of RCA Victor's Nashville operation, will entertain. Archie Campbell will emcee.

Mixed Shows
Draws

Under 2000 Fans

WINSTON-SALEM, N. C.—Promoter Carlton Haney of Roanoke, Va., said last week he was in a situation where he could not sit out a couple of country music events, played to less than 2000 fans.

Tickets for the shows were $3.50 and $2.

Haney said traditionally gospel music fans do not want to sit through an hour and a half of country music to hear gospel music, and, likewise, country fans do not like to sit through a gospel music program to hear country music. He said there could be exceptions. Haney and his partner, Keith Fowler, promoted the shows.

Band Box in

Expansion Move

NASHVILLE, Tenn.—Miss Monroe, president of Band Box Records, announced last week the purchase of a country music master by newcomer Van Trevor, of Maine, and a coming build-up of the Band Box label.

Miss Monroe said the Trevor single, "Born to Be in Love With You," will get top promotion and will kick off the expansion. Miss Trevor is set for a cross-country tour as part of the country music program.

Great Record! Great Artist! Great Song!

"NO ONE WILL EVER KNOW"

(Without Your Help)

RED STEED

K-ARK 676

DJ Samples:
K-ARK Records
725-16th Ave. So.
Nashville, Tennessee

The Bob Wither has a hit on his new record, "The Pig (Or Going On in Washington)"). NR-247, Distributed by Sound of Nash-
ville, 162 Second Avenue, South, Nashville, Tenn.

(Advertisement)

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(Advertisement)
WARNER MACK GOES BALLAD!!!

and when you hear

"TALKING TO THE WALL"

(Decca 31911)

you'll agree he goes all the way

Hit Sound
From Bradley's Barn
(615) 244-1060

Pageboy Music

WATCH FOR
WARNER MACK
FEB. 25th
ON THE
JIMMY DEAN
SHOW

Booking/
Personal Management
Bob Neal
809 16th Ave., So.
Nashville, Tenn.
(615) 364-1755

General Artists Corp.
Jim & Jesse Signed by Hal Smith

NASHVILLE—Jim and Jesse have signed a three-way contract with J. Hal Smith's Enterprises for booking, composing and production of a syndicated country music TV show.

The duo, which will be booked by Hal Smith Artists Productions, writes for Panper Music, Inc. Their TV show will be produced by Hal Smith TV Programs, Inc.

The duo can be produced and directed by A. O. Stinson, president of the producing company of which Smith is board chairman. Smith said taping would begin in March. Jim and Jesse have starred in a syndicated country TV show for some years for Crestview Mobile Homes, Circlevista, Fla. Smith said the show would be taken over, expanded, put in the five Crestview markets and sold in other markets.

Smith's TV production company was formed last summer and the first product was "The Ernest Tubb Show." 

Jim Gemmill Expands Activity

RICHMOND, Va.—Jim Gemmill, president of Jim Gemmill Productions, here, announces incorporation and expansion plans for his talent management agency. "Our business has grown to the point where we had no choice but to expand," Gemmill said.

The Gemmill firm concentrates on personal management, public relations and placement of acts with major booking agencies. Gemmill said the expansion will take in radio activity and possibly TV.

YESTERDAY'S COUNTRY HITS

Change-over programming from your librarian's shelves, featuring the disks that were the hottest in the Country Field 5 years ago and 10 years ago this week. Here's a specimen of the label's trend at that time.

COUNTRY SINGLES—5 Years Ago February 27, 1961

1. "Bitter Tears (They All Cried Before)," Marty Robbins, Columbia
2. "On the Wings of a Dove," Jimmy Dean, Capitol
3. "I Missed You," Jim Reeves, RCA Victor
4. "Window Up to Where You Are," Lefty Frizzell, Mercury
5. "North to Alaska," Johnny Horton, Columbia
6. "Footprint Heaven," Hank Williams, Capitol
8. "My Last Date With You," Johnnie Wright, RCA Victor
10. "I'll Have Another Cup of Coffee," Claude Gray, Mercury

COUNTRY SINGLES—10 Years Ago February 25, 1956

1. "Forgets to Remember to Forget," Elvis Presley, RCA Victor
2. "Why, Baby Why?" Red Sovine & Webb Pierce, Decca
4. "Seventeen Tons," Tommy Atkins, Capitol
5. "Lett 'Em Go, Bob," Webb Pierce, Decca
6. "Said It to the Moon," Webb Pierce, Decca
8. "Doo-Wop," Webb Pierce, Decca
9. "My Last Date With You," Johnnie Wright, RCA Victor
10. "I'll Have Another Cup of Coffee," Claude Gray, Mercury

Best of Bill Carlisle: Albums also planned for Bob Luman and Bob Gallion... The legend of the wild duets of Bob and Billy, Mexico, inspired the love song, "The Doves of San Marco Canal." Carlisle had to record a single by Billy Eddie Wheeler on the duo's behalf.

Station KZRY, Albuquerque, N. M., 24-hour clock started a new high in sales for the show, in March. Bob and Billy both made the show in March. Bob recorded a new album, "El Paso," and a new album by Carlisle, "Mexico," was released this month. A new album by Bob and Billy, "The Doves of San Marco Canal," was released this month.
### Top Selling R&B Singles

<table>
<thead>
<tr>
<th>No.</th>
<th>Week Ended</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2/26/66</td>
<td>TEMPTIN' TEMPTATIONS</td>
<td>Gladys H.</td>
<td>G-9414 (G)</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>MIRACLES GOING TO A GO-DAY</td>
<td>Tamla 276</td>
<td>ST-267 (S)</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>I GOT YOU (I Feel Good)</td>
<td>James Brown</td>
<td>King 946 (M)</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>HANG ON RAMSEY!</td>
<td>Ramsey Lewis Trio</td>
<td>Cetil 2761 (M)</td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>THE ESSENTIALS OF CATHERINE</td>
<td>Columbia 33562</td>
<td>(M)</td>
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<tr>
<td>6</td>
<td></td>
<td>CORPORATION ON STAGE IN '66</td>
<td>Capitol 4535 (M); (No Stereo)</td>
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<tr>
<td>7</td>
<td></td>
<td>THE PRIME OF MY LIFE</td>
<td>Billy Eckstine</td>
<td>Motown 632 (M); 632 (S)</td>
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<td>8</td>
<td></td>
<td>DICK JACQUE, MINNOW M 7000 (M); (No Stereo)</td>
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### New Action R&B LPs

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<th>No.</th>
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<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
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<tr>
<td>1</td>
<td></td>
<td>SPANISH GROOVE</td>
<td>Willie Bobo</td>
<td>Verve 1635 (M)</td>
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<tr>
<td>2</td>
<td></td>
<td>SHAKING THE WORLD WESTWARD</td>
<td>Bobbi McFarlane</td>
<td>World Pacific WP 10017 (M); WP 20007 (L)</td>
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<td>3</td>
<td></td>
<td>UNBELIEVABLE!</td>
<td>Chuck Davis</td>
<td>Decca LP 1499 (M); ST 1499 (S)</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>VILLAGE CALLER</td>
<td>The Spirituals</td>
<td>Riverside 400 (M); 9480 (S)</td>
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### Album Reviews

**Top Selling R&B & Blues**

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<th>Title</th>
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<tr>
<td>2/26/66</td>
<td>20TH CENTURY BLUES</td>
<td>Count Basie</td>
<td>Dial 7571 (M); (No Stereo)</td>
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<tr>
<td>3/5/66</td>
<td>20TH CENTURY BLUES</td>
<td>Count Basie</td>
<td>Dial 7571 (M); (No Stereo)</td>
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<tr>
<td>3/12/66</td>
<td>20TH CENTURY BLUES</td>
<td>Count Basie</td>
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**New Action R&B Singles**

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<td>2/26/66</td>
<td>NO MAN IS AN ISLAND</td>
<td>Van Dyke, Mala 520</td>
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<tr>
<td>3/5/66</td>
<td>WHEN IT COMES TO MY BABY</td>
<td>Ronnie Milsap, Scepter 27517</td>
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<tr>
<td>3/12/66</td>
<td>WHEN IT COMES TO MY BABY</td>
<td>Ronnie Milsap, Scepter 27517</td>
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**RHYTHM & BLUES**

February 26, 1966, BILLBOARD
TALENT

Bennett Scores 'Toney' In His Chicago Date

NEW YORK—You don't need a guide dog to find the West Side Jazz Band with its leader Tony Bennett. The band is so much on top of the charts that it is almost impossible to avoid it. Bennett's latest album, "The Voice," has been on the charts for over a month, and the band continues to draw large crowds no matter where they play.

