Dealers Enjoy
Ho! Ho! Yuletide

NEW YORK—A sampling of record dealers across the nation indicated boosting Christmas record business and movement of general catalog merchandise. In New York, Kerrvette's Christmas business is up over last Christmas, record buyer David Rothfield said Friday (24). The Christmas spirit was late in coming, but when it came, it came big at the discount department store chain. Alexander's department stores reported that Christmas records had either held even in sales with last Christmas or dropped slightly. But general catalog "is way up," said record buyer Phil Mihack. "There's no particular album nor any particular article like in years past...everything is up, I assume about 12 per cent over last year in all of our branches." At Sam Goody's general manager, Samuel Stile, said there was "a fine increase" in Christmas business over last year.

(Continued on page 6)

BCC Bursts Volley at Pirates

By ANDRE de VEKY

LONDON—The British Copy-
right Commission, in its continued approach to the British government, has (At 16) through Minister of State George Dar-
ing, to eject pirate radio sta-
tions if copyright law cannot be enforced on them. A 12-man delegation from BCC, led by chairman Alan Herbert, con-
sisted of officials representing all branches of copyright owners and users, including actors, writers and journalists as well as all music business organizations. The Council claims that Minis-
trial effectiveness has so far kept the pirates immune and are de-
manding speedy action. The copyright Council's contention that the pirates on farms around Britain's coast and on govern-
ment property was agreed to by

BCC

The International Music-Record Newsweekly

Radio TV Programming • Phonetape Merchandising • Coin Machine Operating

CJANUARY 1, 1966 • SEVENTY-SECOND YEAR • 60 CENTS

'Cliff-Hangers' Awaiting Action by Legislatures

By MILDRED HALL

WASHINGTON—The opening of the second session of the 89th Congress will bring a year of cliff-hanging for the booming record industry. Government action in matters that can revolutionize all aspects of the record and music business will reach climactic stages in 1966. The biggest battles will be in

Jolly Good '66 Seen for U.K.

LONDON—The British record industry is in for a "jolly good year" in 1966, it is contended by EMI executive Geoffrey Brook, who sees sales in singles alone in 1965 "It has been far from catastrophic and the tremendous expansion that has enabled us to make even greater profits, the bridge." The company president went on to say that although the industry was a

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Jolly Good '66 Seen for U.K.
Happy New Year

Great Singles to start off right in 1966

Top Sellers:
“Make the World Go Away” – Eddy Arnold #8679
“Mother Nature, Father Time” – Brook Benton #8693
“Meet Me at the Altar” – Perry Como #8722
“Then Go Home to Her” – Norma Jean #8720
“Snow Flake” – Jim Reeves #8719
“Skid Row Joe” – Porter Wagoner #8723

Brand New:
“What Did I Have That I Don’t Have?”
c/w “Mister Kiss Kiss Bang Bang” – Ann-Margret #8734
“We Could Learn Together”
c/w “Look at Me” – Ethel Ennis #8733
“A Born Loser” c/w “All the World Is Lonely Now” – Don Gibson #8732
“Time” c/w “As Long As We’re Here” – Frankie Randall #8735

RCA Victor
®The most trusted name in sound
Kapp Music's Space Pilot

NEW YORK—The music industry played an important role in the recent space rendezvous and in the record-breaking 14-day flight of astronauts Glenn and Shepard, according to Paul Haney, public relations director of the Manco Spacecraft Corp. This week Haney disclosed that Mickey Kapp, executive vice-president of Kapp Records, programmed the music beamed to the four astronauts involved in the space rendezvous, using records from Kapp, RCA Victor, Warner Bros., Chess-Checker-Cadet and other labels.

Kapp said that he got full cooperation from other labels in the use of their products.

According to Haney, the bulk of the program was provided by tapes supplied by Kapp, while other tapes were taken from private collections. Kapp was in charge of the popular music programming.

One of the tapes, using the track of Louis Armstrong's "Hello, Dolly!" on Kapp, was dubbed to "Hello, Wally!" in honor of astronaut Wally Schirra.

Haney cited Kapp for his efforts and added that the music served as a "tension breaker" that helped make the long space journey a little easier.

EXECUTIVE TURNABLE

Jack Bratel promoted from Liberty Records Midwest district sales manager to national sales manager, replacing Bob Feind. Bratel has been in the record business since 1957 and became Liberty's branch manager in 1963 and Midwest sales manager two years later.

Geoffrey F. Racine was appointed executive Vice-President of EMI (Canada), Ltd. from Liberty Records, effective September 1, 1965. He joined the company in 1952 in the Canadian music publishing field and became operations director of the EMI Canada, Ltd. in 1958. He also held posts as vice-president and general manager of Capitol of Canada in 1960, Edward Lehman, who joined the company in 1952 as sales manager, has been appointed to the new position.

LEETHAM

Country Music

Classical Music

Gospel Music

Juke Box Report

Nashville Album Releases

Top 40 Music

Top 10 Easy Listening

Top 100

Departments

Audio Video

Burl Vending

Color Machine Operation

Edison TV Programming

Buyers & Sellers

Classified Mart

January 1, 1966, BILLBOARD

This Was the Year That Will Be

The year that was, 1965, is history, but history affects the course of future events. In the world of country music, this was a remarkable year, with many notable events in the record-music industry. Billboard has selected 10 whose impact will probably be more fully realized in 1966.

Over-the-counter record sales will hit an all-time high when final 1965 figures are tabulated. As of several weeks ago, Billboard's Record Market Division estimated that sales were up almost 8% per cent over 1964, and this estimate preceded the big Christmas buying spree. Dealers check this week generally stated that Christmas business was considerably ahead of last year, with which buttressed the view that 1965 will be a record breaker in sales.

The car tape cartridge development, strengthening the impact of the juke-box in record sales. Southern California, upon a nationwide scale with the introduction of the Lear Jet, has taken an inventory headed by Vic and the Ford Motor Co. This opens a new vast market for songs, talent, and recordings.

