Disk Trade Holds Key to The Fate of Symphonies

By MIKE GROSS

NEW YORK—The record industry is holding the future of U. S. symphony orchestras in its grooves. It has gotten to a point now that the existence of a symphony orchestra virtually depends on whether or not it has a recording contract.

With the musicians' locals around the country now demanding a full season or at least something close to it, the orchestras need that disk company tie to keep it going. Managers of the various symphonies around the country are now making the recording companies try to work out deals. It's not been a successful effort so far, even for some key city symphonies, since the companies proceed with caution before taking on a symphony because, for the most part, their classical divisions have been providing more prestige than profit.

The need of a disk company tie has caused some concern in important longhair circles about the independence of a symphony orchestra after it signs with a label. They fear that the record company instead of the orchestra would be calling the shots on programming and recording repertoire. For example, Harold Schoenberg, music critic of the N. Y. Times, recently wondered if the dog was wagging the tail, or the tail wagging the dog, and which end was which.

Among the important symphony groups now scrounging for disk ties are Chicago, San Francisco, Los Angeles, St. Louis, New Orleans, Dallas, and Houston. They all have short seasons because they have no recorded sessions commitments.

R&B Makes Nashville Triple-Threat Town

NASHVILLE—Nashville, the world center of country music and also a major pop recording complex, has become a top producer of R&B records, with half a dozen companies turning out product regularly.

Leading producers of R&B hits is Dial Records, which pioneered here four years ago and has a hot seller in Joe Tex.

San Remo Fest: A Look Ahead

SAN REMO—At least half a dozen of Italy's top singing names are ready to put their reputations on the line at the Festival of Italian Song Jan. 27-29. Only the choice of the songs by selection committees are holding up the official entry list which won't be affected by a dispute between two record groups and A.I.A., Municipal Casino operators.

Mina, Milva, Domenico Modugno, Renato Rascel, Pino Donaggio and Ornella Vanoni are certain to participate. Two of

Col. Puts Million $$$ Behind Sales Drive

By MIKE GROSS

NEW YORK—Columbia Records has undertaken a campaign in excess of $1 million to promote year-end sales of its Christmas releases and album catalog. The $1 million-plus expenditure has gone into a 16-page supplement which appeared Nov. 28 in 23 major newspapers around the country, and a Christmas Merchandising Program in conjunction with the release of 13 Christmas LP's in 1965, the largest Yuletide out put in Columbia's history.

Columbia has already received highly favorable response to the supplement from distributors and dealers. It's estimated that over 86 million readers received the 1965 supplement. The supplement

THE MOTOWN SOUND—The Sound of Young America

MOTOWN RECORD CORP. 2640 West Grand Blvd., Detroit, Michigan
in a never-before-released song "SNOW FLAKE" c/w "Take My Hand, Precious Lord" #8719 (from his album "We Thank Thee" LPM/LSP-2552)

RCA VICTOR

The most trusted name in sound
20th-Fox Is-Making Giant Track Strides

NEW YORK—Twenty-first Century Fox Records is launching a video software program which will include "Hello, Dolly!", "Oscar," "The Sound of Music" and "The Greek," the soundtrack for the 1967 film. The program includes 13 other films that have been released by the studio. According to chief executive officer Howard K. Smith, some of the 1966 soundtracks released as "Our Man Flint!," "Bloomer Girl" starring Jack LaRue, "Mae West" and other feature films will be used in the video program. The program is expected to be available in the fall.

Pamper Ownership To Smith & Price

NASHVILLE—J. Hal Smith, general manager of Pamper Music, Inc., announced last week that the company has purchased a majority interest in Pamper Music from Mutual of New York. This acquisition will give Pamper Music control of the major portion of the music business in the United States. Pamper Music is one of the nation's leading music publishing firms.

Top 100 Chart—Page 21
Top LP's Chart—Page 40

- Other Music Pop Charts
- Broadway, etc.
- Hits of the World
- Hot Country Albums
- Record Reviews

Mickey Mouse
Country-Music
Clasical Music Charts
Jazz Charts
New Album Releases
R&B Music
Television Charts
Top 40 Easy Listening
Top Sellers Chart

DEPARTMENTS & FEATURES

Audio Devices Buys Interest In ITCC

By LEE ZHITO

NEW YORK—Audio Devices, Inc., through its newly formed subsidiary, Audio Devices, Inc., Inc., last week bought 20 per cent stock interest in International Tape Cartridge Corp., and concluded a long-term contract to make duplicating and loading of ITCC's cartridge product. The agreement was signed by Stock Board Chair- man and president of Dexta Corp., ITCC's parent firm, Larry Finley, ITCC president; Joseph Howard, Dexta board of directors, and Larry Finley, ITCC president.

ITCC reportedly has acquired the tape cartridge duplicating and marketing rights to the cartridges available in the three tape cartridge systems: Teldec's, Let's Get-It-R Wallet-Got, and Ortronics eight-track. Stereo Devices will be the immediate producers of "existing supply," according to Larry Finley, and Ortronics, and will use Audio Devices tape equipment.

CHICAGO—Ampex, the manufacturer of the popular Ampex cartridge playback and recorders, has announced that it will sell a new model equipment which will be available in late December. The new model will be the Ampex-83, a self-contained unit which will be designed for use in home entertainment systems. The Ampex-83 will feature a four-track tape cartridge playback system. The Ampex-83 will be marketed in late December. The Ampex-83 will be available in late December. The Ampex-83 will be available in late December.

Easy Features

FEATURES

"Stagecoach" with Bing Crosby, Ann-Margret, Red Buttons and Alex Cord, "The Sand Pebbles," with Steve McQueen; "How to Succeed in Business Without Really Trying," with Robert Morse and Carol Burnett; "Hello, Dolly!" having been seen at the Majestic Theater, the shooting is scheduled to begin next month. Label music director Bernie Wayne has written lyrics for the theme of "Stagecoach," "Stagecoach." Single will be released from each LP.


Merit Seen in MOA Royalty

The reaction of recording company executives to the new Merit royalty schedule and its effect on sales is expected to be strong, according to Joe Smith, president of the Music Publishers Association. The reaction of recording company executives to the new Merit royalty schedule and its effect on sales is expected to be strong, according to Joe Smith, president of the Music Publishers Association.

Arrest Made in Tape Cartridge Race

Although many company officers are deferring official comment until their legal department has studied the new contract, many companies have expressed interest in the proposed new royalty schedule. According to sources, the new royalty schedule would be similar to the current one, but would allow for a lower royalty rate.

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Top Disk Sales Year for Bonn

Top Disk Sales Year for Bonn

by OMER ANDERSON

Hamburg—Germany is on track to exceed last year's record sales. Despite competition from radio, the growth in sales has been impressive. The sales of German-language records have increased by about 15% over the past year, reaching $6.5 billion. This is a rate of growth similar to that of the neighboring countries in Western Europe. The German market has grown steadily over the past decade, with a compound annual growth rate of about 7%.

Top Disk Sales Year for Bonn

The top selling artists in Germany in 2016 were the German rock band Bonn, who had a record sales of over $1 billion. Other leading artists included the German pop trio Die Werbung, who sold 60 million records, and the German rap group Die Krips, who sold 50 million records.

Top Disk Sales Year for Bonn

The German recording industry has been growing steadily over the past decade, with a compound annual growth rate of about 7%. This growth has been driven by the growth in digital sales, which have increased by over 40% over the past year. The growth in digital sales has been particularly strong for the German-language records, with sales increasing by over 50% over the past year.

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Fest 'Entrance Exam' Lures Jazz Students

MOBILE, Ala. — The First Annual Jazz Festival here, slated for March 2-4, will attract more than 300 students from 35 major colleges and universities. The entries so far include those of leading jazz groups, such as the Art Pepper Octet and the Dave Brubeck Quartet. The theme is, "Youth is jazzing America," in which student bands from more than 300 colleges and universities will perform. The festival will include a number of concerts, workshops, and a jazz night. The festival will be broadcast nationwide and will also be available on cable networks.


State Sets Parlay on 'Misrepresentation'

NEW YORK — State Attorney General Louis J. Lefkowitz will meet with the New York Racing Association to discuss the possible implementation of a parlay on "Misrepresentation" in the race. The attorney general has been asked to consider the matter by the Brooklyn Sportsmen's Association, which is concerned about the possible implementation of a parlay on "Misrepresentation." The attorney general has agreed to meet with the association and review the matter. The attorney general has stated that the parlay would be illegal and that the association's request would be denied. The Brooklyn Sportsmen's Association has already filed a lawsuit against the New York Racing Association, alleging that the association has violated the state's anti-gambling laws. The attorney general has stated that the association's request would be denied.


Executive Turntable

Wally Shuster, general manager of NBC News, has been named vice president of NBC News. Shuster, who has been with NBC for 17 years, will oversee the network's news operations, including news programming, news production, and news management. Shuster has been with NBC since 1981, serving in a number of positions, including vice president of NBC News, executive producer of NBC Nightly News, and executive producer of NBC Nightly News with Tom Brokaw. Shuster has also served as executive producer of "60 Minutes," "Face the Nation," and "CBS Evening News." Shuster has been a key figure in the network's news operations, and has been instrumental in the network's successful transition to a digital news platform.


Hugo & Luigi Pair Up As Production Team

NEW YORK — Hugo and Luigi are set to start their own independent record label, Hugo & Luigi Productions. The label will be based in New York City and will focus on independent artists. The label will be run by Hugo and Luigi, who have been working together in the music industry for over 20 years. The label will be focused on signing and developing talented young artists, and will provide them with the resources they need to succeed. Hugo and Luigi have a strong track record in the music industry, and have worked with many successful artists over the years. The label will be headquartered in New York City, and will have offices in Los Angeles and London. The label will be committed to signing artists who are passionate about their craft and are dedicated to creating top-quality music.
The numbers that add up to sales are on COLUMBIA RECORDS!

No.58☆ on the Billboard Hot 100 Chart
“I’ve Got to Be Somebody”☆
Billy Joe Royal

No.21☆ on the Billboard Hot 100 Chart
“Flowers on the Wall”☆
The Statler Brothers

No.16☆ on the Billboard Hot 100 Chart
“The Sounds of Silence”☆
Simon and Garfunkel

No.45☆ on the Billboard Hot 100 Chart
“Just Like Me”☆
Paul Revere and The Raiders
Little LP Sales Pick Up Steam

CHICAGO—The new emph-
"...the rhythm that is
apparently beginning to stimu-
late the movement of a Little LP product. One-stop and record
company officials surveyed by Billboard have noted the de-
velopment of a steady buying pattern in that area of mer-
chanics for the past two months.

Levy's description of some other artists are calling the spirit of
“Little LP". They say that a big band sound can com-
bine avant-garde flair with commercial appeal.

The spirit was heard during a performance pre-
view at the Billy Joel Bennett concert Dec. 30 at the West-
wood Center in White Plains, N.Y.

For Record

“The only new things will be
the rest of tape and the songs," said
Record Director, Jerry
Kennedy, adding:

There won't be even a
six-week extension to studio.
We'll use the same studio (Colum-
bia's old one), the same engineer,
the same microphones in the same
mike—everything in the same
place.

Kennedy admitted he was also supercilious.

New York—One of the
most complicated music-industry
problems brought to light was
that of Miss Mimi Trepel, cor-
porator of the firm, and its dis-
tributors. Miss Trepel, whose
functions entail contracts with
publishing houses, sales to
publishing firms, says the indus-
try has not only a few weak points
of international interchange; and
that this phase of its develop-
ment is infested with both copy
rights and masters being mer-
chandised on an international
basis as well as domestic level.
Will the era of the world mar-
tet is here.

There are few clients for
Miss Trepel's operation.

One of the most important
facts in the copyright department of London
Records, which clears both Ameri-
can and international ma-
terial.

A record in the Depart-
ment of Foreign Distribution, which
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for distribution all over the world
through Decca Records Co., Ltd.,
and its affiliates. Through this
department the product of such
artists as Bob Dylan, Ray Charles, and
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A third is titled Decca, a
subsidiary of London-Decca, through which English Decca
masters are leased to American
Records, Columbia, Decca, and
and ad, has first refusal on
some other major labels.

Through Decca, Miss Trepel
has leased such product as
Little Will McBee, Bob Hamilton, Clyde
Rice, Buddy Knox, Ray
Shepley, five trombones (Ron
Nelson), five saxes (Alan Raph, Meco Monroes), five
acetates (Harvey Estrem, Jack Farrel, Gary Sargent, Joel Kaye), and
three chaps (Black Calfbells, the
Talking Tom, Cheeks, drums; Jack
Riley, piano).

A assortment of outstanding
artists heard during the perform-
ance included "Genghis Khan," compo-
sition by Bob Knapp,
occurred in a nightmare,
played by sharp drum
not; "Shadow of Your Smile," ar-
ter by Bob Stack, which in
some passages takes on a clas-
ical tone; "Misty," a rephrased
rock over the Kentuckan, and
"Big Apple," a record which builds to a
hard-driving rhythmic din during which the full orchestra
punctuates the beat.

The LP format is a flexible, defini-
tible style of its own, and
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**Fox Gets Action on Tap-V TV**

NEW YORK—A survey of the extent of the syndication of video programs has been undertaken by the Harry代表大会。An agent and, on behalf of its clients. In conjunction with this, Al Berman of Fox recently visited Nashville to canvass the producers of such shows and advise them of the requirements to license in the recently acquired territories. He has also been visiting other outlets, including Grand Ole Opy, the Williams Brothers Show, the Ernest Tubb Show and others. The revenue which will be generated from the sale of rights is estimated at many thousands of dollars. The Fox office notes that generally the producers of a TV series require network programming or for the purpose of syndication are aware of the requirement to obtain licenses and make payment for the syndication of music in such films. The preliminary discussions, Fox points out, in connection with the programming of programs which has been produced on the air in other cities.

**Distributors Form Tape Wing**

LOS ANGELES—The owners of Merit, California Records and Hitsville distributors have formed United Tape, a separate division to handle cartridge and reel-to-reel merchandising. The company is located in the recently acquired territories. It has been established to house the Ralph Kaffel-Jack Lawerke disk operations. Named sales manager of United Tape is Frank Donavan, formerly with Clef Distributors. Bob Gerstlauer, California Records sales manager, has been named general manager and buyer for the tape firm.

The new company's four-track stereo continuous-play cartridge system has been licensed to ITCC. United has not yet begun stocking eight-track merchandise. It does not handle the RCA Stereo eight tracks per second California Music, RCA itself and Handleman are area outlets.

A $110.00 list price for a four-track cartridge playback unit by SIB, a Japanese firm, is also being sold. It sells to dealers for $80, trades the transmission hump and plug and includes the cartridges. The unit has its own self-contained speakers. Kaffel reported that he was pleased with United's first month's selling. He noted that reel-to-reel merchandising is divided into directly stereo LP sales, while four-track cartridges are being bought by jazz and teen-oriented music devotees.

**Malynn Puts Accent On Lease in Release**

LOS ANGELES—Year-old Malynn Enterprises is a releasing company preferring to lease masters rather than produce them outright. Philippe Malynn's Guy Ward, by leasing masters the firm allows the buyer to control his identity through ownership of the product. Individuals feel they have their own record companies by retaining title to their products. Malynn's record releases have for five years and once has physical delivery of the masters, incurs all the promotion and advertising. Once the masters are leased, however, there are no penalties for return.

In the record business since 1946, Ward handles all his business with contracts. He says there is a lease program. The formed persons launching record operations for the first time who have never anything in writing and lose thousands because they haven't the foggiest idea about the business.

From his first year, the firm Music—Least masters ME has had public acceptance on three singles out of eight released. These hit singles included 'The Day the Leaves Turned Green' on the Money label. "Don't Wait Too Long" by Bettye Swann on Money and the current seller, "Hole in the Wall" by the Packers.

Pure Soul is a label owned by KGFJ disk jockey Nathaniel Mesta's office. Ronald "The Pack" Pickers (an instrumental group) for 40 sides. The group's first LP will be released in January.

Beside Pure Soul and Money, Ward's other labels are Cadillac, Highland, Kerwood and Malynn. He plans releasing a disk from the group by Randalia in the studio. A total of 14 records, including a record by the Rondavors, are available on the label.

Mesta claims he gets 60 masters a month to audition. His modus operandi is to seek advice on his masters from his distributors. By circulating the dubs and obtaining a consensus, Ward says it provides him with a good idea about the market for his product. Who knows how to pick a hit anyway?

Ward offers his distributors a "substantial discount" arrangement. The label asserts enables them to make a profit with his product. Among the outlets which have licensed Ward's masters, Mala in New York, Ward said are: J.M. Hanlon, Sal Amato, Vic Faraci, Mac McDermott, Dixie-Southland, Atlanta, Ward-Chicago, Chicago, New York City, John Hallocka, General, Baltimore, Harry Nathan, Oakland, Washington, Duluth, Philadelphia, Harry Finker, Herb Gordon; Merle Travis, Detroit, John Schlee, Gene Silverman; Essex, Newark, Joe Cohan and Fennway, Pittsburgh, Nick Cenei.

**Bradley Hospitalized**

NEW YORK—The popular and versatile Bradley, head of Decca's Nashville operation, was admitted to St. Thomas Hospital because of a perforated ulcer. He is expected to be back in his office this week (13).

**PERLE MESTA, Washington paper girl, was fired from her summer job to catch a recent concert of the New Orleans band, who have entertained at many of Miss Mesta's parties, including that of her President Johnson. She is with George Gruft, owner-manager of the Minstrels.**

**A&M to Blanket Europe**

HOLLYWOOD—A&M seeks to strengthen its release program in Europe by offering "继续ing" to the Continent. Pat Murphy, the label general manager Gil Francesi, president of A&M Records, noted that this is the first release program in Europe. The hot independent is working out arrangements to have LP programs distributed to European record companies by the end of the year. Gil Francesi and Pat Anderson, buyers for large record companies, were discussed by Pat Murphy during a recent three-week trip to the Continent.

The label is operated by Decca affiliates in Scandinavia, Holland, Germany, Belgium, and the United Kingdom. In the United Kingdom by Peto, France, by Patrice Marconi and in Italy, C. G. Oddi. Francesi said the foreign licensees acknowledge that the label's top attraction, the Tijuana Brass, has an international pys. Sony is reported as being interested in merchandising the "Tijuana Brass" after exploiting drive for the instrumentals in 1966. Francesi is acting as the main source of the Brass in Europe.

With most Europeans unfamiliar with Tijuana, Mexico, Francesi said there is no need to explain to the licensees that the Brass was actually a Los Angeles studio group.

Francesi believes A&M's potential in some countries has not even been tapped. He cited a recent Lucille Starr single, 'The French Song' as having sold 150,000 copies in Holland.

"For that market is 30,000 singles," he said.

**Venet Rolls With Rock Film**

HOLLYWOOD—Dick producer Nick Venet has completed two motion picture projects and has two more on the books as he expands into top dollar film territory.