Jazz Band Dishes Out 'Jazz With' At The Neophonic Concert

LOS ANGELES—An orchestral work titled "Synthesis" by trumpetist Don Ellis and featuring his Hindustani Jazz Sextet, stole the spotlight at the second Neophonic Orchestra concert Monday (7) at the Music Center. Ellis' composition was one of six presented at the concert, and its promotion and advertising activities in the TV, record promotion, and personnel management fields.

Guthrie's Son

Following in The Grand Folk Tradition

ELIOT TIEGEL

Guthrie's son, Arlo, is following in his father's footsteps and has set out on a folk-singing tour. Arlo has been playing in various clubs and folk festivals, and his unique style of singing and playing has gained him a following. He is known for his powerful voice and his ability to play the guitar with ease.

The dynamism of folk music continues to attract new listeners, and Arlo's performances are a testament to the enduring appeal of the genre. His music is a blend of traditional folk tunes and contemporary themes, reflecting the rich history and diversity of American culture.

The Grammys and Oscar nominations that Arlo received for his music only add to his growing popularity. His music has been featured in several films and television shows, and he has collaborated with other musicians to create a unique sound that is both nostalgic and modern.

Arlo's concerts are a celebration of the power of music to bring people together. His performances are not just about singing and playing, but also about sharing stories and experiences. He is a true artist who continues to inspire and entertain audiences around the world.
Oscar Brown's Outing Puts Him Up With the Names

CHICAGO — One of these days people will be talking about a new vocal artist named Oscar Brown Jr. What does he sing? Someone will ask. The responses will vary. The new Brazilian sound. Ballads of the blues type. Basically jazz. Essentially the Negro "soul" bag.

None of the answers would be far from the truth. In his recently opened revue, "Joy '66," at Chicago's Happy Medium, Brown does it all and does it very well. As the news of this show begins to spread the has received excellent reviews from the local press) and his recent single, "Laila Laila," on Fontana, begins to move, Brown is sure to become an important name. He will be explained as a man of unusual talents, a man capable of writing and singing the "more" into any song.

Wilson Serves Up Musical Cocktails

NEW YORK — The durable Teddy Wilson's jazz piano stylings of such standards as "Some- thing to Watch Over You," "Nice Work If You Can Get It," "Our Love Is Here to Stay" and "Em- braceable You," were received by a warm audience at Les Champs here Tuesday (8). Wilson got some fine back- ing from guitarists AYM and Ray Moska on drums. The pianist, whose most recent album outing was on Mainstream, plays the lounge at the plush midtown restaurant. His imaginative treatment of the standards is several cuts above the standard cocktail lounge fare.

OSCAR BROWN JR.

Brown has been appearing in nightclubs and has a successful show going for him. He is getting that one big single on the radio. His new album, to be released this month, includes many of the songs he does on the show. His recently found friendship with a very talented Brazilian guitarist and singer, Louzi Enrique (the title of their album is "Finding a New Friend"), put him within a sound that is currently salable to the public and appealing to him.

Oscar's show, like his singing and writing, demonstrates talent and originality. The cast includes lovely Jean Pace, Louzi Enrique, Dom-um Kamas, Paul Serrano and the Floyd Morris Trio. Good performers who work together very well.

It looks like a lot of joy coming up for Oscar and Fontana in 1966.

RAY BRACH

Ketty Lester Has What It Takes

LOS ANGELES — There is a soulfulness about Ketty Lester's voice which doesn't quit. At her Playboy Club opening Tuesday (8) she was having hard time to provide co-singer Burt Taylor and comic Ray Hastings with ample time to complete the first show.

Miss Lester is a stylist with good potential for higher bracket shows. She has a friendly rapport with her audience, works directly toward them and has a good rhythmic affinity for the up-tempo tunes, the slow low register ballads and the hard drivers. Vocalist phrases with long statements and claps hands and snaps fingers with metronomic alertness.

Taylor is a tenor with a clear but disdistinguished voice while Hastings' forte is in his routines. He could pick up the tempo of his delivery somewhat.

ELIOT TIEGEL

Signings

Matt Monro to Capitol Records, Monro has been recording for EMI in England under the direction of George Martin, producer of the Beatles which the singer has now been retained by Capitol on an independent basis who will continue to record Monro whenever the singer is in England. Dave Cavanaugh will record him in the States. Columbia Records has re-signed the Clancy Brothers and Tommy Makem, the Smgr Danny Hutton to MGM from Hanna- Barbera where he had one hit single, "Boobs and Rainbows. "Wayne Dalley to Moonglow with his first duet, "Wreck of a Man."

The Grade to AVM, Group formerly with Mitchell Boys Chair.

CHECKMATES

Play a Good Game of R&B

LOS ANGELES — The Checkmates, a rhythm and blues band, debuted at Cazazzer's Monday (14), with what can only be described as a marriage of the "James Brown." "Hullabaloo" shows.

Quintet of Fort Wayne, Ind., singers-dancers-instrumentalists, had the decided plus of being sponsored by Nancy Wilson (her husband's manager), who kibitzed and sang along from the sidelines. Group has drive and enthusiasm in its singing and tooting on trumpet, organ, electric guitar and bass and drums and works up a lather in its dance routines.

Three members, lead singer Bobby Stevens, second voice-organist Sonny Charles and third vocalist-trumpeter Marv Smith, bounce and grate once they've offered forceful vocalizations on "I'd Do You," "Lovin' Feeling," "Temptation Walk," Everything's All Right" and "Rock Me Just a Little While." Other members are bassist Bill Van Bushwick and guitarist Harvey Trees.

Stevens-Smith-Smith are eff- ective blues shouters with a grain of comedy. Numbers tend to run along, but performers ask audience participation, which kills any dull spots. They are signed with Capitol.

ELIOT TIEGEL

"WHERE THE ACTION IS"

PAUL REVERE

And The RAIDERS

Booked exclusively by

PAT MASON

P.O. Box 286

238-7212

Seaside, Oregon

Say You Saw It

In Billboard

Billa Billlo
EDITOR'S NOTE: The Market Research Department of Billboard received numerous hundreds of dealers around the country. The following report is based on the comments of a number of dealers who are experienced in the guitar trade.

CHICAGO—Nearly half of the dealers answering Billboard questions indicated that they did sell guitars, and most of them said they find it profitable.

In a survey of dealers, the feedback noted by the dealers indicated that they are currently taking advantage of the market for guitars. The following changes have been noted:

- Sales on a guitar unit basis have increased by an average of 15.8 per cent.
- Only 2.5 percent of the guitar sales were made to dealers, while 6.2 percent of the guitar sales were made to the general public.

H. Green, owner of the Music Box in Besimer, Okla., who has been selling guitars for a few years, said: "Sales have gone up 25 per cent in the last year, and we probably would be even better if we could get more guitar players to come into the store."

In addition, John Cienion, part-owner of the Music Box, said his sales fell in the past year by about 10 percent, but it is expected that sales will increase in the near future.

In other developments, the Chicago Music Show, scheduled for July 10-11, has already attracted a record number of exhibitors, according to William R. Gehr, executive vice-president of the National Association of Music Merchants, the show's sponsor. Advance indications are that exhibitors, riding on the high level of sales, will introduce an unprecedented number of new products and new models at the show.

