RCA Quest for Publishing Subsidiary Nearing Goal

By PAUL ACKERMAN

NEW YORK—The entry into the music publishing business by the Radio Corporation of America, either through a publishing subsidiary of RCA Victor (The Billboard, Jan. 16), or by way of a publishing subsidiary of the National Broadcasting Co., seemed more likely this week as a result of newest information.

Following on the heels of RCA Victor's exploration of publishing as a possible means of diversification, it was learned that NBC has been having talks with representatives of the Aberbach interests but at press time no agreement had been reached. It is reported that Robert Saroff, NBC board chairman who assumes the presidency of RCA on Jan. 1, has become very interested in the publishing field, and that surveys have been made in order to ascertain manpower and catalog needs for a comprehensive publishing operation.

Several facets of this over-all picture intrigue the insiders. Those close to the scene point to the possibility, for instance, of a publishing venture under the RCA banner—one by the disk wing and the other by the network wing. Others feel that although both these RCA segments could be involved, the end result would be unified and would shape up as one publishing company.

It is no secret that possible personnel have already been inquired about.

(Continued on page 4)

Tijuana Sound Pacesetter For New Pop Music Style

By ELLIOT TIEGEL

HOLLYWOOD — The Tijuana Brass, currently riding high on A&M Records, is forerunner of a new sound movement in pop music. After four years of building the Mariscali sound, the Herb Alpert-led studio group is scoring heavily on the night club circuit and on top network shows.

Up until the last few weeks, the Brass had the field alone as the leading exponent of Mexican-flavored pop music. It appeared no other label felt the hitherto unique trumpet style of the group (with a contemporary rhythm sound as a base) was anything to duplicate.

Now, however, with A&M singles and albums all over the charts and "Whipped Cream and Other Delights" riding the No. 1 album spot, acts men around the country have picked up the sound and a rush has begun to get onto the Mexican bandwagon.

The first record showing an awareness of the Tijuana Brass influence is Perry Como's recent RCA single, "Bye Bye Little Girl," in which the trumpet section plays Mexican style. Ironically, this song is not the company's push side, but it has gained exposure on good music stations.

Next on the bandwagon is Lawrence Welk's Dot single of "La Bamba," with traces of Latin-flavored trumpeting prominent.

Epic has also recognized Tijuana's existence with Joe Sherman and the Arena Brass. The label selected "Feeling Good" as the top side of the (Continued on page 10)

'Sound of Music' Sells at 400,000 Monthly Clip

By MIKE GROSS

NEW YORK — RCA Victor soundtrack album of "The Sound of Music" is selling at such a hot clip many sales figures are likely to be topped before its final figures are in. The album, which is expected to pass the two-million mark before the end of the year, is now selling at a rate of 400,000 copies a month.

The two-million figure is all the more impressive in that it's been achieved in only nine months and sales in domestic sales only. The album, which is on release overseas, is the No. 1 LP seller in England. The foreign sales of the album have not been tallied yet. However, Victor executives anticipate no let-up in the sales of the album for some time and see it easily passing its top soundtrack seller "South Pacific," which hit three million. Since its release in March, "The Sound of Music" is earning a per cent of the sales tally racked up by "South Pacific" during its first nine-month period on the market.

Victor's bullish attitude on "The Sound of Music's" sales (Continued on page 10)

Radio Gets Behind Equal Job Chance

By CLAUDE HALL

NEW YORK — The radio industry is rallying to the support of the equal employment opportunity campaign, "Things Are Changing." Station after station has not only voiced approval of the cause, but indicated they were joining in the national effort on the part of private industry to convince members of minority groups that equal employment opportunities are now a reality.

The first phase of this campaign launched by the Advertiser's Council and Plans for Progress — a "Hot 100" group that records for Motown Records, plus spot radio announcement copy, Spanish versions of the records were also distributed, (Continued on page 10)
Music from a fast-action TV show now a chart-action album!

LPM/LSP-3475

An album to make record buyers “say U.N.C.L.E.”—one with a ready-made market of 30 million TV viewers! Arranged and conducted by Hugo Montenegro, album includes “Theme from ‘The Man from U.N.C.L.E.’,” “Wild Bike,” “Meet Mr. Solo,” “Fiddleticks,” “Solo on a Raft.” Set your sights on “The Man from U.N.C.L.E.” RCA VICTOR
**Discotheque Chain Planned**

NEW YORK—The manufacturers of Circle-O-Phonic records, who face a new address system, have announced plans to form a chain of discotoques that will open in Detroit, if there is sufficient demand. The chain, plans to operate in three different categories of Detroit throughout the nation in the next two years. The first discotoques will operate on a membership basis—open to both sexes—with payment made by credit card. The clubs will be called Discoc-Clubs. According to Eric Nyland, Circle-O-Phonic president, emphasis will be on recorded music rather than live talent.

(Continued on page 6)

**Radio License Group Meets**

NEW YORK—The All-Industry Radio License Commission met a Thursday (11) concerning ASCAP and BMI. It was announced by Robert T. Mullen, chairman. The meeting was followed by another meeting between the committee and the ASCAP negotiators. The committee meeting considered discussions pertaining to New York for fixation of ASCAP fees, and Judge Ryan's order asking for production of ASCAP records. The committee requested that efforts continue to conclude the ASCAP proceeding as expeditiously as possible.

With regard to BMI the discussions concerned the recent demand for an increase in fees. Subsequent to the meeting, the committee members met with BMI exes, including President Bob Sou, and Sydney Kaye, chairman of the board. The committee informed BMI that there was no basis at this time on which the committee could recommend that its stations pay an increase in fees. The committee also stated to BMI it agreed to supply data supporting its demand. Another meeting is scheduled for January.

**ABC-Para. Launches Boom**

NEW YORK—ABC-Para. Records, Inc., announced a three-priced expansion drive for 1966. Larry Newton, president, announced this week that ABC-Para is establishing a new pop label, reviving the Grand Awards label and making it a budget line, and reopening its Nashville office. The new label, Boom Records, will be headed by Julie Rifkind, director of ASCAP and his affiliated labels. While at ABC he was responsible for the label’s “Fever” and "Hang On Sloopy," and the McCords, "I Only Have Eyes for You," with the Strangelygos. At MGM, he had scored 50 million sellers and was named general manager of Stax Records. He had also been head of Cub Records and national promotion manager for MGM and its affiliated labels.

At Newton, Grand Award, originally the parent label, the new Label, is owned by BMI, and the suggested list price of $1.50, New. Sessions are now handled by manager and general manager of Command, said that first reissues are scheduled for next month.

The reactivated Nashville of Nite will be headed by Fred Carter, singer, musician, writer and ad man. It will be located temporarily at 812 17th Avenue S., Room 201, until new quarters are completed.

Carter, who will continue as President and general manager of Command, said that first reissues are scheduled for next month.

Julie Rifkind, right, newly appointed head of Bang Records, receives the congratulations of Larry Newton, ABC-Para Paramount president.

**Launch Cole Cancer Drive**

LOS ANGELES—First annual Nat Cole memorial night fund raising concert, held here recently, has been termed a success by the Cole Cancer Foundation, which is now planning additional benefits. No 10 million attended the annual benefit show at the Variety show at the Music Center Pavilion Friday (10). The Foundation plans to hold the event annually.

Plans are also under way, revealed executive director Fred Johnson, for a fund-raising dinner in Beverly Hills about April 15, and another about March 17, Cole’s birthday.

The American Cancer Society has been approached about continuing its scholarship program. The ACS has an excellent educational program, hence the Cole organization wishes to avoid duplicating any of its efforts. The Cole Foundation hopes to provide some form of education not now available through other charities.

The organization does not plan massive drives for volunteers, but it feels it might be able to handle special educational projects by utilizing its many friends in show business. For the Music Center benefit, 15 performers donated services, with the Foundation shell out $12,000 in production fees. The program runs three and one-half hours. Artists saluting the late entertainer were the Andrews Sisters, Nancy Wilson, Maury Chaykin, and Frankie Laine, Vincent Edwards, Gogi Grant, Bob Newhart, Juliet Prowse, Eddie Albert, Bea Bennett, Sunny Anderson, Jack Jones, Ricardo Montalban, Les Brown Christmas Give and the 45-man Nelson Riddle orchestra.

**WJRZ Slates Talent Shows**

NEWARK, N. J.—WJRZ—4 in a drive to build audience and increase its New York metropolitan area—has slated its next five talent spectacular as a trio. Back-to-back shows are scheduled for Manhattan’s Carnegie Hall and the Brooklyn Academy of Music Feb. 26, and Newark’s Symphony Hall Feb. 27.

The shows are being handled by Gerard W. Purcell Associates in cooperation with Envision. When WJRZ, Newark, N. J., switched to a country music format Sept. 14, very few persons except Purcell would have predicted success. For one thing, everyone thought that the metropolitan market for country music and the radio market, would be too.

**Cahn, Rosen Exit Clarified**

NEW YORK — Billboard’s attention has been called to its report concerning the termina- tion of Earl F. Cahn, vice-president of Kapp Records, and Herb Rosen, in charge of the label’s marketing.

While Cahn and Rosen are no longer associated with Kapp Records, upon their leaving that firm Cahn and Rosen were amicable, and, as Billboard stated, Cahn intends to remain in the record industry. Similarly, Rosen intends to remain in this industry.

Billboard regrets any false impression that it may have made in reporting. Billboard intended to bring the news to the Dec. 11 issue.

**ITCC Opens Coast Office**

NEW YORK—International Tape Cartridge Corp. has expanded its distribution through both coasts. ITCC opened offices in West Los Angeles, appointing Chalmers J. Jung, to serve as sales manager for three years, and John W. Anderson, Jung's assistant at that firm. Jung and Anderson, plus a staff of four, will handle ITCC's sales in the 11 Western States.

In New York, ITCC moved to larger quarters in the Sperry Rand Building, taking over 2,500 square feet. ITCC duplicated the disk catalogues of more than 40 labels in the three primary tape cartridges, Sony, Coletta, and Japan Stere 8, Ortronics, and Telepo.

**Record Club of Am. Sets Major Drive**

JAY, P.—The Record Club of America plans to consolidate its offices here under one roof a new building slated for construction on spring on a $650,000 tract. The club is laying off a drive to increase membership from 400,000 to 600,000 by June 1. that division expansion program will be more than double distribution and office facilities. Some 31 million of time is being added to the club's advertising program to support the membership drive.

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December 25, 1965, BILLBOARD

**BMI Ups Mss. Zavin To Perfs. Rights Post**

NEW YORK—Mrs. Theodora Zavin, formerly vice-president in charge of regional administration, BMI, has been elected to the post of vice-president, performing rights, of the company. In this capacity Mrs. Zavin will supervise the company's sales, and foreign rights divisions of BMI. The board appointed Neil Anderson executive director in charge of writer administration.

Mrs. Zavin, a Phi Beta Kappa and recipient of a Bachelor of Science Degree from Columbia, received her law degree from Columbia. She joined BMI in 1952 as resident counsel. In 1955 she was named assistant vice-president in charge of all administrative activities. In February 1966 she was named vice-president, publisher administrative.

Mrs. Zavin is a member of the Bar Association of the City of New York, the American Bar Association, American Women in Radio and Television, Inc., the Copyright Society of the U. S. A. and the International Association of Radio and Television Society, She is a trustee of the Educational Foundation of American Women

**A Bang-Up Push**

NEW YORK—Audio Fidelity Records has launched a major promotion drive for "Kiss Kiss, Bang Bang," a single from the James Bond "Thunderball" film.

The record, sung by British artist Grégoire Grainger, features a color sleeve with a picture of Miss Grainger with a gold raincoat and pistol in hand. She will make department store appearances to promote the raincoat (manufactured by Naran Rainwear) and guitar (for $90), with a copy of the record given as a premium for each sale.

Disk jockeys and trade personalities will receive butane lighters in the form of pens which emit a light when the trigger is squeezed. Miss Grainger will also present lighters to jockeys on guest shots.

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NEW YORK—In what may be the forerunner of more serious phases of a full-scale investigation into alleged widespread corruption in the record industry, more than 50 industry executives were called to a hearing at the offices of an attorney. The attorney involved was Edward J. Lefkowitz (Thurs.)

Among those making statements were Peter Nero, Xavier Cugat, and Mr. Lefkowitz, U. S. attorney for the Beatle, George Harrison. HRH Prince Philip, attorney for Errol Garner; Herman Darby, attorney for John Gary; J. A. Borzage, attorney representing the Harvard Fox office, Sidney She- ne, attorney representing United Artists; Murray (the R) Kaufman, and Richard B. Joloway, attorney representing John Gary.

The open meeting followed on the heels of cease and desist actions filed by the Attorney General’s office against Ambassador Records, Pickwick International Records, and RCA Records, all three companies agreed to represent Glen Miller. The Attorney General had also recently launched court action against Columbia Records, alleging the firm had misused and handled Glen Miller’s master tapes on the records of five albums. All the parties held up for display the original jackets of the five albums. The Monday morning session was Wynn Tree, President of RCA Records, and Atlantic Records. The meeting was on the record industry, and is regarded as the beginning of a full-scale investigation into the business practices of the record industry.
We said it about "SUBTERRANEAN HOMESICK BLUES"...
We said it about "POSITIVELY 4th STREET"...
Now we say it again...
NOBODY SINGS DYL <LINE_BREAK>
LIKE DYL <LINE_BREAK>
Another Bob Dylan smash—
"CAN YOU PLEASE CRAWL OUT YOUR WINDOW?"
ON COLUMBIA RECORDS®
Audio Magnetic to Construct Overseas Tape Factories

By ELLIOT TIEGEL

BEVERLY HILLS—The Audio Magnetic Corp., which produces pre-recorded tapes using the "PVC," is entering into joint ventures with foreign companies for the construction of the PVC tape factories.

Audio Magnetic's first overseas project is with Jai Electronics of Bombay, India, on a 49.51 per cent basis, to a factory scheduled for completion within 90 days. AMC plans joint construction with companies in Africa, Israel, Australia, and a Common Market country, according to President Irving Katz.

Cost of construction for the Indian facility is $200,000, with machinery running below $100,000. The plant will have the capability of producing 500,000 reels of 1,200 feet of magnetic oxide tape in a year.

President Katz, formerly in the record industry 15 years, explained that by setting up joint agreements, current magnetic tape development in the U.S. may be passed on to his foreign customers. Katz claims AMC is the only American tape manufacturer (there are 16 U.S. tape outlets) importing raw materials from Europe, converting them to magnetic tape and exporting the product back to Europe at a cheaper price than can be obtained on the local level.

The company firmly believes in "PVC" (polyvinyl chloride), which it says is many times stronger than an acetate base and unaffected by weather and temperature conditions.

London Rolls out on 1966 LP Plan

NEW YORK—London Recorders, Inc., its first 1966 album program on the ground last week with a special meeting of its entire staff in Beverly Hills. Herb Goldfarb, London's national sales manager, briefed the staff on the company's plan and noted that completed program brochures will be scheduled to be in the hands of distributors and their salesman throughout the country on Monday (20).

Highlight of the plan, dubbed SP 66, Street Paradise (1960), which will run until May 31, is the inclusion of the firm's top-selling LPs of 1965. Also included in SP 66 will be all new albums released by the firm during the life of the program and the entire catalog of both the London and the American London Group. The plan also incorporates as a program in a press release that "March Is Montavani Month" promotion, as well as the Four Phase segment of the catalog. A highlight in the merchandising area will be the introduction of the "Four Phase Floor rack," available to those dealers ordering a minimum of 200 units and nominal charge to other retailers.

Discounts, dated billing and cooperative advertising allowances are a part of the SP 66 program, along with the in-store merchandising materials. Special exchange of albums to be offered on certain segments of the catalog.

New product already in the works covers every facet of the London catalog, including the top pop artists from Britain, the good music-makers from the United Kingdom, the classical merchants and new entries from such American artists as Joe Cobell, the Flair label and Tuti Camaratula's Colombia label.

Along with the SP 66 program, London has announced its own Four Phase programs will be issued during the period of the program. Included will be Frank Chacksfield, Frank Chacksfield, John Kennedy, and Leopold Stokowski.

Pincus Reports Big Year

NEW YORK—Publisher George Pincus, winding up a very successful 12 months with the hot "A Taste of Honey" recorded by the Herb Alpert Tijuana Surf Band and released by Verve Records, said recently that he will sharply increase their film publishing in 1966.