Rack-jobbing, the U. S.-born merchandising concept, burst upon the British market, changing the interpretation of the Music for Pleasure label by EMI and the International Publishing Corp. This development promises to revolutionize the market there as it has in the U. S.

Civil Aeronautics Board granted TWA approval to lower disk air-freight rates, after hearings on the Airline Deregulation Act. This may aid in the potential exposure for records. Many states separated their programming all the way. In addition, many stations changed the FM to stereo, a factor that could have a great amount of sales. These included the past three years, many distributors entered the rack-jobbing field; similarly, there is the tendency of giant rack-jobbers to seek distributor status.

The CMA, country music's largest and most influential organization, in 1965, was the history of the "Grand Ole Opry" and the Crook and Jutras Awards. The album, "The Spirit of Country Music," was released on Capitol and included a letter from the late Hank Williams.

The building will go up in Rose Park on 16th Avenue South, adjacent to the BMI Building. Construction is scheduled to begin March 15. A CMA fund campaign to raise $3,000,000 among Nashville record companies and the community will be staged in February. The CMA already has $3,000,000 in reserves built up by the music, record and related industries. This money is to be used to provide the necessary extra time and expensive future expansion.

The contract signing was attended by the CMA executive committee at a luncheon meeting at Mario's Restaurant, to that, was with Decca Records.

Douglas Single Sparks Album

LEETHAM

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Merc. Lines Up 17 Indie Producers For '66: Organizes New Affiliate

CHICAGO — Mercury Rec- cord Corp. has recruited a small army of independent producers to supplement its staff in turning out 1966 merchandise under 10 labels—a new subsidi- ary affiliation introduced last week.

Announcement of deals with some 17 independents was made by Mercury president Irwin H. Steinberg to MCA Recording Group national meetings at year's end. In a cor- porate progress report to job- bers at the Chicago meetings, Steinberg announced 1965 sales of $50 million. Steinberg's suggestion for a Mer- cury Club, effective Dec. 15, was re- ited to local distribution agencies.

The new label, which will be one-world-of-music-oriented, has Lou Reizter, Mercury's in- co-ordinator of the immediate past, as product manager. Lou Danna, Mercury's subsidiary Fontana Records, where he was co-owner and manager, is sales man for Mod.

Mod's first release will be the Danish band "Sawelina", by a Copenhagen group called the Rocking Ghosts. Albums and singles will issue from Mod.

Staff Issues

Commenting on the swing toward independent production, Steinberg re- ited that out the current company production staff will receive "a much smaller release volume, Streets will be placed on planning, qual- ity and closer overall produc- tion supervision, he said.

For the new label, the corporate group now in- cludes Mercury, Philips, Smash, Fontana, Emarcy, and the budget lines Chimney and Laurence.

Kuma-Sutra has signed to produce William Bonny for a series of albums in the "Spots" style of albums. Smash will produce the "Spots" style of albums with the "Spots" label. Cur-

n Mayfield of the Impressions and his former band will form a new label, Tamarone, in a new album. Emarcy also announced the formation of the Fontana's "Brown Junior" with- out a band until summer addi- tional assignments. Chip Taylor will continue producing Timi Yuro on Mercy. Mercury's Monty Rock III and a new act, "gay" girls, will be produced by Shadow Morton, late of connected with the Shangri-La.

Dave Bartholomew and Jack Chuckley have signed formal affilia- tion with Mercury record- ed in his Fats Domino style (see Smash). Jerry Ross will de- velop new acts in short time and will supervise record- ing of Bobby Hebb.

Fon-Tavern Productions will pro- duce the Kickers, Alice-in- Wonderland Productions (Red Cooper and Earl Spencer) will handle the Flamingos and Wendy Wright.

Big Frank Murphy and the Shingle wins will be under the su- per visions of writers-producer Farrell. New faces, the Rotin' K's, will be billed under the FOG Productions. Ex-Motown employee Bob Bateman, in au- thorship with Mosley, has been charged with developing three new acts and will be handled by Mercury and Dee Dee Warwick, Blackwell.

Pac-4 is to dig up three new acts for Detroit recording and handling, and there is another act on Smash. Sniff Garrett will pro- duce Phil's, Sniff Garrett. Mercury, Veteran Major Bill Smith, collaborating with Bobby Hebb, has signed James Brown disciple Wayne Cochran and a group called the Goodmans for Mercury.

Randolph Acquires Club

NAISHVILLE — Monument recording artist Bosco Randolph and several associates bought the Carousel Club, effective this week (1), and Randolph said he hoped to re-enter the music world now that the Al Hib and Pete Fountain clubs are to New Or- leans.

Plans are to make the club into a night club. Jimmy Hyde, club owner, was paid $100,000 for the property, and club re- main one year for the transition and then re- open, he said.

Randolph, who has provided music at the club for several years, said he had some top entertainers to Nash- ville.

He said: "If we can give them a de- cent place to play and give people a decent place with some class, we might talk to them, we can do it."

Randolph said he planned to expand and make it up to 250 to 400. The club is a popular "Flying Coop," and the "Printers Alley." The "alley" is a group of supper clubs with live bands and has been selling by printing schedules, fall album action was not included. Several record companies, with hot selling albums released in the fall, have asked why their albums did not make the charts.

Muntz Console For Home Use

HOLLYWOOD — Muntz Stereo will debut a home re- cord-tape cartridge-playback- record player called "Lift." The concept, announced by Muntz, of owner of the company, said last week that the home tape-cartridge playback market "is starting to come in its own" as a result of the ex- pansion of public and industry for stereo cartridge systems. Lows estimate for home units in '66 is $30,000.

Muntz and his recently formed Sunset Boulevard sales- installation company, is processing 700 playback units a month. Installations at his Van Noy factory are at all nightly, said Randolph, and Saturdays with his facilities re-opened during the Christ- mas vacation.

For '66, Muntz estimates selling 225,000 playback units around the country. He recently picked up, "Lift" and Muntz labels for his cat-

Kaye Deal Set

NEW YORK — Buddy Kaye, writer and publisher, has set up a long-term publishing enter- prise with Robert B. Williams of personal manager, Billings man- ages Dusty Springfield, Kaye's former wife and Kaye's recent trip to London.