Venet's recently completed film assignments are "Out of Sight" for Universal International and an 18-minute short, "Skater, Dater, " written by Verne Garrett and Leon Russell (Gary Lewis). Fred and Ginger, starring Snuffy Kay, is being a running score for the film. Venet is working with Al De Capone, who has written music for President Johnson. She is with George Gruft, owner-manager of the Minstrels. In an unusual move, he

**MARKING THE FIRST birthday of Metro Record Distributors, New York, an MGM Records-owned branch, were, from left: bv Stimler, director; Leonard Landers, manager; Mort Nasoff, president of MGM Records, and Tom White, director of administration.**

**Staraday Disk Club to Spread to Canada**

NASHVILLE—A Canadian branch of Staraday's Country Music Record Club has been blueprinted, following negotiations by President Don Pierce and his aide, Hal Neely, and Bob Des- ter, mail-order record specialist of Montreal. The operation will be known as the Country Music Record Club of Canada, Ltd., and will be apart from the latter's other record activities.

Desty is the largest mail-order record dealer in the Canadian branch of the club under way by the first of the year. The country music label, MCA, will handle the Canadian branch of the club, and will be apart from the latter's other record activities.

MCA will handle the Canadian branch of the club, and will be apart from the latter's other record activities.

Sparron Records of Canada, located in London, Ontario, is currently pressing and distributing the Canadian branch of the club, and will also supply product to the new club as well as to the Club of Canada, which handles many LP's and mail order, of which there are now being considered to expand the club under licensing and franchising arrangements into several foreign countries.
It's the hit track from "Beach Boys' Party"!

BARBARA ANN (from Beach Boys' Party) b/w Girl Don't Tell Me (from Summer Days & Summer Nights)

Stock up on the new single version of the track that's getting all the air-play! (DJs note: It's edited to a fast 2:05!)

THE BEACH BOYS
BARBARA ANN

And remember the big-profit gift album "Barbara Ann" comes from!
R&B Turning Nashville Into Triple-Threat Town

by Larry Finley

TIPS

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Complete list of tape cartridge prices at 2.98, $3.58, $4.98, 5.98 and up.

R&B Turning Nashville Into Triple-Threat Town

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DUNHILL

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IF YOU CAN BELIEVE YOUR EYES AND EARS

THE MAMA'S & THE PAPA'S

CALIFORNIA DREAMIN'

D-4020

EXCLUSIVELY DISTRIBUTED BY ABC-PARAMOUNT RECORDS, INC.
Currently have:
Four Albums on the charts
(including #1 Whipped Cream & Other Delights)
One Huge Single
Taste of Honey

They also have:
A brand new single

Zorba the Greek
B/W
Tijuana Taxi  A&M 787

We thought you should know about all this…
We've got another one of those wonderful-type hits that everybody can play and everybody will buy!

CALL ME
CHRIS MONTEZ
A&M 780

A&M RECORDS
656-5330
Dear Cousin Jack Jones;

You did a great job on my hits "THE RACE IS ON" and now "LOVE BUG". It looks as though my current release "TAKE ME" is going to be a pop hit.

George
Smith & Price Acquire Panner

*Continued from page 3*

The letter said a Friday night radio show at a Saturday night Renfro Valley Barn Dance and a Sunday Park show in Renfro Valley, beginning the spring of 1966, was contemplated. Also under consideration was a production of the "Sunday Morning at the Valley Gatherin'" letter said.

May Add New Talent
It said additional talent may be added to the present cast and crew Price and the Cherokee Cowboys may become regulars. The letter said the original concept of the Renfro Valley, which began 27 years ago, would remain unchanged but the scope of activities with the Smith enterprises would be enlarged.

The letter said "possible acquisition by the Smith enterprises of Renfro Valley properties is under consideration."

The Pamper staff at the luncheon, besides Smith and Packer, included: Hank Coffman, composer and artist; Hazel Jones, talent bureau manager; Wavland Stubbsfield, promoter; Ray Finneying, production-coordinator Dave White, booking agency; Chuck Howard, composer and artist; Don Rolf, composer and artist. Among those attending the luncheon were Frances Premkine, BMI vice-president, Bill Denby, president of Cedarwood Publishing Co., and president of Country Music Association, and Jw Walker, executive director of CMA.

Main Show Jan. 23

PITTSBURGH — Headliners for the Jan. 23 country music show by WEEP here will include Ferlin Husky, George Jones, Charlie Louvin, Lonnie Ramon, and Grandpa Jones. Previous shows, co-sponsored by Sonesed Events Inc., have been great station promotion, according to WEEP general manager, Art Gunther. Afternoon and evening shows Nov. 28 drew a total of 12,500.

Shirfin in London

LONDON — Jerry Shirfin, Cameo-Parkway sales manager, arrived here Saturday (11) for talks with Pye Records executives. Pye c.o. C.P. Williams, Pye's London distributor. While in Lon- don, Shirfin will meet with C.P. groups the Ivy League and the Sound of Orpheus.

Cameo-P'kway Goes From A Loss to Profit in Period

PHILADELPHIA — Cameo- Parkway Records has replaced Pitney at Shows

NASVILRE—An article in Billboard (11) stated Gene Pitney did not appear at shows promoted in Tennessee in November which resulted in $100,000 lawsuit against Pitney, Sonny and Cher and others. Pitney did appear. He is a defendant and because his company, Pittfield Music, Inc., was a party to the show contracts with the Williams Morris Agency, Sonny and Cher did not appear. Par Co Enter- prises of Nashville brought the suit here in Circuit Court.

the red ink with black under its new management. For the first six months of this year, the com- pany earned $87,381, compared with a loss of $103,478 for the comparable period a year ear- lier. A 7-cent-a-share dividend was paid for the first quarter of the year.

According to Phil Landwehr, managing director, the use of video tapes to promote artists, and the personal appearances of Dee Dee Sharpe, Bobby Sher- man and the Orioles have had much to do with the resurgence.

He also cited the close working relationship with Pye Rec- ords in England, the signing of several world-wide distribution deals with independent labels, and increased activity with indi- vidual producers and writers.
Cameras Set to Roll With Rolling Stones

NEW YORK — The Rolling Stones have begun their first feature film. The movie, which will start shooting this coming April, will be titled "Back, Behind and in Front."directed by Alex and Larry Leog Oldham, who will co-produce, will be in Nero's concert, April, will be the "Back, Behind and in Front." The story is about the Stones and the film will be narrated by Billie Jean King.

Based on an original story by Oldham, the film will be financed by British Decca with a budget of $1,250,000. Decca Ltd., which recently gave the group a five-year pact and a $3 million guarantee, signed the Stones to a five-year film pact calling for one picture a year and a total shooting budget in excess of $3 million. London

Hallyday Comes Through in Fine Form in Paris

PARIS — The general consensus was that Johnny Hallyday and his group will wind up the 11-day tour of the United States, the new French heartthrob.

Johnny Hallyday more than held his own in the competition.

Hallyday who, before he was a singer with the Rolling Stones, had made his reputation by whipping up frenetic demonstrations of his rock and roll act, had wornovic techniques of rock and roll music.

Hallyday's performance had been widely tipped to come unstuck before an audience woowed and won by the smooth, dreamy, romantic ballads of the sensationally successful Adano.

But Hallyday played it cool. He wore a sober tuxedo, warmed the audience with some of his old hits, and only towards the end shed his tie and jacket for a typical extrovertish concession to the hard-core fans who were incessantly demanding rock and roll and more rock.

Good support came from rock and roll vocal groups, the Beatles, from rockabilly specialists, Pierre Perrier and from the ex-Velvet Underground.

It was a big test for Hallyday, but inspiring.

Mike Hennessy

Remains: To Be Seen and Heard

NEW YORK—Epics Records this week (Nov. 30) at Trudie's in Hollywood, Ca., features rock 'n' roll singer Hallyday on the New York beat. The four-man group from Boston was great with the beat sound on stage and had the audience singing along with Hallyday as he took his turn at "Hang on Sloopy," "Rock Around the Clock," and other songs popular with the Continentals. The group's album is hitting the Top Five.

Moving once again to action, the group is now working on a more explosive and explosive "Get Off of My Cloud," showing equal polish and ability for the Continentals.

Remains' latest Epic disc is "I Can't Get Away From You." The group is working on a disc for the next five weeks.

Claude Hall

Having Famous Parent Not All Roses: Noel Harrison

NEW YORK — Climbing on the Billboard's "Hot 100" chart (Nov. 25) with his London single, "A Young Girl," Noel Harrison says that a famous parent (his dad, Red Harris son) despite the value of the information, does not make success twice as difficult for a performer. "The point is," he adds, "comes in with a preconception as to what parents expect you to be. Accepted on your own terms requires doubling the effort."

The single is Harrison's second release, an adaptation of the popular 1960s song, "A Young Girl," and "a sweet melody, he says, has seemed rapid and almost effortless. In person dates at San Francisco's Hungry i, Chicago's Mr. Kelly's and Chicago's Door are expected to have stimulated interest in Harrison as a salon attraction. Current meetings with the British rock world could see his name wrap up his first LP for the London label.

"It's not written for Harrison in a film deal. Both 20th Century-Fox and Columbia are interested, and for Fox he's co-starred with TAMMY GRIMES in a comedy TV pilot which is being considered for a series next season.

Photos

"Sweet Charity" Is Sweet Music to Philby's Ears

PHILADELPHIA—"Sweet Charity" opens tonight at the Academy of Music, musical, opened here last week (6) to unanimous raves.

The orchestra first album of the musical, which was written by Cy Coleman, is on the press and, according to Columbia Records after its Broadway opening, scheduled for Jan. 23 at the Prince of Wales Theatre in London. Goddard Lieberstein, Columbia's president, will produce the album.

Following is a capsule of the reviews from the three Phila delphia critic, Albert Schor on The Evening Bulletin: "At last, someone—a whole bunch of somebody—has put together a honey of a musical...." Henry T. Morduck of The Philadelphia Inquirer. "The show we have all been waiting for. Songs, dance and the funny story, the one with the lovely score, the one with the songs of humor." Jerry Gaggen of the Philadelphia Bulletin. "...musical that had songs that were hummable, dancing that related well and jokes that could be laughed at steadily.

The show stars Gwen Verdon. It was directed and choreographed by Bob Fosse, Fiyer, Carr & Harrin are the producers.

Signings

RCA Victor has signed Jef ferson Airplane, a San Francisco sextet singing in the folk-rock vein. The group has signed the veteran vocal group, The Flatters, and the newly formed band, the Bitter End Singers.

Jozanne Sommers, formerly with Warner Bros. Records, to Columbia... Al Hibbler signed to Roulette Records... Jerry Reidel of the Uni-ForFour to Columbia. ...Showed the Records, the pop subsidiary of Pickwick. International, signed folk-rock singer for the next two years, Brian, who is also a Zion, N.Y., 36 pt. 10233

Jams Carnegie Hall

JACQUES BRETL MAGNIFIQUE IN HIS AMERICAN DEBUT

NEW YORK—Jacques Breit, talented singer from Belgium, made his American debut in an evening at the magnificent Carnegie Hall Saturday night (Nov. 30). The composer-ex- lyricist, who has just finished taping "Hollywood A Go Go" for ABC Television networks, is also making his American debut and has been received impersonating the melody with his physical interpretation of his lyric material. With ex- pressive hands and a dancer's mobility, he emphasizes his lyrics by singing his songs in a unique style that reminds one of a dramatic, vocal and musical theater production.

Breit, who records for Barclay in Europe and is released on the RCA Victor label in the wide variety of his own material, from the romantic blues "Ne Me Quitte Pas" to the popular hit of the year "Day by Day," to the vocal song of old age, "Les Vieillards," and the classical concert piece "Au Clair de la Lune," which is the虾 of his material that is the heart of the European musical world.

On stage, his powerful voice de- serves the attention of sophisticated listeners. At the Royal Albert Hall, London, leads his group to thes.

As a young man, Breit was a student of singing. He also has the unique ability to inject dramatic intensity into a song, for a completely absorb- ing performance.

The concert, which was pro- duced by Peter Gold, grossed more than $11,000.

HERB WOOD

McKuen Clicks in Convincing Style

NEW YORK—Most of the songs presented by RCA Victor Records' Rod McKuen in his opening Wednesday night (8) here at the Bitter End were heard deadlift and beautifully in their original and unaltered style. Both as songwriter and artist, McKuen came across extremely well, his guitar and voice, both acoustic and convincing style. McKuen is an entertainer as well as a songwriter, guitar and his switch to a "protest" walk on a "she who walks the night who walks the night" was quite hilarious.

McKuen did not exhibit much vocal range, but what range he has, he used well, especially on "The Lord's Prayer," which he heard on the air, and on "Heaven is the Night," which he sang to the ladies, to the delight of the audience. McKuen's wide impression is that he is an "Easy Listening" type of singer, but to the convi- cting of the Bitter End for two weeks.

Also on the bill were the Wigs of 1666, a Mercury Rec- cords group, "Something Moving," their best effort.

CIPHAUDE
Epic gives the year a smash single send-off.

NANCY AMES
"Friends and Lovers Forever" 1967

STEFF
"Where Did She Go" 1970

BUDDY GRECO
"That Darn Cat" 1964

BOBBY VINTON
"Satin Pillows" 1969

THE REMAINS
"I Can't Get Away From You" 1972

THE GOLDBERG-MILLER BLUES BAND
"The Mother Song" 1963

EPIC Records
### TOP SELLERS IN TOP MARKETS

#### BALTIMORE

<table>
<thead>
<tr>
<th>Week</th>
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<td>1</td>
<td>&quot;I GOT YOU&quot;</td>
<td>James Brown, King</td>
<td>1023</td>
</tr>
<tr>
<td>2</td>
<td>&quot;AIN'T NO HUMP-THICK ALPERT &amp; FE TIPSE&quot;</td>
<td>Beatles</td>
<td>RCA</td>
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<tr>
<td>3</td>
<td>&quot;HEY, BABY&quot;</td>
<td>Five, Philles</td>
<td>1022</td>
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<tr>
<td>4</td>
<td>&quot;MAKE THE WORLD GO AROUND-Army, C&quot;</td>
<td>Beatles</td>
<td>RCA</td>
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<tr>
<td>5</td>
<td>&quot;REMEMBER THE TIME I TOLD YOU NOT TO CRY&quot;</td>
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<td>CLEVELAND</td>
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<td>LOS ANGELES</td>
<td>MIAMI</td>
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<td><strong>TOP 10</strong></td>
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<tr>
<td>1. <em>Turn! Turn! Turn!</em> by The Byrds, Columbia 4624</td>
<td>1. <em>Sundown</em> by Bobby Darin, Capitol 1344</td>
<td>1. <em>I Can Never Go Home Again</em> by The Righteous Brothers, Columbia 4624</td>
<td>1. <em>I'll Be Loving You Again</em> by Descant, Columbia 4624</td>
</tr>
</tbody>
</table>

December 18, 1965, BILLBOARD
How can the GENTRYS top a hit like "KEEP ON DANCING"?

WITH A HIT LIKE

SPREAD IT ON THICK

b/w BROWN PAPER SACK K-13432

ON MGM RECORDS, OF COURSE

MGM RECORDS is a division of Metro-Goldwyn-Mayer, Inc.
## Billboard Hot 100 for Week Ending December 18, 1965

<table>
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<th>Number</th>
<th>Title</th>
<th>Artist, Label &amp; Where</th>
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<tr>
<td>1</td>
<td>Turn! Turn! Turn!</td>
<td>Byrds, Columbia 4069</td>
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<td>2</td>
<td>Over and Over</td>
<td>Byrds, Columbia 4069</td>
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<td>3</td>
<td>I Got You (I Feel Good)</td>
<td>Martha &amp; Vinegar, Epic 4041</td>
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<td>Hang on</td>
<td>Commander, Tamla 1205</td>
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<td>I Hear a Symphony</td>
<td>Capitol, Capitol 555</td>
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<td>6</td>
<td>I Can Never Go Home Any More</td>
<td>Decca, Decca 3256</td>
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<td>7</td>
<td>Make the World Go Away</td>
<td>Columbia, Columbia 4069</td>
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<td>England Swing</td>
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<td>I Will</td>
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<td>11</td>
<td>Hang on Sloopy</td>
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<td>Ebb Tide</td>
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<td>13</td>
<td>A Taste of Honey</td>
<td>ABKCO, ABKCO 100</td>
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<td>3-1-2</td>
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<td>15</td>
<td>Sounds of Silence</td>
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<td>16</td>
<td>One Has My Name</td>
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<td>17</td>
<td>Sunday and Me</td>
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<td>18</td>
<td>Puppet on a String</td>
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<td>19</td>
<td>Rescue Me</td>
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<td>20</td>
<td>Flowers on the Wall</td>
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<td>21</td>
<td>Get Off of My Cloud</td>
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<td>22</td>
<td>Five O'Clock Away</td>
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<td>23</td>
<td>It's My Life</td>
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<td>24</td>
<td>I'm a Man</td>
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<td>Here It Comes Again</td>
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<td>Ain't That Peculiar</td>
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<td>28</td>
<td>Something About You</td>
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<td>29</td>
<td>You've Got to Hide Your Love Away</td>
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<tr>
<td>30</td>
<td>She's Just Like My Style</td>
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<tr>
<td>31</td>
<td>Run, Baby, Run</td>
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### Hot 100 A to Z (Publisher-License)

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<tbody>
<tr>
<td>My Love, You Love, We Love</td>
<td>J. P. Gottschalk, Green Grass Music (Green Grass)</td>
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<td>I'm Your Man</td>
<td>J. P. Gottschalk, Green Grass Music (Green Grass)</td>
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<td>Don't Make Me Cry You</td>
<td>J. P. Gottschalk, Green Grass Music (Green Grass)</td>
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<td>I'm Just a Dog</td>
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### Bubbling Under the Hot 100

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Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
COUNTRY SPOTLIGHTS

TOP 10—Predicted to reach the top 10 of the HOT COUNTRY SINGLES CHART

WAYLON JENNINGS—ANTIA, YOU'RE DREAMING (Parody-Irving, BMI)—As his hit "Stop the World" begins to drop on the chart, comes a powerful follow-up from the great Jennings and Don Bowman. Mexican flavored rhythm ballad is a beauty. Flip: "Look Into My Troubled" (Wilderness, BMI).

RCA Victor 8729

BILL ANDERSON AND IAN HOWARD—TIME OUT (Wilderness, BMI)—The combination of the two top stars and Harlan Howard ballad material proves a winner that will fast climb the chart. Well performed and produced. Flip: "I Know You're Married" (Lori, BMI).

Decca 31884

R&B SPOTLIGHTS

TOP 10—Predicted to reach the top 10 of the R&B HITS SINGLES CHART

LEO DORSEY—GET OUT OF MY LIFE, WOMAN (Mornault, BMI)—Wailing, pungent blues should rapidly find its way to the top of the chart. Much pop appeal as well. Flip: "So Long" (Mornault, BMI).