First instance of the heightened film activity is the acquisition of the score to "That Man in Istanbul," which is being released by Columbia Pictures. The deal was set by Lee Pincus, managing director of Arista Music, Ltd., of London, publisher of the score for the United Kingdom.

Season's Greetings

IVAN McGOB

Discotheque Chain

The and the revolving Circle-Phone speakers will be the focal point of the plan.

Nyland said that the clubs will have "rock 'n' roll" in their areas, and that all credit card billing will be handled through the Circle-Phone system. He added that the club will buy the equipment for a "built-in" fee of $2 per month or a capital investment. The plan will be adaptable to any existing circle of clubs.

Part of the plan will probably include occasional appearance of live record acts, Nyland said. Initially, he said, record purchases and programming will be handled by the Disc-O-Club headquarters, with the possibility of getting custom records for the chain.

Circle-Phone has been making speakers for 14 months. Systems for 14 months. Nyland's background has been in manufacturing, finance, advertising and sales promotion.

The first Disc-O-Club is planned for Washington early in 1966.

Rafael Hernandez Dies in San Juan

SAN JUAN—Rafael Hernandez, celebrated Puerto Rican composer, died Sunday (21) in San Patricio Veterans Hospital here. He had been suffering from heart ailments and was recently honored with a 90-minute spectacular which was aired on all Puerto Rico television and radio stations.

Correction

NEW YORK—A story in the Dec. 11 issue of Billboard incorrectly listed the publisher of "It Was a Very Good Year" as Republic Music Corp. The correct publisher is Dolfi Music, Inc., here.

Shirley Temple, Al Martino, Glenn Miller, Tommy Dorsey, Lena Horne, Nat King Cole, Tony Martin, The Velvet Violins, and George Gershwin.

'Kraft Music Hall' Beans Message to Outer Space

By BARRY CANDY

HOUSTON—Music which was piped to the astronauts in Gemini 7 is being continued in the flight of Gemini 7. Many of the reporters here at the Manned Spacecraft Center have begun calling the music session the "Kraft Music Hall" after flight directors Elton C. Kraft.

The Mission control center deejay is Elliott see, the astronaut who has been named command pilot for Gemini 7. See is capsule communicator during one shift at the Control Center.

Song theme for the marathon journey is "I'll Be Home for Christmas."

After several days of music which included such recordings as "Fly Me to the Moon" by Dukkington, There Are Such Things" by Frank Sinatra, "Boulevard Street Parade," by Louis Armstrong, "Star Burst," by Glenn Gray and "I Get Plenty Of Navy." by the Rocket Ships, Air Force Lt. Col. Frank Borman, the command pilot and his companion Navy Capt. James L. Lovell Jr., were asked their musical preference.

Borman said that he preferred "something quiet and restful." One of the first tunes on orbit 58 beamed to the astronauts was "High Hopes."

Tunes that were sent up to the two astronauts were not for entertainment alone. The music was also used to check out the communications system to be used when Gemini 9 flies.

The music is being sent to Borman and Lovell by high frequency and the two are talking to ground tracking stations by ultra high frequency radio.

Movietone Ships First Releases

NEW YORK—The first LP wave by Movietone Records, the economics was handled by MCI, was shipped last week. Sales chief Chris Sarner said, "Our first release of 30,000 units has been received by our top dealers, so far and orders by rack jobbers are expected to be heavy."

The first releases include nine mono and seven stereo LP's retailing for $1.99 each. Artists include Suzy Bostic and the New Toppers.

TUNING UP FOR THE NEW YEAR: Songwriting teams at the Big 3 (Robbins-Feist-Miller) are following recent meeting which set 1966 plans for the publishing firm's new songwriters. Among the key writers are Bob Marley, Paul Van Bie, Big 3 chief Arnold Maxon, and writer Lee Rocker. Seated left to right are writers Benny Benny, Tommy Wynn and Danny Jordan.

December 25, 1965, BILLBOARD
Lara's Theme
the hit love theme from the hit film
METRO-GOLDWYN-MAYER PRESENTS A CARLO PONTI PRODUCTION
DAVID LEAN'S FILM OF BORIS PASTERNAK'S
DOCTOR ZHIVAGO

by The MGM Singing Strings
arranged and produced by Teddy Randazzo

Haunting!
Unforgettable!
Overwhelming!
COLLEGE CIRCUIT
By CLAUDE R. HALL

The day after a Dec. 3 concert by the Lettermen at Murray State College in Murray, Ky., Chuck Simons at Chuck's Music Center near the campus reported he'd sold out their "You'll Never Walk Alone" album. Billboard correspondent D. Ellis Muller said that the 1,700 who attended the concert were "very enthusiastic" over the performance by the group. The Lettermen received a standing ovation for their efforts.

Correspondent David Neidhof reported that a show Nov. 24 at Miami University, Oxford, Ohio, drew 2,500 fans to see the Kingsmen perform. "The device of using the same selections in both the first and second parts of the show disappointed the students most: thought this should not have been done, since many of their recorded selections were not sung." Both Myers Music Store and Follett's Miami Co-Op Book Store reported only selling two LP's each. Joseph Myers said, "This is no more than 1 usually sold during a typical week. In fact, it might be less."

Ferrante & Teicher, with the Rooftop Singers, performed Oct. 23 to 4,000 at Villanova University, Villanova, Pa., said correspondent Bill McCloskey. The Rooftop Singers were only mildly received, but the duo of Ferrante & Teicher drew a standing ovation. Both Steve Thomas at Sears and C. H. Davis of the Davis store noticed no sales increase.

The Dick Clark Caravan—featuring the Byrds, the We Five, Paul Revere & the Raiders and Bo Didley—performed Nov. 20 for Ohio University in Athens, Ohio. Correspondent George Joachim thought the best part of the show was Paul Revere & the Raiders, who exhibited "a tremendous ability to hold the attention of, and entertain, any audience. The other groups on the bill tended to be more singers than singer-entertainers." 5,500 saw the show and Jim Webb at Webb's World of Music reported, "I felt that Paul Revere & the Raiders were truly great showmen and I could have sold at least half their albums if I'd them in stock. This Caravan had a tremendous effect on single and album sales. He sold a total of 20 LP's. Rusty Sewell at Togus' Bookstore reported selling 43 LP's, 18 of which were "Here They Come" by Paul Revere & the Raiders.

Don Ellis at Discount Records, Berkeley, Calif., said sales of Wilborn Kempff's Deutsche Grammophon Records LP's sold exceptionally well the first week following his Dec. 5 concert at the University of California at Berkeley. Correspondent Jerry A. Green said Kempff perform an all-Brahms program before 1,500 fans. "The audience reception was extraordinary enthusiastic." At Georgia College Campus Records reported no sales reaction from the concert.

Henry Mancini on Dec. 4 at the University of Kentucky, Lexington, Ky., ran into piano problems and wound up offering to donate $100 to help the university start a fund-raising drive for a "decent concert grand piano." But the 8,500 who saw the show absorbed the inferior piano and came up with two standing ovations for Mancini's performance. "Elephant Walk," "Peter Gunn," and "Days of Wine and Roses" were well received, said correspondent John A. Zeb. Barney Miller's record store sold tickets to the concert and reaped extra sales before and afterward. "Very good response," said Ed Conmon. William Ebben at the University Book Store said Mancini's concert made him the best individual sales mover since the record department opened.

Dave Brubeck on Dec. 10 at the University of Missouri, University City, Mo., played to 3,800, said correspondent Jerry Chaskel. Columbia's New Record Store reported that the appearance of the jazz group helped out in the sale of their LP's. The Serendipity Singers, with pianist Earl (Radio) Hines also on the bill, drew 1,400 Nov. 17 at the University of Houston. Houston, said correspondent Richard Gachagan. Highlights of the Serendipity's performance were a husky version of "Soon It's Gonna Rain" and a banner-waving song called "Freedom Star." A Nov. 20 Association of College Unions convention at the University of Dayton, Dayton, Ohio, saw more than 300 of the representatives viewing a concert by Josh White Jr. Correspondent Fred Puglia said "the people said he was one of the greatest singing soloists and guitarists. Mike Seeger performed to more than 575 fans Nov. 23 at McGill University, Montreal, Can., said correspondent John Knight. The Womansfolk on Nov. 21 played to 460 at Seton Hall University, South Orange, N. J., said correspondent John P. Gallagher. "Their brand of folk music was refreshing and entertaining."

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December 25, 1965, BILLBOARD
David & Jonathan

Michelle

1/w How Bitter The Taste Of Love

Here's the great vocal hit from England produced by George Martin. It's the one you're hearing now, so be sure you have stock on hand!
THE JAZZ BEAT

By ELIOT TIEGEL

Dixieland and Blues

Dixieland, anyone? There seems to be a number of tiny labels around the country specializing in the two-beat, but because of general disinterest among modern fans and the lack of strong distribution and promotion, these companies are only known in their local regions. They might be called jazz's mamas and papa companies. A list of some labels producing traditional music will be found farther down in the column.

European enthusiasm for Dixieland dates back to the 1930's. Now there is a 300-member Original Dixieland Jazz Club in Osaka, Japan, formed four years ago. There is also a New Orleans Jazz Club at Waseda University in Tokyo. Dixieland clubs may be found in such large cities as Yokohama, Kyoto and Kobe.

Friedrich Gildas and Roman Waschko will head a jury selecting the best modern jazz compositions in Vienna next May. Prizes of $1,000 and $600 will be offered in six instrument categories. Applications are available at Konservatorium der Stadt Wien, Johannngasse 42, Wien, Austria.

Duke Ellington is scoring the Paramount film, "Assault on a Queen" which stars Frank Sinatra. The concert Dixie Gillespie will be seen on the new... (Continued on page 45)

Radio Gets Behind Equal Job Chance

(Continued from page 1)

featuring Julio Angel and Lupeita of Puerto Rico. Upcoming press kits will feature records of "Things Are Changing Now," by Jay and the Americas of United Artists Records and the Blossoms. All artists are donating their services and Phil Specter, head of Philles Records, donated the song.

Last week, the National Association of Record Executives announced it was stepping behind the campaign 100 per cent and would call upon all deejays, music directors and program directors in the radio field to give their full support.

Among those stations who've announced full support of the project are: KSOO, Sioux Falls, S. Dak.; WBEU, Chicago; WBAM, Chicago; KSU-AM-FM, Jonesboro, Ark.; WARM, Avoca, Pa.; WBOY, Clarksburg, W. Va., and WMUH, Muhlenberg College, Allentown, Pa.

Some of the directors at Easy Listening stations — while using the prepared copy — expressed interest in a record more in keeping with their formats. This is now being considered by the organizations that launched the campaign. Donating their services in the project are the Advertising Council and Plans for Progress, a private group composed of 316 of America's major corporations. The project is strictly a private industry effort; Ford Foundation supplied make-ready expenses with a two-year grant. The creative work is being done by the Marshall Co.


The second phase of the campaign will provide in-depth information on how people can retrain themselves for tomorrow's jobs.

Tijuana Sound Sets New Style

(Continued from page 1)

a top hit in...

BILLBOARD CASH BOX RECORD WORLD BILL GAVIN'S REPORT TEMPO

Distributed by:
ONE-DERFUL PRODUCTIONS, INC.
1829 South Michigan Avenue, Chicago, Illinois 60616
(312) 225-0583

1015 CASTLECREST

INTERNATIONAL TAPE CARTRIDGE CORPORATION

Subsidiary of Beta Corporation

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West Los Angeles, California

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Audio Precision Plating

WITH OUR PATENTED AUDIOMATIC PROCESS

AUDIO MATRIX, INC., 915 WESTCHESTER AVENUE, THE BRONX, NEW YORK 10469-212
LV 5-3500/CABLE: AUDIOMATIC

December 25, 1965, BILLBOARD
Her big hit of '65 is the biggest hit of '66

Connie Francis sings Jealous Heart
b/w Can I Rely on You
K-13420
1. LITTLE DRUMMER BOY, Harry Simeone Chorale, 20th Century-Fox 429
2. SANTA LOOKED A LOT LIKE DADDY, Buck Owens, Capitol 5537
3. WHITE CHRISTMAS, Bing Crosby, Decca 23778
4. CHRISTMAS SONG, Nat King Cole, Capitol 3561
5. MERRY CHRISTMAS BABY, Charles Brown, Hollywood 1021
6. PLEASE COME HOME FOR CHRISTMAS, Charles Brown, King 5405
7. JINGLE BELLS, Bobby Helms, Decca 30513
8. THERE WOULDN'T BE ANY SNOW, Derrik Roberts, Roulette 4658
10. ROCKIN' AROUND THE CHRISTMAS TREE, Brenda Lee, Decca 30776
11. TWINKLE TWINKLE LITTLE ME, Supremes, Motown 1085
12. CHILDREN'S CHRISTMAS SONG, Supremes, Motown 1085
13. JUICE CHRISTMAS, Elvis Presley, RCA Victor 0647
14. YES, PATRICIA, THERE IS A SANTA CLAUS, Jimmy Dean, Columbia 43457
15. DO YOU HEAR WHAT I HEAR, Bing Crosby, Capitol 5088
16. MERRY CHRISTMAS BABY, Charles Brown, Imperial 9902
17. WHAT ARE YOU DOING NEW YEAR'S EVE, Nancy Wilson, Capitol 5084
18. DO YOU HEAR WHAT I HEAR, Andy Williams, Columbia 43456
19. THE REAL MEANING OF CHRISTMAS, Ray Conniff & the Singers, Columbia 43448
20. WHITE WORLD OF WINTER, Bing Crosby, Reprise 0424
21. JINGLE BELLS, Ramsey Lewis Trio, Cadet 5488
22. SILVER BELLS, Al Martino, Capitol 5311
23. MY MAMA AND SANTA CLAUS, George Jones, United Artists 530
24. O BAMBINO, Harry Simeone Chorale, Kapp 628
25. JINGO JAP, Bert Kaempfert, Decca 31560
26. MAY YOU ALWAYS, Harry Harrison, Amy 944
27. BABY'S FIRST CHRISTMAS, Connie Francis, MGM 4049
28. WHITE CHRISTMAS, Drifters, Atlantic 1048
29. SILENT NIGHT, Bing Crosby, Decca 23777
30. LITTLE ALTAR BOY, Vic Dana, Dolton 48
NOW - A Brand New Album Hit

"Mary Poppins" EN FRANÇAIS

VERSION FRANÇAISE REALISÉE AVEC LE CONCOURS DE:
CHRISTIANE LEGRAND et BOB MARTIN

ENSEMBLE VOCAL ET ORCHESTRE

Direction: HUBERT ROSTAING

BV 3335
STEREO
3335

MARY POPPINS ALBUMS
RECORD BREAKING SALES
ALL AROUND THE WORLD

MORE THAN 3 MILLION
MARY POPPINS
ORIGINAL CAST
SOUND TRACK
ALBUMS

MORE THAN 750,000
MARY POPPINS "SONGS" ALBUMS

MORE THAN 300,000
MARY POPPINS
STORY-TELLER
ALBUMS

ALL AROUND THE WORLD — IN THEIR OWN LANGUAGE —
THEY'RE SINGING "SUPERCAL"!
(IN 19 COUNTRIES, TO BE EXACT, AS OF NOW)
### NEW ORLEANS

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**CONSUMERS SEE BILLBOARD’S “TOP SELLER” CHART FOR CLEVELAND EVERY MONDAY EXCLUSIVELY IN THE PLAIN DEALER**

An important reader service by Cleveland’s leading daily newspaper

THROUGH EXCLUSIVE ADVANCE INFORMATION.Supplied AS A RECORD INDUSTRY SERVICE BY BILLBOARD

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**THE PLAIN DEALER**

Kingsville, U.S. Ohio

**U.S. TO CUT DOWN ON BOMBS**

---

December 25, 1965, BILLBOARD
New York—This was the week that wasn't for Broadway musicals. Three shows bit the dust and only one is survived by an original cast album.

The original cast is "Anya," released last week by United Artists Records. Despite the show's fold on Saturday (11)

London Artists Invading U. S.

New York—Three of London's hot British acts are set for dates in the U. S. Leading the British invasion are The Moody Blues, who arrived here last Friday (17). Following them are the Fortunes, who are due in Monday (20). Both groups will be in the now popular Cinerama Dome at the Egyptian Theater in Hollywood, Week on the Brooklyn Fox Theater stage are taped by Murray (The K) Kaufman. The other London artist is Jonathan King, who is due here on Dec. 27. The Moody Blues were on Ed Sullivan's CBS-TV show Sunday (1), singing "Hullabaloo" from the album " novo. They are for "Hullabaloo" taping on Tuesday (21). The show is scheduled to be aired on Dec. 27. Other bookings both on the coast are now being lined up.