The new firm, Rainmaker Music, will be operated in London un- der the Peter Maestre set-up. Kaye said nothing of his future end.

In Paris, Kaye completed a lyric for the new Viva L'Amour, Kaye, "That Man in Istanbul," to be released as a British single. The song is "Love Was Right There All the Time" with music by Georges Gavannany.

SALES DATA FOR 8 MONTHS

NEW YORK — The compil- ations and vaults, not re- Published in Billboard's Interna- tional Record & Talent Show- case, are based on the first eight months of the year. Be- cause of the printing schedules, fall album action was not included. Several record companies, with hot selling albums released in the fall, have asked why these albums did not make the charts.

January 1, 1966, BILLBOARD
WIN
A COLOR TV SET!

CHECK
YOUR FAVORITE COLUMBIA "HOT PROSPECTS" SINGLES!

Here are 11 Columbia singles we feel are solid bets for the "Hot 100" and "Bubbling Under" charts. If you can pick the right records—the ones that show up on the February 5th Billboard charts—you've won yourself a 23-inch Westinghouse color TV console. It's as simple as that. Just check your choices, tear out the page and mail it in. But hurry! The contest closes one week from today. And in case of a tie, the earliest postmark wins.

- "NAMES IN A HEART" 4-43460
  FRANK D'ROKE
  A brilliant interpretation of a beautiful ballad!

- "SNOW BELLS" 4-43472
  WINIFRED ATWELL
  A winter standard that will stay around for many seasons!

- "IT'S A DAY" 4-43460
  THE DRUIDS
  A single with a great beat that's hard to beat!

- "SHE WAITS FOR HIM" 4-43464
  THE DUPREES
  A modern sound that's a natural for the chart!

- "TIPPY TOEING" 4-43463
  THE HARDEN TRIO
  The catchiest Country and Western tune in many a moon!

- "LOVE TRAIN" 4-43465
  MOE, ADRIAN AND THE SCULPTORS
  A harmonica background gives this single a special distinction!

- "I'M GONNA LOVE YOU TOMORROW" 4-43466
  DEY AND KNIGHT
  A dynamic duo making a delightful record debut.

- "AN INVITATION TO CRY" 4-43468
  THE MAGICIANS
  A single with just the right rhythm to put it in the hit category!

- "HEY! PUPPET MAN" 4-43461
  BOB MORRISON
  A fast-moving, free-wheeling single that's a standout!

- "PITY ME" 4-43462
  SONNY OCEANS
  An exciting vocal treatment that rocks the rafters!

- "TIME" 4-43467
  THE POZO-SECO SINGERS
  A great new group scores with a swinging single!

COLUMBIA RECORDS®

Mail contest entry form to:
MR. SAL FORLENZA
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NEW YORK, NEW YORK 10019

Name
Company
Title
Business Address
City State Zip Code
Dealers Having a Ho! Ho! Yule

Berkline Corp. Making Chair With Tape System

56 '65 Vintage Year for Atlantic

Gensler Views Teen Scenes

Mork & Mindy: New show on ABC. (TV Barn)
THIS MORNING

The Mitchell Trio loom on the horizon with a new single sound that rings of a fabulous hit centered in today's trend.
"Cleff-Hangers' Awaiting Action by Legislatures"

by Larry Finley

At ITCC we are most happy for the great strides made by the tape cartridge industry.

With the wind-up of the year, 1965, ITCC is acknowledged as number one in the field. We are the only company, other than RCA, who is producing and delivering eight track cartridges, and the only company who is producing and delivering cartridges in the four, Orthicon eight and Lear Stereo & Track.

At the time of the writing of this column, we are representing 50 different labels with 1,200 album titles in four track. In the eight, Lear Stereo and our present catlog, we have released about 1,500 titles (no new catalog, which will be released around January 15th, will list 400 titles).

Our eight track catalog is the largest in the industry, and we are adding daily. Eventually, we will be supplying every one in our line in eight as well as the four track.

We are grateful to the Mopar Division of Chrysler, as well as Sears, Roebuck & Co., for selecting ITCC's cartridges to be packed with every Lear unit that is sold.

We see a great future in this new industry. We have made plans to greatly increase our catalog, as well as our output. We believe that this is what we believe to be the most interesting and profitable concept of the music business since the introduction of the long-playing record.

All of us at ITCC, our salesmen, reps and distributors, send best wishes and hope that your year will be as bright as ours is going to be.

ADVERTISMENT

TAPE CARTRIDGE TIPS

by Larry Finley

ITALIAN TRADE

napa Cartridge Corporation

Subsidiary of Decca Corporation

1200 Annexe of the Americas

New York, New York 10019

212-255-4485

Complete line of stereo tape cartridges priced at $2.98, $3.98, $4.98, $5.98 and up.

---

DGG to Bow Budget Line

NEW YORK — Deutsche Grammophon is launching a budget line called DGG. The name of the new label, which features catalog of the period, comparable to Capitol and Heliodor. The suggested list price for the new line will be handled in the U.S. by MGM Records, Richard Dixon, exec, according to the rumor is to be in charge.

For the release, series, scheduled for early February, will include 15 releases, including Irmgard Friese's "Schatzkabinett" and "Requiem." Product will be priced in the $.50 - $1.00 range.

DGG issued a statement that "in the coming years we will introduce a new DGG label in the U.S. Our object is to introduce the product in Europe about the same time. The only label that has previously been available at such a low price in the U.S., according to a spokesman for the American Samian, is when Samian is given to us. If the label is going to be successful, it will be worth the effort."

The new label will be produced with Heliodor in Great Britain. DGG is expected to unveil the label in Europe about the same time as the U.S. The only label that has been available at such a low price in the U.S., according to a spokesman for the American Samian, is when Samian is given to us. If the label is going to be successful, it will be worth the effort."