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SALE OF GUITARS BY RECORD DEALERS is a growing business. Chart. Based on findings of Billboard survey, indicates that some units sold the end of the year. The average rate of increase in units sold during the past year was 38.7 per cent.

Scanning the News

The music business, a growing industry, holds the market for the American consumer electronics industry. In 1965, the amount of money spent on music products reached an unprecedented level of $60 million, an increase of 25 per cent over the previous year.

Nearly all dealers sell guitars. A more typical comment was made by Jack Wheelock, manager of the Danbury Book Store, Danbury, Conn.

"Yes, we carry guitars and we're happy that we do. Sales are up by 15 to 20 per cent over the last year and they're still going up."

GUITAR BOOK FOR NOVICES

A book for the novice guitarist called "Guitar Songs for Fun!" by Jack Moore and C. L. Williams (M. Cole Publishing Co., Chicago), is currently being distributed to record dealers. Complete with illustrations, diagrams, photos and selected songs, the 36-page book includes directions for tuning the guitar, holding and picking the instrument as well as reading and figuring the chord and finger positions, etc. Well-known songs are selected: three-chord, three-chord, four-chord, as well as four-four (common tone).

The book was "started selling guitars within the past year. It started out strong and has dropped fairly consistently for me the whole time. I definitely plan to continue selling them." H. L. Green, owner of the Music Box in Besmer, Okla., has been selling guitars for a few years, said: "Sales have gone up 25 per cent in the last year, and we probably would be even better if we could get more guitar players to come into the store."

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NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for you. For more information write Audio-Video Editor, Billboard, 116 West 42nd St., New York, N.Y. 10036.

Tape Recorder/Player
CRAIG HOME STEREO tape recorder/player companion to custom car stereo (left). Features full stereo tape cartridge recording and playback facilities; accepts all standard-size four-track cartridges for up to two-hour play time. Automatic start when cartridge inserted and end of tape sensing system. Records at 3 1/2 ips. from microphones, tuner or phone turntable. Under $230 complete with AC bias record/erase, dual inputs for microphone, etc., dual outputs for speakers, pre-amplifiers and stereo phone.

Mercury Phonograph
ALL-TRANSISTOR cordless portable phonograph (Mer¬
cury). Weighs five pounds, dia¬
mond stereo cartridge and needle, AC adaptable. Deep¬
ened lid enclosure houses four-inch tach speaker, automatic shut-off and balanced turntable. Features three-speed drive mech¬
nism. List $39.95.

Emerson Phonograph
SOLID-STATE Emerson phono¬
graph. Dual channel high fidelity amplifier, automatic four¬
speed changer, detachable speak¬
ers with eight-foot cords. Plays stereo or monaural. Pyroxl¬
covered cabinet available in two
time colors. Retails $59.95.

Columbia Phonograph
MASTERWORK STEREO pho¬

nograph by Columbia. Garrard (Continued from page 54)

company indicates that higher produc¬
tion levels will not come through purchase of more dupli¬
cating equipment but by providing larger and more streamlin¬ed facilities for the relatively lengthy job of assembling the CARridges. The Wall Street brokerage house of Hayden, Stone & Co. recently asked its computer in which investors might expect the biggest profits this year. The answer from the electronic brain—electronics of course!—to the three electronic groups: Commodore, Matsushita and consumer products are expected to make the greatest gains, as high as 50 per cent in 1966.

General Electric has named C.A. Gustafson as western zone man¬
ger for its new Electronic Sales Operation. Gustafson, who will be headquartered in San Francisco, will be responsible for sale of GE radio, phonographs, portable tape recorders and similar consumer products.

J.C. Penney Co. will soon begin a test marketing program for eight-track stereo CARridges in 25 or 20 key stores around the

country. RCA is reportedly the main supplier of the Penney auto¬
tapes.

A foreign automobile manufac¬
turer has reportedly invaded the CARtridge field in conjunction with a European playback system and "cabinet" maker. Features of the system have not been fully explained yet, although the eye opener as far as price is con¬

Y.

February 26, 1966, BILLBOARD

Billboard Buyers & Sellers
CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personal—serving more than 50,000 buyers, sellers, and users of music, records, tapes, equipment adds are for entertainment, music and many other related products throughout the entire world.

HELP WANTED
AGRADEEDLY, SUGGEST, PREFERABLY WRITTEN.

1. My names (first, last) [include middle initials if necessary].
2. My address.
3. My telephone number.
4. My age (years).
5. My blood group (A, B, 0, AB).
6. The range of wages I expect.
7. Any relevant qualifications.
8. Any relevant experience.
9. Any relevant skills.
10. Any relevant skills.
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BULK VENDING news

Survey Indicates Supermarket
Biggest Candy Retail Outlet

CHICAGO—A survey by the National Confectioners Association of candy manufacturers—results of which were announced last week—indicated that most of the supermarket chain sales are made for their products is untrue.

The finding corresponds interestingly with the fact turned up in Billboards Second Annual Bulk Vending Survey that the supermarket is the bulk vendor's most profitable single location.

The NCA poll, its seventh annual "The Confectionery Industry Speaks" report, indicated that 58 per cent of the firms called supermarkets their biggest eventual outlet. Thirteen per cent of the companies called drugstores their biggest outlet; 12.5 per cent said confectioners' stores; 9 per cent said department stores, and another 9 per cent said variety stores.

Bulk Comparison

By way of comparison, the Billboard survey indicated that 30 per cent of bulk vendors deem supermarkets their most profitable location type; 20 per cent named department stores; another 20 per cent liked the small food stores; 16 per cent said gasoline service stations; 4 per cent said drugstores and another 4 per cent said taverns.

The new NCA survey turned up the following items of additional interest to the bulk vendor:

Static

While 93 per cent of the candy, chocolate and chewing gum manufacturers polled anticipated increased sales during 1966, only 58 per cent said they expected to increase profits. Some 37 per cent said they expect to remain static in 1966.

The survey showed that 74 per cent of the candy firms plan to introduce new items during 1966. The remaining firms stated plans to discontinue some items. Sales of such items indicated for continuance or dis continued were: hard goods, packaged goods, bulk goods, nickel and dime specialties, penny goods, gum, salted and unsalted nuts, cough drops. The survey report, however, did not state which items will continue or discontinue.

BULK-PAK Items

The NCA survey did indicate that of those firms intending to introduce new products during 1966, 21 per cent are located in New England; 9.5 per cent are located in the Mid-Atlantic States; 16 per cent are located in the Southeast and 12 per cent are located in the East South Central region, with the remaining firms scattered throughout the U. S. The total new products slated for introduction during the year are 5,720.

Of the companies planning to discontinue bulk-Pak items, 34.6 per cent are located in New England; 33.2 per cent are located in Mid-Atlantic States; 16 per cent are located in the Southeast, and 16 per cent are located in the East South Central. Total items to be dropped: 55.

Stat

Some 26 per cent of the candy firms answered the question "What's the best candy holiday?" with Christmas; 21 per cent said Valentine's Day; 20 per cent said Mother's Day; 14 per cent said Easter; 14 per cent said Father's Day; 9 per cent said Mother's Day; 6 per cent said Thanksgiving and 5 per cent said Christmas.

The biggest problem expected by respondent firms during 1966 is "the product mix," difficulty in selecting from imports. Other expected problems given in order of importance were: more competition from other products, labor problems, Federal regulations, raw materials shortages and spoilage.

Trends

Major trends in the industry expected during the year are (in order of anticipated importance) growing automation, more mergers and consolidations, decreasing sales through wholesalers, increased import competition, and reduced number of retail candy outlets. Other trends mentioned as significant were: change to special (sometimes from bulk), some bulk vendors are entering supermarkets, department stores, drugstores, ice cream stores and bakeries.

Advertsing

The advertising companies, 21 per cent plan to advertise on television, down from 1966, 18 per cent on radio, another 18 per cent in magazines and 8 per cent on billboards. One will use direct mail, point-of-sale, transportation display and trade publications.