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Johnny Mathis
with his great new single

"ON A CLEAR DAY"
(From Alan Jay Lerner-Burton Lane New Broadway Musical
"On a Clear Day You Can See Forever")

b/w

"Come Back to Me"
Mercury #72493
Produced by GLOBAL RECORDS

See Johnny:
Dec. 25th—7:30 P.M. ABC-TV—Christmas Spectacular
Dec. 28 thru Jan. 2—Valley Music Theater, L. A.
POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

ELVIS PRESLEY—TELL ME WHY (Brent & Melody Lane, BMI)—A proven hit for Presley in England, this slow blues rocker is revived and released in the U.S. with spotlights to the tune of his recent action picture. Flip: "Blue River" (Gladdy, ASCAP). RCA Victor 8740

TOP 60 Spotlights—Predicted to reach the top 60 of the Hot 100 Chart

ROY HEAD—GET BACK (Travis Music, BMI)—Head is in top form in this swinging, rocking number. Montgomery-styled guitar and a strong soul-choke appeal! Flip: "Get Back" (Instrumental) (Travis Music, BMI). Scepter 12124

LITTLE ANTHONY AND THE IMPERIALS—HURT (Miller, ASCAP)—This big production revival of the oldie rocker that features a strong tenor, a lyric and dance beat. Flip: "Folk City" (Screen Gems-Columbia, BMI). Liberty 58849

PEGGY LEE—BIG SPENDER (Notable, ASCAP)—From the forthcoming Cy Coleman-Dorothy Fields hit musical, "Shine on Thou Cherished." Miss Lee has won in this clever rhythm material. She broke it up in her Copa set with this number and the record should prove a hot sales item. Flip: "Trapped (in the Web of Love)" (Jefferson, ASCAP). Capitol 5557

THE MAMA'S AND THE PAPA'S—CALIFORNIA DREAMIN' (Trousdale, BMI)—New West Coast quartet presenting a familiar sound with well written commercial material that should prove a giant in sales. Fine production work by Lou Adler. Flip: "Somebody Groovy" (Trousdale, BMI). Dunhill 4020

MITCHELL TRIO—VIOLETS OF DAWN (Deep Folk, ASCAP)—Interesting folk-rock material done in a commercial arrangement by the trio and it has all the earmarks of being a left-field smash! Flip: "That's the Way It Gonna Be" (Wimarck, ASCAP). Mercury 72518

ARTHUR PRYSOCK—I GOT THE BLUES SO BAD (Maureen, BMI)—Blues big up the Prysock alley with the same hit potential of his "It's Too Late Baby, Too Late." Full string arrangement for all types of programming. Hot sales potential for pop and rock markets. Flip: "Again" (Robbins, ASCAP). Old Town 1188

KRESS ANDERSON—HE'S MY BOY FRIEND (Rambtin & Maureen, BMI)—A rockin' left-fielder that could prove a giant. Teen material with driving dance beat right in today's sales market. Flip: "The Sissy" (Rambtin & Maureen, BMI). Old Town 1190

ALEXYS—FREEDOM'S CHILD (Sun-Vine, BMI)—Exciting new composer-performer teamed with Bossie Guitar in this off-beat folk-rock material. Smash possibilities for this interesting vocal backed by a solid rock beat. Flip: "Evolution of Adam" (Sun-Vine, BMI). Dot 16796

CHART Spotlights—Predicted to reach the Hot 100 Chart

WILSON PICKETT—My Heart Belongs to You (Empire, BMI). VOLUME 10374
RAT SCOUTS AND THE MEADOWLARKS—(With 56490)
VIVA & THE ELEGANTES—Belinda (Mercury, BMI). LAUREL 3024
HERB McCracken—You Knowing Me (Lad, BMI). CONCORD 237
T.J. FIDDLER—Maria (Doric, BMI). EUPHONY 50500
ANN HAYDEN—DADDY (with 75000)
RANGERS WEST—(With 23830)
RCA VICTOR 8734
PAT SUGUE—A Man Alive (Northern, BMI). DOT 19400
JUDE & DORIS—That Was The Last Thing On My Mind (Great Star, BMI). GNP CRESCENDO 2366
SANDY ANTHONY AND THE COTERIALS—Cherry Pie (Scepter, BMI). MGM 435
THE JIM JAMES BAND—It's A Good Time (Blind Diggit Swing, BMI). DSTM 4212

COUNTRY SPOTLIGHTS

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

BILL ANDERSON—I LOVE YOU DROPS (Moss Ross BMI)—Just as "Bright Lights and Country Music" fades from the charts, Anderson offers one of his best presentations to date. A square dance, in its own composition, it is a beautiful rhythm ballad. Flip: "Golden Guitar" (Saran Morris, ASCAP). Deep Cross, BMI. Decca 31890

GEORGE JONES—WORLD'S GREATEST LOSER (Ranch, BMI)—The top line commercial country hit with the charts with his Municir hit, "Take Me." This Jones outing on the United Artist label is a plaintive ballad with a heartfelt beat. Top of the chart potential! Flip: "I Can't Change Over Night" (Gladd, BMI). United Artists 965

MERLE MONTGOMERY—THE BIG JOKE (Gladd, BMI)—This fine performance of her own ballad composition is sure to be a community follow- up giant! The sad tale of lost love is exceptional. Flip: "Constantly" (Gladd, BMI). United Artists 964

HARDEN TRIO—TIPPY TOEING (Window, BMI)—Happy country rocker that has the potential of becoming a smash. A top line flip for the country market. Strong blend of voices and the well-done backing is another winning production from Law and Jones. Flip: "Don't Remember Me" (Stoker, SESAC). Columbia 45463

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

BLACK MAN AND PAT FLOYD—Golden Haired Angel (Norwood, BMI). JERSEY 991
RAY LAMORE—A LITTLE BELIEF—Beaux Techniques (Pacific Coast, BMI). STARDAY 1185

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top selling RHYTHM & BLUES SINGLES Chart

BOBBY BLAND—I'M TOO FAR GONE (TURN AND ROLL) (MCA).-An oncoming follow- up to his smash, "His Hands" should fast surpass that success. Bland's soulful reading of the fine-Clyde Otis blues material is exceptional. Flip: "If You Could Read My Mind" (Don, BMI). Duke 393

JIMMY MCCRACKLIN—MY ANSWER (Metron, BMI)—He can't miss with this powerful blues fol low-up to his "Think" smash. Should hit the chart fast and with impact. Flip: "Beaulah" (Metron, BMI). Imperial 66147

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

IKE TURNER & HIS KINGS OF RHYTHM—The New Breed Part I (Musicor, BMI). JOBETE 9774
E. LANE & THE SOUL BROTHERS—The Pick Part II (Atlantic, BMI). SOUL 5495
JOVIALETT-TAUNO N Big Thing (Geil-Lettara, BMI). JOSIE 991
JIMMY TAYLOR—You Where You Gonna Go (Artex, BMI). ARTEX 207
ROBERT COLLEN—The Way You Go (Cap Ann, BMI). STAGE 7 29385

BARTUS—LITTLE SALLY WALKER (Screen-Gems, BMI). 308 E1947
JERED 727
JERRY TROY—GOOD FOR YOU (Screen-Gems, BMI). DOT 6050
PAUL ELDONO—CHILD BOOM (Duchess, BMI). DORAN 11164
BARRY JACOBS-BART—Rockin' Romance (Poly, BMI). PRESTIGE 280
CAPRISTO 2380—Really Want You (Vivitar, BMI). A.M. 786
WEST SIDE STORY—(Screen-Gems, BMI). DOT 3803
DAN DANIEL—Where Were You When The Lights Went Out (Prestige, BMI). PRESTIGE 2465
DEEDEE MALLEY—SIT A Little Time (Screen-Gems, BMI). DOT 3850

MAGNIFICENTS—My Heart Is Crying (Jabber, BMI). DEX 3000
CUBAN JUNIOR—I'M A GONNA BLOW (Vivitar, BMI). A.M. 785
JEANETTE—Little Darlin' (AMO, BMI). POLY 1117
PAUL ELDONO—CHILD BOOM (Duchess, BMI). DORAN 11164
BARRY JACOBS-BART—Rockin' Romance (Poly, BMI). PRESTIGE 280
CAPRISTO 2380—Really Want You (Vivitar, BMI). A.M. 786
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DECEMBER 25, 1965, BILLBOARD
THE HIT VOCAL VERSION OF A GREAT NEW SONG!

MICHELLE

by

THE SPOKESMEN

31895

PRODUCED BY MADARA-WHITE PRODUCTIONS

DECCA RECORDS
Mr. Harald Kirsten, Managing Director
Miller International Schallplatten G.m.b.H.
Handstrasse 7
Hamburg, Germany

Dear Mr. Kirsten:

I would like to take this open letter as a means to commend the members of the administrative, recording, sales and manufacturing staffs of our German company for their exceptional achievements in the past year.

There is a deep satisfaction in knowing that in three short years our Somerset and Europa labels now account for over 15 per cent of the total unit volume of long play sales in the German market.

In programming you have filled a quality void for mass sale that was considered impossible by your competitors. In marketing you have used merchandising innovations never dreamed of in Europe. In manufacturing you are operating at the lowest unit cost on the Continent. In short, you have changed the archaic cry of "it can't be done here" to the progressive attitude of "it will be done here."

You are now in the middle of a 500,000 Deutsch Mark newspaper advertising campaign. It couldn't be done. You are doing it. It was said the German record buying public would not respond to such revolutionary product and promotions. The public is responding.

With your accelerated release schedule of outstanding German and International artists, with the expansion of our Hamburg plant facility, and with your continued progressive attitude, there is no question that we will achieve our goal of 25 per cent of the total unit LP volume in Germany for the year 1966.

To us, the sale of over 5,000,000 LP's in 1966 in Germany is a realistic target. Others will no doubt have different reactions. Remember their reactions in 1963?

Well done—maintain the same attitude.

Sincerely,

David L. Miller
American Director
One of the music industry’s most creative talents

LEE HAZLEWOOD
performer composer producer
Now singing on

MGM RECORDS

MGM

RECORDS

ASHLEY FAMOUS AGENCY, INC.

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
## Billboard Hot 100 for Week Ending December 25, 1965

### Top 100 Songs

<table>
<thead>
<tr>
<th>Position</th>
<th>Song Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Week(s)</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>OVER AND OVER</td>
<td>Johnnie Ray</td>
<td>RCA Victor</td>
<td>56</td>
<td>29</td>
</tr>
<tr>
<td>2</td>
<td>TURNING TURNING!</td>
<td>Jerry Butler</td>
<td>SR</td>
<td>47</td>
<td>39</td>
</tr>
<tr>
<td>3</td>
<td>I CAME TOO FAST</td>
<td>Phil Spector</td>
<td>RCA Victor</td>
<td>53</td>
<td>43</td>
</tr>
<tr>
<td>4</td>
<td>LET'S HANG ON</td>
<td>Garland Martin</td>
<td>Liberty</td>
<td>40</td>
<td>46</td>
</tr>
<tr>
<td>5</td>
<td>ENGLAND SWINGS</td>
<td>Roger Miller</td>
<td>Epic</td>
<td>42</td>
<td>55</td>
</tr>
<tr>
<td>6</td>
<td>I CAN NEVER GO HOME AGAIN</td>
<td>Townes Van Zandt</td>
<td>Curb</td>
<td>44</td>
<td>66</td>
</tr>
<tr>
<td>7</td>
<td>HANG ON SLOOOGY</td>
<td>The Four Season</td>
<td>Columbia</td>
<td>46</td>
<td>77</td>
</tr>
<tr>
<td>8</td>
<td>FIVE O'CLOCK WORLD</td>
<td>Ray Price</td>
<td>Monument</td>
<td>46</td>
<td>77</td>
</tr>
<tr>
<td>9</td>
<td>ONE HAS MY NAME</td>
<td>The Righteous Brothers</td>
<td>Monument</td>
<td>46</td>
<td>77</td>
</tr>
<tr>
<td>10</td>
<td>SUNDAY AND ME</td>
<td>Andy Williams</td>
<td>Epic</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>11</td>
<td>I WILL</td>
<td>The Righteous Brothers</td>
<td>Monument</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>12</td>
<td>I HEAR A SYMPHONY</td>
<td>The Beatles</td>
<td>Apple</td>
<td>48</td>
<td>79</td>
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<tr>
<td>13</td>
<td>THE LITTLE GIRL I ONCE KNEW</td>
<td>The Everly Brothers</td>
<td>Vee Jay</td>
<td>48</td>
<td>79</td>
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<tr>
<td>14</td>
<td>SHE'S JUST MY STYLE</td>
<td>The Rolling Stones</td>
<td>Decca</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>15</td>
<td>YOU SHOULDN'T HAVE TO BE SO NICE</td>
<td>The Byrds</td>
<td>Columbia</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>16</td>
<td>IT'S MY LIFE</td>
<td>Chris Conley</td>
<td>Capitol</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>17</td>
<td>I'M A MAN</td>
<td>Dr. Hook &amp; The Medicine Show</td>
<td>ABC-Paramount</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>18</td>
<td>A TASTE OF HONEY</td>
<td>The Beatles</td>
<td>Apple</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>19</td>
<td>3-2-1</td>
<td>The Turtles</td>
<td>Art</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>20</td>
<td>THE DUCK</td>
<td>The Animals</td>
<td>Columbia</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>21</td>
<td>SPANISH EYES</td>
<td>The Byrds</td>
<td>Columbia</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>22</td>
<td>LET'S GET TOGETHER</td>
<td>The MC5</td>
<td>Epic</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>23</td>
<td>APPLES OF MY EYE</td>
<td>Jimmy Ruffin</td>
<td>Motown</td>
<td>48</td>
<td>79</td>
</tr>
<tr>
<td>24</td>
<td>NO MATTER WHAT SHAPE (Your Stomach's In)</td>
<td>Myrna carriers</td>
<td>Capitol</td>
<td>48</td>
<td>79</td>
</tr>
</tbody>
</table>

### Additional Notes

- **Billboard** Hot 100—A TO Z—(Publisher-Licensed)
- **Bubbling Under the Hot 100**
- Compiled from national retail sales and radio station display by the Music Popularity Dept. of Record Market Research, Billboard.
Thanks for making 1965 the most successful year in our history...

Seasons Greetings
U.S. Launches European Drive To Aid Country Music Image

By OMER ANDERSON

FRANKFURT—The U.S. Armed Forces is pressuring a campaign in Europe to present country music as "an integral part of the American cultural heritage and of the American way of life."

The program seeks:
1) To halt the disparagement of country as "bick" or "hillbilly" music. 2) To increase the availability of country music for sale in Armed Forces post exchanges in Europe. 3) To increase country music exposure on the military network in Europe—the Armed Forces Network (AFN). 4) To bring more country artists to Europe for appearances at U.S. military installations.

The military’s interest in country is a matter of morale. Studies show that virtually all military personnel prefer— or at least listen regularly to—country music.

Aside from giving the soldier what he wants in the way of music, the military has discovered that country music is an important adjunct to instilling loyalty and a sense of duty to country into members of the Armed Forces.

This discovery traces back to country and western music as an integral part of the American heritage. The military finds that no music has as strong an emotional appeal to soldiers.

Accordingly, the military has applied for participation with Plinio Maggi, who should perform "In Ti America," and those musicians who should perform "OggiSono Contenta," published by Edizioni Syu, sister company to Mezzi Music. Anna Mactredi should be coupled with the CBS Minstrels. Arista Publishing Group applied with three songs: "Una Rosa Di Vienna," to be performed by Anna Identi and by the Hungarian-Komit, a well-known Venetian group; "Non Ho In Mentita Che Tu," to be performed by Gianni Muscolino, likely to be coupled with a Czech artist from "Saat," "Amarti Amo," by the Dutch-Mike Vedette Group. Vedette Records should debut at San Remo with their "Equep 84," a new group, Vedette’s country. Vedette’s country group, an English dual, David & Johnna from Air London Productions. According to rumors, Vedette’s country group wins is "Un Giorno Mi Cerccheria." published by Edizioni (Continued on page 33).

The library. This is being met not only by a bigger budget, but also by the diversity of interest.

"Records Round the World" follows the style of one of the biggest listenership programs on the air today, "Family Favourites," which has 12 million listeners and two-way radio program between London and Cologne.