WBA DIVISIONS' EARNINGS UP $3 MILLION

NEW YORK — The record and mail order divisions of Warner Bros. showed a profit for the year ended December 31, similar period the previous year. The strong showing was in the music publishing division, announced in WBA's annual report released on January 29. The book division consists of Warner Bros. Records and Reprise Records. The publishing wing is Music Publishers Holding Corp. The stockholders report that the division is separate the earnings of the book and music publishing divisions.

January 1, 1966, BILLBOARD
A BEGINNING FROM AN END & FOLK CITY

...a big new single for a big new year!

Released by trade demand from their current hit LP "FOLK 'N ROLL" - LST-7431/LRP-3431
THE JAZZ BEAT

By ELIOT TIEGEL
Willis and the World

When Willis Conover bids his radio audience "Happy New Year," his well wishes will probably be heard by more people than will hear any other disk jockey's similar declaration.

The broadcast from 8:00 to 10:00, Eastern Time, of America First currently in its 11th year and anchored by the broadcast of the United States Information Agency, is reported the most-listened-to program by students around the world. Ironically, Conover's excellent jazz and popular music programs are not widely known in the U.S., but to millions of short-wave listeners around the world, Conover's program, "Music U.S.A.," is their lifetime to American entertainment.

The power of the VOAs transmitters can produce awesome phenomena. Conover gets chills occasionally when he receives his mail because of the myriad of postmarks. His is truly a worldwide listenership. Gabor Szabo, the Hungarian guitarist currently residing in Los Angeles, reports to Conover that he learned to play jazz by listening to his show in Budapest. Once, when Conover was in Hungary, the Polish musicians put on a concert especially to demonstrate what they learned from the program.

The first 45 minutes of Conover's 90-minute program is devoted to pop sounds, the second half specializing in jazz is the most written about. As a result of Conover's influence and unswerving loyalty to jazz, the

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BCC's Volley

(Continued on page 39)

VOA's Russian and Czechoslovakian services also broadcast jazz programs. Conover spends two and a half days in Washington each week preparing the programs. He is not a staff member, rather serving VOA as a freelance contractor.

During the 1965 Montreux Jazz Festival, Conover was conspicuously among the fairgrounds. Assisted by two VOA engineers, Conover covered the festival for retransmission at a later date.

A walking man with spectacles and the professional announcer's polished tones, Conover finds it hard to cover more than one jazz festival a year. His schedule keeps him tied to the East Coast.

Conover does not run his program as a DJ show. "It's run as a program of music," he explains. The programs have a theme which is developed with correspondence identifying artists and poignantly details about the music.

As an outsider Conover's loyal overseas audience, listeners' clubs have been formed in 46 countries. Twelve listeners are required to form a club, and Conover estimates there are 20,000 people in the movement. The club outgrowth began a year ago and Conover provides this service. (Continued on page 39)

Merc Lines Up 17 Indie Producers

(Continued from page 4)

maha, Phillips artists, with Mercury's empire, he will be responding to the demands of the American record companies.

The company has had extensive dealings with Mercury. It has successfully broadened the scope of its operations, playing a major role in the commercial production. It has not been unprecedented. The company has had extensive dealings with Mercury. It has successfully broadened the scope of its operations, playing a major role in the commercial production. It has not been unprecedented. The company has had extensive dealings with Mercury. It has successfully broadened the scope of its operations, playing a major role in the commercial production.

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Conniff Keeps Copyists Copying

NEW YORK—Ray Conniff's success has forced him to keep on the alert for new copyists and keep his "Conniff Sound," which has sold 10 million LPs in the 16 years he has been in the recording business, fresh. Warner Bros. has been one of the recipients of the "Conniff Sound" since the early days of the past decade, and to avoid becoming stale, Conniff has been hiring new copyists. Conniff is continuously looking for a little difference in his sound when he starts preparing a new album.

In New York recently to discuss his new 1966 album program with artists and repertoire producer Tellulah Thalhimer and to put the finishing touches on his new record, he spoke of new copyists and the changes they have brought to his music. Conniff told that he has been picking up by other music arrangers. "It makes me think that I've started putting something together that has been a contribution to the music business," he said.

Another contribution to the music business that Conniff would like to make is to develop a system that would make music easier to read. It's been a long-time ambition of his and although he feels he's still far away from the easy music-reading system for his arrangements, he is working to work out the problem.

Another interesting change is Conniff's career is moving ahead. He has had his Christmas special, "Here We Come A-Caroling," which was first released on KTV, Los Angeles, last week, and during his stay in New York, Conniff was working out arrangements for syndication of the show on a national basis for the next holiday season.

Injury Fails to Dampen Getz's Spirited Sax

NEW YORK—Hubbed by a foot injury, saxophonist Stan Getz, left, will appear at Carnegie Hall Sunday (19) from a wheelchair. The MGM-Verve recording artist suffered a tendon in a fall at home and appears against the advice of his doctors.

The smooth, patented tenor sax sound was unimpaired as Getz and his group swung through renditions of "Eiderdown" and "Ain't Misbehavin'". By Stan Getz, drummer Roy Haynes, Getz lighted the two-thirds full house with breezy ballads built around the lyrical sax. The highlight of the set was "Blues for all Musician", highly regarded veteran drummer.

Also appearing with Getz was organist Joe Moore who sang "Blues for all Musician" on "Sunny Blues," backed by the band.

Preceding the jazz quartet on the bill was A.J. Freddie, the keyboard Warwick. The Spector Records singer-songstress varied her material nicely and showed his group on the standards "People" and "And the Conjurer." Warwick, who has gained a large following through his singles and sounds like "Reach Out For Me" and "Anyone Who Had a Heart." Closing his fourth number on the set was Mark Miller.