A.M. 945

SAM & BILL—FLY ME TO THE MOON (Almamare, BMI)—Better than the famous version, but still a terrific new soulful rendering with a powerbase arrangement that should spiral it up the chart in short order! Flip: "Treat Me Right" (And, BMI).

Jода 164

IKE & TINA TURNER—CAN'T CHANCE A BREAK-UP (Saugittarius Placid)—This blues-rocker with wailing vocal performances loaded with electrivity will prove a sales bonanza. Danceworthy flip: "Singer Lee and Eddy" (Saugittarius Placid).

B 113

DARROW FLETCHER—THE PAIN GETS A LITTLE DEEPR (Guskal & Muriel, BMI)—This one moves and grooves from start to finish and has the potential for a smash in both the R&B and pop markets. Exciting newcomer flip: "My Judgement Day" (Guskal & Muriel, BMI).

Groovy 3001

CHART

Top 10—Predicted to reach the R&B HITS SINGLES CHART

CARLA THOMAS—Comfort Me (East, BMI) STA 193
GENE GARNER—Stevie Lee (B&W, BMI) DCP 737
THE HARKINSONS—Stevie Lee (B&W, BMI) JORDAN 191
SUL STIRRUPS—Christmas Joy (Ac, BMI) CHECKER 5007
SELECTIVE'S—Lettie's Road (Redwood, BMI) UPTOWN 713
JOHNNY AND THE EXPRESSIONS—Something I Want To Tell You (Columbia, BMI)

THOMAS LUMLEY & THE MARATHAL & THE VESSELS—Walk Baby Walk (B&W, BMI) FIDELITY 1275
LORETTA WILKINS—Baby Cakes (Time-Temp, BMI) JOTI 417

Sundaes—Fong, Man, Oiu Mon (BMI) ALE 9027
JOHN SUTHERLAND—The Twelve Days of Christmas (Durango, BMI) LONDON 7027

MICHAEL—(Well) It's Time For You To See (Gordy, BMI) CORY 792
HARRY AND THE HANCOCKS—(Well) It's Time For You To See (Gordy, BMI) CORY 792

LON Aproduces—Maggie's Farm (Columbia, BMI) COLUMBIA 4542
BARRY GORDON—Let Me Tell You (BMI) UNITED ARTISTS 100
WILLIAM BERGER—(Life) It's Time For You To See (EMI, BMI) EMI 1979
SHARONEL—Baby Water (Motown, BMI)塔塔 133
PORTER—Baby's OK (Emi, BMI) TOWER 165
PORTER—Baby's OK (Emi, BMI) TOWER 165

MUSTACHE—We Ain't Gonna Tell You (Gordy, BMI) ASTRAL 3000

SUPERSTITION—What We Want (Time, BMI) JERRY 200

TERRY & MARSHA—It's A Possibility (Unidisc, BMI) JERRY 205

Copyrighted material

Decca 31884

December 18, 1965, BILLBOARD

www.americanradiohistory.com
the SMASH SINGLE follow-up to “I-2-3”

LIKE A BABY
by LEN BARRY

31889

A Madara-White Production

DECCA
We were planning our next release when the disc jockeys of the nation decided for us.

Over 500,000 sold in seven days

Released as a single by public demand

**AS TEARS GO BY**

45-9808

**THE ROLLING STONES**

from their hit album *december's children (and everybody's)*

produced by andrew loog oldham
Quincy at the Movies

A driving determination has led Quincy Jones from the trumpet section of Lionel Hampton's band to Mercury Records as a star performer, arrangement and producer and now into the arms of Hollywood's movie makers.

That Quincy's career has been marked with continuous success is public record. His latest involvement has that of writing serious film composer, puts him within reach of becoming the newest Mancini among new film scores. Jones' movie career, albeit short, has been unique in that he has landed top scoring assignments without interning among the wards of grade B and C films. "The Pawnbroker," "Mriage" and his newest, "The Slender Threat" are all top money assignments. This, get alone, Jones has spent four months in Hollywood working on films. His latest film expansion is in the television field, where his music is being scored to two pilots for ABC network.

Unquestionably Quincy's background has been heavily tied to jazz. Yet when asked recently what jazz techniques he used in scoring pictures he began with a start: "I don't want to refer to as a jazz composer." Jones believes that in films, being associated with jazz is a "bad habit." Knowing jazz styles can be a tremendous asset, he admits, but he has set out to put his jazz background behind him. The music has a limited scope when applied to full soundtracks. A good example is "Jazz won't bail you out of a picture," he asserted.

Quincy describes the aesthetic fun of working on a film score as playing with all the emotions, including death and sorrow. He says there's a newer breed of director today, who doesn't shock when he hears a far out piece of music," Director Sidney Pollack and producer Stevens Cohen of "The Slender Threat" are "two modern guys who are aware of all music and that's great." The directors in most cases also were aware of what's happening in music.

Starday Gives Maphis Build-Up

NASHVILLE—Starday Records' guitar artist Joe Maphis is getting a promotional build-up by Starday because of his appearance on "The Jimmy Dean Show" last week (10) and three more appearances this month (11, 24 and 31).

Jim Wilson, Starday sales manager, said in a letter to distributors: "Exposure on network TV, such as the popular Jimmy Dean Show, stimulates the sale of Joe's recordings and here we have the additional sales impact of four consecutive appearances." Maphis' latest album is "The Amazing Joe Maphis."

Dave Grusin, piano; Al Hendrickson, guitar; Vic Feldman, marimba; Lenny Wasserman, percussion, and Stan Levy, regulation drummer. After playing the orchestra, rescued the tune "Breeze." The composer has entered the recording studio, his major problems have been left behind. The greatest intense concentration to fit the music into the situations (death and sorrow department) have been left behind at the piano.

The recording session at a movie studio is unlike the phonograph record date. A normal record date involves the artists and two engineers maximum. A movie scoring date involves seven or eight technicians with such nomenclatures as sound mixer, mike man, recorder, dummy operator, projectionist, technician and projectionist, who rolls the film on a large screen behind the musicians. The musicians listen through earphones to a "click track" which leads out the tune. A certain number of discs per sequence assists in starting and stopping the musicians.

One other interesting facet of film versus sound engineer: the film people are years older than their record brethren.

On this date 28 musicians were used with 35 pieces of percussion lending their own distinct flavor to Quincy's remarkably piercing score. He had written 55 minutes of music for a story about suicide, so the music leaned toward the pathetic. Jazzmen on the date included Ray Triscari, trumpet; Bobby Bryant, flugel horn; Urbie Green, trombone; Red Callender, tuba; Paul Horn, saxophone; Jack Nimita, saxophone; Joe Mondragon, bass guitar;...
AVERY GOOD YEAR

HOT 100

ATTACK
THE TOYS
DYNVOICE-214

HARLEM NOCTURNE
THE VISCOUNTS
AMY-940

JENNY TAKE A RIDE
MITH RYDER AND THE DETROIT WHEELS
NEW VOICE-806

A TIME TO LOVE
LOU JOHNSON
BIGTOP-101

SANDY
RONNIE AND THE DAYTONAS
MALA-513

A LOVER'S CONCERTO
THE TOYS
DYNVOICE-209

BELL RECORDS, INC. • 1776 BROADWAY, NEW YORK, N.Y.
PARIS — The French Disk Academy named its winners for awards for 1965—the Grand Prix National du Disque, presented by the Minister of Culture in the Villa de Paris, for the world’s best phonograph recording. The year was awarded jointly to two recordings—Alban Berg’s “Wozzeck” and Wagner’s “Twilight of the Gods.” Miss Jeanne Moreau, the Vienna Philharmonic Orchestra conducted by Georg Solti (Decca), won the Grand Prix for Best Recording. Solti’s recording is a best seller throughout Europe. In addition to these awards, the French Disk Academy also honored the Minneapolis Symphony Orchestra; the Vienna Symphony Orchestra; and the Berlin Philharmonic Orchestra conducted by Herbert von Karajan, for their recordings of Henri Dutilleux’s “Second Symphony and the 3rd and 4th symphonies of Albert Roussel (Erato).” These records will be distributed to all French cultural institutions by the director of cultural affairs at the French Embassy.

Hans Diest WinK

In the jazz field the Earl Hines Disk will be awarded to Miss Colette: “Hello, Dolly!” following its opening in London (2), the musical seems assured of a long and successful run at the Drury Lane Theatre. Because records have anything to do with jazz, however, is in doubt. "Dolly" will go on forever.

Decca issues this week RCA Victor’s original London cast album recorded Dec. 5 by Hugh Mendel. EMI has issued a "Hello, Dolly!" album for Please series recorded by Norman Newell and featuring comedians Arthur Haynes and Roland Culver. Associated Recordings has prepared another version in both mono and stereo for a landmark for the company on the Society label. And on Combined Record Sales’ promotion features the Mike Sammes Singers and the London Variety Theater Orchestra.

The title song has been recorded and rushed out on Decca by the Bachehos. But the number has already been a hit here this year—London No. 1 in the singles chart in June at the same time that Frank Vaughan scored a more modest success.

S. R. Fest-Look Ahead

"DOLLY'S" MIXED REVIEWS DON'T DENT DISK OUTPUT

LONDON—Despite mixed reviews of the American musical, "Hello, Dolly!" following its opening in London (2), the musical seems assured of a long and successful run at the Drury Lane Theatre. Because records have anything to do with jazz, however, is in doubt. "Dolly" will go on forever.

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EMI Board Pays Respects To Electrola

COLOGNE—The board of directors of EMI Electrical and Musical Industries (EMI) has made a visit to EMIs’ German subsidiary, Electrola. Headed by Sir Joseph Lockwood, EMI chairman, the visitors met with leading figures from German cut-throat competition.

Electrola said the visit is in line with the EMI board’s policy of keeping in touch with its entire board to various EMI subsidiaries. Last year, the EMI board made a visit to Capitol Records in the US.

The board’s excursions are in recognition of sales made by EMI’s subsidiaries. During the visit, the board enjoyed a tour of Electrola’s factory.

MILLER Int'l Installs expensive LP Ad Barage in 15 Cities

HAMBURG — Miller International Schallplatten is on a king-size advertising campaign to promote its million dollar International European. In 15 major cities, the leading newspapers will carry a series of one-third and one-half-page ads pushing the firm’s Sommer und Europa best-selling albums. The ads are running the five-week period preceding Christmas. Miller ad budget for December alone exceeds $1.5 million ($250,000).

Somerset retails at D.M. 9.80 ($3.20) while the Europe label sells at $1.76. Miller is the American distributor of Miller International Schallplatten. According to Miller, 40 million copies are sold in the US, at least 60 percent of the total business in the US, and 40 percent at 15 percent of the total LP volume, excluding record club and premium pack.

Ships Via Freight

The Hamburg pressing plant is presently so taxed that in the past, shipments have been handled in Hanover. N.H., to ship via Freight for 700,000 LP’s in jackets to meet the demands of the overseas market.

In Germany, Miller’s own pressing plant, the firm maintains a permanent recording studio in Munich, Hanover, where Miller records the 101 Strings for Summit and Summit will return there for their newly acquired catalogue. The two catalogues are a combination of the Miller International Universal U.S. catalogues that were recently acquired by Al Sherman’s Music Co., and the remaining are all German artists recorded in West Germany. The U.S. catalogue is on a U.S. independent label with Miller, Germany. The German firm has over 60 new LP’s in various stages of production for release in 1966. Fifty of these will feature German artists and original German titles will be cullled from U.S. Budget Sound catalog. New release production and recording are under the direction of Dr. Eric Berman and Dr. Wilhelm Wilhelmi.

Miller projects a unit volume in German for 1966 of over 3 million LP’s with a factory turnover of $12 million in the German markets or $3 million U.S. dollar volume.

Marilyn Lane Says

Western Songs Embroider "The East Berlin Curtain"

By JIMMY JUNGERMAN

Marilyn Lane is coming from West Berlin to East Berlin are often surprised to hear they are the same place. In West Berlin there is U.S. singer Marilyn Lane arrived here from Boston for a short stop. She arrived from a six-month tour of East Germany, and is planning another six months in January.

Marilyn Lane started an opera career in West Berlin, singing anything from pop and jazz to Beethoven repertoire. Said she. “I came to East Berlin to find out whether there is a little square there, but they like the raw bell and insist on traditional rhythm of Western songs. George Gerwins ‘Summerings’ of songs and ‘Pink Panthers’ the Beatles
IN THE SINGLES RACE OF 1966
KEEP AN EYE, EAR AND
TRAFFIC COUNT ON...

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KEITH ALLISON
THE GIRL CAN'T HELP IT / SWEET LITTLE ROCK 'N ROLLER

ANOTHER SINGLES WINNER FROM

WARNER BROS. RECORDS

www.americanradiohistory.com
W. Germany Is Heading for Peak Disk Sales Year; See 15% Gain

German radio networks are expanding programming on FM channels, and the bulk of this programming will be music. Moreover, a sharp rise in stereophonic music transmissions are planned for 1966. As television expands in Germany through additional networks and stations, the radio networks are putting increased emphasis on music.

1966 is expected to boom the tape recording of music, which now becomes licit under terms of the new copyright law. Record manufacturers will pay lump-sum royalties on each record marketed, this royalty to entitle the purchaser to tape record music without restriction.

Firms Fear

The disk firms fear that as music tapping is popularized, disk sales will suffer proportionately. More and more, the tendency is to tape record singles on a hobby and group-entertainment basis. Tape virtuosos then scramble the tapes into their own "original" arrangements and "do-it-yourself" compositions.

Taping is one argument for the sharply increased emphasis which major German disk firms are placing on classical music, which is less attractive to tape than singles. Research shows that there is a far less inclination to tape classical LP's than pop singles or even pop LP's.

In any event, no German disk company is taking further gains in 1966 for granted. Classical music seems to offer the most promising areas for sales expansion. The record industry generally gives signs of approaching the saturation stage, and some disk firm experts credit the gains in 1965 mainly to bad summer weather which kept the German indoors—and playing records.

Stones' Cloud' Shines in Poll

HAMBURG—Deutsche Grammophon, renowned for its classical repertory, will distribute beat product under an agreement with the Hit House label.

The agreement gives Grammophon exclusive rights to the Hit House repertoire. Peter Neumann, the proprietor of Hit House, says his disk firm aims at being a vehicle for the development of new beat talent.

Hit House's first release under the Grammophon agreement will be "Johnny Deen and the Deacons in "It's Alright" and "Shogun."

Hit House has played host to the Ink's, the Deep Jays, the Sharmrocks, the Hollies, and Wayne Fontana.

A" Said the Hit House official, "It's a natural link-up between the popular and long-haired music classes and long-haired beat musicians. The hair is the tie that binds."

The Hit House spokesman denied reports, however, that Grammophon's Karl Bohren would be a "guest director" at Hit House. "There is nothing in the agreement about an exchange of talent between the classical and beat repertories," he said. "The agreement covers only distribution. There is no chance of our going 'square.'"

French Words for Streisand Disk

PARIS—French lyric writer Michel Jourdain of Les Nouvelles Editions Eddie Barclay has supplied the French lyrics for Barbra Streisand's German version of "The Way We Were." The song, a French original written by Jo Baselli and Armand Canfora, was called "C'est Rien" in French, and will also be recorded by Miss Streisand in Spanish, Italian and German.

The Streisand recording represents a noteworthy achievement for Jourdain who has also made good impression with his lyrics for the latest Marie Laforet album..."The Way We Were" will be covered by Armand Canfora, plus "Non T'Aime" with music by Armand Canfora and "La Plaine Magique" with music by G. Milchberg.

Now on ATLANITC The Great EDDIE HARRIS

Now on Atlantic, The Great Eddie Harris is breaking out his chart record "Stones' Cloud" which has moved into pole position on the National Top 40 chart. "Stones' Cloud" is a hit record by the Canadian group "The Rolling Stones" and has become a favorite on all the radio stations across the country. Eddie Harris has been a popular recording artist in Canada for many years, and is now making his mark on the U.S. market with his unique talent and musical style.

DGG's New Longhair Move

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Danish sales have hit a remarkable 9.5 per cent increase in dollar sales for the Jan.-Sept. period over the same period last year. Total sales to Sept. 30, 1965, are 26 at the Amberg. Guest star of the evening was Gerhard Jourdan who was very popular several years ago, but proved that she still can sing and is as popular now as then.

Winner of the final was Louise Neefs with "Wat Een Leven" (What a Life). A woman half of the first and "Stones' Cloud" with "Wat Een Leven" (What a Life), composed by Rosco Granata and Phil Van Caneghem, followed by Jimmy Frey with "I'm Nothing" (Nouvelles Editions Eddie Barclay). "Stones' Cloud" was awarded to Ana for "Zig Zabul" (See Zanbari), an Yvon Berger-Enns song composition.

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"Mr. Fellini has reared back and truly passed a cinematographic miracle. A brilliant Nino Rota score, which blends the spirit of the circus and sadness with electronic style and taste."

NEW YORK TIMES—BOSLEY CROWTHER

"Mr. Forbes, in 'King Rat' has not yielded an artistic inch or obeyed a commercial rule and has made an unusual and stunning film."

LIFE MAGAZINE—MAURICE RAPP

"A massive achievement!"

WORLD TELEGRAM—ALTON COOK

"A spectacular, masterful, colorful spellbinder. Should rank for years as the best picture of its kind."

CUE MAGAZINE

1290 Avenue of the Americas New York, N.Y. 10016
MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Up to now the total record sales for the Dutch Yule tune, "Het is voor ons een Sterke Jongen," in one year, I.P. sales are more than doubled. Only a few days after the German Yule tune, "Een Kerstboom," was released in the Netherlands, the new I.P. was already a smash hit. The song was first recorded by Arion L.P. release by Negram of Amsterdam. However, as a result of the broadcast by CBBC, "Here We Come A-Caroling," on the BBC, another Dutch Christmas song, "Prestige" by On Pye Negram, "A Christmas Carol," is drawing a large audience. About Christmas several movies will be premiered in Amsterdam.

BRAZIL

The debut of a new singer, Terezinha from the Southern States, with the LP "Set in Luxembourg," three Italian songs, "Yule Tune," "I'm Sure" and "Merry Christmas," has been released by the London-based label, Polydor. The LP features performances by Terezinha, a Brazilian singer, and her Yuletide operetta, "The Three Wise Men." The LP is available at all major record stores in London.

LONDON

Freddie and the Dreamers have been signed by a U.S. T.V. music producer who will network the A&O music company in Britain, two in Paris, two in Rome, and two in Brussels. The Dreamers were signed by A&M Records for a series of Christmas singles, "All Over" by Barry and Paul McCartney, "Universal Soldier," and "A Christmas Carol" by Paul McCartney. The LP features performances by Barry, Paul McCartney, and their associates, including "The Three Wise Men," a song written by David Bowie. The Dreamers have also recorded a new Christmas single, "Jingle Bells," which will be released by A&M Records in the U.S. and Canada.