Archives Section

The Archive section of the library possesses some record rarities. There are 7,000 records, many of which have no known matrix. The oldest is a seven-inch Berliner made in America in 1905 by George J. Gaskin (baritone) singing "Sweet Mary." The non-musical treasures include speeches by Robert Browning, Puccini, Stalin and Lenin. Others include Billy Roll Monroe's "You Ought to See My Gal," recorded in 1929 and thought to be the only copy on this side of the Atlantic, Edna May (the original Belle of New York) singing "The Purity Brigade," and the smallest record in the library—a disk measuring less than one-inch of the National Anthem made in 1924 for Queen Mary's doll house which is now a permanent exhibition at Windsors Castle.

In charge of the BBC's Gramophone Department is Anna Insepone and the head of the library is Derek Lewis. Lewis reports that records from territories which previously were not in the "hard-to-get" category are now easily obtainable from Russia.

BBC Request Show to Be Aired To Listeners in 41 Countries

By ANDRE DE VEKEY

LONDON—The British Broadcasting Corporation's claim that its record library is the most comprehensive working library in the world, will be put to the test when a new program goes on in January. It's called "Records Round the World," and will be a request program beamet out to listeners to the BBC's overseas programs in 41 countries.

The library's collection of commercial records now totals 700,000, and is unchallenged for the range and complexity of its daily operation.

The library is the center control and main storehouse for record supply to the BBC's three U.K. networks, its regional services, television service and the Corporation's World and European Services.

World-Wide Source

The source of supply to the library is worldwide. In 1964 alone, 30,000 new commercial records were added to the library. Every new release in the U.K. is purchased by the library which may mean a dozen or more versions of one title.

Records from abroad are purchased on a selective basis. They could be anything from a Meotti chanted to a Neapolitan song. The recent extension of the Corporation's broadcasting hours and those allocated to record programs has presented a further challenge to the service of this library. This is being met not only by a bigger budget, but also by the diversity of interest.

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Pye Invites Frank to Fete

LONDON—Pye Records has invited Frank Sinatra to join a week of celebration honoring his 50th birthday and 25th anniversary in show business next month. The invitation has been extended through Warriner Press's chief Mike Mailand and impresario Harold Davison who has been having the birthday with the singer.

British Sinatra week will be staged between Jan. 17-22—a month late because Pye did not have the two special Sinatra albums in time to coincide with the American festivities. The album will be issued as a two-album pack "Sinatra—a Man and His Years"—which is a musical history of his career with link narration by the singer, reading at $5.50. The other is his "My Kind of Broadway." Special promotion campaigns have already been arranged and will include TV advertising. The label has set itself a target of surpassing the recent American promotion on Sinatra.

IN INTERNATIONAL news reports

DISK TRADE GIRDS FOR SAN REMO

216 Songs To Be Pared Down to 24

By SAMUEL STEINMAN

SAN REMO—With an entry of 216 songs by practically every artiste of consequence in Italy, the selection committee of the 16th Festival of Italian Song which will take place Jan. 27-29 has begun to winnow the number to the 24 which will be admitted into the competition.

It is significant that 13 of the songs are the work of top-ranking singers and their participation is predicated on the ultimate choice of the numbers. In the days when musicians made up the committee the top singers—composers were regarded as practically automatic entrants. When the committee of newspaper critics was substituted a year ago state of affairs was (Continued on page 33).

RECEIVING THE Ondas award recently in Barcelona, Spain, for his "Discordania" music program is deeply Raul Matas. The show started in Chile 20 years ago and began airing in Spain on Radio Madrid and its 60 outlets in January 1969.

Labels Ready With Artists And Material

By GERMANO RUSCITTO

MILANO—Practically the entire record and music industry is occupied with the San Remo Festival "manoeuvres." Mexico City will hold a beauty pageant, applied for participation with Plinio Maggi, who should perform "Lo Ti America," and those musicians who should perform "OggiSono Contenta," published by Edizioni Suy, sister company to Mezzi Music. Anna Mactredi should be coupled with the CBS Minstrels. Arista Publishing Group applied with three songs: "Una Rosa Di Vienna," to be performed by Anna Identi and by the Hungharian-Komit, a well-known Venetian group; "Non Ho In Mentita Che Tu," to be performed by Gianni Muscolino, likely to be coupled with a Czech artist from "Saat," "Amarti Amo," by the Dutch-Mike Vedette Group. Vedette Records should debut at San Remo with their "Equep 84," a new group, Vedette's country. Vedette’s country group, an English dual, David & Johnna from Air London Productions. According to rumors, Vedette’s country group wins is "Un Giorno Mi Cerecheria." published by Edizioni (Continued on page 33).

ITALIAN SONG FESTIVAL SET

ARRICIA, Italy—Sixteen regionals and the famous 5th Festival of the Unknowns will take place between May 5 and 17 to choose singers who will compete here between May 18 and June 10 for the chance of a lifetime—recording success, according to Ferruccio Ricordi (Tedd Yemo), the former world-famous recording artist, who directs the event. Outstanding artists who have been uncovered by this event include Rita Pavone and Dino. Lorelana Bufalari was the 1965 winner.

December 25, 1965, BILLBOARD
To A New Year of Wonders
Britain Plans Action Vs. Pirates Through Licensing Requirement

By CHRIS HUTCHINS

LONDON—Two of Britain's four pirate radio stations face the threat of prosecution as a result of a new move by Postmaster General Anthony Wedgwood Benn to stamp out commercial radio until such time as the government is ready to grant licenses. The two are Radio City, which was taken over recently by Radio Caroline, and Radio 390. Both are vulnerable because they operate from forts in the Thames estuary which are within British territorial waters.

Benn plans to take action against the two ships Radio London and Radio Caroline—

which are outside territorial limits under legislation to be presented to parliament. The aim of a new bill is to prevent the ships from being maintained and supplied and to ban firms from advertising via them.

At a press conference following the Postmaster General's hard-hitting statement, Tom Allberry, managing director of Estuary Radio, which runs Radio 390, said he was taking new legal advice covering every aspect of his station's operations including its basic right under the laws of salvage to be on the fort.

Allberry Reply

Commenting on the suggestion that Radio 390 and other "pirates" were unauthorized, Allberry claimed that there were many other "unauthorized" stations using wave lengths not allocated to them under the Copenhagen Plan which distributed such wave lengths through international agreement. These included, he said, the U.S. Forces Network, Radio Berlin, Russian stations, most of those in East Germany, Spanish stations, the Voice of America, Radio Stuttgart, Paris Three and Four, Tel Aviv Radio and Vatican City.

He denied the postmaster's contention that the stations were interfering with authorized channels and with ship-to-shore radio.

Barclay Is Dancing Up a Storm

PARIS—Disk boss Eddie Barclay's genius for launching new and promoting them into national-wide and, sometimes, world-wide adoption has brought thousands of francs tumbling into the record company's coffers.

Not a year goes by without a new dance from Barclay, First the Lejetski and the Sirtaki. Now its the Monkiss, a sort of combination of the Monkey and the Lejetski.

Barclay's Monkiss Girls—Francois, Yannick and Marine—launched the new dance in two fashionable Paris discotheques this week—the Bus-Paladium and the King Club.

The Monkiss, which can be danced alone, with a partner or in groups, made its official debut in the Bus-Paladium on Dec. 9, when the Monkiss Girls induced it to the rhythmic support of the Airdales.

The following night the girls took the new dance to the Left Bank's King Club. The new dance in getting country-wide promotion from Barclay and dozens of different Monkiss disks will be put out in the next few weeks.

Edith Barclay is also putting great promotion behind his new singing discovery, Henry Tachan, whose first album has already won a Grand Prix. Tachan has already had two of his songs taken up by Juliette Greco and is highly regarded by Jacques Brel, who has written the notes for the new album.

It was Brel who, meeting Tachan in Canada after the young singer was reciting poems in a nightclub, persuaded him to return to France. Tachan, a doctor's son, received his Grand Prix award even before his first disk was in the shops.

Ariola Acquires Catalog of Soviet Record Company

GUETERSLOH, West Germany—Ariola-Eurodisc, which has just taken over the catalog of the Soviet State-owned phonograph company, plans rapid expansion of this catalog.

Export Manager George Ehmk said Ariola plans to have 100 LP's in its Soviet repertory by next year. This will establish Ariola as Europe's leading distributor of the top Soviet artists.

This will represent a better than five-fold expansion of the starting Ariola program of 18 LP's. Soviet artists in the program include Sviatolav Richter, David and Igor Ostrakh, Mislaw Rostropovitch, Galina Vishnevskaya, Gennadi Rozhdenstvensky, the Borodin Quartet, and the Alexandrov Ensemble.

Ehmk said Ariola has plans to offer the Soviet artists in a quality of pressing heretofore completely unknown to Western markets. The uncertain quality of Soviet pressings exported to the west is due to the pressing process, and not to the tapes, from which Ariola will work.

Ariola has satisfied itself that the Russians are using the finest equipment in producing the tapes, some of it developed especially for the Soviet space program.
MUSIC CAPITALS OF THE WORLD

BERLIN

Paul Siegel Musikverlag is acting as record and publisher for the U.S. dance music Recorder in Germany. Siegel's first recording is "The Last Chance to Turn Around." It will be released in the German version - "Geh me an der Weg" - by CBS Schallplatten. The German language was written by Kurt Hertza... Arto Flor, leading German conductor-arranger, has written a song together with Dave Mann, American lyricist, called "Another Night Alone," and Cherie Roland, British singer, has recorded it for Tedde... Klaus Goosner Neumann, lyricist for "Wonderland by Night," has a new song, "The First Man's Theme," which Larry and Les Elgart have recorded for Columbia... Marko Kilian, the German ice skating champion, is currently West Germany's bestselling distaff singer. Her latest release for CBS Schallplatten, "Himmelblusen Rosen gibt es auch," is a hit tune in both male and female pop and disk sales. Marika is accompanied on the disk by a rising German musical group, Papas and His Cats. Marika owes her singing success to the perspicacity of Bernhard Mikulski. When Mikulski, chief of CBS Schallplatten, signed her to a contract, Marika had never cut a disk. Shrewdly, Mikulski started her with a country number, which was a big seller. After the ice skating star had introduced "Himmelblusen Rosen gibt es auch" ("There Is No Such Thing as Sky Blue Roses"), Mikulski, a man who refuses to concede anything impossible, presented Marika with a bouquet of sky-blue roses.

OMER ANDERSON

BRUSSELS

Artone reports a new record of the Beauguine has been released:

Economides to Produce All Ember Singles

LONDON—American independent producer Jim Economides has clinched a deal with one of Britain's leading independent record companies, Ember, to produce all that company's singles.

Aiding the promotion will be publisher Malcolm I. Thompson, who heads a firm in which Economides has an interest.

Economides' deal with Ember is not an exclusive one. He has also been signed to produce a batch of records for Decca, including an album by the Les Reed Orchestra and singles by artists he has signed, including Pauline Brown and Mark Bolan.

GOLD DISK FOR BLACK FOREST

HAMBURG — Philips announced that Stuttgart pianist Horst Jankowski's "A Walk in the Black Forest" has won him the Gold Disk award. Jankowski's composition has passed the million mark in disk sales, and Philips says the German artist, just back from appearances in the U.S., was given the warmest reception ever accorded any German composer since the war. Jankowski plans to return to the U.S. early in 1966 with his entire choir of 12.

December 25, 1965, BILLBOARD

"Take a Heart!" h/w "Broken Heart Collector!" ... Fontella Bass has also a new record here, "Rescue Me." New outings on Festival: one LP by Marie Jankowski "Album No. 2," among items issued are "A Distant My Darling" and "Les Grands Principes." ... Also on Festival is a new record by the Executives, "March of the Moho." h/w "Strictly for the Best." ... A first release on Columbia, in Belgium, of Pat Woodell, "What Good Would It Do." ... On United Artists is the latest record of Joy and the Americans released, "Some Enchanted Evening." The original soundtrack on United Artists of "Les Tribulations d'en Chinois en Chine" with Ursula Andrea and Jean-Paul Belmondo has been brought on the market...

HAMBURG

faust and Abi Olenin are at the top of the German hit parade with their LP "New Songs of the World." They are currently on a concert tour of Germany. ... Young singers have never had it so good in Germany. Latest exhibit (Continued on page 25)
Sonete Aids Hold Confab

OSLO—Representatives of the four Scandinavian Sonete labels met here to discuss mutual problems, new and old representation of foreign labels, and plans for co-operation.

Present at the meeting were: From Sonet, Stockholm, President Janus Bærgestad and international and sales manager Per Verge, from Bang, Copenhagen, President Karl Emil Kenngott and manager Per Ove Musvik; from Hi-fi, Helsinki, general manager Harry Orvonnas and international manager Antti Emoin; from Arne Benskog, office manager Georg Brandt. The deal between Durium, Italy, and the four Scandinavian Sonete firms has now been set 1963. Last Durium hit in Scand- inavia is the Nino Rossi trump-eot solo piece "Silentia." The artist's follow-up is his re- cording of the theme from the "Legion's Last Patrol." Co-operation on the Epic catalog was agreed upon. The four countries will divide the import and the pressing themselves. A series of offerings from labels abroad were discussed.

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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
A MAJOR SERVICE ISSUE FOR RETAILERS AND RACK JOBBERS
TO AID IN POST-HOLIDAY RESTOCKING

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

Covering:

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

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

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

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

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

Contact Your Nearest Billboard Office
<table>
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<td>THE MIRACLES GOING CO-CO</td>
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Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
U.S. Launches European Drive To Aid Country Music Image

Music Capitals of the World

Continued from page 28

"Meine Linde, Meine Traumzeit." The German lyrics are written by Eberhard Karls. Renato Dallara, Dardano Tur-...ard ("Auf Wiedersehen") Storch. Radio Free Europe's program director, Eberhard Karls, says, "There is a memo to the staff, 'One of Europe's most prominent... in the market for the German opening background music, "Thunderball." In a special catalog for Franky Boy's 50th Anniversary, the radio has released... "Swingin' Reiss," "Softly as I Leave You," "Sinatra-Ru...sinatra." It Might as well Be Swing," and "Sinatra Swing."

JIMMY JUNGBERG

TOBAGO

"It was Leanne's wish," said Dallara, "that the songs be released together on one LP. They are all... at the San Remo Festival, which starts in April. The Festival was established in 1951 and is considered one of the most prestigious events in the world of popular music.

Loretta Lynn, a beloved country music artist, performed at the Festival, and her performance was met with... competitors. The prize for the best song goes to the songwriter or songwriter group that produces the winning song.

In 2010, San Remo added a new category to the Festival: "Ricorda," which translates to "Remember," to honor... the Festival, showcasing the rich history and tradition of the event.

The Festival is broadcast live on radio, television, and online, providing a platform for emerging... stars. It is also an opportunity for artists to showcase their talent and gain recognition on a global scale.

In addition to the main competition, there are various other events and showcases held during the Festival, including concerts, panels, and workshops designed to... the Festival as a launchpad for their careers, with many going on to have successful music careers.

In conclusion, the San Remo Festival is a testament to the power of music to bring people together, celebrate... the festival, the artists, and the enduring spirit of the event.
### ARGENTINA

**Denotes local origin**

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<td>USA</td>
<td>Nat King Cole</td>
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<td>USA</td>
<td>Johnny Mathis</td>
<td>A Thousand Years</td>
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<td>USA</td>
<td>Frank Sinatra</td>
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<td>23</td>
<td>23</td>
<td>USA</td>
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<td>I Knew You'd Come Back Again</td>
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<td>The Rubettes</td>
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<td>Neil Diamond</td>
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### DENMARK

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**Continued on page 39**
**Rubinstein Still Tuning Up For Records and Concerts**

NEW YORK—Arthur Rubinstein will wind up his 76th year with a pianistic flourish. The RCA Victor Red Seal artist, who will be 77 years old on Jan. 28, is scheduled for a series of new recordings and three concerts at Carnegie Hall.

He will record the complete Chopin "Mazurkas" for Red Seal beginning on Dec. 27 at Victor's Webster Hall studios and running through Jan. 3. Victor will release the package as a three-LP set.

On Jan. 12, Rubinstein will begin a series of three-concerts at Carnegie. The first concert will be an all-Mozart program, the second concert on Jan. 19 will be all-Beethoven, and the third concert on Jan. 22 will be all-Bruch.