Off-Beats Need Stronger Sound

HOLLYWOOD—Four local young groups recently offered a taste of their forth- coming sound for Tower Records. The groups are the Vegetables, the Stingers, the Nervous and the Towerites. The Towerites are a folk-rock group, to world Pa. The group is the "Powersting" on Tower. Also appearing are the "The That Kind of Girl."
**POP SPOTLIGHTS**

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

FRANKIE VALLI—(You're Gonna) HURT YOURSELF (Saturday & Seasons/ Four, BMI)—Lead singer of the 4 Seasons has a hot sales item with this pulsating rocker from the pen of Bob Crewe and Charlie Calello. Has the same hit potential as the 4 Seasons group hits. Flip: “Night Hawk” (Saturday & Seasons Four, BMI). **Smash 2015**

THE SUNRAYS—ANDREA (Sea of Tunes, BMI)—A swinging rouser that moves from start to finish! Rocking beat and surf sound is their most commercial entry to date. Flip: “You Don’t Phase Me” (Sea of Tunes, BMI). **Tower 191**

BRUCE AND TERRY—COME LOVE (Show, ASCAP)—Dramatic production ballad is given an interesting and commercial reading featuring dual tracks on the duo and powerful production background. Flip: “Thank You, Baby” (Daisywin, BMI). **Columbia 43479**

ETHEL ENNS—WE COULD LEARN TOGETHER (Eden, BMI)—The most commercial entry for today’s day’s market, by the fine stylist. Emotional, romantic blues ballad with intriguing arrangements by George Butcher. Flip: “Look at Me” (Eden, BMI). **RCA Victor 6733**

BOB LIND—ELUSIVE BUTTERFLY (Metric, BMI)—Off-beat easy folk-rock material well performed by the composer has chances of becoming a left field smash! Beat is backed by lush strings. Flip: “Cheryl’s Gone” “Home” (Metric, BMI). **World-Pacific 77088**

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

SEARCHERS—TAKE ME FOR WHAT I’M WORTH (Trousdale, BMI)—Fol music rocker from the pen of P. F. Sloan slated for fast chart action. Flip: “Too Many Miles” (Toby, BMI). **Kapp 729**

STRANGELOVES—NIGHTMARE TIME (Grand Canyon)—Hard-driving dance beat backs the racous, wailing vocal with the potential of “I Want Candy.” Flip: “Rhythm of Love” (Grand Canyon). **Bung 514**

SOLOMON BURKE—BABY COME ON HOME (Keech, Caesar & Dino, BMI)—Soulful blues with a top Burke reading has the earmarks of a smash hit. Powerful choral and production work. Flip: “Can’t Stop Lovin’ You Now” (Coventry-DeFaith, BMI). **Atlantic 2314**

DELLS—HEY SUGAR (Don’t Get Serious) (T. M., BMI)—Wailing blues rocker loaded with discotheque appeal! Has hot potential for both pop and r&b fields. Flip: “Poor Little Boy” (Jalynwe-Custmos, BMI). **Vee Jay 712**

*ROBERT GOULET—EVERLASTING (Rayven & Hill & Range, BMI)—Production ballad with heavy back beat arrangement well performed in the rich Goulet style. Simple melody builds through out to big climax. Flip: “Crazy Heart of Mine” (Unity, BMI). **Columbia 43481**

BILLY FURY—IN THOUGHTS OF YOU (Möley Trails, BMI)—Marking his United States debut, the British star comes up with an easy-go rhythm ballad winner. Good material and performance. Flip: “Away From You” (Billione, United Artists 958)

**SPOTLIGHTS**

**THE BEAS—DOCTOR GOLDFOOT AND THE BIKINI MACHINE (Dijon, BMI)—**Title tune of the forthcoming film is a hot dance beat item, right up the teen market alley! Well produced by Al Simms. Flip: “Where Do I Go From You” (Dijon, BMI). **Decca 36109**

JUST US—I CAN’T GROW PEACHES ON A CHERRY TREE (April, ASCAP)—New group, folk-oriented has an entry well worth watching. Infectious material and smooth performance should prove a definite chart contender. Flip: “I Can Save You” (Blackwood, BMI). **Minoturn 262**

**CHART**

Spots—Predicted to reach the **HOT COUNTRY SINGLES Chart**

LARRY KINGSTON—Part In My March (Sunday-Wednesday, BMI). **STARDAY 744**

GORDON BROTHERS—Big Hill and Bone (Sure Fire Music Inc, BMI). **DECCA 36189**

RED FOXX—Goodnight Irene (Gould, BMI). **DECCA 5689**

SKIP SPRAY—Crow Cards (Hier, BMI). **STARDAY 4115**

RAT TOY—Dr. Love (Sure Fire Music Inc, BMI). **NORTH LAKE PRODUCTIONS 10064**

JUNE BLACK—My Turn Was For Me (First, BMI). **FUESC 1260**

JOE & ROSE LEE HAPPEY—Kid’s Dream (Nash, BMI). **STARDAY 749**

PETE WILLIAMS—That’s Where You Need Me (American, BMI). **NAVESVILLE 5555**

LEON RASSEAU—Johnnie Boss (Lommy, BMI). **COLUMBIA 711**

BILL COMPTON—Big Two-Step (Sals, BMI). **NORTHERN 954**

RED TUCK—Power Wire Man (Avco City, BMI). **BEAR 1927**

GAIL DYE—My Heart Would Surely Die (——). **GOLD STANDARD 170**

**R&B SPOTLIGHTS**

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

COOKIE—TROUBLE IN MY LIFE (SoMa, BMI)—Well-written blues with a top soulful performance has all the ingredients of a sales giant. Flip: “Belinda” (Big Ropper, BMI). **Page 230**

**CHART**

Spots—Predicted to reach the **R&B SINGLES Chart**

UNIQUES—The Alien Twist (Sunset, BMI). **Farrall 231**

SNEELY BEANS—The Balls Are Rolling (Four, BMI). **LONNA 2654**

January 1, 1966, BILLBOARD
BERT KAEMPFERT'S

Smash Instrumental Follow-up to
"MOON OVER NAPLES"

"BYE BYE BLUES"

31882

on DECCA RECORDS Naturally
TOP SELLERS IN TOP MARKETS

This chart is based upon retail sales data of the Top 40 singles as reported by retail chain in 10 Top markets.