Some 41 companies reported they were using candy. Thirty seven 12 to Canada, three to Puerto Rico, three to Japan, three to the Philippines, two to Germany, two to South America, two to Mexico, two to the Far East, two to Bermuda, one to Venezuela, one to the West Indies, one to Central America, one to the Bahamas and one to Nassau. Some 12 of the re reporting companies said they do not plan to advertise.

Copies of the survey are available to non-member of the NCA. Write National Confectioners Association, 36 South Wabash Avenue, Chicago, Ill. 60603.
Worms Make Vending News

EDITOR'S NOTE: Operators, particularly those located in rural areas, have shown interest in late in vending live fish bait. The following dispatch by Billboard's correspondent Godfrey Lehman covers the latest development in the field.

SAN FRANCISCO — Live worms are being canned in standard tin cans with aluminum lids for sale through automatic vending machines for the first time.

Steelmades, Inc., a subsidiary of the R. F. Jones Co. of San Francisco, is arranging for the canning of several varieties of "quality worms" sold under the label of "Cap'n Jones Night'n" to be sold in vending machines. The cans include a different number of the worms, depending upon the variety, together with mulch so that they can subside under the proper temperature conditions for an indefinite period of time. The bottom of the cans are punctured with nine small holes to permit air exchange.

The worms are supplied by professional worm raisers and are packed in gallons of water, about 50 to 55 of these to a can the size of a 12-ounce beverage container. Large night crawlers permit only about 12 to 15 in the same size can.

The cans are supplied by the Continental Can Co. and equipped with the firm's "lift tab" aluminum lids. The cans are filled from the bottom and sealed in the usual way with the perforated bases. The specially designed and Cap'n Jones vending machines are refrigerated to 40°F which maintains the worms in a hibernating condition, according to Carl Lawson, vice-president of Steelmades. Each can retains for 75 cents.

A paper wraparound label is designed in blue and yellow together with white with black and white. A white spot in the center of the label receives a pressure sensitive round sticker to identify the contents. This sticker is applied by hand. Labels are designed by the Bogerts of Los Angeles.

A similar can but without the perforated base is also being used by Cap'n Jones for special用途的 fish and shrimp used for bait purposes only. This shell fish, not live, is maintained in brine to retain its fresh quality.

How to Hold Military Pacts

- Continued from page 56

wagon from which he runs service operations the "Commercial Peanut Car." A sign bearing that legend appears on the front of the car, identifies the vending machine service firm, and permits Wood to park, in commercial loading zones without fear of the usual ticket. The label, oddly enough, has even made it possible for Wood to park in the congested downtown Los Angeles district without penalty. Even though his vehicle does not carry a truck license.

Wood makes it a policy to meet his customers in order to ask their particular preferences. Normally, he finds that "any kind of peanuts just so long as they are there" appeals to airmen mechanics, or personnel in general.

Another policy which Wood considers absolutely essential in pleasing the exchange office is the cleanliness of his units. Using one grease-removing detergent for hands, and another for the painted surfaces on the base of the machine, Wood washes every machine and polishes it dry every time there is an opportunity. He switches the entire machine rather than merely the hands. He says that very clean vending units is conspicuous because of the contrast to unkempt appearance. He uses an electric brush for cleaning the interiors of glasses, and is careful to keep the glass top for a considerable length of time, depending upon the amount of salt and grease which has collected. He never leaves a machine on location unless it looks as if it just left the factory. Wood

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COMING EVENTS

March 2-4 — 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.

NEW PRODUCTS

This form is designed for the convenience of bulk operators.

KARL GUGGENHEIM
GO-GO RINGS. Molded of "special jewel-like materials," these rings are dispensed to vend at 10 cents. In two styles and 16 colors. Packed in K.G. capsules to 250 to the bag, with free display.

PENNY KING
NEW V.I.P. BAGS. Consist of a combination of five to seven different items, together in a bag of 250, with a display front. Four new bags offered are Nos. 6, 7, 8 and 9. All for 1-cent vending. Highlighting the new assortments are such items as Flicker Keys, Hanging Monkeys, Pins in Boot, Green Monster, Dice and others.

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

---

"IS THERE ANYTHING BETTER THAN THE BEST?"

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 information also available on other soon-to-be-come issued, nationally TV-promoted items. (1-5-10 cents)
Yes, Promo Men DO Believe in the Juke Box!

EIGHT EXPERTS ON PROMOTION

The adjoining article assembles the views of authorities in the fields of record promotion and juke box operations. Among the men are:

Miss Morris Diamond, national promotion director, Mercury Record Corp.

Angie Bloom, Midwest promotion director, RCA Victor Records.

Ted Kellerm, promotion manager, Columbia Records.

William C. Hamilton, Chicago office, operator and chairman of the Music Operators of America committee on Record Company Communication and Programming.

J. Cameron Gordon, president, Chicago, A.D. Palmer, advertising and promotion manager, the Wurlitzer Company.

Fred Pollak, vice-president, marketing, Rowe Manufacturing Co.

Earle Kies, president, Record Music Service Assn., Inc., Chicago.

WE'VE GOTTEN SURROUNDED. You don't have a chance! Hank Ross raises his hands slowly and looks at his captors with a grim smile. "They'll never get me to talk, he thinks. Yes, folks, it's true. Mild-mannered Midway Mfg. Co. executive Hank Ross is, in fact, secret agent 006. (The score on the machine was the dead giveaway, Hank.) Now, surrounded by the six notorious songbirds from Dean Martin's movie, "The Silencers," Hank will have to draw on all his wits and courage to keep from revealing the secret of the "Monster Gun," a sophisticated new weapon that is currently in the hands of a vast network of operators around the country. Will Hank talk? Will he ever leave the Chicago theater (where "The Silencers" held its recent world premiere) alive? Billboard's secret files show that Hank is in the hands of (1) Barbara Burgess, Mary Jane Mangler, Inga Neisen, Pamela Rodgers, Marylin Tindall and Jan Watson. (Memorize this list and burn it immediately)

New MOA Insurance Plan

The MOA has a new insurance plan for its membership. The plan provides insurance for losses due to fire, theft, and other perils. It also covers the cost of replacing lost keys and lock cylinders. The plan is available to all MOA members who meet the eligibility requirements.

FLIPPER GAMES Emerge VICTORS In Kentucky Legislative Battle

BY PAUL ZAKARAS

FORT KNOX, Ky. — The Lexington pinball Pinball War appears to be over. Following a series of lightening-like battles, claims and counter claims, State Senate bill 104 was amended and passed.

Emerging victorious were 5-cent flipper games. By special amendment, exempting devices operated by the "single coin of 5 cents" and not offering more than 300 free plays, flipper games are exempt from a bill defining pinball as gaming devices and illegal.

Big losers were bingo or in-line games, all but outlawed under these specific points:

- Pinball machine requiring a federal gambling stamp.
- Multi-coins machines on which odds can be increased by adding drop boxes.
- Machines with metering device that depend on the sale of a high number of free plays.

Disillusioned

Runner-up was Paul Hud- dleston, special assistant attorney general in charge of investigating pinball machines in Ken- tucky. Hudleston wanted to ban all pinball machines. Five-cent flipper games, he said, were as bad as the rest of them because of their "particular appeal to juveniles." He also was frequent quoted as saying that "pinball gambling in Kentucky is a business and a dangerous business." His boss, Gov. Ed- ward T. Brown, agreed: "Pin- ball gambling is cancerous and widespread in some areas of the State. Like any malignancy it must be cut out at the roots."

However, some of the sen- ators voting against the bill (it passed by a score of 36-4) didn't think of anything at the roots.

"This thing is just a phony," opined Sen. Scott Miller, (GOP, 36th District). "Why this amendment, six-sevenths of the machines in the State will be permissible. I don't know who he (Gov. Breathitt) thinks he's kidding when he declares war on just one-seventh of them." Miller ended his state- ment by saying the governor's war "doesn't amount to a hill of beans."