On Jan. 16, Rubinstein will be guest of honor at a concert to benefit the America-Israel Society. Performers on the program will include Isaac Stern, Rudolf Serkin, Leonard Bernstein, Alexander Schneider, the MarWBeto Festival Orchestra, Abram Kaplan and the Camerata Singers, and a group of young performers.

Rubinstein made his American and New York debut in January 1906.

**VANGUARD SETS CANTANTE LABEL**

NEW YORK—Vanguard Records has acquired exclusive Western Hemisphere rights for the product of Cantante, a European classical label. Cantante material will be released in this country on the Vanguard Everyman Classics label, a budget line.

Cantante, known up till now for its exports, specializes in Bach and other baroque masters. Vanguard will pick up 15 albums as its initial release series early next year.

**Mozart, Chopin And Schubert In Yule Drive**

HAMBURG—Deutsche Grammophon is giving heavy Christmas sale promotion to classical recordings, including several albums by Richard Wagner, the Brahms, four CDs by Mozart, and his "Magic Flute." The price of each album is about $12.50 (regular price 75 Deutsche marks). Franz Schubert's Christmas choral music is being offered on three albums entitled "A) Christmas Mass," "B) Christmas Motets," and "C) Christmas Carols," all of which are priced at 75 Deutsche marks or $1.75.

Finally, Grammophon is giving Christmas sale promotion to its Archives Production of five Bach albums and one each of Handel and Georg Philipp Telemann. The Bach albums are "Weihnachtsoratorium" in two volumes, and "Hallelujah" with Karl Richter. The Telemann offering is "Tsumlzmusikk" with Scholl Cantorum Basel designed by August Wettstein, who also are the artists presenting Grammophon's Christmas record—"12 Concerti grossi Op. 6."

**London Readies Mantovani Push**

NEW YORK—London Records is planning a major push for its Mantovani releases, including the traditional "March Is Mantovani Month" promotion. Mantovani has issued his 10th U.S. tour, and the 11th is scheduled for Dec. 19. London has cooperated with the Columbia Artists Managements lining up dates. The 1965 Mantovani tour will be a 60 concert engagements between Sept. 22 and Dec. 20. Next September's tour will cover the U.S. from coast to coast and Canada and six dates in Canada.

Herb Goldfarb, London national sales and distribution manager, said the March promotion will include new in-store display material and special merchandising plans on the listings. The Mantovani Christmas release includes more than 40 albums.

**BEST SELLING BUDGET-LINE CLASSICAL LP’S**

Below is a list of best selling Budget-Line Classical LP's in top Classic Retail Outlets.

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<td>ROSSINI—The Sims of My Old Age; Solistes with Soloists Capricciosi di Lugano (Zehnder: Nonesuch H 7109 (5), H 1069 (M))</td>
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<td>THE COMPLETE HARPSICHORD CONCERTO OF JOHANN SEBASTIAN BACH; Solistes avec solistes (Rigolino: RCA Victor VICS 1138 (5), VIC 1138 (M))</td>
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<td>ORFF—Carmina Burana; Czech Phil. (Smetacek: Parlophone S 1615 (5), 1615 (M))</td>
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<td>SCHUBERT—Quintet in A (Teitl); Wunderer, Bachtur Quartet; Dover S206 (M)</td>
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<td>DVORAK—Symphony No. 8 in G; Halle Orch. (Barbirolli: Decca: 53390))</td>
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<td>12.</td>
<td>TCHAIKOVSKY—Nutcracker (Complete); Crocker: Vox 3-S12) SBVX-5243(4) (5), SBVX-5243(4) (M)</td>
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French Solons Want Reforms To Save Classical Music

By MIKE HENNESSY

PARIS—Concern is increasing every day over the plight of classical music in France—apituation which under the facts that have emerged and which have been established a country's cultural tradition. It cannot survive unless the State is prepared to nourish it with finance.

Currently one of France's leading orchestras is battling with the Ministry of Cultural Affairs for an increased subsidy. The Orchestra of the Paris Conservatories will play only 18 concerts next season, instead of the usual 24, because, says its General Secretary Daniel Reccanis, the Government has persistently refused its plea for more money.

The Conservatoire Orchestra is not alone. The Colonne, Lamberoux and Piasdelou orchestras also feel that inadequate subsidies, it is claimed. M. Recanis says that his orchestra is being "beaten down," "which is not enough to cover the cost of playing the concert hall." The subsidy is given on the understanding that the orchestra gives one performance a year before the French public. If these performances are hitherto shown in small audiences.

Alleged Government tightness is also the cause of another battle which the French Minister of Cultural Affairs Andre Malraux has on his hands.

On May 7, "Et Espero Ressusciter la Musique," the most recent work of Oliver Messiaen, was performed at Malraux's invitation at the Grande Chapelle. The same work was also included in the Symphonic Year of the same artist. The Strasbourg were vigorously applauded, together with conductor Serge Baudo. But the musicians have still not been paid for their work. And repeated requests for payment have met with a stony silence.

Former Minister and President du Consul Rene Pleven recently took the-cause on behalf of France's classical musicians when he spoke in the National Assembly about the neglect by the State of France's achievements and for the recognition of our cultural patrimony. "It is necessary that we should take advantage of the moment and show the world that the music of France is only 13." The director of the music in France, said Rene Pleven, there must be a complete reform of musique concerte. There should be more practical instruction. National scholarships are largely given by local authorities. An old law the State was supposed to pay 40 per cent of the principle. But, in fact, it currently amounts to between 5 and 7 per cent.

December 25, 1965, BILLBOARD
**Minnie Pearl Will Return to 'Opry'**

By ELTON WHISENHUNT

NASHVILLE—Minnie Pearl, one of the top names of the "Grand Ole Opry" for 25 years, said last week she will return to the show in January. She has been on a leave of absence during 1965. The announcement comes as a Christmas present to her fans. The country comedy star's name has been synonymous with the "Opry" since 1940.

The leave of absence came because of a WSM rule, invoked at the beginning of 1964, that "Opry" members were to remain on the show 20 times during the year. Minnie Pearl was booked solid for fairs and other shows in 1964 and 1965, and by mutual agreement she took a one-year leave of absence during 1965. The comedy queen, who reached agreement with WSM officials last week on her return, is to perform at least 20 times during 1966. She plans to return the night of Jan. 15. She is booked on the road Jan. 1-8.

"The only reason I am going back," she said, "is because I dearly love the 'Opry.' I feel an allegiance to the people the 'Opry' represents. I adore the companionship, mutual love we have on both sides of the footlights."

Minnie is married to Henry R. Cannon, a former Nashville pilot. They own their own plane and travel her to engagements all over the country.

**Tenants Move Into New Long Addition**

NASHVILLE—Tenants began moving into the attractive, three-story $250,000 addition to the Hubbard Long Building last week, after completion of some suites. Rest of the building is scheduled for completion next week, with formal opening set for Jan. 1.

Long's original 5-story building, erected three years ago, had 4,000 square feet and cost $75,000.

**Purcell Signs West**

NASHVILLE—Dottie West signed last week with Country Giant and Tower, a subsidiary of Curb-Warner, Inc., to represent her exclusively for TV appearances. Miss West will continue to be booked for personal appearances by Motter Talent, Inc.

**Music City Group on USO Tour**

NASHVILLE—A group of recording artists left Nashville last week (10) on a USO-sponsored tour to entertain servicemen at military bases in France and Germany through Jan. 3.

The group was comprised of Kitten Powers, 18; Minnie Pearl, 38; and Sandy Beach, 19, artists whose current "Sandy" is on the Hot 100 Chart; Red Sovlin, 25; Jimmy Dean, 31; Freddy Fender, 27; Sonny James, 30; and Johnnie Wright, 28. Miss Angel, 24, will tour with the group in February.

**ERNEST ASHWORTH, right, formerly with the Billboard Special Survey, has joined the Curb-Warner Artist Corp. signed last week with Opry star Minnie Pearl. (Continued on page 39)**
Warmest greetings for the Season and sincere appreciation for everything.

Mary Reeves
President, Jim Reeves Enterprises, P. O. Drawer 1, Madison, Tennessee
On Billboard's HOT 100! Headed for #1! IT'S A POSSIBILITY Champ #209

Terry and Marsha

To our many friends who are submitting material—Please send demos and lead sheets ONLY.

CHAMP RECORDS
829 E. Vernon, Los Angeles, Calif. Phone: 235-2880

Happiness is Helping

Give to UNITED CEREBRAL PALSY
when answering ads . . . SAY YOU SAW IT IN BILLBOARD

Cookies for Vietnam

CHRISTMAS SPIRIT — The Billy Walker family pitched in to make cookies for U. S. servicemen in Vietnam. Mrs. Walker turned out the cookies, while Walker, Columbia recording star, took care of daughters Julie (on his back) and Tina Kaye.

YESTERYEAR'S COUNTRY HITS
Change-of-pace programming from your librarian's shelves, featuring the disks that were hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—15 Years Ago
December 24, 1955
2. Les Paul — "You Are My Sunshine," Decca

NASHVILLE SCENE

By ELTON WHITENHUNT
TO MINNIE PEARL—Best wishes on your return to the "Grand Ole Opry" in January. As the Grand Lady of Country Comedy for 25 years, you and the "Opry" are synonymous. A sincere wish for 25 more years.

HOR-SCOTCH—George Hamilton IV and John D. Loudermilk spoke to the Canadian Folk Music Festival:
(Continued on page 49)

Gayle Seeks Girl Singer

HOLLYWOOD—Tina Gayle, publicist and independent record producer, said last week a young woman left a tape of two songs with her and he, in a hurry for another appointment, didn't get her name and address. Gayle is trying to locate the young woman. Later, said Gayle, he and Henry Sommers, Washington c.w. publisher, listened to the tape "and almost flipped." Gayle said the songs are titled "Freight Yard Blues" and "Salt Water Tears." Anyone knowing who wrote them or the identity of the girl singer is asked to contact Gayle at 6376 Yucca, Hollywood.

Thieves Fleece Johnny Dollar

WASHINGTON — Country artist Johnny Dollar lost three rhinestone-decorated costumes and five business suits valued at $3,000 when thieves broke into a friend's Cadillac here last week, police reported. Dollar, whose latest is "Tear Talk" on Columbia, said: "There has been a lot of tear talk over this, and it is no gag."

Dollar's friend, George Hamie, representative of Horizon Land Corp. of Arizona, lost some $10,000 in negotiable stocks, savage horns, traveler's checks, clothes. The two were in process of moving from El Paso, Tex., to Washington.

Delmar Williams In Hospital

DAYTON, Ohio — Delmar Williams, songwriter, producer and owner of Airway Records, is in St. Elizabeth's Hospital here after suffering a heart attack recently.

Mail will reach him at the hospital or P. O. Box 175, Dayton. His physicians said he will have to remain inactive until next March.

YESTERYEAR'S COUNTRY HITS

COUNTRY SINGLES—10 Years Ago
December 24, 1960
1. Lefty Frizzell — "Dollar's Friend," Columbia
2. Hank Williams — "I'm Just Like You," RPM
3. Left-Eyed Ladd — "I'm Just Like You," RPM
4. Left-Eyed Ladd — "I'm Just Like You," RPM
5. Left-Eyed Ladd — "I'm Just Like You," RPM

LITTLE JIMMY DICKENS and his Bird of Paradise suit. Note the peacocks embroidered in sequins on the costume. It's in tribute, of course, to his hit, "May the Bird of Paradise Fly Up Your Nose."

CMA Members Climb to 1,628

NASHVILLE—The Country Music Association continues to grow, with 78 new members in nine categories bringing total membership to 1,628, Mrs. Jo Walker, executive director, said last week.

The number of new members in each category: Artists, 14; record company officials, 12; managers-promoters-bookers, 11; radio and TV executives, 11; non-affiliated, 6; EDP, 7; music publishers, 7; composers, 7; trade publications, 1.

Japanese Firm To Market 'Name' Guitars

NASHVILLE — The Victor Company of Japan, manufacturers of guitars, has signed contracts with six country music stars to sell guitars named for the artists in all countries of the world except Japan. The Japanese company has no connection with RCA Victor Records.

The artists signed are Dottie West, Ferlin Husky, Bill Anderson, Roy Drusky, Skeeter Davis and Charlie Louvin. The guitars, which went on sale last week in various U. S. cities, are of different sizes and models, ranging in price to $350.

SMITH HURT IN HORSE MISHAP

NASHVILLE — Columbia artist Carl Smith suffered an injured ankle last week on his ranch at nearby Franklin, Tenn., when the horse he was riding stumbled and fell on his foot. There were no fractures.
**NEW ALBUM RELEASES**

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

- **A&M**
  - RAY CHARLES/For All Artists Only: LP 115, SF 4113

- **BACH/VICHY**
  - VARIOUS COMPOSERS-Christmas Carol's & Mists of Medieval Europe, BG 480, BG 7903

- **BAND/BRAND**
  - MOSLOW ART THEATRE-Production-The Three Sons, BG 2033-215
  - VARIOUS ARTISTS: Art To You-Your Art Is Destiny, BG 10011
  - RAY CHARLES-Anderson Del Parco, BG 50069, BG 50190

- **CO/CS**
  - Meet THE VOODOO; LP 1229

- **COLUMBIA**
  - RYVaS: Tont Tont Tont: CL 2646, CS 2924
  - OREILLY-Cast: The Jury: KRL 4468, KRL 8303
  - FRIEDMAN-CLARK: In the Face For: CL 2333, CL 2923

- **DECCA**
  - KANS GRANT: Stand By Me: DL 4736, DL 74738

- **ENI**
  - VARIOUS ARTISTS-A Man Dies: SX 1609

- **HELLO**
  - DEMETRIOUS PAPPAS & THE AMFITEATROS CHORUS-Christmas Carol's in Greek, 864

- **INC**
  - Another Evening With FRANKLYN MACKAY: 3115

- **JAT**
  - And Now . . . EVA: JAT 1001

- **JULES**
  - EFFIE SMITH-Eat That Telephhone: JOM 2007

- **LONDON IMPORTS-THEATHER**
  - A Musical Guide to Be All Work: TMS 1
  - VARIOUS ARTISTS-An Introduction to the Historic Sessions-JAP 1001

- **MOMMINTH**
  - RUSTY BIRCHER & THE TEN MAMMALS: A Jazz Journey: MJ 802

- **MOVITYONE**
  - TOMMY O'BRIEN'S Nightclub: MTN 1004, MTN 2004
  - GEORGE WARWICK Plays Magnolida in Blue: ART 1003

- **RECORDINGS**
  - THE LAUGHTER LOVELINESS OF RAEI & KIKO: MTN 1005, MTN 2005
  - LENA HINNO-Dine in a Lifetime: MTN 1005, MTN 2005
  - THE ARTISTS: Art To Old Feuding: MTN 1005, MTN 1006, MTN 2002
  - GLEN CAMPBELL'S Shindig: MTN 1002, MTN 2003
  - JIMMY DURANTE: On the Good Ship Lulli- psycho: MTN 1001
  - VESTAL-VINCENT-Loom & Ethelvina: MTN 1006, MTN 2008

December 25, 1965, BILLBOARD

**TWO EXCITING SINGLES!**

(It's Against) "THE LAWS OF LOVE" Cobena, Kapp Record's Nashville a&r director; Perlin Husky, Joe Taylor Talent Agency, Jo Colter Make-Up Studio and Dick Blake, who operates Sponsored Love, Inc., Indianapolis. Lang said he built the addition because he needed additional space for his operations. "We've grown by leaps and bounds in the three years we have been here," he said. "We had to have new quarters." The top floor gives Lang and his staff twice the space they had in their prior offices on the second floor of the original building. A parking lot behind Long's building and the adjoining Coors side road will accommodate 500 cars. W. B. Cambron & Co., Inc., was general contractor.

"AIN'T IT BABY" The Volcanos Arctic 114

JAMIE/GUYDEN DIST. CORP.
Philadelphia 23, Penna.

**TIME RECORDS** knows it pays off to pick the proven overwrap album: (Cryovac Y-Film). The pay-off is increased impulse sales in the highly competitive self-service market. Strong, crystal-clear Cryovac Y-Film stands up to the rough and tumble rack selling. And over 800,000,000 albums in this film prove it is the right overwrap. Final point: the only proven program to wrap self-service sales is Cryovac Y-Film. Check the economics of this pay-off program today!
WJRZ Backs Talent Shows in Bid to Promote Country Image

By ELIOT TIEGEL

HOLLYWOOD — There's a teen-age conspiracy going on, claims "Hollywood Palace" executive producer Nick Vanoff. "People believe teen acts on TV get high ratings. They're not the whole answer."