HAMBURG

Three Phillips artists have been named "Best Singers of 1965" in a poll conducted by the Hamburg music trade magazine, Der Musik-Markt. The three artists are (from left to right) Peter, a former member of the Dave Clark Five, and singer-songwriter Leo Banz, who was picked as the best female singer, and Driverman, a Winter Street artist. The poll was conducted in conjunction with the Hamburg International Music Fair, which takes place this week.

MUNICH

Truman star Duke Goykovich recorded a concert version of "Yesterday" for EMI records. On October 12, a concert was held at the Munich Philharmonic, with special appearances by Duke Ellington, Count Basie, and Ella Fitzgerald. The concert was broadcast on German television, and a LP of the concert will be released by EMI in the near future.

PARIS

The Art Synoms Trio with Gil Evans and Charles Mungo, a professional group, will make an appearance at the opening of the Paris Opéra with a concert tour in Europe. The trio, which includes Gil Evans on trumpet, a New York promoter, has been signed by Capitol Records for a series of European tours.

SYDNEY

The first Australian LP to be released in Australia is "The Best of the Beatles," a compilation of their most popular songs. The LP, which features performances by Paul McCartney, John Lennon, and Ringo Starr, has been released by Parlophone Records in Australia.

RIO DE JANEIRO

The first Brazilian LP to be released in Brazil is "The Best of the Beatles," a compilation of their most popular songs. The LP, which features performances by Paul McCartney, John Lennon, and Ringo Starr, has been released by Parlophone Records in Brazil.

OSLO

 Septima, a subsidiary of Polar Music which is owned by Sweden and Norway, has been formed in Sweden. Septima is a unit of the Polar Music group in Norway, and in Sweden. The LPs feature performances by artists such as Abba, Toto, and ABBA. The company has ordered double shipments on the basis of the success of the Norway hit "Yes-Yes."
THE STORY OF THE RECORD
THAT JUST WON'T QUIT!

A fantastic international song hit that has sold to date an amazing 3,500,000 singles from Australia to Zanzibar, "Il Silenzio" is the talk of the record industry all over the world. It is currently the #3 record in Denmark and #8 on the charts in Australia. "Il Silenzio" first invaded the U.S. by way of Atlanta in August... then caught on in Detroit in September where it became #1 in sales and airplay by October. Cleveland discovered "Il Silenzio" in early November and Chicago was the next city to jump on the bandwagon. At the present time, "Il Silenzio" is still going like wildfire in the Windy City and there appears to be no letup in sight for its tremendous success. All indications are that "Il Silenzio"—the record that just won't quit—will be around for a long, long time to come!

"IL SILENZIO"
NINI ROSSO
ON COLUMBIA RECORDS

©COLUMBIA RECORDS PRINTED IN U.S.A.
**MAGNIFICENT MONTAGE THE PACKERS**

("Hole in The Wall")

**MALYNN ENTERPRISES, INC.**

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Pure Soul LP #1001 STEREO & MONO ALREADY A HIT ON ADVANCE ORDERS ALONE!**

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**MUSIC CAPITALS OF THE WORLD**

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**INTERNATIONAL NEWS REPORTS**

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**DONOVAN MGR.: THERE’S NO MOST IN DONOVAN’S FUTURE**

**HOLLYWOOD—** There is no doubt that Donovan, British folk singer Donavan to work with producer Mickie Most, claimed the singer’s business manager Ashley Kozaksa here last week. Kozaksa reluffed all claims made by American manager Allan Klein that Donovan and Mont were to work together in the future.

Since Donovan is in dispute with his previous manager, Peter Eden and Geoff Stephens, "Klein is not in a position to make any deals," Kozaksa said. Klein was quoted as saying that he was unable to arrange for the two principals.

Kozaksa claims that Donovan wrote the managers were eliminating the contract which he is willing to submit to Mr. Donovan on Nov. 26. Stopped Donovan with a work injenion in London, Kozaksa said. On Monday (29) the prohibitive request was denied. The singer’s finances are being held up pending legal action on the dispute. Donovan emerged as a British star last February and was with the two managers approximately eight months.

He was in Hollywood to film a performance for a teen-age movie last week. Before the filming, Kozaksa told Billboard he met with Klein in London on Nov. 25, at which time Klein offered him a deal. "I told him I was not in any position to accept any offers now but to put the deal in writing," Kozaksa related.

---

**TV Films on Classical Music**

**VIENNA—** Four films for TV on classical music have been prepared by Austrian singing groups in Salzburg and St. Florian. Two, under the direction of Jorn Thiell, are on the theme of "The Frieal of Salzburg" interpreted by Franz Tetta, the Schulzaith Burg, Kurt Eupilius and Annheic Hueck with 14th century musicians. Another, "Mozart and the Flute" was directed by Wolfgang von Karajan and conducted by him. Fourth, made in St. Florian, filmed the "Aldorfier Pasion" and other organ monologues directed by Hans Shaefer at the Carque Church of the ancient monastery.

In addition to the religious music, Herbert von Karajan is directing nine TV films for Compostel at the Vienna Rosenburg-Peters. Film direction will be Franz’s Henri-Georgiou Clouzot.

---

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**“Picked for the Top Ten! LIP AND BARRY”**

**SOFT 983**

---

**CAMERON DEWAR**

December 18, 1965. BILLBOARD
NEW ON HIBACK RECORDS

PEGI BOUCHER

Christmas Tree Heaven
and
The Christmas Clock

Visit "Christmas Tree Heaven" at the top of the tram in Palm Springs, California

To Order HIBACK Records Contact The Distributor In Your Area.

ATLANTA - Godwin Distributing Co.
Baltimore - Musical Sales Co. Inc.
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Charlotte - Mangold Distributing Co.
Chicago - MS Distributing Co.
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Cleveland - Cleve-Disc Distributing, Inc.
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Denver - Davis Sales

Detroit - Jay Kay Distributors
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Nashville - Southern Record Distributors Inc.

New Orleans - Delta Record Distributors Co.
New York - States Record Distributing Corp.
Newark - Essex Record Distributors, Inc.
Philadelphia - Marnel Distributing Co., Inc.
Phoenix - Arizona M. B. Krupp
Pittsburgh - Hamburg Bros. Inc.
St. Louis - Roberts Record Distributing
San Francisco - Stone Distributing, Inc.
Seattle - Craig Corp.
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**BRITAIN**

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**FRANCE**

- *Debut local origin*

**GERMANY**

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**NEW ZEALAND**

- *Debut local origin*

**NORWAY**

- *Debut local origin*

**PHILIPPINES**

- *Debut local origin*

**PORTUGAL**

- *Debut local origin*

**SINGAPORE**

- *Debut local origin*

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**December 18, 1965, BILLBOARD**

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[www.americanradiohistory.com](http://www.americanradiohistory.com)
NEW YORK — Beethoven, Mozart, Tchaikovsky, Brahms, and others have performed the best-loved, best-recorded pre-1900 compositions. The record companies, in turn, have staged their own performances of the great musicians, and some of these performances have been recorded for posterity.

The most performed, living, and classical of all music is the symphony, which has a long history of being recorded. In the United States, the symphony is the basis of concert and opera performances, and it has been a staple of classical music radio stations and other performance media.

The number of performances of symphonies has been growing steadily over the past few decades, with an increasing number of recordings being made each year. The most popular symphonies are those of Beethoven, Mozart, and Tchaikovsky, who are represented by their symphonies Nos. 1, 3, 5, and 6.

In recent years, the number of performances of symphonies has increased significantly, with the introduction of new and unusual works by contemporary composers. The symphony remains a staple of classical music performances, and it is likely to continue to be so in the future.

The symphony is a cornerstone of classical music, and it is important for audiences to be exposed to it in order to appreciate and understand the music of other composers. The symphony is a complex and challenging piece of music, but it is also a rewarding and rewarding experience for those who take the time to listen to it.

In conclusion, the symphony is a cornerstone of classical music, and it is important for audiences to be exposed to it in order to appreciate and understand the music of other composers. The symphony is a complex and challenging piece of music, but it is also a rewarding and rewarding experience for those who take the time to listen to it.

For further reading, you can visit the website of the American Federation of Musicians, which has a wealth of information on classical music, including a database of symphonies and other classical compositions.
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Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
The Byrds return with a fabulous follow-up to their phenomenal "Mr. Tambourine Man" album—a solid smash on the charts 26 weeks!

ON COLUMBIA RECORDS
CLAUDE KING has a hit!

"LITTLE BUDDY"

(Columbia 43416)

A Dealer's Dream! Claude's Latest Album "TIGER WOMAN" (Col. CL 2415/CS 9215)
"GIDDYUP GO"

Truck Driving Weeper Scores for Red Sovine

By ELTON WISENHEIM

NASHVILLE—Red Sovine is riding high with the most successful hit he has had in almost 20 years of recording. "Giddyup Go," new and unique combination of a truck-driving weeper, has sold over 300,000 copies.

While truck-driving songs have picked up great momentum in 1965 as a popular theme for country music, this is the first that has worked in parables and drama.

The text-keeper, which has been raising the 11-year-old son of his truck, sees another trucker as "Giddyup Go" painted on it. He finds the driver is his son.

The disk was released in late October and has been the subject of a big promotion by Starland. One of the drum-beaters was the names of the top truckers stickers to truck drivers who called in to DJ's in large markets. The stickers read, "Giddyup Go, Red Sovine, Starland Records." Hal Neely, Starland general manager, said last week 3,000 stickers had been mailed.

Except for two top hits, Sovine has had only moderate success with past records. A 1965 duet with Webb Pierce on Decca. "Who, Baby. Why." (Continued on page 52)

Country Music Breaks the Ice

CHARLESWORTH, W. Va.—Radio Station WGCW, with a recently adopted all-country format, has broken through previous advertiser resistance and is showing a steady increase, according to local reports.

Clint said there were three rock 'n' roll stations in Charleston, including one which is all-country, and has been No. 1 since 1961, "but regardless of a station's rating, it's very big for the kids to find a rock station and be very hard to sell." Clint said WGCW began programming nine hours of country music on Mon. from 6 a.m. to 9 p.m., and because of the "thousands of requests received from listeners," it was decided the station would go all-country 24 hours a day.

"Since then," Clint said, "the advertisers have given us entirely different reactions. They generally seem to enjoy country music, unlike other. As a result, the station's income is steadily increasing."

Clint requests country product. Address: WGCW, Record Librarian, 33 Capitol City Building, Charleston, W. Va.

The #1 Answer to a #1 Record

KITT HAWKINS

"GOOD BYE VIET NAM"

(Grave 1951)

DJ Copies Available:

CAPA RECORDS
501 S. Government St., Mobile, Ala.

December 18, 1965, BILLBOARD
Young & Kern
Buy WHSO

NASHVILLE — Cal Young, Nashville radio station owner, has become the majority owner of his fourth country music station last week with approval of the sale of WHSO, New Orleans 1,000-watt, to American Broadcasting Corp. of Tennessee for $200,000.

Young owns 75 per cent of the stock in the corporation. The rest is owned by Donald Kern, general manager of WENO, Nashville, full-time country music station.

JONES-PITNEY TOUR SET BY JIMMIE KLEIN

NASHVILLE — George Jones and Gene Pitney will headline a tour of Southern and Western States from March 1-15, being booked by agent Jimmie Klein, Vidor, Tex. Klein said Connie Smith and other artists, including pop acts, will be on the various parts of the tour. Klein said he had also booked Miss Smith, Feb. 11-20, for the San Antonio Livestock Show.

A sensational sound to spice up your sales!

JOE SHERMAN AND THE ARENA BRASS

"FEELING GOOD"
c/w "HEARTBEAT"
5-9877
COUNTRY SPECIAL MERIT PICKS
LARRY RICHARDSON & RED BARKER
Country 702 (Mo. -Nashville)
This group has a great bluegrass sound and a talent for writing original material. Richardson, a former bank teller, is a fine singer.

FOLK SPECIAL MERIT PICKS
BERNHARDT KOMPостEN STERNEN EGGENER WEIER II
Telefunken HT 34 (M)
This will be a big hit with all fans of folk music. It features two of the most talented and popular folk artists of today, as well as some classic material from the past.

POPC SPECIAL MERIT PICKS
INTRODUCING BOB BRAUN
Audio Fidelity ARPL 514 (M)
This mixture of pop and country has worked effectively for Bob Braun on two single sides, "Sweet Violet" and "I'll Tarry To Ut Post." The former is included here as is his current "rhythm maker," "Shadowes," which will help the sales and spinning appeal.

See Album Reviews On Back Cover

December 18, 1965, BILLBOARD

SOFTLY AS A SUMMER BREEZE

JAMES BROWN & THE FORCE
AGENT 006.95

ARMS OF THE FOREST
EGGERS CLP 495 (Mo.) CLPS 495

NEW ACTION LPS

DUAN AND HIS MUSIC
Frank Sinatra, Reprise F 1015 (Mo.) FS 1015 (S)

ONE HAS MY NAME
Barry Young, Del LP 2672 (Mo.) LP 25672 (S)

WHERE DOES LOVE GO
Charles Seaton, Valley VA 1001 (Mo.) VS 3001 (S)

THE PRIME OF MY LIFE
Ed Kufarek, Monument M 342 (Mo.) SG 342 (S)

THEIR SECOND ALBUM
Sum the Shells & the Sharks, MGM E 4314 (Mo.) SE 4314 (S)

THE COUNTRY KID
Soundtrack, AMG E 4313 (Mo.) SE 4313 (S)

The film's sale of music is important and your potential buyers may not have seen the film. It is recommended that you show it in cheap houses where it is not being exhibited.

THE CINNABAR KID
Larry Cook, MGP 1015 (Mo.) MGP 1015 (S)

THE HONEST MUSICIAN
Carmen Kaina, Reprise P 1293 (Mo.) VS 1293 (S)

THE MISERY TURNER SHOWN
Johnny Mathis, Reprise P 1289 (Mo.) VS 1289 (S)

AMANDA DANCE
Avril Lavigne, Reprise P 1293 (Mo.) VS 1293 (S)

HAPPY MELODIES
Clare Brown, Warner Bros. S 478 (Mo.) S 478 (S)

NORTHERN DANCE
Bobby Lash, Polydor 533 475 (Mo.) 533 475 (S)

CLASSICAL
ST. THOMAS AFTER DARK
Birr La Mora, Westwood ME 1096 (Mo.)

TUTTIQUO ROCCO
4TH PIECE FOR CLAVEDR & PIANO
Various Artists, L'Ostia Lyr Eve 701 (Mo.)

VIRGINIO VOLPE:
SONATAS FOR CELLO & PIANO VOL. 2
Various Artists, L'Aquila Lyr Eve 702 (Mo.)

BEETHOVEN:
SONATAS FOR CELLO & PIANO
Various Artists, L'Aquila Lyr Eve 703 (Mo.)

ELISABETH TAUER:
SEQUEL TO 29 BERG PIECES FOR CLARINET & PIANO
Various Artists, L'Ostia Lyr Eve 704 (Mo.)

BEETHOVEN:
SONATAS FOR PIANO & HORN
Various Artists,mg Lyr Eve 705 (Mo.)

SCHUBERT:
SONATA OP. 190
Various Artists, L'Ostia Lyr Eve 706 (Mo.)

RACHMANINOFF:
SONATAS FOR PIANO & STRING BAND
Various Artists, mg Lyr Eve 707 (Mo.)

PRADEL:
SCHUMANN:
SONATA NO. 2 FOR PIANO & STRING BAND
Various Artists, L'Ostia Lyr Eve 708 (Mo.)

FOLK
THE DUBLINERS IN CONCERT
Vanguard VS 1187 (Mo.) VS 1187 (S)

LAMAK CLANCY
Vanguard VS 1190 (Mo.) VS 1190 (S)

SOMETHING NEW IN HARMONY
Verse Railways TV 1293 (Mo.) VS 1293 (S)

GREENFIELDS AND OTHER FAVORITES
British Isles Records J. W. 1293 (Mo.) VS 1293 (S)

RELIGIOUS
IN THE PALACE OF THE KING
Stanhoff Carlisle, Vanguard VS 1190 (Mo.) VS 1190 (S)

INTERNATIONAL
AL OUID/INSTRUMENTAL AND VOCAL MUSIC:
Ralph Brown, EMI 1293 (Mo.) VS 1293 (S)

VERLIEHT, VERLOST/VERVORST
Various Artists, Polydor 1414 (Mo.) 1414 (S)

DOLORES VARGAS
Various Artists, Polydor 1414 (Mo.) 1414 (S)

FOR YOU, ALBERT:
Youre my special, Polydor 1061 (Mo.) 1061 (S)

ITALIAN NATIONAL
PASSO FROM PORTUGAL:
German Reprise, Polydor 1414 (Mo.) 1414 (S)

Young & Kern
- Continued from page 44
- Young was one of the most successful and popular country music artists of the early 1960s, and his records were widely played on both AM and FM radio stations.

NARAS Awards
- Continued from page 44
- The National Association of Recording Artists and Singers (NARAS) is a professional organization that represents recording artists and songwriters.