(TW) THIS WEEK

Baltimore

1. "I GOT YOU (I Feel Good)"-James Brown, King 4001
2. "Oh Baby!"-Jann Arden, RCA Victor 1907
3. "Willie The Kid"-Eddy Arnold, RCA 3737
4. "My Girl"-The Temptations, Motown 109
5. "Knock On Wood"-Smokey Robinson & The Miracles, Motown 110

Top 5

BOSTON

1. "I GEE THOUGHT I KNEW YOU"-Mickey & The Merrymakers, Columbia 3510
2. "YOU'RE MY BEST FRIEND"-The Rolling Stones, Decca 3607
3. "Heigh Ho! Heigh Ho!"-Doris Day, Columbia 3510
4. "Goin' To A Go-Go"-The Ventures, Columbia 3510
5. "I CAN NEVER GO HOME ANymore-Bangladesh"

Top 5

CHICAGO

1. "LET'S MAKE LOVE-Donna Summer, RCA Victor 3404
2. "YOU DON'T HAVE TO BE A Jockey"-Elvis Presley, RCA 3936
3. "YOU'RE NOT THE ONE I'M THINKING ABOUT You Are"
4. "IT'S NOT NOBODY'S BUSINESS If It Hurts You"
5. "HEY MICKEY-Donny Osmond, Stax 3404

Top 5

NEW ORLEANS

1. "I SAW HER AGAIN-Elvis Presley, RCA 3936
2. "YOU DON'T HAVE TO BE A Jockey"-Elvis Presley, RCA 3936
3. "YOU'RE NOT THE ONE I'M THINKING ABOUT You Are"
4. "IT'S NOT NOBODY'S BUSINESS If It Hurts You"
5. "HEY MICKEY-Donny Osmond, Stax 3404

Top 5

NEW YORK

1. "I GEE THOUGHT I KNEW YOU"-Mickey & The Merrymakers, Columbia 3510
2. "YOU'RE MY BEST FRIEND"-The Rolling Stones, Decca 3607
3. "Heigh Ho! Heigh Ho!"-Doris Day, Columbia 3510
4. "Goin' To A Go-Go"-The Ventures, Columbia 3510
5. "I CAN NEVER GO HOME ANymore-Bangladesh"

Top 5

PHILADELPHIA

1. "I GEE THOUGHT I KNEW YOU"-Mickey & The Merrymakers, Columbia 3510
2. "YOU'RE MY BEST FRIEND"-The Rolling Stones, Decca 3607
3. "Heigh Ho! Heigh Ho!"-Doris Day, Columbia 3510
4. "Goin' To A Go-Go"-The Ventures, Columbia 3510
5. "I CAN NEVER GO HOME ANymore-Bangladesh"

Top 5

PITTSBURGH

1. "I GEE THOUGHT I KNEW YOU"-Mickey & The Merrymakers, Columbia 3510
2. "YOU'RE MY BEST FRIEND"-The Rolling Stones, Decca 3607
3. "Heigh Ho! Heigh Ho!"-Doris Day, Columbia 3510
4. "Goin' To A Go-Go"-The Ventures, Columbia 3510
5. "I CAN NEVER GO HOME ANymore-Bangladesh"

Top 5

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

January 1, 1966, BILLBOARD
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**ST. LOUIS**

**SAN FRANCISCO**

**WASHINGTON**

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**Billboard**

The International Music-Record Newsweekly

2150 Patterson St., Cincinnati, Ohio 45214
listen to the thunder as

LIGHTNIN' STRIKES

by Lou Christie

K-13412

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
An exciting piano discovery...
an impressive record debut!

RONNIE DAVID
"Love Theme From 'Madame X'"
(Swedish Rhapsody)
(From the Universal Film "Madame X")
"Fiddler On The Roof"

On EPIC Records
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Compiled from national retail sales and radio airplay data by the Music Popularity Dept. of Record Market Research, Billboard.
E. Germany, in Lather Over Beat Band Craze, Lowering the Boom

By OMER ANDERSON

BERLIN — Communist East Germany has just completed a census of beat bands, large and small.

The results have staggered the government. While very few popular records are published in East Germany these days, the number of young people populating them, has proliferated like rabbits. The official count shows 4,257 over the country at large.

Even the smallest hamlets have at least one band, which has become a sort of civic status symbol in the land of Marx and Engels.

Of East Germany’s government, however, merely quakes at the thought of young East Germans give to the beat rhythm. The government fears that the beat wave may spread to anti-government underground activity.

"It is a beat music riot merely in response to the music or it is a camouflaged demonstration aimed at the government," asked the Communist Party organ.

Reds Clamp Down

Accordingly, the Red regime has decided that East German beat must subside or pay fines.

The government said beat musicians can be fined from 10 marks to 500 marks if they were... (Continued on page 372)

New Twists Expected at San Remo Fest as Moment of Truth Nears

By GARMIN RUSCITTO

MILANO — In spite of the many censures, the San Remo Festival for the Italian song 1966 is once again monopolizing the activity and energies of almost the entire Italian phonographic and publishing industry. While the selection of the songs is being made, music publishers and record companies are trying to get the best stages for their songs and best songs for their singers.

There are two outstanding features at the fest this year. One is official, the other is analysis based on how things are running. Foreign singers will be invited to take part, probably will certainly be more Italian than foreign artists.

During the last two editions, the number was balanced because each song was performed by an Italian and a foreign artist. This will not be a standing rule this year. The second innovation is that the publishers will probably not have their singers of their affiliated ones performing only their tunes, but there will be a great exchange of material and mixture of interests. Also, songs may be performed by singers of different companies. In the past each company tried to cope their songs with a foreign artist, whose records they were distributing.

There is also a group of singers who still have to confirm their acceptance to perform on the stage, or who are looking to find a song suitable to them. Here is a list, indicating also the Italian companies who support them and, in the case of foreign artists, the original companies. Ariston: David and John...