ABC-TV's "Hollywood Palace," which features studio record acts, aims at an older audience. Consequently, Vanoff and his directors will soon sign a teen act if it has news value or curiosity appeal. The show will be the first major show to expose Vikki Carr, Vanoff said, and has featured Hot 100 artists such as Chad and Jeremy, the Rolling Stones, the Supremes, and Sonny and Cher. But a hit record doesn't automatically equal an act for a booking. Vanoff said. The show tries for a broad spectrum of entertainers, of all different hot acts. These hosts, at $10,000 each, present acts built around their personalities.

CLIVE FOX, left, MGM Records field promotion man for the West Coast, recently took Errol Garner on a station tour to plug the newest — well, the label—album of the artist. Locking on is KNUE's Gary Taylor.

Gospel Goes Format; Listeners Lap It Up

ROWLING GREEN, Ohio

Something new in gospel music? Yep, it's gone formal. WMGS, a daytimeer here, is all the country music in the afternoon. But a 10:30-to-midnight segment of the broad time is devoted to gospel music. The country music has been hard at work for at least 50 basis for some while. About three months ago, general manager James Bonnette decided he could do the same with the gospel music.

"What we're trying to do is more selective... program the station's top formats. Be the station to find out their favorites. As far as that audience, Bonnette said, "It's a little different audience, but a well-mannered audience."

The station recently programmed a couple of spot announcements regarding a gospel music club and received 3,000 responses immediately. As a test, the station suggested that if listeners support gospel music, they should write Billboard, Broadcasting, and other trade journals. Billboard received 38 letters from Michigan, Ohio, and Indiana.

One letter from a Mrs. Ed Brawnagert, Cairo, Ohio, asks if the station can be put on the air to give more space to gospel news in Billboard and "we pray that you might encourage more gospel music programs on radio."

A letter from Mr. and Mrs. Robert J. Taylor, P.O. Box 137, Fostoria, Ohio, says WMGS has many followers who enjoy their gospel music programming. "Oh, it is wonderful!" Another letter says, "As a Christian, I am writing to let you know how much gospel music is needed here.

But at least one radio station and get something besides the screaming and yelling of our modern age. It frightens me to see our young people swallo- w down in such an ocean of despair. I can tune in to WMGS and get a message in song or word... it's the only station that you can even get a religious program on any of the 'big' stations."

This was from Goldie Ginn, Swanton, Ohio, "It's the dogmeans kingdom I've ever seen," said Bonnette, "and an 'A' station, it's a 2-5 p.m. Sunday air slot itself, playing gospel music.

Weekly Playlists Build Audience Identification

NEW YORK—Nearly every station using a format—whether those programming Hot 100 records, country, or R&B—publishes a weekly playlist as a means of building audience identification. These playlists differ widely, ranging from dit-to-do slips to two-color folded pamphlets that feature pictures. The basic ingredients—though not necessarily in the same playlists—are: A list of the records, in order, currently being played by the station; the portions those records occupied on the list the previous week; the artist on each particular record and the record company that made it (some playlists even give the number of the record); and the pick hit or hits of the week.

Then, of course, there's the station's call letters and the city and state and usually the station's slogan; WPTR, Albany-Schenectady-Troy, for example, carried with it a brief note about the group: another week, the playlist carried a picture of Frank Sinatra with the announcement that the station was dedicating all of Nov. 26 to the "Chairman of the Board" (no little feat, since the station is a Hot 100 outlet).

WTRY, Albany-Schenectady-Troy, recently and commendably its hopping of Billboard's Radio Records to copy for influence Hot 100 records in their area with a full page an-
Each time KIMN, Denver, presented a live talent show, local acts besieged the station with calls wanting to appear during the performance. So KIMN owner and general manager Ken Palmer and program director Ted Atkins organized its first annual music and dance festival and invited record company officials down to watch the event. The show resulted in four new groups of the 10 groups that performed being offered recording contracts.

RCA Victor Records’ the Astronauts, a Denver area group, performed during the festival, which drew a sellout dance audience, plus 3,000 spectators in the stands.

DISCUSSING THE COMING show are, from left, Brian Stone, who with Charles Green owns and operates York Records and Greenstone Production and manages Sonny & Cher; Billy James, West Coast manager of new talent acquisition for Columbia Records; Green; and KIMN program director Ted Atkins.

KIMN HOSTED A PARTY after the festival. Above, from left, Bob Stewers, Capitol Corp.; KIMN deploys Jack Sorbi and Gary Todd; KIMN general manager Ken Palmer; George Sherlock of Tower Records, and KIMN program director Ted Atkins.

HEADLINER OF THE festival was recording artist Johnny Rivers. His portion of the show was broadcast live over KIMN. Other acts performing included the Moonrakers, the Back Porch Majority, the Soul Survivors, the Showmen, and the Statesmen.

LISTENING TO THE MUSIC from a special VIP podium were, from left, Danny Davis of Phillips Records; Al Schmitt of RCA Victor Records; Steve Douglas of Capitol Records and Joe Caravana, Denver representative for Boyd Distributing Co.

FRANKIE RINO and the Squires launch into a number as the crowd looks on. KIMN believes that more than two musical groups exist in its coverage area and more than 300 perform professionally in local nightclubs and teen haunts.

DISCUSSING THE GROUPS appearing in the festival are, from left, Mike Curf of Mercury Records, George Sherlock of Tower Records, and Danny Davis of Phillips Records.

AT THE PARTY after the show were, from left, Mr. and Mrs. Del Wood of Davis Distributing Co., Denver; Mr. and Mrs. Bill Davis of Davis Distributing Co., and George Sherlock of Tower Records.

December 25, 1965, BILLBOARD
FOLLOWING LETTER was received from Dr. Bop, WAWA, 1201 N. Ninth Street, Milwaukee, Wisconsin, and was addressed to Magic Touch Records, 2201 W. North Avenue, Milwaukee, Wisconsin.

Text as follows:

Dear Sir:

I want to personally congratulate you on your name in the "BOSMEN" list of recording companies. This was a real thrill of a thrill because you have something that many others do not.

I never saw such a commotion created when the group arrived. All Souls before, and believe me I was turned over to that large group when the group showed up then. Just great—just plain fabulous

There are words alone not worth such letters for such talented fellows.

If I personally knew Ed Sullivan or anyone else who knew of my group, I certainly would know them then. I would be looking for a highlight of the show, "It's THE BOSMEN."

I predict this group's "new wave of the 60's," and believe me, sir, Dr. Bop owns his Soil. The BOSMEN on my TV program served Anchalpas with Soul! Congratulations and Good Luck on your success. It can never be mine. Surely!

Ad Deadline Moves Up 1 Day

FOR THE JANUARY 1 ISSUE

Because of Christmas, the advertising deadline for the January 1 issue (distributed Monday, December 27) will be Tuesday, December 21, rather than Wednesday, December 22.

Billboard wishes you and yours a most pleasant holiday.

MERRY CHRISTMAS TO YOU ALL!

from JAIRO RECORDS

and JAYVIL'S MUSIC PUBLISHING

Thank you

DIX, DISTRIBUTORS, COMPOSERS, TV NETWORKS, RECORD PROMOTERS, EXECUTIVE DIRECTORS, AMERICAN SOCIETY OF COMPOSERS, AUTHORS AND PUBLISHERS, and you ALL.

ANDREW JAIRO RECORDS, 610 S. Vendage Road, Suite 3

Glendale, California 213. Tel.: 264-9445, 91205

VOL. 43 NO. 47

Printed copies of new release are available. Please inquire.

YESTERDAY'S HITS

Choral-piece programming from your liberator's shelves, featuring the discs that were hit records in the last 5 years and 10 years ago this week. Here's how they rank in Billboard's chart of that time.

POP SINGLES—5 Years Ago December 26, 1960

1. Are You Lonesome Tonight? Elvis Presley, RCA Victor
2. Wonderful Night, Frank Sinatra, Capitol
3. Last Date, Fred Astaire, RCA Victor
4. I Think It's Me, June Carter Cash
5. Baby, It's Cold Outside, Nat King Cole

POP SINGLES—10 Years Ago December 24, 1955

1. Memories Are Made Of This, Doris Day, Capitol
2. I'll Be Home For Christmas, Nat King Cole
3. Moments To Remember, Gene Autry, Columbia
4. It's Beginning To Look A Lot Like Christmas, Bing Crosby, Decca
5. Let It Snow, Let It Snow, Let It Snow, John Denver, Parrot, Columbia

R&B SINGLES—5 Years Ago December 26, 1960

1. He Will Break Your Heart, Jerry Butler, Sue
3. I'm Your Girl, Joe Jackson, Cameo-Parkway
4. Stay, Maurice Williams, Herald
5. Don't Go To Strangers, Etta Jones, Vee Jay

R&B SINGLES—10 Years Ago December 26, 1955

1. Doo-wop Meets Baltimore, Four Tops, Motown
2. Why Do Fools Fall In Love, Nat King Cole, Capitol
3. Joan, Jackie DeShannon, Mercury
4. Remember, Bobby Darin, Coral
5. I'll Be Home For Christmas, Bing Crosby, Decca

Billboard's 1960 Christmas poll revealed the following:

1. Brenda Lee
2. The righteous Brothers
3. Etta James
4. The Let's Go group
5. The Four Tops

Xmas Music

A nickel's worth of the songs above is not a bad idea for Christmas music. After the break, here's a list of some of the best Christmas music that's been released since 1950.

POP SINGLES—5 Years Ago December 26, 1960

1. White Christmas, Bing Crosby, Decca
2. Let It Snow, Let It Snow, Let It Snow, John Denver, Parrot, Columbia
4. It's Beginning To Look A Lot Like Christmas, Bing Crosby, Decca
5. Let It Snow, Let It Snow, Let It Snow, John Denver, Parrot, Columbia

POP SINGLES—10 Years Ago December 24, 1955

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5. I'll Be Home For Christmas, Bing Crosby, Decca

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

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

STANLEY ADAMS, President

AMERICAN SOCIETY OF COMPOSERS, AUTHORS & PUBLISHERS

575 Madison Avenue

New York, New York 10013

December 25, 1965, BILLBOARD
The text appears to be a combination of advertisements and listings for various events and products. It includes a section on top-selling rhythm & blues singles, a section on new action R&B LPs, and a section on NASHVILLE SCENE with mentions of various artists and events. The text is divided into smaller segments, each focusing on different aspects of music and entertainment. The layout is typical of a magazine or newspaper style, with different fonts and sizes used to highlight certain information.
Carson's Uses BB Charts To Promote Record Sales

CHICAGO — Carson, Pirie Scott & Co., Chicago-based chain department stores, using Billboard's top 150 LP chart to promote sales in its newly re-emphasized phonograph records department.

For the last six months the Carson's record department has posted a huge sign showing Billboard's top 150 albums above a browsing bin where the 150 are arranged in order of popularity. These albums are sold at a special discount while other LP's in the department sell at list prices.

Carson's recent re-emphasis of records includes such moves as开辟ing record departments in two of its largest branch stores, in moving the record department of the main store to a heavy traffic area, and in bringing singer Nancy Wilson to the main store for a promotion.

Carson's aim is to show customers that they have a wide selection of records as any store in town. Store executives reportedly feel that such a move is necessary because customers are not used to shopping for records in Carson's. Billboard learned that future Carson's promotions will include a February visit by Tony Bennett to the record department of the main store in Chicago's Loop.

Scanning the News

Boom of home entertainment products continued as Zenith announced record number of distributors orders for December, January and February. L. C. Truesdell, Zenith Sales Corp. president, said the new total--orders by more than $50 million the previous all-time high reported in June this year, when orders are traditionally at year's peak.

Color television, with lower prices and better performance, is becoming a fast-moving item. Sylvia, the second largest producer of television picture tubes, supplies 15 of the country's 21 color TV set manufacturers with tubes, and plans to make nearly two million tubes this year.

General Electric's new Portable Color television set has cut color TV costs under $250. GE's new tube which incorporates several technological innovations enabled them to make this small, inexpensive and high-quality model.

Ross D. Siragusa, vice-president of Admiral Corp., says that new color TV sets are better buys than black-and-white sets were in 1947. Siragusa noted that a current 21-inch color television receiver costs $2 per cent less than the company's first black and white set made in 1947. The modern set provides 246 square inches of viewing area for $349.95—an average of $1.32 per square inch. The 10-inch black-and-white set provided only 48 inches of viewing area for the same $149.95, or $3.02 per square inch.

RCA Victor will market a 1966 line of compact color and black-and-white TV sets called Decorator Consoles. The new models, which range from 19 to 25-inch rectangular tube receivers are designed to fill fast-growing demands for compact sets by people in smaller homes, apartments and mobile living quarters. The sets will also meet the needs of families desiring more than one television set.

Richard Herhey has been recently appointed sales training supervisor in Philco Corp.'s partment. Herhey was formerly manager of market and sales planning for the Radio Receiver Department.

The executive committee of the National Appliance & Radio-TV Dealers Association has announced continuation of their...
New Products

**Continued from page 44**


AUTOMATIC push-button tuning FM radio with telescopic antenna, 11 transistors, smaller than a pack of cigarettes. Metal cabinet. Complete with carrying case, earphone and battery. $6 price.

**Continued from page 10**

ABC-TV series "Wide World of Entertainment" in Munich, Germany. Show begins this month in place of "Shady.""Mis Davis returned to the New York stage last month for a 1-month hiatus to play the Village Vanguard late November. Side-Show by ship, Davis was joined by Wayne Shorter, Herbie Hancock, Slide Hampton and Tony Williams.

Verve/Folkways recorded a "Big Band At Go-Go" with Bill Clinton in Greenwich Village. Participants included Thelonious Monk, John Lewis, Loudermilk, Harry "Sweets" Edison, Max Roach, Joe Morello, Roy Haynes, Jo Jones, Louis Bellson and others.

Grass-Roots Interest

You have the gramophone interest of Dixie in America, here's a partial list of names and prices labels by States: CALIFORNIA—Woodesh, Bill Bagley, 2919 Smihter Road, Orono, Ken; 527 Maple Avenue, Brea; Jolly Roll Jazz, Ted Shafer, 1791 Pine, San Francisco; Mannie, Don, 1012 Box 1204, Hollywood; Prologue, Bob Gurevitch, 2980 E. Colorado, Pasadena; LOUISIANA—Southland, Joe Mares Jr., 520 St. Louis Street, New Orleans; Nobility, A. Grayson Clark, 522 Bourbon Street, New Orleans; Alben, 625 Bourbon Street, New Orleans; Preservation Hall, Al Jaffe, 726 St. Peter, New Orleans; Milenberg, Edward Lewis, 4814 Nottingham Drive, New Orleans; Wisconsin—Androphile, E. D. Nunn, P. O. Box 14, Mequon, Texas; Jazz Band, Jim Cullum, 110 Oak Park Drive, San Antonio; Apollo, Chuck Reiley, 2811 M. McCullough, San Antonio; MICHIGAN—Jackie McHam, 11604 S. Hambrun, Jim Joseph, 20912 Flintk, Detroit; NORTH CAROLINA—Pearl, Sonny Faggart, 82 Maple Avenue, Salisbury; Center, Len Brackett, 1950 N. Cannon Boulevard, Kannapolis; SOUTH CAROLINA—GMH and Jazzology, George Buck, P. O. Box 748, Columbia; CONNECTICUT—Jazz Cruise USA, Bill Bissouette, 135 Gray Rock Road, Bridgeport; TENNESSEE—Last Straw, Daily James, Fayetteville, Harry Godwin, 798 Redwood, Memphis,

Thanks to Bill Bacic, whose Southland Distributors (Orange, Calif.) is the world's largest Dixieland distributorship, for helping with the list.

Scanning The News


The major labels of course have the biggest guns but don't forget the small ones, as they too are getting the message that just equals no promotion.

**Billboard Buyers & Sellers**

**Continued from page 44**

**EMPLOYMENT SECTION**

**SPECIAL OCCASION WANTED: COLE-Neok high grade with radio and accessories. Own equipment, 443-445 E. 39th St. SELLING:**

**SPECIAL OCCASION WANTED: COLE-Neok high grade with radio and accessories. Own equipment, 443-445 E. 39th St. SELLING:**

**TPREVIRED VISIO AND RADO PROMO:**

**HELP WANTED:**

**ROCK N ROLL GROUPS AND SINGLE DISTRIBUTION PERSONNEL WANTED:**

**Business Opportunity**

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**RECORD PROMOTION & PUBLICITY**

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- Retail
- Individual

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**Classified Rates**

**For Insertion**

- Manufacturer
- Distribution
- Retail
- Individual

**Contact PAUL D. ORBON, 719 W. 28th St., New York, N.Y. 10001.**
The Vending Year: Good Legislative News

CHICAGO—Though the year was marred by any single big-selling item of the Troll or Beatle class, 1965 goes on record as a fairly successful year and an important year in the trade's legislative viewpoint.