Sen. Walter S. Reicher (GOP, 34th District) also voted no. "The issue isn't gambling. It's strictly political. An attempt to build up the governor's image."

Brewery

Sen. Martin J. Duffy Jr. (Democrat, 35th District) voted against the bill because "I felt it was inimical to the interests of the Falls City Brewing Co. of which I am director and vice- president."

Events preceding the passage of the bill included:

- A determined last ditch stand against the bill by the Automatic Amusement Association of Louisville. The organization issued a statement saying that Governor Breathitt was un- likely to pass a bill against pinball machines.
- A dramatic demonstration by the Kentucky State policeman of how a pinball machine really works. State Trooper David Fulks, with assistance from FBI

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(Continued on page 60)

February 26, 1966, BILLBOARD
Vending News Digest

Wage-Hour Law Top Vending Topic

CHICAGO—Federal wage and hour legislation as it relates to vending company employees will be discussed during a management workshop to be sponsored by the National Automatic Merchandising Association.

According to executive director Tom Hangerford, the NAMA has been receiving letters from more than one letter or telephone call about wage-hour requirements. The law was explained by Richard W. Funk, NAMA legislative counsel. He pointed out what the law requires of vendors, applicable exemptions and how these are interpreted by the federal wage-hour administrator.

The meeting series will begin March 12 in Washington.

Canteen Gets New Name, Distributors

CHICAGO—Reporting a 51 per cent profit gain for the first fiscal quarter, Automatic Canteen Co. parent to stockholders here last week that the company's machinery division is not bottled vending distributors in Atlanta, Los Angeles, St. Petersburg, Fla.; Charlotte, N. C., and New Orleans.

Sales of the Vendo company, "In Atlanta we are re-entering an important market from which we have been absent since 1963," the chairman said.

Shareholders at the meeting voted to change the company name to Canteen Corp. in order to signify the company's expansion into non-vending fields.

ARA Sales Up 14% In Quarter

PHILADELPHIA — For the quarter ended Dec. 31, 1965, Automatic Retailers of America reported service revenues up 14 per cent from a year earlier to $73.2 million. Net after taxes was $1,669,000 last year. Per share earnings were 61 cents compared to 53 cents last year.

Chairman Darrle J. Davidson said the quarter's performance was a record company.

Vendo Is Also Breaking Records

KANSAS CITY, Mo. — Vendo Co. reported record profits and sales for 1965, with net up 46 per cent and sales up 22 per cent over the year before (also a record year).

Net for the year was $5,101,481 ($1.91 per share) previous year was $3,503,438 ($1.32 per share). Sales were $77,425,405, year before was $63,538,394. A splendid fourth quarter, Chairman-President E. F. Pierson said, put Vendo over the top in 1965.

BULLETIN

FRANKFORT, Ky. — The Kentucky State House just before adjournment last week amended to legalize 10-cent flipper machines, in addition to the 5-cent devices previously approved by the Senate. The House approved the amendment and then passed the bill by a vote of 51 to 5. It now returns to the Senate, which must vote either to concur in or reject the amendment.

Missourians Hear Insalata; Elect

NASHVILLE—Reporting by the National Automatic Merchandising Association, vendors in Illinois and Florida have organized a NAMA-affiliated Automatic Merchandising Councils during recent weeks.

Elected president in Illinois was Van Myers, Wometco Vending of Countryside, Ill. Miami. Eliini have elected a temporary steering committee, chaired by Red Crockeller, Crockeller Coffee Service, Arlington Heights, Ill.

Joyoork Judge Clears Vendors

OLATHE, Kan. — Kansas City vendors Tudy Gulotta and Charles Benjamin, B. & G. Amusement Co., were absolbed by District Judge Harold Riggs recently of fraud charges resulting from discovery of 41 packs of unstamped cigarette packs found in four of their machines. Riggs ruled that 41 packs among 1,630 did not constitute a nuisance, but he said the 41 packs must be confiscated.

Stuve Dist. Enters New Mexico

SANTA FE, N. M. — Stuve Distributing Co., Inc., of Colorado (Denver) has filed articles of incorporation to engage in the sale of coin-operated vending, amusement and music machines in New Mexico.

Jack Porter, Albuquerque, N. M., was listed as statutory agent for the corporation in the State.

Oakland Cigarette Firm Expanding

OAKLAND, Calif. — The Morgan Cigarette Service here has purchased the routes of the N.A.R. Vending Co. of Esmeryville, Calif., formerly owned by the late Nick DeMello.

DeMello, who had operated the music and cigarette vending service for five years, died last year. Her wife, Rose, operated the firm for a spell before selling to Morgan President Wayne Morgan.

Morgan Cigarette Service was founded 35 years ago by Frank Morgan, who has been associated with the company comimitted with 10 disk Wurlitzer phonographs and three-column cigarette machines. The elder Morgan was active in the operation until just recently. He is 86.

New York Suit Seeks Ruling On Sales Tax

ALBANY, N. Y. — A suit filed on behalf of Bathrick Enterprises, Lockport, seeks a declaratory judgment by the State Supreme Court on the current interpretation of a new State sales tax as related to coin machine operating.

The tax, passed last year, has been interpreted by State revenue officials as applying to the grosses of coin machine operators and not to the admissions clause of the law. This ruling has been contested by the New York Coin Machine Operators Association.

The Bathrick suit is backed by the State association, according to President Millie McCarthy.

A hearing on the suit is scheduled for Feb. 23 to determine if there is a cause of action.

Trucano Gets S. D. Legislative Post

PIERRE, S. D. — The Music & Vending Association of South Dakota recently named John Trucano, operator from Dead- wood, to the post of executive legislative secretary. A member of the association's board of directors and a director of the Music Operators of America, Trucano has been active for several years on the State and national trade association fronts.

One of Trucano's first actions in the new post was to work with other association members for passage of an unfair trade cigarette bill by the State Legislature. The bill passed recently, and Trucano will make a report to the association on the new legislation at the group's quarterly meeting in Sioux Falls, Feb. 27-28.

The unfair trade bill was also supported by the State's cigarette wholesalers association and resembles a bill previously passed by the Nebraska Legislature. It provides for a minimum cigarette price.

At the meeting in Sioux Falls, to be hosted by association vice-president Mac Hasvold, the group will also elect officers for 1966. Serving as officers and directors during 1965 were: Darlow Maxwel, Pierre, president; Hasvold, vice-president; Halla, secretary-treasurer; Ronald Manolik, Huron; Dean Schroeder, Aberdeen, Herman Warn, Salem, and Trucano, directors.

The coming meeting will be held in the Sheraton Cataract Hotel, with business meetings beginning at 2 p.m. on Sunday. Dinner and dancing will close out the convention activities on Monday night.

EXECUTIVE TEAM of B.F.C. Enterprises, St. Louis, is composed of Vice-President, Ken Chavan, left; President Ernest Browning, center, and Treasurer Abe Farber.
Hungary's Appetite Whetted
For U.S. Amusement Games

JÖJ SZÖRÚKÖZIT
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JÁTÉKJÁRÓTTÁK
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(Belársz és Marányi ucai
énédvétől bejárat).

BELRÉSKEDELMI
KÖZÖKÖZÖ
VÁLLALAT

This appeared in a Budapest newspaper announcing the open-
ing of a new amusement arcade—"the first in operation in Hun-
gary in several years. The copy reads: "It's groat well with American Games in the newly opened Arcade. (These addresses are listed). The name of the operating company at the bottom of the ad is "innercom-
Here Enterprise," a department of:

(1/58), and Twenty One P-1(2/58).

The Bally game is Miss Amer-
ica (2/58). In one of the arcades a choco-
late vendor and a cigarette vendor have been installed as well. One
observes boys of 10 to 12 years of age playing flipper games
while smoking cigarettes.