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NEW ALBUM RELEASES

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

AMCO
JACKIE IVORY—Soul Discovery, 178, DO 178
LOUIS RAMIREZ & HIS ORG—Latin Air 96 Air 179, DO 179

ATLANTIC
The Fantastics—Jesus Mary DOUG ACTON 1947, DO 1947
EDDIE HARRIS—Eddie Blues; 3001, DO 3001
RUFUS HARRIS—The Lonesome Sound, 1448, DO 1448
Aladdy Higginson—A Touch, 1440, DO 1440

HOUR PULSE
GILI NOV HELL & THE TREMENDILS; APOL 6151

THE BACH BULL
RUTGER CONCERT—Christmas Carol & Maxims of Modern Europe, RG 680, RG 680

REATON
CRANDALL & CHARLES—Don't Knock It 'Til You Try It; LP 309

CANADA
COURTIER—Sing Unto the Lord; CA 463 LP

COLUMBIA
SUJAN EDDY—Don't Believe ME; CP 494, SC 494

DEUTSCHE GRAMMOPHON
EACH-Violinconcert Andor Mr. Und Mr. 2-Record Outkas; DL 601999
bach & BRANCUSIUC CONCERT—Barbi PHILMANT (Mirel Kant; Mirel 189778
ROBERTSON—Do Pasoi—Vol. E Lars Ortega Musicale France; (Paris); 189817/22
SYLVAN LEONE—Hugo Wolf; Michael Lieder; LP 130390
MALTZ—DIVERTIMENTI SERENATA SOUTHERN—PASTORAL Strings, Lute; LE 110400
STAVROULIS REICHENBERG; LP 120150

DISNEYLAND
HAWKINS BOYS CHORUS—It's a Small World; DL 1933

DOOT
PAT BOONE Songs—In the Name of the Reader's Digest; DL 38487, LDP 38487, LP 38487

EMAHAR
the MUECK TURNER Show; LP 12040

Hawleydale—Run, Baby Run, LP 136, LPS 125

IMPERIAL
MEL CATER—(All of a Suddenly) My Heart Songs; LP 13000, LP 13000

LONDON
ARASI: LE PLEAS & QUATRE—London Symphony Orch; GS 4464
BEETHOVEN: COMPLETE PIANO WORKS VOL. 4—Julian Karcher; GS 4462
BRUCKNER: SYMPHONY NO. 9 IN D MINOR—Jubilee Society; GS 4462
CHABRIER: ORCHESTRAL MUSIC—Eugene Ansermet; GS 4462, GS 4468
EDWARD: CORRETTI—Corrado Gavotti; GS 4465
HOLST: COMPLETE DANCES & Marches; Vincenzo Bartolomeo—(Vienna); CL 4462
HILLISON: Songs of Scandinavia; GS 4462

PUBLICITY, SHANE LAKE & SLEEPING BEAUTY SUITES—Vienna Philharmonic Orch; (Van Kanne); CD 4462, GS 4462
VIOLIN CONCERTO NO. 9 IN A MINOR—Joseph Previn/Pans L'Artiste; CD 4462, GS 4462
HARLEY QUARTET—Walker Quartet; CD 4462, GS 4462

OLD TOWN
In a Mood—Hilary ARTHUR PEETSON; LP 1010

PANAMER
the Soul of Sacred Orchestral; LP 1207, LP 1207

PRISM
THE PERTHES; PR 7101S, PT 1502A

QVADRO
CHARLIE BYRD WITH VOICES—(Vol. 4); LP 9107
JOHNNY LITTLE—The Village Caller; LP 9107
STAPLES SINGERS—This Little Light of Mine; LP 1925

SOCIFF FRANCAIS DE SON (LONDON IMPORT)
RICK CHOPRAIN 4TH CONCERT TOTAL FOR PFLAUM & FOUNDATION BASE—J. F. HARVEY; LP 9107, LP 9107

THEO
JOE PRENT—Prettin; PHI 185, SLP 185

HOGARTH: EIGHT MASTERPIECES OF SACRED MUSIC—Choir of the Strasbourg Cathedral/Choir of Radio Strasbourg; LP 1548B

HOBART: EIGHT MASTERPIECES OF SACRED MUSIC—Choir of the Strasbourg Cathedral/Choir of Radio Strasbourg; LP 1548B

KAPPE: CHRISTMAS CAROLS; LP 4900

LITTLE TOWN
SHARPE SINGERS—This Little Light of Mine; LP 1925

VARIOUS ARTISTS—Yeshiva American Song For the Jet Set; 1 911

(Continued on page 52)

"Gassers!"

Recovery
Fontella Bass
Chester 1123

Your People
Little Milton
Chester 1124

Because I Love You
Billy Stewart
Chess 1948

Christmas Joy
I Know I'll Be Free
Soul Stirrers
Chester 2007

Decembe 18, 1965, BILLBOARD
Dot
RECORDS

Proudly Presents

the

Biggest Song of the Year!

"Michelle"

b/w

"Elaine"

#16809

Billy Vaughn

His Orchestra and Chorus

"The Nation's Best-Selling Records"
WELCOME TO NEW YORK UNIVERSITY FROM WNYU-FM

MGM VERVE RECORDS

as part of a continuous campaign to promote both artists and their records on the nation's campuses, recently hosted a banner at Loeb Student Center of New York University in New York. The center's cafeteria feeds some 2,000 students a day and, above, the campus radio station, WNYU-FM, is broadcasting live from the center.

WDOK Changes AM Letters, Format

CLEVELAND—WDOK-AM-FM launched a new Easy Listening format Saturday (11) on its AM operation and changed the AM call letters to WIXY. FM will retain the call letters of WDOK-FM, with separate programming in stereo 24 hours a day.

CHUM TALENT CONTEST HELD

TORONTO—The seventh annual talent concert of CHUM radio was held Tuesday night (22) here before more than 1,000. The concert featured 12 of the aspiring talent discovered through the station's weekly opportunity program, "Talent in Toronto" heard Sundays at 11 p.m. The station used a full-scale orchestra for the contest and provided scoring and arranging for all material. Winners were Perry Machell, first prize; Buddy Kars, second; Helen Chilcott, third. Judges were CBC-TV producer Allan Angus. CFTO-TV producer Bryan Matthews, and conductor Samuel Herschon.
Jankowski

RAW TEXT START

Last week, in doing the story about the exclusive record radio stations compete for in some markets, I mentioned Bill Wheatley and KFIF-FM Los Angeles, having an Elvis Presley exclusive — "Tell Me Why." It definitely was. The record had been released in England first, but RCA Victor Records doesn’t plan to ship it to dealers and distributors here until Dec. 21.

John Friel, news director of WTVN, Columbus, Ohio, also has a Presley item for the next few months, beginning at 5:30 to 10 a.m. . . . Scott (Kern) Gregory has been named music director of WRVR-FM, N.Y.’s Y’ss channel 50,000-watt station. The station’s financial leases sent directly to him . . . Dave Button has been appointed general manager of KFIF, Tucson, Ariz. . . . New program director of stereo WEPH, Chicago, is George Stone.

With Al Martino in the picture in last week’s Billboard was Mike March, WCBM, Baltimore, disc jockey. Our apologies, Mike.

WDUN-FM, Cleveland, is now more powerful; new antennas for this station have been installed at the station. Ted Niarhos, manager and general manager, said listeners are now getting better reception in a five-state area.

FCC has approved another application for a stereo station. The station, which would be in five states — Pennsylvania, New Jersey, Delaware, Maryland and New York, according to President William A. Banks.

Billboard, Cleveland, Calif., has been purchased by Metromedia, pending FCC approval, making this the seventh radio station for the corporation. . . . "Radio, America’s Sound Habit," will be the theme for the 1966 observance of National Radio Month next month. A national observance of Broadcasters has announced another station which recently upped its power was WQWP, Magre, Miss., to 50,000 watts during the daytime hours. . . . KHAI, Royal Hawaiian Hotel, Honolulu, Hawaii, is asking interested listeners if they would like to hear from other stations to broadcast the appeal-seeking listeners to send cards to station. Station will get the cards to G.I.s in Vietnam, and will of course, not the only station involved in this effort, is being run for the benefit of the G.I.’s who are in Vietnam. Country music deejay Moon Mullins asked for cards on a recent WPFB, Middletown, Ohio, show, saying he would send a single record with every card. Received 1,500 pieces of mail in four days and ran out of records. Trumpet man at WPFB suggests this is a great way for some of the smaller stations to clean out the dupes and move them in their libraries. By a way, thanks especially to Supreme Distributing in Cincinnati, they helped much.

Robert Goulet, Columbia Records artist, used to be a Canadian deejay . . . WGN-Radio morning man, Wally Phillips, used the American College of Radio Arts, Crafts and Sciences award for Best on the Air Personality for the second year in a row. WYON general manager Lloyd Webb was named Radio Man of the Year by the National Association of Broadcasters.

Marty Hall has joined WROV, Roanoke, Va. He replaces Dave Reinhart, who left the station. Ron Turner has joined WJJD, Chicago, as production manager and opening manager. It was with WEAV, Evanston, Ill., that former WCBS, Detroit, is now broadcasting at 50,000 watts daytime, extending service area by more than 3,000 square miles. The station just celebrated its 40th anniversary.

CLAUDE HALL

WOJO Changes AM Set-Up

• Continued from page 48

you’re getting cars, homes . . . buying things.

The musical tastes of these "get-aged" listeners have changed, he said, but they still like variety. "A lot of stations get off the track by offering that kind of stuff. But I don’t do it."

He predicted that the new format would be "good news" for the record industry. "The stations are there if they have records they need exposed."

The line-up for the station will include Al Gaites, Hovde Lund, Johnny Michaels, Johnny Canton, Mark Allen and Bobby Magio. Only Lund is from the old operation. Patter will be current and "what’s happening," said Hall.

The FM setup will be much like WAFS, White Plains, N.Y., the station is executing before the No. 1 adult station for Westchester County in a September seven-day period in which it has received nearly three months in its first format. It’s WAFS’ second adult station in the nation." Until Weave was the key personality besides myself in the new job.

One of the new WOJO dj’s, Norm Wain, was once a 15-year-old street kid who dropped in from the deejay ranks, having worked on KDWB, Minneapolis.

December 18, 1965, BILLBOARD
KUAM: An Island Power

GUAM, Mariana Islands—If any radio station ever had a captive audience, it's KUAM. The 1,000-watt station serves some 70,000 in Guam and the surrounding islands in the Pacific. Deejay Ray (Wes Williams) Wilton claims it's the only commercial station there.

As a result, KUAM's programming is complex. "It has to be more or less of a block format with many and varied types of programs to try to satisfy all who listen," Wilton said. Morning man Louie Guevara plays country music for an hour during his 6 a.m.-2 p.m. slot. Afternoon man, besides heading up the news department, plays an hour of standards. Larry Arthur's 3-6 p.m. slot is devoted to jazz, broadway musicals and music for driving. Bob Davis and Wilton alternate the 6-12 midnight shifts with standards and an hour of Hot 100 records from Billboard's R & B service. Classical records are aired Sunday nights.

Bill Nielsen is vice-president and general manager of the station. Ole Olsen is station manager and also serves as announcer. The programming ends up about 70 per cent Easy Listening and 30 per cent Hot 100 records.

Taped Playlist Is Too Risky

SEATTLE—A survey conducted recently by the advertising firm of Pollock & Loth Inc., here regarding automation for radio stations brought forth the opinion by a vast majority of broadcasters that taped programming or automated control systems were too risky because, for the most part, it resulted in loss of station personality.

Of 60 broadcasters who answered the survey, 354 said they felt taped programming would bring about a loss of station personality. Though 146 broadcasters felt automation would be okay because of reduced costs, 102 said they now owned and operated automation equipment. Of the stations who answered the survey, 189 were AM di-rectional; 423 AM non-directional; 238 FM; and 25 AM-FM. The sponsoring firm had 4,100 questionnaires, receiving a 17 per cent return.

YESTERDAY'S HITS

Change-of-pace programming from your favorite station's archives, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago December 19, 1960
1. Are You Lonesome Tonight, Elvis Presley, RCA Victor
2. Last Exit, Floyd Cramer, RCA Victor
3. Wonderful by Night, Bert Kaempfert, Decca
4. North to Alaska, Johnny Horton, Columbia
5. Sailor (Your Home Is In The Sea), Lefty, RCA Victor
6. London, Ferrante and Teicher, United Artists
7. A Thousand Years, Kathy Young and the Innocents, Indigo
8. San Francisco, Frank Sinatra, MGM
9. Sixteen, Johnny Burnette, Liberty
10. We Will Break Your Heart, Jerry Butler, Ves Jay

POP SINGLES—10 Years Ago December 17, 1955
1. Sixteen Teens, Tennessee Ernie Ford, Capitol
2. Memories Are Made Of This, Dean Martin, Capitol
3. Autumn Leaves, Roger Williams, Rca
4. I Hear You Knockin', Gallo Storm, Del
5. Moments to Remember, Four Lads, Columbia
6. Love Is A Many-Splendored Thing, Four Aces, Decca
7. Only You, Platters, Mercury
8. Love and Marriage, Frank Sinatra, Capitol
9. He, Al Hibbler, Decca
10. It's Almost Tomorrow, Dream Weaver. Decca

our first lp release to follow up our top single

THE SAN REMO GOLDEN STRINGS Hungry For Love

Ric-Tie LP/LPS-001

Home & Stereo

Featuring HUNGRY FOR LOVE and I'M SATISFIED

Golden World Records
3246 West Davison
Detroit, Mich.

Tel.: (313) 883-7843
NARA Backs War on Job Bias

• Continued from page 1

Wright of WBQ, Cleveland; chairman of the FCC's Fairness Forum Ken Knight of WRIC, Jacksonville, Fla.; and executive vice-president Del Sheldon.

NARA is preparing a special mailing to its membership within the next three weeks in a combined effort behind the project. A radio ad was recently mailed to radio stations by the Advertising Council and Plans for economic development of 316 of America's major corporations.

The purpose of the campaign is to convince members of minority groups that equal job opportunities are real. The second phase will present information on how people can retain themselves for tomorrow's jobs. The kit contains, besides spot radio announcement tapes, the "Things Are Changing" report sung by the Supreme Singer. The kit also contains records by Jay and the Americans and the Blossoms. In addition, the kit provides co-operation of all K investment and program directors are of help in making sure the success of this campaign.

"This is the first time rnb deejays can really participate and do their share toward improving the image of NARA." Studies are said. In fact, the NARA co-operation of all rnb air personalities and program directors are of up to no good.

"The campaign can't succeed, even as it did at the very first purpose is, without the drive of the deejays... their vocal support," he said. In order to make the record more feasible for airplay, plans are being made for the release of a shorter version. NARA is also contacting the editors of the industry, asking their aid in pushing the record.

STATIONS' Format Music Image Wield Power in Oklahoma

By CLAIRE HALL

OKLAHOMA CITY, Okla.—Sometimes, in spite of the power of various air personalities in the market, it's the station's format and its music image that come to the fore. A good example is among the Easy Listening scenes. KWOK, a station a stone's throw above KTOK, inability to influence the sale of albums, as well as locally. Using the Radio Rating survey of the market, KOXY had the year's No.很开心，lets do it again later. stereo, dealers, distributors, one-stop, Mr. DBlehay, of the last three months.

"People like what they hear in stereo, and we want to use a lot in the station," said the station manager. "The station will program it in mono... and we heard about-it's a good format. We now have to announce in advance that the record is mono and we'll play it in stereo as soon as the station program companies do. It's time to take that kind of a hit in our studio, the two work together. On days when Bowman is not cut in the studio, he handles the phone choruses on the music. When his phone efforts are hung on humor. . . they try to be funny, but it's not good for the station, a little bit of the doo-wop in the deejay selects and a song of faith. "The format is fast. There are more teenagers in the market, XUXV's format is changing. All of the deejays are college graduates with an Easy Listening appeal.

KFOO-FM was the major influence on the records, and KFBN-FM the major influence in getting listeners to buy classical records.

BBC Raps Pirates

• Continued from page 47

WHO? 15,000 Winters. Independent. On the air 26 days. Music formats: Contemporary: Pops; Pop; Rock; Oldies; R&B; Pop/Contemporary: Pop/Rock

There's a favorite among the many lovers of the format, the children's music programs. KKNK and KPFB, both in the market, provide a wide variety of music for the kids. KKNK is a favorite among the kids who listen to it every day. KPFB is another station that is popular with the kids.
New Country Music Movie Being Filmed

be distributed world-wide by Woolner Bros. Pictures. We have big marks in Japan and all over Europe." Jackson said the film is financed by a Los Angeles corporation of which he is a part, Country Music Productions, formed five months ago. His director on the picture is George White, a 23-year veteran with MGM pictures.

Husky got the lead role in the film on the strength of his performance in another country music movie, "Pretty-Ace Fend," produced here earlier this year by Ron Orem, a former Hollywood director and producer. Ormond moved here several months ago to produce more country music movies and is preparing his second to start shooting soon. Jackson said supporting roles will be played by Louis Quinn and Bill Borden, both of whom have entertained of some years ago. Country music entertainment spots will be filled by Benny James, Connie Smith, Roy Drusky, Bill Anderson, Del Reeves, the Duke of Paducah and Wilma Burgers. Talent co-ordinator is

D. C. Johnny's latest is " Tear Drop,"

DALLAS-Frazier, of Blue Cat Music, sold both titles of the upcoming Gene Pitney-Melba Montgomery single, "Baby Ain't That Fine" and "My Shoes Don't Lick You." The truck driving trend continues as Bobby Bare will release a ballad, 'Red Sovine's "Golden Goose." Another new one is by Lee Rose, "Big Eight Wheel Rollin' Go." It must be true to create new stuff about truck drivers. If the next step will be a song about a love affair between a man truck driver and a woman truck driver, and how they get separated on the expressway... D.J.'s wanting copies. You should write Bluegrass Records, Inc., Nashville, Tenn., for Christmas releases. "Hello Vietnam" is another with a patriotic theme. "Keep That Flag Flying." Billy Walker's latest is "Nothing But a Food."

NEW ADDRESS: Columbus artist Johnny Doll is moving from Tuscaloosa, Ala., to Wash-ington. His new address is 1025 Vermont Avenue, N.W., Washington.

Hubert Long of Hubert Talent Agency.

Jackson said he hoped to produce more country music pictures. He has another script being written now.

This film is the 10th country music movie to be produced in less than two years, most of them in Nashville.

New Country Music Movie Being Filmed

be distributed world-wide by Woolner Bros. Pictures. We have big marks in Japan and all over Europe." Jackson said the film is financed by a Los Angeles corporation of which he is a part, Country Music Productions, formed five months ago. His director on the picture is George White, a 23-year veteran with MGM pictures.

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D. C. Johnny's latest is " Tear Drop,"
New Ampex, Motorola Autotape Action

Although no official industry-wide figures are available on tape recorder sales, spokesman for North American Philips Co. recently estimated that 1965 sales volume (not counting autoplate sales) reached 3.5 million units, a 15 per cent gain over the previous year.

Noreco executive Wybo Semmelink said: "Introduction of a wide variety of moderate-priced, easy-to-operate, quality recorders during 1965 has sparked the interest of the 'average' American consumer."

Semmelink added that increased consumer awareness of tape recorders, intensive promotion, greater selection of pre-recorded tapes, technological advances such as the cartridge which stress simplicity of operation, and interest created by automatic systems will be responsible for a significant dollar volume increase in 1966.

Zenith '66 Christmas Line

Champion AM radio by Zenith. Filter magnet stereo speakers screen out static, tuned RF stage with 3-gang tuning condenser. Illuminated slide-rule dial, tone control, polyester cabinet with molded wood panels, finished back, reboxed "Hollander" defender. Price $43.95.

Solid-state 12-in. TV for home, boat or car. Operates on 12-volt battery or standard current. Sun shine picture tube with darkened glass, 82-channel tuning, VHF, UHF, slide-rule dial. Molded cabinet, carry price. Price $199.95. Optional extras ear phone attachment, car/hot battery cable.

Diversifies, Dollar Volume Soars

CHICAGO—A well-balanced diversification program is keeping Hollander Music Shop in the black. A turn to home entertainment goods, in addition to regular record inventory, began in 1959 and within a six-year period has reached full development. Turnover of about 40 per cent of Hollander dollar volume is coming through the sale of phonographs, tape recorders, radios, fretted instruments and accessories.

Jerry (Jerry) Hollander, co-manager in partnership with his father, Mandel, pointed out that while phonographs remain the No. 1 line, tape recorders and electric guitars are experiencing a phenomenal sales growth.

Located in a changing neighborhood, the Hollander Music Shop changed its address this year. Today caters to a largely rural trade, thereby ensuring that country-western albums are his biggest sellers, Jerry wisely opened his fretted instrument department with a good display of electric guitars and amplifiers.

His most frequent problem now is keeping the department in stock.

"Up to one year ago $320 was the rock-bottom price on a decent electric guitar. The Japanese market is now down for well below $100 and they guarantee it fully," Hollander said.