And the lack of a giant item has been more than made up during 1965 by solid sales by a wide variety of items.

In keeping with an interesting and lively year, highlighted by the following events:

January

MEMPHIS—A bad open early, The West Tennessee Vendors Association reports that two chaps are holding a lot of machines in East Arkansas. (Looting continued as a problem in the trade in 1965.)

February

LOS ANGELES—Marlcan Corp. is founded to handle a new vendor called “Squeaky The Clown.” Firm is headed by Walter I. Merllu, Joseph C. Smith and Berni Dean.

CHICAGO—Membership chairman Lee Lerry announces a National Vendors Association enrollment drive, featuring a contest built around the national convention.

CHICAGO—Rep. Daniel Rosenstein (D. Illinois) is named by the National Vendors Association as keynote speaker for the national convention.

March

MEMPHIS—Donruss Co., manufacturer of ball gum and candy for vendors, wins accumulated earnings suit instituted by the U.S. Government.

LOS ANGELES—Oak Manufacturing Co., names four new distributors in Wichita, Kansas; Oklahoma City, Oklahoma; Omaha, Neb.; Montreal.

ST. LOUIS—A suit filed by local vendor Jason Kertiz charges Ford Gum & Machine Co. with breach of contract in connection and restraint of trade, seeks $150,000 damages.

CHICAGO—Vender Vending Co. introduces a new machine, the Victor 77.

April

NEW YORK—Area bulk vending people toss a surprise dinner party honoring Jack Schoenbach.

LOS ANGELES—Oak Manufacturing Co. announces it will introduce a new wrapped-gum vendor at the Chicago trade show.

CHICAGO—Vendors to the tune of 350-plus view the industry's wares at the 15th annual trade show of the National Vendors Association.

CHICAGO—Congressman Daniel Rosenstein, keynote speaker at the trade's national convention, describes trade association as “vital link in government.”

May

ROKLYN, L.I., N.Y.—The Paul A. Price Co. discloses plans to purchase additional property and expand its plant.

ST. PAUL—Distributor DuWayne O. Lohrke expresses need for a bulk vending trade association in Minnesota.

CHARLOTTE, N.C.—Southeastern Bulk Vendors Association convenes, welcomes National Vendors Association president Paul Crisman as special guest, re-elects Lee Smith president.

PITTSBURG—Penny King introduces a new plastic-panel Acora Big Boy capsule vendor.

June

MINNEAPOLIS—Suburban Vendors announce they are going into the bulk vending business.

KANSAS CITY, Mo.—The National Vending Machine Dis

Continued on page 47
NEW PRODUCTS

MACMANN ENTERPRISES

PAUL A. PRICE

ASTRONAUT RINGS. Seven different pictures of America's space program are shown in silver giving a gold-shine effect. In bulk for penny vending with displays or in capsules with four machines fronts for nickel vending. Released just in time to welcome back to earth our most-distinguished astronauts. PIRATE'S TREASURE CHEST GEMS. Assortment of faceted gems of various sizes and shapes that kids will enjoy collecting in the spirit of days of yore when sea adventurers were man's heroes. Feature front and attractive front displaying the various gems.

SECRET MESSAGE RINGS. Nine vending items which have color to color, red or devil face, which will flash messages. Can be used for school fairs, kiddy stores, etc. Flocked 250 to poly bag with display. Cat and Devil heads have Jane's painted eyes and mouth. Reverse side of display includes a group of international Morse code for kids' use.

St. Louis Case Grinds On

ST. LOUIS—In action here last week U.S. District Judge James H. Meredith ruled in favor of a request by plaintiffs to have a claim in the court trial in the $535,000 Jason Koritz and Four Gems, Inc., vs. Ford Gum & Machine Co., case for the period of March 12 to 30, 1964. The court ruled that the terms of the claim were vacated to the plaintiffs. The court further ruled that the terms of the claim were vacated to the plaintiffs. The court further ruled that the terms of the claim were vacated to the plaintiffs. The court further ruled that the terms of the claim were vacated to the plaintiffs. The court further ruled that the terms of the claim were vacated to the plaintiffs. The court further ruled that the terms of the claim were vacated to the plaintiffs. The court further ruled that the terms of the claim were vacated to the plaintiffs.

Counterclaim

In an earlier ruling in late October, Judge Meredith denied a motion for judgment on the pleadings for Jason Koritz and Four Gems, Inc., which sought a summary judgment against the defendants Ford Gum & Machine Co., (Billboard, June 19), "The court is of the opinion," Judge Meredith wrote, "that the admissions and interrogatories on file are sufficient to put the issue of fact as to what, if any, relationship among these parties developed between January 1962 (date Koritz was bought existing Ford Gum & Machine Co., franchise) and June 1962 (date Koritz canceled the franchise agreement)."

Interrogatories

Of chief interest among a list of 18 interrogatories submitted by the plaintiffs was one seeking a clarification of the contract relationship between Ford Gum & Machine Co. and Mark Koritz, Four Gems, Inc., and Jason Koritz, Inc. Another plaintiff, Ford Gum attorneys stated that there was a similar contract with Mark Koritz, and that through an April 4, 1962 addendum to this contract one with Four Gems, Inc., but that at no time was there a contract between Ford Gum & Machine Co. and Jason Koritz.

In filing a second complaint, attorneys for Jason Koritz and Four Gems, Inc., restated their allegations that there had been malicious and malicious interference with the operation of Ford Gum & Machine Co. in the contractual relations between the plaintiffs and its customers and that there had been restraint of trade by the defendant in violation of the plaintiffs' rights.

NEW PRODUCTS

HONOLULU—A big suit is filed in district court here against several vending distributors by Og Manufacturing Co. and Operators Vending Machine Supply Co.

In its assurance of will lead to Ford Gum & Machine Co. attorneys denied the major allegations and issued a restatement of its nine-point $535,000 claim, a sum making a change in one section with the statement, "... plaintiff Jason Koritz, was in fact the director of the corporate plaintiff, was active in the sale and installation of vending machines, and acted in concert with it and with its son, Mark Henry Koritz."

LEOMINSTER, Mass.—Epp Charm, Inc. announces that all manufacturing operations will be closed here from September 10th to 15th.

August

LEOMINSTER, Mass.—Epp Charm, Inc. announces that all manufacturing operations will be closed here from September 10th to 15th.

FREEPORT, N. Y.—Knight Toy & Novelty, Inc., officially marked its move into new quarters Dec. 19 with a big party at its new address here.

Customers and presidents of Pacific Vending Co. welcomed its executive assistant Dick Goldstein from throughout the West attended the new establishment at 57 Halsey Avenue. It is the third factory for Knight, is manufactured and features a large and attractive product showcase area.

The plant also hosts some of the latest automatic skid-pak and blister-pack machinery.
MISSOURI, NEBRASKA TRADES

Back MOA’s 2c Royalty Bid

By RAY BRACK

OMAHA—Members of the State coin machine trade association, Coin Operators Industry Association of Nebraska (COIN), in their regular quarterly meeting here, entertained the proposal by the Music Operators of America of an exclusive 2-cent royalty to be paid by operators for the right to play copyrighted tunes on juke boxes.

According to COIN secretaries-trustees Fredulino and George E. A. Haas, the proposal was made by an MOA representative and an MOA vice-president, Nebraska’s coin machine businessmen expressed particular approval of the national trade association’s taking the initiative in the matter.

MOA made its proposal directly to the Judiciary Committee of the Senate.

Royalty Report

The consideration of approval followed a detailed report on the MOA offer by association director Ted Nichols of Fremont, who also serves as an attorney for the national trade association.

Nichols is also regional chairman for the nation’s largest coin-operated association.

The MOA’s proposal was based on the membership of the state association, which Nichols said was 60% of the state.

Nichols also pointed out that the MOA was business-minded and had been working to bring more business into the city.

As the year waned, the industry, represented by the national trade association, was making an unprecedented offer of 2 cents per tune royalty for the use of copyrighted music on its juke boxes.

And in the intervening months, the business was extraordinarily alive in such vital areas as servicemen training, copyright legislation, record supply and programming and legislation.

The year might be called a turning-point in the coin machine business. Here are the events that made 1965 significant:

January

NEW ORLEANS—Seeburg Corp., national promotion manager Stanley Jurkewicz hit town with a Frenchman named Joseph Panarinfo and several lickin’ dancers in tow to introduce “discoteca.” The Jurkewicz entourage has already made such towns as Chicago, Kansas City, Mo.; Columbus, Denver and Oklahoma City, and before the month is out he’ll have presided over the opening of a new kind of juke box location with the unpronounceable (soon-to-be- operator in the country will be arguing "tek") as opposed to "tek" name in every major distributing area. And in five months Seeburg will ship 1,000 such installations from Juneau to Jacksonville.

VIENNA—The first international Congress of the Coin Machine Trade (Incontinent) moves to break down barriers to free trade among the national coin machine industries in order to establish the trade on a truly global basis. Meeting becomes known as the 1965 Congress World Coin Trade.

WASHINGTON—Where are the nation’s coins? A crisis confronts the operator (not to mention banks and stores), but the Treasury vows that enough new coins are being stamped out to relieve the shortage by spring. But coin production is threatened by silver shortage, and discussion of non-silver subsidiary coins is again being heard. Producers in industry will the new coin in our machines? All major trade associations adopt an official recommendation: “We advocate the...

R. A. Programming

Foreign Hit Parade

By BRUCE WEBER

LOS ANGELES—An international sound which promises to stimulate the jule box market in 1966, according to music operators, is a profitable shot in the arm during 1965.

The foreign sound trend fully developed in ethnic locations, where coin machine operators took advantage of artists such as Astrid and Joan Gilberto, the Trio Los Ranchos, Herb Alpert and the Tijuana Brass and Mingo Santinchi.

With operators here preparing to see if the foreign sound trend is the current trend, the operators are able to do a better job charts regularly and compete with American artists.

By H. O. Chapman, a former operator and now a representative of the Kings Distributing Co., Los Angeles, says operators have discovered Herb Alpert and the Tijuana Brass are, of course, popular in Mexican locations but also in areas not populated by south-of-the-border aficionados.

Any Location

In other words,” Chapman says, “operators can now program foreign sounds in any location, Astrud Gilberto’s record of the TV show anywhere without fear of listener disapproval.”

Chapman credits the record manufacturers in developing new foreign talent with juke box appeal. Operators depend on new talent yearly to improve their business.” He says, “When...

Looking Backward: Top Stories of 1965

By RAY BRACK

CHICAGO—Right from the beginning it looked like an unusual year for the coin machine industry. The dawn of 1965 found the nation’s coin operators talking up a new concept in coin-operated entertainment called discotheque. Few coinmen knew little about it at first, other than the intriguing fact that it seemed to involve gyrating females in considerable undress.

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February


CHICAGO—Seeburg Corp. conducts its first factory school on any coin machine in the world for operators in Chicago. The Coin Machine division of Chicago Dynamic Industries, takes cognizance of nation's static location situation for amusement games and calls for "location diversification."
TECHNOLOGY—PART II

Industry ‘Slug Fest’ Going On

By EARL PAIGE

ST. LOUIS—The recent change to a brand-new coinage is merely another routine challenge in the view of such companies as Coin Acceptors, Inc., manufacturer of coin-accepting equipment used worldwide. "The problems of out-and-out slugging are had enough," ex-plained Jim Moran, customer service manager at Coin Ac- ceptors, "but the legitimate coinage of many foreign countries would become 'slugs' whenever they have changes in coins and they frequently do. This," said the fellow who handles the service problems funneling in from the company's five assembly plants and 20 branch offices scattered around the world, "creates some hairy problems for our engineers and research staffs.

Research

That coin-accepting mechanism exists since the first crude discriminating devices for coin machines is a fact that is founda- tional to the industry as we know it today. Veteran operators remember how easy the early slug rejectors were to cheat, and before this, how coin-operated equipment accepted anything roughly re- sembling a coin. (One crazy crook froze water in nickel-sized molds and emplaced cut-out entire machines without leaving a trace of his frozen facery in the coin boxes.)

Refinements of early slug-rejecting mechanisms could hardly keep pace with the ingenuity of people bent on sha- king the operator. Early models employed a coin-collecting slide, which later had a magnet mounted next to the slide chute to draw away mag- netic-rejecting slugs. Later refinements added a small anvil on which coins had to bounce, with the coin's resiliency determin- ing its authenticity. Still later, mounting of coins's electrical resistivity through use of the "Eddy Current Theory" revolutionized rejector equipment.

Breakthrough

"Coin-acceptor mechanisms perform seven different tests," explained Fred Johnson, head of research and development at Coin Acceptors. The coin must pass tests of weight, overage, underize, undersize, perforation, thick- ness, composition and clarity.

The major technological breakthrough that paved the way for today's ingenious mech- anisms was the development of a method to measure the elec- trical resistivity of a coin, after passing the initial .

EDITOR'S NOTE: This is a sequel report on coinage advances that have revolution- ized the coin machine business. Volume for the full-length feature this week is "Juke Box Evolution."-

"They all laughed when we said 120% return"

"Naturally, because no operator has ever made profits like that on boxes. How then? We went for Tape-Athon Background Music. For the price of one juke we can buy 3 Tape-Athon units that return $1,440.00 per year—and it all sits on the floor, no coin collecting. Now we're doing the laughing— all the way to the bank!"

"Tape-Athon. Corp.

583 South Hindy, Inglewood, California 90307 • Tel: (213) 888-8800

Yes, we'd like to join the club—send the story on Tape-Athon.

Name

Address

City

State

season's greetings

As we approach the Christmas season and another year, our thoughts turn kindly and gratefully to those members, manufacturers and friends whose loyalty, good will and whose courtesy have helped make this past year possible.

In the CHRISTMAS SPIRIT we extend to all our warmest and most sincere greetings.

BOB SLIFER
Executive Director

THE NATIONAL COIN MACHINES DISTRIBUTORS ASSOCIATION

Our 18th Year
20 North La Salle Street, Chicago, Illinois 60602 Phone: 312-249-0355

December 25, 1965, BILLBOARD

Review of '65

continued from page 48

contracts. Sales manager Bud Lurie starts nationwide junket to sell idea to operators.

LONDON—Amusement Trades Exhibition here draws many thousands, is termed a success.

WHIPPANY, N. J.—Rowe AC Manufacturing introduces its discoteque juke box concept; re- tained deaf Jett Set dance teacher Killer Joe Piro as discoteque con- sultant.

CHICAGO—Seeburg Corp. an- nounces that cost of its new $50,000,000 plant here is running substantially under budget.

CHARLOTTE, N. C.—Greens- brooks operator Fred Ayers is elected president of the North Carolina Music Operators Association.

ROME—Italian coin machine trade launches fight to forestall ban of pinball machines.

March

BALTIMORE—I. F. Blumenfeld, 61, partner in General Vend- ing Sales Corp. here, dies suddenly at his home.

WASHINGTON—Full board of directors of the Music Operators of America holds meeting; visit congressmen to discuss copy- right revision bill as it affects the juke box royalty exemption.

CHICAGO—the National Automatic Merchandising Associa- tion opens membership to vending firm owners who also operate juke boxes and amusement games.

NEW YORK—Music Operators of New York (MONY) an- nounces program to train coin machine mechanics.

CHARLESTON, W. Va.—The West Virginia Music and Vend- ing Association urges victory on five pieces of state/legis- lation affecting coin machine licensing, taxation and regulation.

April

WASHINGTON—Trade recommends three types of coinage compatible to machine mechanisms.

CHICAGO—Music Operators of America launches letter-writ- ing drive in connection with Washington Copyright hearings.

ABERDEEN, S. D.—The Music and Vending Association of South Dakota celebrates its 20th anniversary and elects Darlow Max- well of Pierre president.

DENVER—The Institute of Coin Operations, a coin machine trade school, graduates its first 15 men.

CHICAGO—Music Operators of America selects eight industry experts to testify before special House of Representatives subcom- mittee on copyright.