Games for Boys

COLOGNE—The West Ger-
man coin machine industry is introducing 12 new ma-
-chines to German boys' and
women's rights.

The machines are all Leon-
hart table football and Lefflip
-games. Eighty machines will be
presented to boys' homes, 10
machines to girls' homes with
agents, and an additional 10
to various church youth hostel.

The donations are sponsored by the Committee of the Ger-
man Coin Machine Industry and
trade, the over-all amuse-
ment manufacturers, distributors
and operators.

PARIS—Although American-
made films often feature on Scopitone machines here
since October, the CAMECA Company is not yet making
a clear-cut assessment of their im-
 pact on the French market.

Since October the company has been making a series of 12 films a month, one of which is American-made. These include "Just Like Me" by the Condors. "The World on a String" by January Jones, "Sigh in the Sun-
shine" by Debbie Reynolds and "Put a Cat to Go" by Stacey
Adams.

What is certain is that Paris prefers the American models.

Belgian Clubs

Meetings Show
Off the Trade

BRUSSELS—The two main
male social events in the cap-
pital of Belgium and the European Economic Community are the
regular meetings of the Rotary
Club and the Bourse de l'Au-
omatique, the central trade
clearing house.

Meetings held last Friday in each month, and they feature a Rot-
y Club Bourse luncheon, conversa-
tion, lunch and the display of new equipment.

The Bourse is unique not only because of its format but also
because of the blue-ribbon atten-
dance it attracts.

The national officials, deput-
yes from the National Assembly and members of the city coun-
cill— all are represented at almost
every session.

The monthly get-togethers are sponsored by the Belgian coin
machine association, under the chairmanship of Fernand Reynaud.

Coach W. A. Pak of the Belgian trade group, and its represen-
tatives, to the French presentation
were Philip Wilen of the
OEC and its French associa-
tion, the Belgian Rock-Ola
distributor.

Belgian coin machines, the
best machines in the world, were
also in evidence at the event.

The Wurlitzer show was
one of the most complete held in
Belgium in the last year.

The Rock-Ola presentation
was on a similar scale, arranged by
the Belgian Rock-Ola distribu-
tor.

Government officials and leg-
islators like to attend the
Bourse, they say, because it pro-
vides easy first-hand contact with
the coin machine trade and its
problems. This is important for
Belgium, through the port of Ant-
twerp, is one of the world's big-
gest coin machine importing
countries. Legislation and its
enforcement involves not only
domestic operators and distribu-
tors but the big export-import
industry based in Brussels and
Antwerp.

The Bourse reflects the fact,
too, that almost alone among
Continental trade organizations, the U.B.A. is presided over by a
little belligerent old man. The
Belgian trade group has a long-
standing penchant for opera-
tions with officials at national and
provincial levels based on fair
play.

Flipper Games

Emerge Victors

February 26, 1966, BILLBOARD

Agent Robert Miller, fed coins into a machine, causing lights to flash and
the machine to make a noise. He also played dimes and his total was well
over $7,000 of which he turned over a sum of $2,500.

Big favorites here at the moment are "Fever," "L'Inchanteuse" by Guy
Marchand, "Mais Maux Sont Tes Hanches" and "La Nuit," by Jean
Guyonnet and "L'Enigmatique" by Marcel Amont.

... Continued from page 58

Films for Boys

Emerging Victors

... Continued from page 58

In one of the arcades a choco-
late vendor and a cigarette vendor have been installed as well. One
observes boys of 10 to 12 years of age playing flipper games
while smoking cigarettes.

Our Goals for This Year!

To all Manufacturers, Distributors and Importers
From the Members of NCMDA

Our goals for this year...
An Industry Dialogue on Record Promotion

- Continued from page 58

advice that would consider itself fortunate. And in all cases I would recommend that the operator sit down with the advice that he receives from the manufacturer, and find out why they consider one stop does not have interaction.

PALMER: "The one stop concept has to be good because the operators look for this service. A knowledgeable one-stop person can definitely assist in the jukebox business.

KELLEM: "I work closely with the local one stop people because I observe a high percentage of operators taking their advice. There is a one-stop employer in this town that has a wonderful one-stop system. I inform him about a record that is coming and he passes the word on to the operators. The confident base their purchases on what he says, because he has proven to be a true expert.

Abdication of Role

The two-edged one-stop concept has both its benefits and its drawbacks. The record operator's music savvy, the operators, agreed. Much of the effort had gone into this concept.

CANNON: "One unfortunate result of the one-stop concept is a reduction of the programmer. There is a dull sameness which people are not accustomed to from the music industry. It is a rare bird who programs for himself. The operator who does not program—or who does not have his own program—has limited knowledge of one of his important roles. If he does not fulfill his function as a music specialist he is merely functioning as a machine serviceman."

POLLA: "The operator must be his own DJ. He must watch the trade charts, not so much to see what is in the top 10 but to catch trends. What is moving up. He should be programming 12 weeks in advance."

He should watch TV programs and listen to the radio as an aid to determining what is hot.

BLOOM: "I've found that too many operators are not really music people. This frequently results in a lack of communication between operators and record manufacturers.

PALMER: "The one-stop people alike have found programming faults. But operators insist that often the promotion man and the operators are at cross purposes. For example:

DIAMOND: "Operators keep records on the boxes too long—far beyond their expected longevity. When a record dies, it should be removed, but too many operators hold on to a dead record to save money."

CANNON: "The good operator will read the play meter and the jukebox records accordingly. The jukebox may simultaneously feature three releases by the same hot artist. One record will be on the way up in popularity, while the other two may be at its height and the third will be on the way down but still have attraction.

Promotion men and operators have different viewpoints. The promo man is working on today's release. But the jukebox operator is aware that people are interested in yesterday's release, and the one of the day before. Program men are oriented to the deejay's stock in trade, which is newsiness. The operator must be aware of newness but at the same time he must cater to patrons who want proven hits."

Stetson Death Alters the CMMA Board

OAKLAND, Calif.—The veteran distributor Ben Stetson, 69, of the Stetson Automatic Machinery & Vending Co., here for more than 50 years, died recently after a month's illness. Stetson was one of the most active members of the industry, and had long been a director of the California Music Merchants Association.

For many years the company was managed under the direction of Mr. Stetson, but it is expected the company will be sold soon.

The death of Stetson will leave a man with a lack of senior management. C. G. Sills have brought about two changes in the composition of the board of directors of the CMMA. Russ Catinoff, owner of Statox, Inc., has been elected to membership on the board. And Joseph Sills replaces his father, especially the elder Sills is still around and has been given the honorary title of "chairman emeritus," after serving several years as board chairman.

Say You Saw It in Billboard

February 26, 1966, BILLBOARD

PALMER: "The jukebox record is selected by a paying customer, not at the discretion of a deejay."

GORDON: "The juke box play is worth more than the radio play because the patron pays."

CANNON: "The patron pays his dime and we know its important to him, in his mind it belongs to him."

KELLEM: "I value a play on a juke box just as much as an air play. It's just important."

Differences of opinion showed up when discussion turned to the potential of the juke box in making artists:

KIES: "I can remember the jukebox breaking singers 12 years ago."

KELLEM: "One of our artists, Ray Merriweather, a jazz man, was being helped greatly by jukebox play. And I recall that Jimmie Lunceford had the song "Every Morning" was started here in Philadelphia by jukebox play.

BLOOM: "I can recall no juke box breakthroughs."

Play Meter

What about using the jukebox play meter as a popularity barometer? The men had the following to say:

KIES: "The play meter is not as important in gauging a record's popularity as it is in the number of copies sold."

PALMER: "The jukebox meter can tell the promotion man a lot about the popularity of a record."

GORDON: "Today the popularity meter on the jukebox is the greatest record barometer. We have 150 test boxes around the world."

What to Do

All concerned said that communication and cooperation between the promotion man and the operator could be improved in the following way:

BLOOM: "There is a lack of an established pattern of communication between record men and operators. This has led to apathy among promotion men as far as the operator is concerned. I think there are signs of improvement, such as the Music Operators of America communication which is being headed by Bill Cannon. At coming conventions, record men and persons concerned with jukebox programming should get really acquainted with first."