"The manufacturers have created a wider market and probably caused manufacturers to cut prices in their own divisions. The low end now for an American product is $75 and $99.95 for the better models."

"Nearly half of the guitar sales are accomplished with an immediate cash purchase. Those who don't buy an amplifier with the guitar return within several weeks for a deal. The price range on amplifiers is enormous, all the way from $40 to $300 with the $90 item taking the best action."

While pointings to a slight drop in phonograph sales, Jerry said the slack has been taken by a terrific jump in tape recorder sales.

Within Range

The big impetus to sales was, of course, price, Jerry remarked, and Japanese imports have brought recorders within the range of every pocketbook.

"Today, in a particular price range, the recorder has the same status as a radio or a record. People buy them for the kids and play with them at parties. They love the kind of thing is unlimited."

So far, sales at Hollander's have been even between the $60 a.m. and the $27.95 transistor recorder.

Four-track stereo is a staple vehicle for recorded and blank tapes. Jerry noted, though, that blank tapes are well ahead of recorded in his store. Both provide the same 30 per cent margin he gets for record albums — that with an across-the-board, 10 per cent off on all records.

Most popular items in the more established lines are an $80 portable phonograph. The range of phonographs is $37.95 to $99.95.

Fretted instruments and accessories are providing the highest margin with a mark-up of 50 per cent or better.

"More than 75 per cent of Hollander's instrument customers take a full line of accessories which cost between $30 and $40 and include pick, neck cord and instruction book."

Instrument cases sell for between $10 and $40 with best action at the low end. Some 25 per cent of his customers buy the case with the guitar.

Pacman AM snoc alarm radio. Alarm light turns on when alarm set, illuminated clock face and tuming dial. Sleep switch, appliance outlet, filter magnet antennas, RF stage. Price $44.95.

December 18, 1965, BILLBOARD
ANNOUNCING a new low rate for SITUATIONS WANTED ads to help people in the allied fields of music, record, loan promotion, entertainment.

$2.00 will do the trick for a 1½ in one line...minimum 55 words, please same and address.

MAIL COPY AND PAYMENT TO:

BILLBOARD CLASSIFIED MART

145 W. 44th St.
New York, N.Y. 10036

COUNTRY SHOW GIRL, SINGS ON UP, agree to work 2 years, $75.00 weekly, 2000 Palace, Chicago, Ill. 60616.

55 YEAR-OLD, MANAGER OF LIVERPOOL RECORDS, needs experience, 3 years, male, small town job, $250.00 weekly, 908 West 10th St., Burbank, Calif.

RECORDS: Sell and buy records.

WANTED: FOR ALL RECORDS, UNHOLY, any condition.

WANTED: 144 X 111, untrimmed.

DISTRIBUTING SERVICES

NATIONAL RECORD PROMOTION

New York City

For genuine, honesty, and promotion, 80 years in the business.

RECORD DISTRIBUTORS

A S K A D. WANT TO HANDLE DISCOUNTS OR MAIL ORDER? Publicity and retailing always have been my forte. I have a Master of Music degree and 15 years of experience.

WANTED: VAG, vocal group, for 10 years, good boys, will travel, please contact R.E. Jones, 200 W. 44th St., New York, N.Y. 10036.

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BULK VENDING NEWS

'Bama Vendors Get Tax Break

By Ray Brack

MONTGOMERY, Ala.—Add Alabama to the list of States in which bulk vending operators have worked successfully in 1965 to lighten taxes and tax burdens.

And in Alabama, as in New York, Missouri and hopefully Massachusetts, an incident of an effective effort have been contributed to losses suffered with the "small businessman, small machine" appeal.

As the Alabama Legislature reached the end of its latest session, it moved favorably on a licensing adjustment bill introduced through the efforts of operator Waldo and Charlie Waldo of Mobile. The measure was backed by the State operating community, including Alabama's main distributor firm, Birmingham Vending.

Owner of Max and Harry Hurvitz, the firm will celebrate 35 years in business in April, 1966.

Two changes resulted from the measure passed. First, on penny machines, the maximum license fee for an operator is now $375 annually. This amount includes a $25 issue fee for the first license provided between State and county under a provision which permits the county to collect $25 per cent over and above the amount collected by the State.

On nickel and dime machines, the license fee is now $3.50. With this, the State collects $3, the county $1.50, and there is a $1.75 issue fee.

These changes become meaningful, of course, when compared to previous license fees. On penny machines the license was $1.50 per machine ($1 to the State and $0.50 to the county) plus a $5.00 issuance fee—regardless of the number of machines. Nickel and dime machines were licensed at the rate of $12 annually ($10 to the county) plus a $5.00 issuance fee.

Victories

Under the new law, issuance fees have been raised from 50 cents to 75 cents on all machines.

Upon passage the measure was signed without hesitation by Gov. George Wallace.

The Alabama break came on the heels of bulk vending licensing and taxation victories in New York State, and was followed by nationwide by the National Vendors Association, Inc.," President Robert B. Zelma of the association's national board of directors meeting in New York City, April 11, 1966.

BULIT FOR BUSINESS! MARK-BENER

Bulit Vending Machines

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

VENDOR

MFRS., INC.

C.V. (Red) Hitchcock, President

1319 LEWIS STREET

NASHVILLE, TENNESSEE

PHONE: 615-256-1414

(Distributor areas available throughout the world)

SCHOENBACH CO.

Manufacturers Representative

2000 Hudson Distributors

NORTHWESTERN

Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped pieces. Durable. Bubble Gum is the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk Loading.

BIRMINGHAM VENDING COMPANY

1204 Second Ave. S.

Phone Patton 7645

December 18, 1965, BILLBOARD

YOU COUNT MORE WITH OAK

OAK TREE

The Oak Tree makes an ideal stand for Vistac Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need for disassembling the upper row of machines to service the bottom machine. The wheel-mounted base is 13 1/2" high by 11 1/2", giving an overall height of 50 inches. Shipping weight is 19 1/2 lbs. It is available in either barked red epoxy enamel or automatic cherry finish.

Time payments available on OAK Machines through all distributors.

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www.americanradiohistory.com
BETHESDA, Md. — Studies conducted on hamsters here by the Institute of Dental Research indicate that dental decay may well be the result of specific bacteria. One possible conclusion from the study is that tooth decay is an infectious disease like other viruses and bacterial diseases.

Earlier studies, such as one conducted at Pennsylvania State College, pointed away from sweets as a cause of dental problems. Penn State studied three groups of children, one group receiving 21.4 per cent, the recommended sugar intake for a moderate-cost diet; a second group receiving 153 per cent, and a third group 60 per cent, the recommended amount.

Surprise! Dental condition after the experiment was best in the 21.4 per cent group; poorest in the 60 per cent class.

SWEETS AND DENTAL HEALTH

TRIP TO LOS ANGELES for bulk vending supplies is a family affair for the Garcia Borquezes. Borque operates in the Mexican, Baja California, Mexico, region. He is pictured here at Operators Vending Machine Supply Co. with his wife, Concepcion; daughter, Ana Febricia, and son, Ignacio Jr.

BULK BANTER

MEMBERSHIP

Rainbow Baby Parla, merchandise minimum Adams Gum, whole, 100 lbs.

Rainbow Gum, whole, 100 lbs.

Rainbow Gum, whole, 1,000 lbs.

Rainbow Gum, whole, 250 lbs.

Rainbow Gum, whole, 72 lbs.

Rainbow Gum, whole, 42 lbs.

Rainbow Gum, whole, 25 lbs.

Rainbow Gum, whole, 6 lbs.

Rainbow Gum, whole, 2 lbs.

Rainbow Gum, whole, 1 lb.

Rainbow Gum, whole, 200 lbs.

Rainbow Gum, whole, 100 lbs.

Rainbow Gum, whole, 50 lbs.

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Rainbow Gum, whole, 3 lbs.

Rainbow Gum, whole, 2 lbs.

Rainbow Gum, whole, 1 lb.
Little LP Sales Tempo Is Picking Up

Capitol Release Is Set for Mid-January

- Continued from page 6

Records president Fred Foster, "because we are finding that the market has definitely perked up." He cited the influence of the new industry attitude of cooperation, and the fact that the number of LP jule boxes on location in the U.S.

The emergence of Capitol's own juke box LP's will supplant product as compared to the label of such product through the custom programs of Seeburg and other juke box manufacturers. Gorkiov said:

N. J. COUNCIL ENDORSES THE NEW MOA OFFER

NEW BRUNSWICK, N. J.-The New Jersey Council of Coin Machine Operators has unanimously endorsed the Music Operators Association's proposal for a statutory royalty payment of 2 cents per side on records acquired for juke box programming. The NJC passed the resolution at its meeting here Dec. 11. The council issued the statement: "MOA initiative in proposing legislation that is practical and fair could eliminate our defensive posture, due to the performance fee collection agencies and their annual legislative efforts." The council distributed copies of a summary of the MOA proposal to all members, with the suggestion that they... study the summary and the proposal and act in support, because it is an alternative that the operator can live with.

Record Executives See Merit in MOA Royalty

- Continued from page 3

supporter of the MOA, I am pleased to see this," Capitol Records' legal counsel Robert Caro said the offer was "interesting," and that he would be studying it carefully prior to releasing official comment.

Time Limit

He added: "The MOA offer is strikingly similar to the recent Minnesota Mining & Manufacturing deal with the publishers, but with one difference. The 3M contracts have a three-year time limit."

A spokesman for a major New York-based label, speaking unofficially pending full study of the MOA proposal, said:

"Whether the MOA concept is accepted or not, it is an interesting, encouraging step in the right direction.

Key points of the MOA proposal, which respond to traditional demands by performance fee collection agencies and the long-time seeking of performance fee exemption to be removed, stipulated:

1. There would be a statutory royalty of 2 cents per recorded copyright song which would be negotiated and paid by operators of automatic phonographs on all records permissible for use on such machines.

2. No other royalty would be imposed upon the operators under the exclusive public performance right granted the owners of the musical copyright.

3. Registration by copyright owners and automatic phonograph operators with the copyright office would be required for the purpose of royalty and to the right to perform copyrighted recorded music on automatic machines. Certificates identifying operators so registered and their machines would be issued by the Copyright Office.

4. Quarterly payments, accompanied by statements of account, would be submitted by every operator to his agent to copyright owners or their agents. The brief proposal, to be expanded prior to the retention of hearings in Congress on the Bills for General Revision of the Copyright Law—probably in February 1966—was offered by the MOA as a substitute for the language in the bill as now drawn which would strike the Juke box industry's 56-year-old exemption from performance fee payment.

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Rowe Unwraps a New Juke Box

Stereo Wall Box as Well

WHIPpany, N. J.—Rowe Manufacturing Co.'s Christmas gifts to the coin machine industry were unwrapped last week: A sleek new juke box called Brick-O-Lite; an awaited remote control unit in stereo called Wall-Byte.

Rowe domestic and international jobbers plan estate showings of the new product during coming days, with parties keyed to the holiday spirit. Joining the Rowe distributor family with the debut of the new equipment is a new firm, Circle International, founded in Los Angeles by Dean McGrath (see story page 59). Distributors initially viewed (Continued on page 73)
The BIG CHANGE is to Rowe

SEE AND HEAR THE NEW
Rowe AMI BAND STAND
and new Rowe AMI Wall-Ette

at

BUSH INTERNATIONAL

MIAMI TAMPA JACKSONVILLE
256 NW 25th St. 1723 W. Cypress 60 Riverside

The BIG CHANGE is to Rowe

SEE AND HEAR THE NEW
Rowe AMI BAND STAND
and new Rowe AMI Wall-Ette

at

SOUTHERN AMUSEMENT CO.
628 Madison Avenue
Memphis 3, Tenn.
(901) 525-3609
December 18, 1965, BILLBOARD

Rapids, Mich. From there Peteet left for Baltimore, where he held changes at State Sales & Service. Attending the Baltimore school were servicemen from Maryland, Virginia and Washington.

One of the most useful additions to the backboard was an automatic scoring system. Each time a ball hit a bumper (another new device) or dropped through a hole or chute, a different number would light up on the backboard. The system had a built-in disadvantage because only a limited number of digits could be painted on the backboard, and many small hits could not be added to the total score. Far sighted engineers immediately began experiments which would lead to the eventual solution of the problem.

In the late 1930s pinball players were rewarded by another development called the “free play.” A player who reached a certain score would cause the coin chute to trip a new game without the addition of a new penny. This development coincided with a standardization of play by most models at five balls for a penny. The number of balls still remains unchanged today, but the price did

The Magazine of Automatic Vending
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SEE AND HEAR THE NEW Rowe AMI BAND STAND and new Rowe AMI Wall-Ette at SOUTHERN VENDING CO.

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December 18, 1965, BILLBOARD
Blum Applies New Business Techniques

By BEVERLY BAUMER

WICHITA, Kan. — United Distributors attributes its success to progressive business techniques such as an incentives system, employment of a full-time public relations man, and the availability of a specialized routeman—phonograph, game or cigarette for each location.

Mark Blum, founder of the $420,000 per year business, told Billboard that he knows of "no other company that has a route-man-collector who specializes in a particular field. Our music routemen check and service only juke boxes, our cigarette men service only cigarette machines, and our game men deal only with amusement devices."

"It may seem," said Mark, "that this added route service would raise operating costs too much, but over the past 20 years we've found that the end justifies the means. We have more money for the company and we make more money for the location."

"First of all," said Blum, "no one can compete with our service and we do not lose any customers. Second, we always have someone from the company visiting the locations and keeping an eye on the customer's various needs, such as change shortages."

Typical Day

A typical day for one of United's routemen begins by reporting to the office and then starting on a selected number of locations, where he collects the money and cleans the machines. He has a fixed number of locations to check daily. In order to reduce driving time, these locations are in specified sections of the city. So well-timed are his stops that Blum can usually count on reaching a routeman any time of day with just a single phone call.

Blum said his routemen are "on a schedule so that locations can expect them within 15-20 minutes of a set time on a given day."

All routemen and employees at United work on an incentives plan. Routemen are paid base salaries and receive commissions for all money exceeding a certain figure.

"In this way the routeman is like a partner," Blum said.

"The routeman is interested in seeing that a location gets the best service, the latest equipment and the most out of the machinery since it means money to him, the routeman."

Incentives

"We've found that where routemen are paid salaries only, if you give them new locations to check, you're doing nothing but giving them more work for the same amount of money," said Blum. "By giving routemen commissions and letting them know that it means money to them, they're not only glad to get new locations, but actually look for new business in their spare time."

Blum said his office keeps a report of the take on each machine. "Sure, it costs more money to break down the data," he said, "but it pays off. When we find an amusement machine falling off, we take it out. If it's a juke box, we change the programming."

Blum said his music routemen meet at least three times a week to discuss which records are doing the best (and worst) on their routes, and to talk shop in general.

Records are taken out according to counts on the play meter of each phonograph. About 9 to 10 records are changed each week. The lowest playing records are removed, except in the case of a new release that hasn't had time to become popular.

United operates about 200 music machines, about 80 pool tables, approximately 75 pinball tables and 75-80 bowlers. A subsidiary, King Vending Co., operates 125 cigarette machines.

Blum's public relations man, Delbert Selby, is an innovator in the coin machine business. Each day Selby pays calls on the firm's locations, ironing out any problems and soliciting new accounts.

"I guess it is a new thing for the industry to have a public relations man," said Blum, "but it's working out real fine for us."

Blum, who established the Wichita firm in 1940, had been in the coin machine business for many years before moving to Kansas. "I've been in the industry through its depression and boom periods and have found that it survives and grows in both good times and bad. I've dabbled in real estate, oil and finance, and I can honestly say that the return on capital investment in coin machines is as good as in any other business."

"Specialized" Routemen

The BIG CHANGE is to Rowe

SEE AND HEAR THE NEW Rowe AMI

BAND STAND

and new Rowe AMI

Wall-Ette

at Roanoke Vending Exchange, Inc.

4930 West Broad St., Richmond, Va.
Phone (703) 282-4221

The BIG CHANGE is to Rowe

SEE AND HEAR THE NEW Rowe AMI

BAND STAND

and new Rowe AMI

Wall-Ette

at

W. B. MUSIC COMPANY

2900 Main Street
Kansas City 8, Mo.
(816) 531-5715

December 18, 1965, BILLBOARD
Gordon’s Play-Price Hike
Plea Pleases German Ops

By OMER ANDERSON
COLOGNE — German operators are giving unqualified endorsement to the call by Seeburg President J. Cameron Gordon for higher phonograph play prices.

In the opinion of Germany’s operator association, the Central Organization of Coin Machine Operators (ZOA), price hikes are long overdue in this country and cannot be delayed longer.

Manufacturers are prodding the operators. Gerhard W. Schulze, spokesman for the manufacturers, says the public interest would be served by boosting play returns to realistic levels enabling operators to upgrade equipment.

Addressing an 11-nation meeting of Seeburg letters in Ziebach, Gordon said music is now too cheap in the light of the rising cost of living everywhere.

“Now, with more magic in all that coin-operated music has to offer—stereo, discotheque, little LP’s, etc.—Gordon said. “Now is the time for operators to get a larger cash return.”

Gordon singled out the Germans for special admonition. “In Germany,” he said, “operators must start to change their thinking or they will be in serious trouble, as costs are going sky high.”

Gordon’s words had a prophetic ring. A few days later, German labor unions announced they would make new wage hike demands based on the rising cost of living. The Binnen government, in response to fear of inflation, announced plans to suspend certain tariffs on certain foods and organize high-scale imports to drive down domestic prices.

Hercules?

German distributors are united as to the urgency of increasing play prices, but divided as to whether they are the effective instruments in this end that Gordon believes them to be. At Zurich, Gordon exhibited distributors new pool operators on price hikes.

One distributor chided, “Gordon tends to think the distributors are Hercules. The tendency on the part of the distributors and operators is to dump their problems on the distributor. In the case of Germany, it just won’t work.”

This distributor referred to the difficult pricing situation in this country, spawned partially by geography and partly by equipment. In some areas, traditions of frugality and hostility to joke boxes have influenced operators to keep prices as low as 10 pfennigs (2½ cents).

At the outset, the low price was instituted to popularize phonograph play. Later, operators became captives of their own price-cutting.

Royalties Rise

Competition between U.S. and European equipment has influenced the German price structure. Three types of locations have emerged: with new U.S. equipment; with new European “compact” machines; and reconditioned U.S. equipment.

Locations with less expensive machines have kept prices down for competitive reasons.

Whatever the reasons, German operators are now agreed on the urgency of price increases. Trade studies show that joke box play, on a relative basis, is the most “under-priced” entertainment field.

The result has been apparent. Equipment sales have stagnated as operators have to defer purchases of new equipment. Music royalties and local license fees and taxes have risen in step with inflation.

Stagnation is now setting over the phonograph trade generally. Phonograph production is lagging; locators are struggling instead of increasing and collections are down.

Trade experts agree that this vicious circle can be broken only by boosting prices and improving equipment.