ALBANY, N. Y.—Legislature passes sales tax bill. Industry sees vagueness in its interpretation to coin machine grosses.

May

NEW YORK—The Seeburg Corp. announces that it is in the record business in a big way—with some 4,000 copyrights acquired to be released under a massive leased recording program exclusively to operators. Offer industry its own Coin-Operated Phonograph Performance Society (COPPS).


NORTH TONAWANDA, N. Y.—The Wurlitzer Co. introduces its own discoteque location package, complete with altered phonograph, records and decorations.

CHICAGO—Rock-Ola Manufacturing introduces two new juke boxes.

WASHINGTON—President Johnson proposes an excise tax cut that would remove 10 per cent manufacturer tax on juke boxes and $10 location tax.

June

WASHINGTON—President Johnson, with special acknowledgment of the needs of the coin machine industry, proposes new types of dimes, quarters and half dollars that will work perfectly in contem- porary slug rejection mechanisms.

WASHINGTON—Industry ad- dresses testify before House sub- committee considering 1965 Copy- right Revision Bill which would remove the traditional exemption of juke boxes from performance royalty payments. Congress acquit- selves themselves well in hearings.

WASHINGTON—President Johnson signs Excess Tax Act of 1965, which, among a host of other things, eliminates the extra 10 per cent manufacturer excise tax on coin- operated phonographs, the $10 per juke box admission.

July

SAN JUAN, Puerto Rico—A law that would ban all pinball games on the island dies via a pocket veto.

PHILADELPHIA—Distributor David Rosen secures Western Hemisphere rights to the Italian-made cinema-juke box machine.
called Cinebox and announces plans to market a unit that combines the standard juke box with the film projection system, to be called Filmotheque-Discophone.

ALBANY, N. Y.—Gov. Nelson Rockefeller vetoed a precedent-setting bill which would have licensed and, in the opinion of its backers, made amusement games legitimate in the State for the first time. Veto was a great blow to chief backer, Joseph McCarthy, president of the New York State Coin Machine Association.

WASHINGTON—President Johnson signs the trade-endorsed coin-change bill.

August

CHICAGO—Music Operators of America completes its first survey of coin machine licenses throughout the country.

CLEVELAND—Industry leader and prominent distributor Morris S. Gisser, 62, died suddenly at home, apparently of a heart attack.

OAKLAND, Calif.—Industry giant George A. Mills, longtime president of the Music Operators of America, resigns his post as president and managing director of the California Music Merchants Association.

September

CHARLESTON, W. Va.—The West Virginia Music and Vending Association institutes new subscription rates.

CHICAGO—Denver coin machine manufacturer Jerry Wells, 27, replaces the national trade association for trade school (later known as the Chicago Institute of Music). The Wells-McFarland Company introduces a new juke box.

COLUMBIA, S. C.—The South Carolina Coin Machine Operators Association institutes a technical training program under the State manpower development program.

HELENA, Mont.—The Montana trade re-activates its association; elects Elmer Boyce president.

OCT - The National Automatic Merchandising Association holds its 20th annual convention and trade show, with crowds thin but business sessions animated.

NEW YORK—The Music Operators of New York re-elects Lincoln Vending Corp. top executive Albert S. Denver as president for his 26th term.

November

Neville replaces association's president.

COLUMBIA, S. C.—The South Carolina Coin Machine Operators Association institutes a technical training program under the State manpower development program.

HELENA, Mont.—The Montana trade re-activates its association; elects Elmer Boyce president.

CHICAGO—The Music Operators of America rocks the music industry with a proposal that the nation's operators pay an exclusive, statutory royalty of 2 cents per copyrighted tune for juke box play.

NEW YORK—The Music Operators of New York re-elects Lincoln Vending Corp. top executive Albert S. Denver as president for his 26th term.

December

COLOGNE—Groundswell of approval in favor of some form of increased co-operation and interaction between the European and U. S. coin machine industries is noted.

WHIPPANY, N. J.—Rowe AC Manufacturing introduces a new juke box.

CHICAGO—Music Operators of America expands insurance coverage, launches membership drive, begins outlining possibilities of pension plan and a specialized technical training program.

Patterson Int'l Names Neville

CINCINNATI—Joe Neville, who joined Patterson International, Inc., early in his career, has been named sales manager for the company's Miami operations.

Neville is a 12-year veteran of the coin machine business and has handled many of the larger accounts in the Miami area.

Neville's sales promotion is to begin in January, 1962, with an intensive campaign to increase sales of the new Dr. Who amusement game, which has been very successful in the Miami area.

Patterson International Handling

December 23, 1961, BILLBOARD

Wurlitzer Names New Buffalo Distributor

INDIANAPOLIS—Albert Calderon's Calderon Distributing Co., Inc., has been appointed Seeburg distributor for Indiana.

For the past 18 years Calderon has been a Rock-Ola phonograph distributor. He is a veteran of the phonograph industry.

David L. Programs Foreign HIts

- Continued from page 48

Wurlitzer of Wurlitzer phonographs and allied products.

According to Wurlitzer sales manager Robert Beers, the firm's national network of 30,000 dealers, will handle the Goldbeld, Chicago, Cinebox, Wurlitzer, Cinebox Shop, Fischer, U. S. Billiards and Meridian vending networks.

Wurlitzer-Milford, formerly a branch of Billitzer Enterprises, is owned by Stewart M. Levy, veteran of the electronics and broadcasting fields. He is a native of Chicago and a graduate of Illinois University.

Head of the company is James R. Hunter, a veteran of some 20 years in the coin machine business with Sandler Distributing, Bush International, Bilotta Enterprises and the Wurlitzer Co.

Former operator John Berger is service manager, whose staff includes Cliff Krull and Jim Brown.

For Wurlitzer, Stewart-Milford will distribute in nine Western New York counties. The firm will distribute games in the entire State and other parts of the Northeast.

The company has some $1,000,000 worth of coin-operated machines in service with thousands of operators.

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A WISH OF JOY
ON THIS HOLIDAY SEASON
FROM ROCK-OLA...

many thanks to our valued customers for 30 wonderful years

ROCK-OLA
Music Products for Profit for 30 Years
NEW EQUIPMENT

BEL-AIR. A puck-blower newly introduced by the Chicago Coin Machine division of Chicago Dynamic Industries, Inc. Offers what company officials call “fantastic player appeal” by means of its “Bel-Air” feature, which functions as follows: player lights up words “Bel” or “Air” on special suspended panel for 300 extra points when scoring a strike or spare. While these words are lighted, a star between them is lighted, and 500 extra points are scored by the player achieving a strike or spare. An “extended play” feature means all players win when any of group win an extended play. Also includes regulation “red pin step-up,” “flashomatic” and “dual-flash” play features.

ICE-REVUE. New single-player introduced by D. Guttrie & Co. of Chicago. Unit incorporates a new “double sequence” play feature that maker says “doubles player appeal.” Making the five top rollovers on the game lights the corresponding pop bumpers. Illumination of all pop bumpers will score special (indicated by traveling light) when player strikes one top rollover. Six numbered targets light bottom rollovers for high score and advances value of kick-out holes for additional high scores and “special” score. Animation is achieved by spotlights on six light-box skaters. Available with twin chutes and in three or five-ball models.

Plan to Revive Italian Pinballs

ROME—The national organization of the Italian coin machine industry is investigating the possibility of restoring pinball machines within the frame

December 25, 1965, BILLBOARD
New Rowe AMI

BAND STAND

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

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

Band Stand also has the greatest programming flexibility around. Lets you keep on top of the pops. Holds up to 200 selections—can be modified to program fewer selections depending on location preference.

*U.S. Patent No. 3009130

www.americanradiohistory.com
New Rowe AMI Wall-Ette

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

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

The result? Far superior sound quality and coverage—more play, bigger pay, every day! And Wall-Ette is faster, easier to install and service. Has many exclusive features that make service a cinch, keep lost play time to a minimum and promote lots of extra profit!

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

See and hear it at your Rowe Distributor.

Rowe sets the standards in vending equipment, bill changers, music systems.
Ten-Pinnet to Discotheque: 50 Big Years

Continued from page 48

wanda Musical Instrument Works was selling "Satisfactory Roller Rink Automatic Bands." A bowling game called Ten-Pinnet was offered for sale, the Public Cup Vendor Co. of New York (now Dixie Cup) was vending drinks of water in paper cups, and the Mills Novelty Co., besides slot machines, was marketing cigar and peanut vendors. The coin machine industry was young in 1915, but already it was beginning to shape its future, a future closely allied to the growth of Billboard magazine.

1925. The roaring '20s. Oil Coolidge was president. Jack Dempsey was heavyweight champ, and Babe Ruth was playing in the Yankee outfield. Prohibition was in effect, the speakeasy was the place to go where you could listen to a new kind of music called "jazz," and the automobile, the airplane and the movies were part of the American way of life. Rudolph Valentino and Clara Bow were the big stars of the screen, and people were talking a lot about a place called Hollywood. Radio stations began dotting the country. Families saved their dollars in order to buy a wireless set for the home.

Lost Generation Flagpole sitters were making news and the term "Lost Generation" was applied to the young people of the day who had gone through the nightmare of the "war to end all wars." Young writers named Ernest Hemingway, William Faulkner, F. Scott Fitzgerald and John Steinbeck were creating their first masterpieces.

The stock market was booming and the business community predicted years of unparalleled prosperity.

Billboard magazine was selling for 15 cents. Top stories were about a Boston banquet for veteran songwriter George M. Cohan, a young comedian named George Jessel, and about the greatest performer of the year, Will Rogers.

Wurlitzer Band Organs were still being advertised, and both the Rudolph Wurlitzer Co. and the Wurlitzer radio Co. were named in North Tonawanda. The J. P. Seeburg Co., a Chicago manufacturer, was advertising an automatic piano. Peanut and Ball Gum Vendors were old hat; they came in many makes and models. Post card vendors Blow-Up machines, and perfume machines were new entries in the coin business.

A football game, an automatic "top-pinball-loopo" game, and something called the Pah-Jigg game represented efforts to make different kinds of amusement machines, efforts that would eventually lead to the pinball machine.

Three separate firms began to build cigarette vendors. This was the first serious attempt to sell products from a machine for a price in excess of a nickel. Manufacturers wanted to sell a package of cigarettes for 15 cents in these machines. But, since cigarettes only cost 11 or 12 cents over the counter, no one believed this new machine could succeed.

1935. The depression, FDR and the New Deal. Huey Long was assassinated, the Social Security Act was passed and a German leader named Adolf Hitler loudly rejected the treaty of Versailles.

Will Rogers was killed in an airplane crash, Japanese armies overran Manchuria and Benito Mussolini proclaimed Fascism as the new wave of the world. The Dionne sisters were one year old, the actress of the year was young, lovely Bette Davis, and the men of the country were wondering whether Joe Louis, who had just KO'd Maxie Baer, would KO James J. Braddock's heavyweight title.

Billboard was still selling for 15 cents a year. And stories. Billboard predicted that New York State was to be known as Greenwich Village was going to die out as a cabaret center. It was making news, sending all the people to uptown nightlife.

Billboard had a new department devoted entirely to coin machines, and wasedited by Walter W. Hurd, who had left off the war and was born in Chicago. The new section had more than 20 pages of news and reports. Most of it was devoted to games. The new section was "a dose of reality each day," and called the talk of the day. Bulk vendors were well represented in advertising, and many machine companies had become well-established firms, and high place of Billboard in coin business was evidenced in a bylined story written by Marty Rosen, manager of the Bronx Supreme Vending Co., New York City.

A new addition to the Billboard coin machine department was called "Music." It ran stories about a Simplex automatic phonograph made by the Wurlitzer Co., and had pictures of Symphonola and Solene phonograph machines made by Seeburg.

Rudy Vallee and Sophie Tucker were two of the more popular recording artists of the day and Tommy Dorsey's "Santa Claus is Coming to Town" was the big holiday seller. The recording, broadcasting, and coin phases of the music industry had begun to grow sharply; but commonly, just a new sound that painted proudly on the man in the White House as a former member of the business.

1934. Another World War was slipping to the west. FDR died and Harry Truman became President. Mussolini was captured by Italian Army and executed. Hitler committed suicide in the ruins of Berlin. The United Nations adopted a charter, the Atom Bomb was dropped on the cities of Hiroshima and Nagasaki. U. S. forces entered a remote country called Korea and occupied the former Japanese holdings south of the 38th parallel.

Billboard now had three sections devoted to coin-operated equipment, coin machine, music machines, and vending machines were represented in separate departments.

Walter W. Hurd had offices at 155 N. Clark Street, Chicago. In that Christmas issue, Hurd wrote a long editorial. He said that a new way is breaking, the war is finished, we can look forward to a happy and promising future. There were new ideas and innovations popping up throughout the industry. A Harris coin-changing device was announced and attempts were made to introduce Musicolor, a new type of coin machine that would combine records and wires. Most Eastern Electro- Vending Machine Corp. said it was coming out with the first all-electric cigarette vend-

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Missouri Backs MOA Plan

The Missouri Coin Machine Operators Association (MOA) has endorsed the proposed Missouri coin machine operators' convention to be held in the near future. The convention, which is scheduled for January and February 1966, will provide an opportunity for operators to exchange ideas and concerns. The MOA, which represents operators in Missouri, has stated its support for the convention, emphasizing the importance of unity and cooperation among operators.

Seeburg Sets January-February School Schedule

Seeburg Corporation has announced the schedule for its January-February school classes. The classes will be held at various locations across the country, with the following dates:
- January 10th: coin vending starts in Chicago.
- January 14th: 81st School—Coffee venders start.
- January 21st: 86th School—Cold drink vending.

Attendance at the Seeburg school classes is by application through distributors and is contingent upon acceptance by the Seeburg Factory Field Engineering Department. The classes are limited to 15 men, and applications should be made far in advance of the desired dates.

'Slug Fest' Going On

 Slug Fest is an event that has become a popular activity among coin machine operators. The event involves a variety of coin-accepting machines and draws enthusiasts from across the nation. The highlights of 'Slug Fest' include the display of innovative and creative coin mechanisms, as well as the opportunity to network with other operators and share ideas. The next 'Slug Fest' is scheduled to take place in the coming months, and interested operators are encouraged to participate.
COINMEN IN THE NEWS

CHICAGO


SEATTLE


LOS ANGELES


Mike Kogan, Seeburg distributor in Japan, visited Coin Row last week... Badger Sales & Vending Co., Chicago, recently shipped a large juke box order to Mexico. Joe Perry, sales staff at Deccas Records, checking on Len Burke, Muntz, Chicago, was treated to a tour of the biggest sales month in the history of the company.

Also that the All-Tech automatic diner table pool continues for some time... George M. Wisconsin, representing Distributing-suwaing a large shipment of Valley pool tables... Rasa of Seattle, Directors of Los Angeles branch, will spend his vacation in San Diego... Marshall Ames, East Coast regional sales manager for Amusement '54, will spend Christmas in Los Angeles before moving his family to New York.

BRUCE WEBER

Half Century of Coin Machines

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machines. Poppers Supply Co. introduced a new coin-operated popcorn machine, AML Wurlitzer, Seeburg, Rock- well, Coin Trails, and Lithocon were among the companies that have been involved in the coin-operated popcorn machine industry. The next major innovation came in the early 1970s, when the popular "American Graffiti" film was released, and coin-operated popcorn machines became a popular choice for movie theaters, arcades, and fairgrounds. The word "coin" was a major selling point, as many people associated it with a fun and enjoyable experience.

NAMA Code

The National Automatic Merchandising Association, which is the trade association representing the coin-operated industry, established the NAMA code of ethics for coin merchandising in the early 1960s. The code sets out rules and guidelines for the business standpoint that had been established by the Wurlitzer Company in 1955. Since then, the NAMA code has been updated and revised several times to reflect changes in the industry and to address new challenges.

Television

Television is one of the most popular forms of entertainment today. It has been around for over 100 years, and has evolved from a black-and-white picture to a high-definition, high-resolution image. The first television broadcast was in 1926, and it was only a black-and-white image. Today, there are many different types of televisions, including LED, LCD, and plasma TVs.

The Nielson ratings showed a program entitled "The Most Popular in the Country." The show had been on the air for several years, and it had a diverse cast of characters. The show was about a group of friends who lived in a small town in the Midwest. The show was successful, and it ran for several seasons.

Television is one of the most popular forms of entertainment for children, and it is a great way to learn about different cultures and countries. It is also a great way to learn about the history of the world, and to see how people lived in different eras.

And that was 10 years ago.