DIAMOND: "Assure you, if my men were to find an operator responsive to trends, they would stop by and make that operator aware of what's happening. It would be well worth our while."

POLLA: "We have some definite thoughts on the use of the jukebox to merchandise music. We cannot make them public now, but we will announce a merchandising program to the industry this year."

CANNON: "I would recommend to promotion men that they stop by and tout operators who are interested in good programming. If this proves too expensive, I suggest that they mail out samples to operators on a very selective basis. I suggest, however, that record people check in some way to see if the operator is giving the new release proper consideration. I'm not suggesting that they give out wholesale to operators. That would be a waste of money."

Flippers

Now available in quantity. After a month that showed you have gone into full production of the fastest saddle ride on the market. We have completed our second quarter and now turn our work on the next quarter. The sail tip has arrived. Specifications:

National Coin Box

Height: 19.5" Width: 11.25" Depth: 4.5"

Color: Brown, Blue, yellow saddle, white belly, rainbow gloss, gloss over white and white gloss.

Price: $895.00

DISTRIBUTORS: Write for quantity discounts.

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IT'S HERE THE NEW ROWE BANDSTAND
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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'—

singing 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
Sees Boom in Arcades

LOS ANGELES—Operators interested in supplementing their income should look into the fast-improving Los Angeles arcade market, according to Henry Tronick, representative of the C. A. Robinson Co., here.

Tronick feels operators who limit themselves strictly to the tavern trade are missing a bet to increase their revenue. With a minimum outlay of time, he says, a coin machine operator can safely increase his business in the arcade market.

The rapid expansion of family billiard halls and slot-car racing establishment in the Los Angeles area will give coin operators the opportunity to enlarge their routes and increase business, according to Tronick. Combine the "new" arcade business with the vintage arcade market and the operator has several fresh avenues of profit to explore, he says.

Face-lifting of the arcade business here is a healthy sign, Tronick says.

"Southern California is arcade-minded," Tronick reports. "Shopping centers, markets, family-type billiard halls and slot-car racing locations all have coin machines. The machines not only draw shoppers but also supplement the location's income."

"The arcade business now has a fresh image, a clean image. Arcades are profitable business, but only if the operator is willing to pursue the marketing."

The C. A. Robinson Co., by working with the arcade-minded operator, now shows 5 per cent of its gross income coming from the arcade market, a steady gain over last year."

Tronick estimates there are 2,000 to 3,000 arcade locations in the Southern California area. The image of arcades being only in or near ancient beach communities is falsifying, according to Tronick. "Now," he says, "you can find arcades in the better communities operating under a different title. But they are arcades."

"Arcade operators are going for newer equipment, realizing better machines mean less service time and little expense. Operators, the smart ones, are abandoning the old arcade principle of using cheap equipment for a quick profit," he observes.

Hold Schools
At Empire Coin Branch Outlets


Rock-Ola field engineering specialist William Findlay provided instruction in music equipment at the Empire De- troit branch on Tuesday, Jan. 25; at Grand Rapids, Mich., on Wednesday, Jan. 26; and at the Meromine, Mich., offices Jan. 27-28.

The branch managers, respectively, of these offices are Jim Frye, Dick Flaherty and Bob Rondeau. Each extended invitatations to all area operators to take advantage of the training on the Rock-Ola full line of music equipment.

Embracing Distributing Sales Manager Jack Burns accompanied Findlay on the training tour.

Chicago Sports Show
Draws Coin-Op Firms

CONNIE WARREN demonstrates a coin-op model offered by the Irving Kaye Co., Brooklyn, at the Sports Show.

BILLYARD BALL MANUFACTURER Roger E. Delmonte (right), of Calleirme, Belgium, chats with Dynaball Co. president, Sam Berger, at the show.

JOHN RYAN, of Valley Manufacturing Co., Bay City, Mich., holds the hat for trick-shot master, Don Tozer, at the Sports Show.

Country Club or Campus?

LOS ANGELES—Doyle Mc- Clurg, an operator in Santa Bar- bara, Calif., has a lucrative coin machine market but an unusual problem—he is caught between college students and senior citi- zens.

McClurg benefits by having coin and vending machines on the heavily populated University of California at Santa Barbara campus, but efforts to increase his profits and improve the popularity of coin machines among the "over 60". and retired set who make up a large percentage of area resi- dents, has been unprofitable and unsuccessful.

After making several attempts at "reaching" senior citizens in an area regarded as a retirement haven, McClurg is convinced retired people are not coin ma- chine fans.

Because there is only light in- dustry in Santa Barbara, Mc- Clurg says, and because of the large amount of residences, he made several pitches at the wealthy retired folks on their own grounds—the country club.
Coin Machine Service Co.
Making Billiard Supplies

By BRUCE WEBER

LOS ANGELES—The Coin Machine Service Co., which is a principal distributor of coin-operated machines, has begun to manufacture billiard equipment. The company, which was formed by the two-year-old company, said that "limited amounts of billiard accessories will be made available on a local and on a national basis in the future.

Details on national distribution remain to be worked out, Miller said. But the Coin Machine billiard products will be available immediately to the Los Angeles market. Miller declined to reveal prices for the products—-e.g., racks and triangles—but noted that the new equipment not only will be competitive but in some cases, reduced.

Miller announced Coin Machine's new venture, saying, "Making billiard equipment in the future if the initial production experiment proves successful. He also is promoting the possibility of manufacturing "some" coin machine items, but refused to reveal his company's future steps in the coin machine field.

Inflation

The inflated prices of billiard equipment, Miller said, prompted Coin Machine Service Company to enter the competitive field. He said the company is looking for ways to reduce prices and still maintain quality merchandise; not to become a manufacturing giant of billiard or coin machine products.

"The price increase in billiard accessories is alarming," Miller said, in explaining the reason for entering the manufacturing field. "We're searching for quality control. Lower the price to the customer to the distributor and the operator, at least by one third, and maintain a solid quality level."

"If we can find a way to cut prices to the operator, and we feel we can, there are several other avenues we will explore in the manufacturing market. We are willing to make less profit than national billiard manufacturing companies and prove their profit margin is too high for the industry."

Narrow Profit

Miller feels local distribution will be accomplished without any headaches, excepting a few "bugs" that accompanies any new venture. Distribution on a national level, however, presents other problems. "Simply put, Miller said, "the problem is if we can distribute on a national basis and still make a narrow profit. We think we can."

Distributors and operators, according to Miller, on both a local and national level have voiced favorable comment to the entry of Coin Machine Service into the manufacturing field. Although his equipment is not yet on the market, Miller is confident that it will be accepted. Already company executives are looking into potential future expansion markets, Miller said.

Executives of the Coin Machine Service Company include Miller, David Solish, vice-president; Al Hellman, vice-president-treasurer, and S. Lober, secretary. The company's factory facilities are in Los Angeles.

Seeburg Chalks Record Quarter • Continued from page 58

Coleman put it, "is more than we earned during all of last year."

Seeburg's major 1965 fiscal problems arose during the last nine months due, Coleman said, to "accounting expenses connected with construction of the new principal plant in Chicago and the accompanying start-up costs and production delays."

He assured stockholders that such "are now at an end."

Behind Schedule

"The new plant is turning Seeburg products with the efficiency and quantity for which it was planned," he said. "I have never been more optimistic for the future of the company."

Coleman insisted the stockholders that during the seven years since he became chairman of Seeburg its sales have climbed from $17 million to $100 million annually.

The new Seeburg plant, located in south Chicago's industrial district, was completed, according to Coleman, three months behind schedule.

Extraordinary expenses incurred in making the move into the massive facility were reportedly about $2 million.

Economies

With the move completed, Coleman said, large economies are being effected through consolidation of six manufacturing facilities in the new plant. During in shipping costs alone will now approach $600,000 annually, he said.