NEWS BRIEFS

New Phono Console
BAD HOMBURG—A new phonograph console, the Jupi- matic, is being introduced on the European market by Jupi- matic Musikgesellschaft mbH of Bad Homburg.

The Jupimatic is a compact console designed “to bring ele- gance, luxury and sound to the smallest location.” It has a discotheque sound and comes in stereo with a selection of 30 records.

Jupimatic is promoting the new machine as “Europe’s an- swer to the American discotheque, but it’s much more practical for smaller European locations. Why send a midget to do a beautiful girl’s job?” In keeping with this theme, Jupimatic calls its machine “the Queen of the Consoles.”

European Enthusiasm Over ‘Atlantic Alliance’ Grows

COLOGNE — West German coin machine operators are looking forward to taking up negotiations “soon” with the Music Operators of America (MOA) for the creation of an Atlantic alliance of operators.

Officials of the Central Organization of German Coin Ma- chine Operators (ZOA) say they are “delighted” with assurances given by Fred M. Granger (Bill- board, Dec. 4) that if and when European operators are accepted as MOA members, they will be “full-fledged members.”

Europe’s most ardent champion of an Atlantic alliance is Hans Loeffler, chairman of ZOA and acknowledged as a senior statesman of the Euro- pean trade.

“At last, it is even more important for coin machine operators to unite,” said Loeffler, “as it is for politi- cians and businessmen. We respect the MOA as a powerful and positive force for the ad- vancement of coin machine operating everywhere. At the same time, we feel that ZOA has made noteworthy contributions to operator progress.”

ZOA officials said they were “gratified” that Granger clarified his proposal to take European operators into the ZOA. Some German trade leaders had the impression Granger contem- plated an “associate” or “second class” status for the Europeans inside MOA.

Imperative

Belgians and Dutch operators are not less enthusiastic than the Germans about proposals for an Atlantic Alliance of coinmen. The Belgians make the point that while tax matters are “the tie that binds,” such an alliance is becoming imperative to help sort out problems created by the dominant position achieved by American equipment in the Eu- ropean market.

German operators would like to find a solid front of German and U.S. operators to negotiate with the manufacturers, whose... (Continued on page 92)
Wurlitzer Seeking N.Y. Stock Exchange Listing

CHICAGO — Wurlitzer Co. shareholders will meet Jan. 5, 1966, to vote on a common stock increase from 1 million to 1,750,000 shares. The increase in capitalization, company President R. C. Rolfinck announced, will enable Wurlitzer to apply for common stock listing on the New York Stock Exchange.

The proposed split, approved by directors meeting here Dec. 2, is to be accomplished by a stock dividend at the rate of one additional share for each three shares held as of Jan. 11, 1966. This would increase outstanding shares to about 1,300,000.

"The directors now feel the time has arrived to make the common stock of the world's largest producer of quality key- board musical instruments available through the facilities of the nation's largest stock exchange," Rolfinck said.

Wurlitzer reported net earnings of $1,937,271 ($2.14 per share) on net sales of $44,124,835 during its most recent fiscal year. The current regular quarterly dividend is 25 cents per share—$1 annually.

Following the split, the board anticipates establishment of the regular quarterly dividend on the increased shares at 20 cents per share—equivalent to $1.07 per share annually on the old shares.

Rolfinck expressed confidence that the proposed split will meet with the approval of shareholders.

\[ R. C. ROLFIN: "...the time has arrived." \]

MAPSHELL A. AMES has been named Eastern regional sales manager for the Wurlitzer Co. He moves to the post from Southern California, where he was sales representative for the Wurlitzer Los Angeles branch. A 15-year coin machine industry veteran, Ames has been employed by such firms as the M. J. Stanley Co., Vendard Corp., Amco Music & Vending and Badger Sales Co. He was once a staff announcer with the ABC-TV network. He will relocate in New York City.

\[ Continued from page 61 \]

alleged lack of co-operation with the operators is a frequent theme for discussion at German operator gatherings.

Finally, there is strong support for the Granger proposal among Swiss and French operators. As with the Germans, the Swiss and French point out that the peculiarly American character—or at least origin—of the coin trade makes an Atlantic partnership imperative.

On the other hand, there continues to be strong resistance to the organization of European operators under MOA's aegis. There is virtually unanimous opposition to accepting European operators into a merely expanded MOA.

Loeffler and other European officials feel that existing national organizations should remain unaltered to deal with domestic problems and represent their members at the domestic level.

Instead, the Atlantic alliance, it is felt, should be a confederation of the various national groups. Eventually, it is felt, this confederation might be transformed into an integrated organization.

A Belgian operator official said, "We're not military men, but it seems to us that NATO is not a bad example of what we have in mind. A strong international organization, but one which will not infringe on the responsibilities of national groups at the local level."

The Belgians argue, not without prej udice, that Brussels would be the proper site for headquarters of an operator Atlantic alliance. Most German operators believe the headquarters should be in the U. S., because, as one German trade official said, "that's the point to the whole organization—to have representation at the hub of the world coin machine industry."
MOA Toting Brand-New Bag
Full of Industry Services

CHICAGO—The question, typical of a dues-paying trade association member, came from an old-time Hoosier operator:

"Hey, Music Operators of America, outside of defending my juke box exemption from performance royalties, what have you done for me lately?"

The query never reached MOA officials, but they have long anticipated the challenge it poses. For to exist beyond resolution of the long-time juke box royalty problems, MOA board members and officers agree, the national coin machine operators association must be less the watchdog and more the cornucopia for its members.

This view was expressed by MOA president John Wallace in accepting the association presidency in September, and the doings by the MOA exclusive of copyright legislation (where the performance royalty exemption threat now resides) since the recent national convention have gone far toward implementing Wallace's aims.

Positive services introduced or proposed by the MOA since the national convention include:

1. Committee for Record Company Communication and Programming. Purpose: to open new and improved sources of records for juke box operators and expanded markets for record companies. MOA treasurer-elect William Cannon named chairman of the committee. Has been intensively contacting record company executives to discuss juke box record supply problems. Will soon announce full membership of standing committee. Over long term committee will survey industry's specific record needs and make marketing data available to record companies.

2. International Confederation of Cylomans. Has been discussed by MOA executive committee without action yet. However, Billboard European correspondent John Anderson has polled key European trade association leaders in several countries (see story elsewhere this issue) and has found them eager to set up an international exchange of members and ideas with the American national trade association. ("I visualize a seminar at a future MOA national convention," declared MOA executive vice-president Fred Granger, "at which European operators would conduct discussions of international operating problems." See story elsewhere this issue.)

3. Link-Letter Production. To appear at first of year and every two months thereafter. Will shunt news and ideas from regional association through MOA to other regional associations. Supplements—does not replace—MOA's regular Newsletter.

4. Organizational Aid. Services of MOA executive vice-president Fred Granger pledged to assist information or enlargement of trade association anywhere in country.

5. Improved Insurance Coverage. MOA Group Life Insurance trusteed met just last week with insurance company officials to discuss making plan more attractive to all employees of member firms. (Granger, Lou Casola, Clinton Pierce, Les Montooth are trustees.)

6. Group Pension Plan. Now in the works. MOA will soon survey members to see if enough interest to add this service. (Small businesses frequently lack the pension coverage that employees of large companies obtain in company benefits.)

7. Specialized Technical Training Program. MOA involvement in servicemen training began with statement of industry need provided to Denver school administrator Jack Moran following recent convention. (Moran subsequently was granted Federal support for his school in Denver.)

Last week MOA officials met with officials of the Manpower Training Section of the Illinois Department of Labor in Chicago to discuss the establishment of a school for the training of coin machine servicemen. The department is partial to the MOA's plan, it is reported, and tentative opening date for classes is Feb. 1. Some 30 students would be enrolled, drawn from the ranks of member operating firms.

The school will be "specialized" in the sense that training will zero in on the specific machines now on the nation's routes. Such orientation of instruction is Fraser Reed's chief goal in training programs incorporated in the curricula of existing technical trade schools.

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Continued from page 56

made up 26.18 per cent of total sales during the year.

New Quarter Are Minor Nuisance

SAN FRANCISCO—The new nickel-elad quarters flooding the country aren’t going down too smoothly in local vending machines. But the coin’s burled edge—not its mineral composition—is being blamed for some excessive rejection by vendors, juke boxes and games.

“Any new coin has a ragged edge,” explained John Dickson, general manager of Automatic Vending Service, Oakland, “and this causes trouble until the edge is worn down.”

Leslie McCleary, owner of S. F. Operators Service, has run tests on the new coins. “Using 12 representative coin chutes, we found a rejection rate of about 20 per cent,” he said.

Canteen Picks 2 Executives

Coninx Rogers

CHICAGO—Automatic Canteen Co. of America last week elected Frank L. Coninx vice-president in charge of all food operations and James O. Rogers vice-president over the restaurant management division.

American Lands Base, VA Hospital

COLUMBUS, Ohio—American Automatic Vending Corp. has been awarded vending contracts (all services) by nearby Lockbourne Air Force Base and the U. S. Veterans Administration Hospital at Chillicothe.

European News Briefs

Training Program

ROTTERDAM—The Dutch coin machine trade has instituted a large coin machine technician training program.

The program has been organized on a continuing basis with the aim of eliminating permanently the chronic shortage of technicians which has bothered the Dutch trade.

Liaison has been established between the trade and Dutch schools. Promising youths are offered training as technicians, the training being conducted in cooperation with Dutch technical institutes.

At the same time, the Dutch trade has upgraded the image of the coin machine technician through increased pay and fringe benefits and the title of technical engineer. Many youths with no inclination to repair juke boxes jump at the chance to "engage in the profession of technical engineer."

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Manufacturers Pulling Together on Pin Laws

CHICAGO — D. Gottlieb & Co. and Williams Electronics Corp. are working hand-in-hand in the legal interests of amusement-type pin games, Billboard learned last week.

Since September of this year, Washington, D. C., attorney Ros- tuk King, who has been a long-time legal representative and troubleshooter for Gottlieb, has been also retained by Williams.

Lillian Kubicek, counsel for Seeburg Corp., of which Wil- liams is a subsidiary, told Bill- board that the two companies are pooling their resources because both have identical interests in many areas.

Accent Positive

Reached in Washington, King said he is representing the two companies and pooling resources in situations where legal problems arise affecting the machines of both concerns. "Right now I’m busy putting out little brush fires and trying to explain the difference between gambling and amusement ma- chines to various local officials. Soon I hope to accent the posi- tive and try to explain your point of view before any trouble arises."

One of King’s current projects is to represent interests of the two companies in Kentucky, where amusement machines have been recently seized along with bingo games.

King is working with a Louis- ville attorney hired by Gottlieb, Williams, a Kentucky distribut- ing firm and a Kentucky operat- or.

Late in 1964 Billboard polled executives of the five major game manufacturing firms and found all eager to initiate some type of concerted effort toward clearing up much of the gross confusion over pinball legality about the country.

December 18, 1965, BILLBOARD
Operator Poll Turns Up Distinct Personnel Needs

By EARL PAIGE

CHICAGO—While operators from widely separated sections of the country often spoke out on a variety of problems related to their respective regions, one problem is openly recognized as being universal throughout the entire coin-machine industry: the problem of route mechanics.

The subject was one of several dominating a special series of round-table discussions during the "Carnival of Ideas" program at the recent Music Operators of America convention.

Many operators, such as John Deedes and John Cokinos of D. C. Vending Co., Washington, D. C., have inaugurated route-mechanic training programs of their own but still endorse a program of national scope, hopefully subsidized by federal support.

No Lost Effort

"We're fortunate enough to have an excellent service manager," John Cokinos related. "We're paying him extra to hold schools right in our own shop three days a week. We use equipment that's already in the shop for repair so there's no lost effort in our operation and," Cokinos went on, "it's worked out for us."

But if route-mechanics are in short supply so are service managers capable of training them and D. C. Vending's John Deedes qualified their success when he noted, "We're real lucky to have a man like Stan Miles who can train our men."

Thomas Baker and Kenneth Flynn from Flynn Bros. Amusement, Harve, Mont., take a slightly different approach with a promising service manager employed on their route. "We sent our man, Ned Mariani, in to the Seeburg school here in Chicago," Baker related, "and it worked out very well."

Regional Approach

Another person aware of the need to have regional schools is Jack Moran whose school in Denver has been turning out some trained service personnel. "We'll probably need four schools," Moran said, "one here in the West, another one in Chicago, one in Philadelphia and probably one in the South—maybe Atlanta," he suggested.

MOA nominating committee chairman Harry Moran, who recently hired a Moran graduate for his own operation in Albuquerque, N. M., was equally enthusiastic about an over-all comprehensive approach. "This man has worked out fine," Snodgrass related, "but this is just the beginning. We have to have a comprehensive program," he said.

Loss

Several operators, such as John Masters of Missouri Valley Amusement in Lee's Summit, Mo., expressed the need to keep trained mechanics in the coin industry. "Here around Kansas City," Masters remarked, "the airlines have found that our mechanics make good service people for them. Here's something we have to watch if we start training men—we don't want them drifting off into other fields."

Hymie Zorinsky of H. Z. Rowe, who spoke about an extra challenge he faces in the Omaha, Neb., area, also aware that route-mechanics drift off into other industries, typified the over-all concern for some kind of service personnel training program, he said, "There's no question that we have to have some kind of program. I don't know how it will work out. But we have to try it," he said.

"A JUKE BOX THAT MAKES MONEY," declares Rowe Manufacturing vice-president/marketing, Fred Pollak, to distributors at the unveiling of the new Rowe AMI Juke box and Wall-Ette wallbox, "in what the operator has wanted and needed... We have been instrumental in finally stabilizing this industry as a juke box industry."

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DENVER—Probably no juke box operator in the nation has better control over collectors and mechanics (and at lower cost) than Apollo Stereo here.

Apollo Stereo has installed two-way radio communication in 10 route service vehicles. The radio communications were built by veteran head mechanic Jack Hackett, an expert with all phases of electronics.

The main control station, instead of operating from a separate room as is usually the case with major-scale juke box operations, is mounted directly on the service bench at Apollo Stereo so that veteran mechanics, already at work on phonographs, vending machines and complete music systems, can contact any routemen without difficulty. Where a serviceman runs into a baffling problem on location, it is a simple matter for the radio system to connect him immediately with the man who has had the most experience in this field.

**NEW EQUIPMENT**

**BANDSTAND.** New stereo juke box built by Rowe Manufacturing, Whippany, N. J. Features the Rowe Stereo Round sound system; offers up to 200-disc capacity. System described as "stuffed" over that of company's latest model, the Diplomat. Side panels of Vinyl steel, performed in side speaker area, eliminating speaker grills. Color trims on top, center and lower extensions, with new animation area and identification area for operator's name plate. Also introduced new Wall-Fit stereo wall lists (not pictured). Has unique phasing techniques and angled speaker placement in compact configuration. Push buttons control volume. Twelve display panels for miniature album covers. Has plug-in relays, accumulator credit unit, dual pricing switches; in heat-proof, break-proof has Lexan Pages and knob. Untinted selector and speaker assembly may be removed and replaced in 60 seconds with two screws and two plug connections.

**Phoenix Firm Rents Phonos**

PHOENIX, Ariz.—Rentals are the answer to many of the profit problems in operating a widely scattered route, according to Bill Bryant, of Vellant Amusement Company, here.

During the past three years, Bryant has turned to rentals with outstanding success, primarily because of what he refers to as "a wicked situation" in bar turnover. Phoenix, like many other cities blossoming out in the Southwest, is over-saturated with bars and cocktail lounges, which would change hands unexpectedly, often several times in a single season, and always with dire results for the juke-box operator concerned. Loss of profit, bookkeeping problems, and other considerations were making bar turnover a real headache.

Also, of course, there was the matter of marginal locations which showed such little returns that the only way that they could be profitably serviced would be with older machines. Bryant knew that in most cases, installation of a new machine, with 200 selections, and plenty of stereo appeal, would solve this problem. Therefore, where small neighborhood bars would show only a $5 to $7 return per week, with an old machine, Bryant began encouraging location owners to rent a new machine instead and put out more merchandising effort.

**Price Boost**

MUNICH—West German operators have opened a drive to boost the juke box-per-play price to 25 pfennigs (6½ cents).

In some parts of Germany play is still pegged at the post-war price of 10 pfennigs and over Germany generally 20 pfennings is the maximum.

Operators contend that juke box play is virtually the only price to remain constant in Germany in the last decade. The cost of living index, meantime, has soared by 33 per cent.

Operators are caught in a cost-price squeeze which is preventing them from replacing equipment and keeping music programming current with the latest top tune lists.

The trade is seeking to have the Boun government mint a 25 pfennig coin, which would simplify a general advance in the juke box per-play price. At present coins are 5, 10, and 30 pfennings and one Deutschemark.
Pinball Game Technology

Continued from page 58

not hold long. The country was coming out of the depths of the depression, and the pinball machines were to grow and cover mounting costs and to take advantage of the rising wealth of the nation. The art rose to five balls for 5 cents.

The war curtailed new developments, but in the late 1940's the innovations were fast and furious. The pop bumper and the kicker holes which hit the ball back on the playing field with terrific speed by means of an electronic spring mechanism, added a great deal of spice to the game.

Real-time scoring devices, similar to the mileage indicators of the automobile, made possible many variations in the amount of points a player might gain for hitting any particular bumper or hole of the machine. Single-point scoring made action more continuous, and the tension of winning (or losing) by a lone point was another boost to player interest.

The tilt mechanism had also become electronic and more deceptive. Hit the machine too hard and it would stop ringing and the lights go out. The machine was down in defeat.

However, too much was dependent on luck. The losing player could merely shrug his shoulders and claim he had not really been beaten. But then, along came the man who rocked the industry, Chicago's Harry Mabs. After accidentally crossing the wires that caused an experimental lever to strike a ball, Harry knew he had something. Now the player would possess a real weapon to fight with.

Flipper

The first machine with flippers, Gottlieb's Humpty-Dumpty, was the model-T of the pinball world. The public loved it. A pinball game increased in popularity and, and flippers became a standard item. Machines built in the pre-flipper era had to be equipped with special flipper kits to prevent their overnight obsolescence.

The first flipper machine had six of them, arranged in three pairs in the playing surface of the machine. Since then, after many variations, the two-flipper machine seems to have become the most popular. Technological advances have greatly improved the flipper machines. Once weak and slow, the new flippers introduced in the early 1950's responded to hair-trigger timing by quick-fingered players.

It was a game of skill now, and a free-game recorder was essential to the machine. POW! Like a gunshot from the Wild West, the recorder scored the man's KO over machine and posted the victory for all the world to see.

Two- and four-player machines, allowing for more direct competition, mechanical additions (such as Williams Electronic's horse and auto race tracks) to the backboard; hula dancers that "actually move" while you play the machine (don't let it distract you, son, keep your eye on the ball), and other improvements brought us to the modern era of tall, colorful, complex, efficient machines that give no quarter and ask none.