Bregman Will Head Rediffusion Division

LONDON—Beginning Jan. 1, Barry Bregman, 39, ex-record man, will head Rediffu-

sion's Light Entertainment. Rediffusion is London's weekly commercial TV outfit. Bregman replaces J. Allan S. Becomes executive producer in charge of special projects. Allan was the creator of "Ready, Steady, Go!," the teen-age pop music show, which is scheduled to pay an appearance medium in the U.S. Bregman has been associate as musical director with five gold albums to his credit. He is responsible for getting Lenny Nelson onto disk, and was also the head of Verse Records. He has been with CBC's 2 TV program since February 1964, where he produced numerous musical shows, among them "Tribute to Cole Porter" and "World Music Festival." Richard Rodgers, former program director, Cyril Bennett said that Bregman would widen the range of Rediffusion's entertainment, because it had previously put too much emphasis on the "pop" segment of the entertain-

ment industry. To allow the development of other sections of light entertain-

ment. "Pop seems to be losing some of its steam," Bennett said.

Time To Be Cut: "Ready, Steady, Go!", will have its time cut by approximately 15 minutes. Frances Higgins, executive producer of "Got it told Billboard that the time adjustment would mean shorter song versions by artists on the program (which would still be live), and the style of program may be changed to cover a more popular side of the program. One such program using an American artist (yet to be announced) for the whole show is already scheduled for Febru-

ary.

The general inference of the changeover and reshuffling of producers seems to be that Cyril Bennett wants to cater more widely to popular music, as a whole, to interest of the more family rather than to the teen-ager. Plans for young per-

sonality Cathy McGowan and two other pop programs have been shelved.

Properly Geared $$ Could Bail Out BBC

By ANDRE DE VEKEY

LONDON — Frank Gillard, head of Sound Broadcasting, BBC, said at the music pub-

lishers’ Christmas lunch here (17) that the BBC "will be "continu-

ually in the red," but if fi-

nances are properly geared to the cost-of-

living index, things might be different. As things are, the

BBC has no prospect of proportion from radio and TV

licences.

Each of music publishers that the BBC cannot do what its pirate radio competitors do in pumping out records all day be cause it is restricted to its prescribed need time by ar-

rangement with the Musicians Union. In the case of the Light Music Program this is 4½ hours per day. Gillard said it was unjust for the public to rebuke the BBC for not pro-

viding what was actually against copyright law. At present the BBC was providing per day, 65 hours radio, 21 hours TV and 92 hours foreign language programs in its overseas pro-

grams. About 27 million (nearly half the U. K. population) lis-

teners to the Light Music Program. Total radio broadcast-

ing has gone up by 100 hours a week in the past three years.

Gillard told to music pub-

lishers comes at a time when U. K. composers are asking for higher royalties as a popular music as a whole, to interest of the more family rather than to the teen-ager. Plans for young per-

sonality Cathy McGowan and two other pop programs have been shelved.

A Jolly 1966 Seen for U. K.

• Continued from page 1

it still is a monster," he com-

mented.

Bridge pointed out that in 1965 the product of the in-

dependent record industry was even stronger and despite the introduction of new sales by independent producers (Andrew Oldham’s Immediate and Shel Talmy’s Shelter, distributed by Philips) he did not anticipate a rash of this in 1966.

"The difficulties which pre-

vented these labels to arise in

the past have been twofold: getting exposure for the product and distribution. Now pirate radio has added these pro-

blems to all the exposure and distribution, and we have to get distribution and I don’t think the major factors will be irresponsibly in granting this," Bridge also pointed out that the sudden enormous market for cheap LP’s had not dam-

aged the normal higher-priced product. "Indeed, the influx of cheap albums seems to have stimulated the sales of our nor-

mal product; our LP’s are sell-

ing better than ever."

nata from Airlondon Production; the Renegades another English group; EMG: P. J. Proby and Vicky Carr from Liberty; C. Caradonna, Renato Rancic, Robertino, Tony Dallara, Marlia-

rosa; CGD: Gino Paoli, Betty Curtis, Johnny Dorelli; Nina & Frederic from Metronome, Sweden; Triolo Lopez, Nancy Clinton; Duca, Dino &illy from Reprise; Marianne Faithfull from an English indie producer; France Alantis from French Rivi-

era, Brice Scott from MGM; Gianna Garbel, Gianni Marchetti, Giorgio Gasper, R. Remigi; King Kline Universal: Tony Astaria; Phonogran: Frank Farnes, Le Companions de La Charonne, Pan-

nic, Samson, all from Philips and Polydor; MCA: Rayenter, Milva, Fred Bongusto and Fran-

cesco Scala; RCA Victor: Roberto Mazzoni, Pappo Gaggi-

ardi, Molo Fazo, Lyhapa (from Bulgaria), Francesco Melani from Polydor, in the land of La Chanson, France; M. R C Paolo Benigni.

No news was given about American CBS artists.

Durham Records, through their president Kikor Intal, told they and their artists again will not participate in the fest.
Storm Clouds Brighten Between San Remo, Cantagiro Organizers

By SAMP STEENMAN

SAN REMO—The dove of peace is soaring at the forthcoming Festival of Italian Song Jan. 27-29 for the first time in years as the result of a meeting between Gianni Ravera, organizer of the event, and Elio Raddati, organizer of the singing tour known as the Cantagiro and former San Remo chieftain.

While nothing definite was established, the meeting took place at Raddati’s request in the presence of Luigi Bertidda, ATA president. ATA runs the casino where the festival is held.

Since each event is different in organization and method of co-operation being worked out. However, Raddati indicated progress had been made: “We will continue on the basis of reciprocal admiration which has united us from the start and I hope to be able to conclude, as soon as possible, an agreement so that the long-awaited peace in music between Cantagiro and San Remo can become a reality.”

With these first steps it is likely that a good many of the clouds over the festival will be dispelled at once, including the dispute over the proposed home for retired singers. But a new question is being raised from an unexpected source. Literati and lyricists have asked Enrico Caruso to consider the enactment of a law which could curtail the festival.

American arena Mike Bonjour will be in charge of activities on the stage for the fourth consecutive year.