Coleman said that additional economies have been realized through the severance of 271 employees over the past several months.

Responding to a stockholder's query about the company's $600,000 inventory write-off during 1965, Coleman said, "Nothing in inventory now will require additional write-offs."

While declining to disclose the company's assessment of the cinema-juke box as an entertainment concept, Coleman formed an investigative stockholder that Seeburg examined both the Pioneer Enterprises, Scopitone and Cinebox, before deciding to remain out of the field for the present.

February 26, 1966, BILLBOARD
Number Eight of a Series

You Can't Beat The System

David C. Rockola has always believed in building things simple...that's so they would be easy to service if they ever needed it. He's been thinking like that since the early '20s. It's a system that's hard to beat.

It came as a surprise to no one, then, that the first scale mechanism to come out of his new plant in 1927 was a masterpiece of simplicity...a symphony of engineering perfection.

The mechanism was smaller, required no service and had a fool-proof, no-tamper coin chute. To date, no one has ever beat this system. Some of the first products made in the '20s are still giving trouble-free profit to operators today.

As time passed, Rock-Ola moved into coin operated games with successes like World Series and Jigsaw. The policy of operator convenience and mechanical simplicity continued with the same outstanding results.

Immediately, operators began to reap the rewards of Rock-Ola simplicity. Power plants, batteries, wires and contacts were eliminated. Non-tilt devices, visible coin chutes and giant cashboxes ushered in new levels of profit.

When Rock-Ola entered the phonograph field in 1935, industry expected something special...they weren't disappointed. The Multi-Selector mechanical changer introduced that year set a new standard of perfection. This service-free changer was controlled by a single cam, worm driven by a V-belt. So simple that there was nothing to go wrong...nothing to service.

Mystic Music came from Rock-Ola in 1940. Music by telephone. Patrons could talk to disc jockeys and order music from 500 selections.

Later the same year, Rock-Ola introduced Spectravox tone columns. This innovation brought a new sensation to music entertainment by radiating sound throughout the room.

Ingenuity was working at Rock-Ola...an electrical selection system came in 1946...the 50 selection Rocket was introduced in 1951. In 1953, the still world famous Rock-Ola revolving record magazine boosted selections to 120. In 1957, a 200 selection phonograph was announced for the first time.

The outstanding revolving record magazine is an industry landmark...constantly improved through the years, it is today highly regarded for its high performance and dependability.

In 1961 an exclusive mechanical selector was coupled with the revolving record magazine to offer the fastest selection-to-play cycle in the industry to give peak performance without service problems.

Rock-Ola's famous Mech-O-Matic Intermix was introduced in 1961. This completely automatic mechanical changer intermixes 33½ and 45 RPM records, LP albums, stereo or monaural, in any sequence. There are no wires, switches or electronic aids for motor speed or spindle size changes...nothing to go wrong.

For more than 30 years, a policy of planned simplicity and engineering excellence at Rock-Ola has produced high performance phonographs that are easy to maintain and profitable to operate...the result is today's Grand Prix II, Starlet and Princess Royal phonographs. As we said before...it's a system that's hard to beat.

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue - Chicago, Ill. 60651

ROCK-OLA

music products for profit for 30 years
The Philadelphia Orchestra (Ormandy) gives two popular symphonies receive their first recording at the hands of Ormandy and the Philadelphia Orchestra. The Philadelphia Orchestra has won a number of awards for their recordings of Schumann's, Brahms's, and Tchaikovsky's symphonies. The performances are superbly recorded and produced, and the orchestra's playing is exceptional. This recording is a must-have for any classical music collection.

**Artists:** The Philadelphia Orchestra (Ormandy)

**LPs:** Decca DL 337 (M); MS 6812 (S)

**Classical Spotlight**

**THE GREAT SCHUMANN SYMPHONIES FOUR, FIVE & SIX**

Philadelphia Orch. (Osmo Vänskä) presents the Schumann Symphonies 4, 5, and 6. The recordings are well-crafted and deserve high praise.

**Artists:** Philadelphia Orch. (Osmo Vänskä)

**LPs:** Columbia CL 2472 (M); CS 1272 (S)

**Classical Spotlight**

**HAYDN: MIRACLE SYMPHONY/CLOCK SYMPHONY**

Philadelphia Orch. (Osmo Vänskä) performs Haydn's Miracle Symphony and Clock Symphony, which are both well-crafted and interesting interpretations.

**Artists:** Philadelphia Orch. (Osmo Vänskä)

**LPs:** Columbia ML 6213 (M); MS 6812 (S)

**Classical Spotlight**

**JAZZ SPOTLIGHT**

**BILL EVANS TRIO WITH SYMPHONY ORCHESTRA**

The noted jazz pianist performs with the Philadelphia Orchestra, creating a unique and compelling musical experience.

**Artists:** Bill Evans (piano); Philadelphia Orchestra

**LPs:** Verve V 8640 (M); V 8640 (S)

**Jazz Spotlight**

**RHETRA & ROBERT BLOOD SPOTLIGHT**

**SOURS SPOTLIGHT**

**COUNTRY SPOTLIGHT**

**BLUE MOON OF KENTUCKY**

George Jones and Melba Montgomery perform this classic country song with the Tennessee Williams Orchestra. The recordings are well-crafted and deserve high praise.

**Artists:** George Jones; Melba Montgomery

**LPs:** United Artists LPM 1326 (M); UAS 6437 (S)

**Country Spotlight**

**THE GREATEST TCHAIKOVSKY SYMPHONIES FOUR, FIVE & SIX**

Philadelphia Orch. (Osmo Vänskä) presents Tchaikovsky's Symphonies 4, 5, and 6. The recordings are well-crafted and deserving of high praise.

**Artists:** Philadelphia Orch. (Osmo Vänskä)

**LPs:** Columbia CL 2472 (M); CS 1272 (S)

**Classical Spotlight**

**THE MOVIE SONG ALBUM**

The Supremes, Motown HEP 643 (M); SLP 643 (S)

**POP SPOTLIGHT**

**THE TATTOO KING**

**THE NOLA SPOTLIGHT**

**LIL' DICKY BLUES BAND SPOTLIGHT**

**SOUZA SPOTLIGHT**

**DAVE SPOTLIGHT**

**THE ACADEMY AWARD SONGS**

Symphony of the Symphony Orch. (Ormandy) presents the Academy Award-winning songs from the 1970s and 1980s. The recordings are well-crafted and deserving of high praise.

**Artists:** Symphony of the Symphony Orch. (Ormandy)

**LPs:** Columbia CL 2472 (M); CS 1272 (S)

**Classical Spotlight**

**The Supremes' Motown HEP 643 (M); SLP 643 (S)

**POP SPOTLIGHT**

**I HEAR A SYMPHONY**

The Supremes, Motown HEP 643 (M); SLP 643 (S)

**POP SPOTLIGHT**

**CEYING TIME**

Roy Charles, ABC Paramount AR 544 (M); ABCS 544 (S)

**POP SPOTLIGHT**

**SUNSET**

Johnny Cash, Columbia CL 1326 (M); ABCS 544 (S)

**POP SPOTLIGHT**

**GOT MY Mojo WORKING**

Jimmy Smith, Verve V 8641 (M); V 8641 (S)

**POP SPOTLIGHT**

**IF YOU CAN BELIEVE YOUR EYES AND EARS**

Kenny Rogers, United Artists MS 1326 (M); POL 6437 (S)

**POP SPOTLIGHT**

**CRYING TIME**

George Jones, United Artists MS 2472 (M); ABCS 544 (S)

**POP SPOTLIGHT**

**THE MAMAS AND THE PAPAS**

CBS DL 74741 (M); DL 74741 (S)

**POP SPOTLIGHT**

**GOSPEL SPOTLIGHT**

**MARIAS**

Mahalia Jackson, Columbia CL 2472 (M); CS 1272 (S)

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