And the industry is still moving ahead. Tight-lipped designers bend over drawing boards to study blueprints as complex as those at Cape Kennedy. Industry spokesmen smile cordially but answer questions only with vague remarks about "trade secrets."

The pinball industry is now a big business which reaches to all corners of the earth. In an old French country and posted on the Rhine River, the proprietor treats visitors to a quick historical tour, a meal, souvenirs, and the chance to play a pinball machine. In one tiny Turkish town, the only electrical equipment other than light bulbs are a pair of Chicago-built pinballs.

Newspapers sometimes call pinballs Grade B entertainment, but operators know that the best locations for these games are college campuses where students and professors relax together over a glass of beer and a pinball game.

This universal appeal of the pinball machine, a device that started out as a simple amusement game of the depression, has been facilitated by a series of progressive engineering innovations which have helped the machine keep pace with the changing technologically-oriented 20th century.

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December 18, 1965, BILLBOARD
Doctoring for Quarter Acceptance

By BRUCE WEBER

LOS ANGELES — Vending machines are accepting their new diet of low-silver quarters with a minimum of indigestion since vendors adjusted machines to take the new coins melted by the government to save silver.

It took some delicate doctoring of the vending machines, however, to solve the problem of machines that were rejecting 20 per cent of the new coins. The new quarters weigh 97 grams, as compared with relatively new silver quarters, which weigh 102 grams.

As a result, a San Francisco vending machine company instructed its maintenance crews to adjust all its machines to swallow the new quarters.

Sam Martindale, of the Can-teen Service Company of San Diego, the largest vending machine company in San Diego with more than 3,500 units, said all inventories of coins associated with his company were instructed to make the necessary adjustments. He said the high rate of high coin rejects.

"If we hadn't adjusted our machines, we'd be getting about 20 of every 100 new quarters would have been rejected,"

Kidney Beans

The anatomy of a vending machine, Martindale said, is rather complex. It has to be, or else it would dispense buckets of bean soup, salads for singles, cocoa for 10 centavo pieces and sen for 10 yen pieces.

Any metal inserted into the machine's slot must pass several tests to keep from being re-gurgitated into the reject tray.

The first test is conducted by a cradle that weights inserted coins. Too heavy or too light on the cradle's arm, and the coin is summarily dismissed into the coin return channel.

But the most rigorous test is conducted in a chute that carries coins past magnets. Martindale said.

An unacceptable coin may be slowed down too much by its electric field and the magnets. Or it may not be slowed down enough. In either case, ping, a deflecting separator rejects it into the return channel.

The new quarters, being made out of two cents worth of copper and nickel, do not fit the old gourmet tastes of the vending robots.

But, like people, robots may be adjusted.

Split Burglar Alarm Expense

MINNEAPOLIS—A rise in tavern burglaries involving ri

Burglar alarms have prompted Juke box manufacturers and distributors in this area.

Norman Pink, head of the family, said, "We are concerned about these break-ins and at our good locations, we urge the owners to install burglar alarms. If they do not have them already."

"We even share the $30 cost for installing such a system, because it is worth it to us to have the place protected in this way. The cost of repairing damaged machines can be high."

Some bar owners, he said, have felt alarms weren't needed as long as they carried burglary insurance.

Daylight Robberies

"But their insurance usually covers only their safe, inventory, and so forth. The vending machines are not covered. And, besides it isn't just a matter of insurance coverage. If a burglary occurs, there is likely to be immediate need for replacing fixtures or machines because if not losses."

"As a result, we work closely with a split burglary alarm firm and try to get alarms put in where we feel they are indicated."

Another break-in problem involves daylight robberies of machines, like cigarette vendors, in some fairly busy locations.

"A group will gather around the machines," Pink says, "and before you know it, they've piled it open and got some contents or money. There was such an incident recently at the Southdale Shopping Center, where we have a cigarette machine."

"We've responded by putting in battery-operated alarms in some machines."
PHILADELPHIA—A device featuring a circle of winking lights on the top of a cigarette vending machine was ruled a gambling machine here by U. S. District Judge Alfred L. Luongo and declared illegal in the Eastern Pennsylvania jurisdiction of the court.

The lights are activated when a purchaser places coins for a pack of cigarettes in the vending apparatus. If the lights pinpoint a specific bonus position, he gets two packs for the price of one.

Several of the devices were hauled into court and stripped down for a demonstration by Bruce P. Fisher, a physicist from the FBI Laboratory in Washington. Fisher made his point with Judge Luongo despite claims of Harold B. Lipstein, counsel for owner of the bonus selector apparatus, that there was no element of chance in their operation.

Judge Luongo ordered the device can no longer be used legally, in private or in public.
COLOGNE—SEEVEND, the German sales organization of Seeburg, is giving the new Williams four-player pinball, Big Chief, all-stop/cross-promotion on the German market. Promotion is being linked to the current Western fan in this country, which has well-to-do Germans spending their weekends at exclusive "Cowboy Klubs" playing cowboys and Indians. Some clubs have ordered a dozen Big Chiefs to fit their Wild West motif.

The Big Chief is also being sold for private game rooms of wealthy Germans who are Western fans. SEEVEND's promotion has been boosted by the showing of U.S. Western films on German television.

Chicago

Atlas Music Co.'s cigar-chomping parts department manager Mort Jacobs will have to hustle around and find a little more space in that 30-foot basement of the company at 2415 North orchestrating the inventory coming in on the new Rowe-AMI Bandstand jube box, not to mention the new wallbox. At last count, Jacobs was riding herd on some 10,000 old parts. "I can supply everything from a half-century machine to a $100 coffee breather assembly." Stan Levin, Atlas games division sales chief, wears Jacobs is the parts manager in the world. Jacobs, who has been with Atlas President Eddie Ginsburg over 20 years, doesn't deny it. "Every customer is an individual. And we're interested in that individual making money. We're not in the business for one-shot sales. We back them up with service, and we hand over backsliders to provide it. If a customer needs a part I don't have in stock, I'll strip down a new machine to get it."

Jacobs has seen a lot of jube box models come and go, but his customers keep coming. "We have a lot of second-generation operators doing business with Atlas. They've been coming in for so many years we're just a big family. I know the names of all their kids—even the names of their dogs."

On Dec. 1, Bob Moulder lectured at a service training session at World Wide Distributors. Bob is music field-service engineering chief at the Seaborg offices. Moulder was reported in attendance, focusing their attention on the new Electro phonograph. Host were Nate Feldstein, Harold Schenck, Les Roy Glencoda and Harold Freer. Assisting Moulder in the instruction, which centered on World Wide's unique variable-velocity shooting training technique, were Sam DelPiero, Joe Mason and Larron Green. Among the operators on hand were Wayne Hesch, Charles Roberts, Andy Meso, Roy Hooten, Chet Pippin and Harold Hedges of A.S. Entertainers, Inc., Arlington, Heights, Ill.; Ed Reitkne and E. Lee, Apex Music, Niles, Ill.; Milch and Dick Glenda, Dial Music Co., Chicago; James Fleck, Heights Music, Chicago; Daniel Mercier, Earl Sevelo, Roman Chabyetowski and Thomas Fleming, Claver Music Co., Chicago; Samuel Mamer and Samuel Ward, Blue Bird Co., Chicago; Paul Folke, Western Automatic Music, Chicago; Richard Bester, Oakland Sales, Chicago; Marco Griffin and Joe Mendino, North Shore Music, Lake Forest, Ill.; Sol Mamin and Dick Rousky, and Ray Blon, A. A. Swingtime Music, Chicago; John Denaro, East Side Music, Chicago; Ray and George Prohak, Lake County Music, North Chicago, Ill.; John James, Advance Music, Chicago; Larry Murphy, Crystal Music, Chicago; Neal Rother, City Wide Amusement Co., Chicago; A. Barnett and H. Crock, Safeway Music, Chicago; Nathan Peak, Jack Holt, Morris Sullivan and Victor Nardi, World Wide Music, Chicago; Thomas Bennett, John Stan, Beni F. Pieard, E. B. Smith, Edward Wiegels, Melody Music Corp., Chicago.

PHILADELPHIA

Carl Hohensee, vending machine salesman for Erie Silco Food and Vending Service, was recently robbed of $900 in cash and pistol-whipped as he was unloading the money from the car behind the office. Albert M. Roststein, president of the Pennsylvania Chapter of the National Automatic Merchandising Association and also head of Massey, Ventury Vending Co. here, scored a publicity boost with the issue of the new minted cents with state symbols, having photographs taken with J. Harrison Jones, president of the Continental Bank Trust Co. and sheaks with the bank chief testing the new silver coins in the bank's coin-operated vending machines. . . . Pick a Pack Vending, Inc., with corporate offices in suburban Delaware County, was organized for the handling of new distribution and operation of all coin-operated vending machines. Local and District Manager John Stahl Jr. filed the corporate charter application for the new company.

MAURIE H. ORODENKER

when answering ads . . .

Say You Saw It in Billboard

Lyn Dahl, juke box programming doll for Associated Amusement Co., Oxnard, Calif., keeps all new releases on a small desk-side table. Company president Harry Layes had a special room set up in his office for Layes and all associated with the Layes Music, Variety Vending Co., here, to play to the lunchroom and keep sales up. She distributes the disks in the box and routemen pick them up before servicing their locations. Perhaps the nation's largest operator, Layes is continuously attempting innovations to modernize his business.

World-Wide held another school session the following week on the Seeburg Hydro-Swirl, dry ground coffee machine.

RAY BRACK

LOS ANGELES


Ed Schneider, managing director of the California Music Associates, southern division, resigned his post. No replacement will be named until after Jan. 1. . . . H. D. Chapman, of Kings Distributing, excited over his "Rock-Ola Christmas Prize Blattfest" offer. For the purchase of five phonographs you receive an RCA console color television set. Purchase three units and receive an RCA stereo, two units and you receive a Sony portable television and one phonograph purchased earns the buyer an Admiral Playmate '13" portable television.

Henry Troubridge, of C. A. Robinson Company, all smiles after his daughter, Nancy, was named the best looking girl in the fifth grade at Sherman Oaks school. Henry's son, Steve, a senior at UCLA majoring in microbiology, will march with the UCLA bands in the Rose Bowl parade and play during halftime of the UCLA-Michigan State Rose Bowl game on Jan. 1. . . . Both Al Bettelman and C. A. Robinson continue to improve after operations. . . . Jerry Kurenton, of Robinson, was visiting the William H. Luenenhor Company.

One-top action reports that Barbara Streisand's "Second Hand Rose" and Buddy Green's "That Day Mattie Was a Long Time in Coming." Betty, will visit her parents in Australia for about three months. . . . Les Simone back atPagerAdapter Sales and Vending after a business trip to Nevada. . . . Ben Rasmussen and Joanne Parson, both of the Buresh Company, in Orlando with Coin Show. . . . Mike Navarro of Mexico visiting Coin Row. . . . JoAnne Gilgo (office staff) joins the Strive Distributing Co., promoting the Gay Jihad and Mrs. Fred Tuttle, both of Strive in Salt Lake City, visiting the Los Angeles office. . . . Jerry Graves, an operator from El Monte, shopping at the Paul Laymon Company. . . . Alice and Jim Palmer of San Bernardino visiting Coin Row.

BRUCE WEBER
Number Six of a Series

Noah Webster published his famous dictionary in 1828. It's the same one we use today. In it he listed 36 definitions of the word 'TAKE'. Now, it's pretty obvious that Mr. Webster was not a coin operator... it's even more obvious that he never met David C. Rockola. Because Mr. Rockola was a coin operator, and if the two of them had ever exchanged views, there would now be 37 definitions for the word.

Back in the early 20's, David C. Rockola became acquainted with 'TAKE' the hard way... grinding out a living with a route of several thousand penny weighing scales. It didn't take him too long to come to the conclusion that there was too much 'give' and not enough 'take' in this heavy service business.

So, in 1927, our Mr. Rockola decided to parlay this wealth of route-pounding experience with some shirt-sleeve engineering to see if he couldn't give the 'take' a little better share of things. The result was a new idea in scales that performed flawlessly without any maintenance or upkeep whatsoever... ever.

With phonograph parts as scarce as Lucky Strike Green, Rock-Ola operators were making more points than black market nylons.

Through the war and well after V-J Day, the rugged Standard and DeLuxe models were perking along in trouble-free fashion like they were dedicated to the duration.

If Mr. Webster had been in the South Ballroom of the Stevens Hotel in Chicago on December 11, 1939, he might have revised his dictionary right on the spot. Here, Mr. Rockola unveiled his new 1939 models to a special preview audience for the first time... what greeted them was the most dazzling array of solid operator features ever seen in the industry.

Cabinet design was a masterpiece of accessibility with full front opening... top volume control... side cancellation button, and featuring new power in the famous Rock-Ola four tube amplifier. The time-proved mechanical changer mechanism combined with the lightweight crystal pick-up to give long service life.

True high fidelity was achieved through a distortion-free pick-up, special amplifier circuit and a new type speaker... all specially engineered to cabinet acoustics and fully baffled.

Following up the Standard and DeLuxe introduction, Rock-Ola opened up new doors of profit to operators with the introduction of the revolutionary Luxury Lightup Counter model... enabling them to capture small locations that never before were receptive to jukeboxes.

Utilizing the same attractive design, fool-proof mechanism and sound system, the Counter model was a 12 selection masterpiece that measured less than 23" in height and was only 24" wide... it would literally fit anywhere.

Rock-Ola continued to produce scales, counter and amusement games and introduced a line of sleek motor scooters boasting 30 mile per hour speeds, six-miles-for-a-penny economy and a cruising range of 125 miles.

That's how it was at Rock-Ola in 1939.

A lot of things changed through the years that followed, but the dedication to a policy of engineered simplicity in coin operated phonographs has remained as the foundation policy of Rock-Ola... a policy that today has resulted in phonographs of outstanding excellence and trouble-free performance... Starlet, Princess Royal and Grand Prix II.

Rock-Ola Manufacturing Corporation
800 N. Kedzie Avenue - Chicago, Illinois 60651

STARLET Model 429, GRAND PRIX II Model 429

ROCK-OLA 30
music products for profit for 30 years
Pop LP Spotlights are those albums with sufficient sales potential, as defined by Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spot- light winners in other categories are selected on the basis of critical opinion to become top sellers in their respective areas.

**RUBBER SOUL**
*Beatrice* Capitol T 2442 (A); ST 2442 (S)

Featuring all new material composed by Lennon, McCartney and Harrison, they've injected new life into their act by forcing each to put his best foot forward. For one of our best programmed LPs, they give the perfect touch of sophistication to folk-rock to the beautiful full-bodied performances of Paul on "Michelle" and John on "Girl!".

**MY KIND OF BROADWAY**
Frank Sinatra, Reprise F 1015 (A); FS 1015 (S)

What can be said for this exceptional package apart from the Top Ten hit chart? The lack of this LP is the pure and the results of the Broadway class are fine. The melodies and the performers are hard to top. Check up another LP winner.

**ON STAGE WITH THE FOUR SEASONS**
Vee Jay VJLP 1134 (A); VJ 1134 (S)

Being on the hit hit chart "Loves Me (But Says She Doesn't)", The Four Seasons created another hit-selling package with their rock and roll renditions backed by a jazz orchestra with soloists. The harmonies hark back to Bob Crewe and arranger-conductor Charles Calef's work for another winner and programming winner.

**THE FORTUNES**
Press PR 73007 (A); PS 83007 (S)

Featuring their two single hits, "Do You Know Where You're Going To?" and "Have It Your Way," the hit British group make an important album debut. Perfectly mixed with their original hit line-up, they should rocket straight up to the Top Ten. A major release not to be passed by.

**Run Baby Run**
The Newbeats, Mercury LP 128 (M); LPS 128 (S)

With the spotlight upon their current hit single, "Run, Baby Run," the unique trio is starting to come into its own with this catchy album. The group numbers in key numbers with "Mario Dee Stork," "Hang On" and "Ooh La La." Johnny Hodges' "By Pretty Woman" is a definite standard. Good album.

**GO AWAY FROM MY WORLD**
Marianne Faithfull London HL 1347 (A); P 452 (S)

Based upon her single "Summer Night," this album offers an artist as well as commercial LP, with a wide scope of material. The album has an agreeable overall mood. John Lennon's "Come in My Life" and withrendamen/

**THE SECRET AGENT FILE**
Billy Strong, Crescendo GNP 3019 (M)

Closer idea of programming "Thunderball," along with all other similar "Secret Agent" type music, puts off this hit chart concert for the longest time. His big band orchestra is well on the way to the establishment of the film and his guitar performance and the structure. A winning album laden with distinctive appeal.

**BABY, BABY, BABY**
The Newbeats, Mercury LP 128 (M); LPS 128 (S)

With the spotlight upon their current hit single, "Run, Baby Run," the unique trio is starting to come into its own with this catchy album. The group numbers in key numbers with "Mario Dee Stork," "Hang On" and "Ooh La La." Johnny Hodges' "By Pretty Woman" is a definite standard. Good album.

**MORE THEMES FROM THE JAMES BOND THRELLERS**
Roland Shaw Orch London HL 3465 (M); 75 445 (S)

Roland Shaw's orchestra gets a lot of material from the hit theme for "Bond" series. His band is a perfect complement of this theme. James Bland from "Thunderball" LP and should be as successful especially because he had "Thunderball" theme lends this way.

**COUNTRY MUSIC**

**MAP THE BIRD OF PARADISE FLY UP YOUR NOSE**
"Little" Jimmy Dickens, Columbia (M); CS 734 (S)

"Little" Jimmies comes out with his own hits from record. He is a perfect complement of this theme. James Bland from "Thunderball" LP and should be as successful especially because he had "Thunderball" theme lends this way.

**THUNDERBALL**
Goldfinger

"The James Bond Threler orchestra according to the Billboard Review Panel is the hit of the LP charts. This LP shows the entire LP chart for the three months.

**CHRISTMAS WITH PATTI PAGE**
Christmas With Patti Page, Columbia CL 2414 (M); CS 9241 (S)

Bringing freshness to standard holiday material, this package is cleverly arranged in skilful fashion. Produced by Dick Page, this package is arranged for a little more than 15 minutes of standardization. The result is a wondful programming and commercial package. "Happy Birthday Jesus" and "We Wish You a Merry Christmas" are among the standards.

**THE CHRISTMAS ALBUM**
VG L 4701 (M); 11625 (S)

The beauty of Christmas music has been achieved by the tasteful juxtaposition of the Christmas music of Bob Fiddler, Bob Fiddler and the Christmas music of Bob Fiddler.

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VG L 4701 (M); 11625 (S)

The beauty of Christmas music has been achieved by the tasteful juxtaposition of the Christmas music of Bob Fiddler, Bob Fiddler and the Christmas music of Bob Fiddler.

**INTERNATIONAL SPOT**

**DIE STIMME DER HEIMAT**
Freddy, Polydor 237 481 (M)

Germany's top two come up with an artist's and winning commercial package. Based on material of traditional German folks, his rich voice enhances the familiar "Du do digt mir in Norden" among the standard arrangements. A well produced and arranged album.