8 Japanese Diskeries Rack Up $35.3 Million From Aprl-Sep.

By J. FUKUNISHI

TOKYO—The eight members of the Japan Phonograph and Record Association racked up some $35,300,000 in phonograph record sales for the first half of the year through September. The breakdown was:

Victor (RCA), $9,160,000; Columbia (CBS), $9,270,000; Toshiba (EMI), $9,490,000; King (London), $5,550,000; Gramophone (Deutsche), $2,770,000; Teichiku (Decca), $2,600,000, and Crown (Japanese), $1,000,000.

This indicates a dip of a little less than $340,000 compared with the preceding six months, but an increase of $6,000,000 over the same term in 1964. The sales result may not be regarded particularly bad, but it is undeniable that the prevailing business recession which began in autumn 1964 is already affecting the recording industry, and is weakening the purchasing power of customers.

People are concerned about sales for the next six months, in view of mounting expenses of advanced recording and marketing and resulting from acute competition and rising employees’ salaries.

It is predicted that the rate of profit will fall even if sales increases are achieved in this tenure, the sales decrease of $340,000 will be a serious problem.

Dividends

Victor pays a dividend of 20 per cent per annum; Columbia reduced its dividend from 12 per cent to 10 per cent; Toshiba, thanks to the Beatles and the Ventures riding the current GLANCY MAKES PLANS FOR U.K. INDIE PRODUCT

LONDON—In a remarkably short time CBS has carved itself a fair share of the British market since it set up operations here. But all its successes so far have been with its American product and the British offshoot has contributed little in return for the American market.

Managing director Ken Glancy plans to change all that. In addition to expanding his own indie department this month he is negotiating several deals with independent producers.

The most important of these is an expected deal with Eric Talmy by which CBS will acquire U.K. rights to Talmy’s new Planet label issued in Britain by Philips which, until this year, distributed CBS here.

Glancy told Billboard, “We are concerned about the drop in the American market and feel that the time has come to look toward the European market. We have decided to take the plunge, in hope of selling records to a larger market. We have a good chance of finding a buyer for the label with CBS.”

Production Breakdown

Of the total production, Victor accounts for 24.7 per cent, Columbia 24.3 per cent, Toshiba 16.5 per cent, Philips 14.4 per cent, Gramophone 8.3 per cent, Teichiku 6.9 per cent and Crown 4.7 per cent.

Thus the combined ratio that Victor and Columbia hold in the total production is 49 per cent.

STONE-GLISSIPPE Deal

TORONTO—Rob and Stone Associates of Oshawa have concluded negotiations with R. J. Glissippe, managing director of W. & G. Records in Australia on a major American representation of the Canadian company. The agreement calls for the release ‘down under’ of a set number of Canadian discs from RBG’s catalogue of releases per year of product from U. S. labels represented in Canada and world markets by the Stone organization.

RBG President Bob Stone is presently negotiating similar contracts with leading record companies in many other countries.

Stone-Glissippe Deal

ELIGIBILITY TO ASCAP MEMBERSHIP

 stone-Glissippe Deal

ELIGIBILITY TO ASCAP MEMBERSHIP

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

WRITERS: Any composer or author of a copyrighted musical composition who shall have had at least one work 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 at least 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

375 Madison Avenue

New York, New York 10022

(Continued on page 22)
Music CAPITALS of the WORLD

Paris

Editions Salabert is negotiating to present a French version of the Leoncavallo 

"I Pagliacci" at the Paris Opéra. "I Pagliacci" is in the cycle of five Le 

òn, including "I Capuleti e i Montecchi," "La Damnation de Faust," "L'Elisir d'Amore," and "A Ode to Joy," composed by Beethoven. The opera premi 

ere in 1892 and has been performed in Paris many times since then. "I Pagliacci" is one of Leoncavallo's most popular operas and has been performed in many countries around the world.

RIO DE JANEIRO

Here are the top recording artists of the week in Brazil. The list is based on sales of new 

CDs at record stores throughout the country. The top three artists are:

3. Tom Jobim - Tom Jobim's album, "Garota," has been a big hit.

Other notable artists include:

- Gilberto Gil - His new album, "Ogo, Ogo," is gaining popularity.
- Seu Jorge - Seu Jorge's album, "O Dono," is also doing well.
- Edu Lobo - Edu Lobo's album, "Meu Amor," is a favorite among fans.

The Brazilian music industry continues to thrive, with a strong emphasis on local artists and their unique sounds.

STAN'S RECORD SERVICE

WASHINGTON, D.C.

The annual White House Correspondents' Dinner takes place on Saturday, May 1, featuring President Joe Biden and First Lady Jill Biden. The event is expected to attract hundreds of guests, including politicians, journalists, and celebrities.

The dinner is a long-standing tradition, with the first recorded dinner held in 1889. The event raises money for the National Press Club and is known for its political humor.

The dinner's menu will include a variety of dishes, with vegetarian and vegan options available.

Music and entertainment will be provided throughout the evening, with performances by various artists.

The dinner is one of the largest fundraising events for the National Press Club, with proceeds benefiting its work in journalism education and support for journalists around the world.

Musician and music critic James Taylor will be the featured performer at the dinner, with a performance highlighting his contributions to the music industry.
Country Music Rings Cash Register for Night Spots

LOS ANGELES—Radio stations don't have a monopoly on switching to a country music format.

Six night clubs in Southern California began using country music artists exclusively recently, a survey by Steve Siebkins of American Corp, show booking agency at Woodland Hills, Calif., disclosed last week.

The six clubs had used another type music prior to the changeover. The clubs:

Carlyon Canyon Inn, Brea, plush spot which used pop music.

Red Flame, Pomona, which used pop and trios.

Golden West Inn, Garden Grove, supper club in a pink motel near Disneyland, used pop.

Rudol's Club, Bell Flower, had music and go-go girls, now uses Gene Davis fronting a country band, had capacity crowds recently when they made the switch, with David Houston as guest.

Saddle Club, Gardenia, had used various types of music before the change two weeks ago. The Club, San Fernando, had various types previously.

In addition, two Northern California clubs recently began using country music acts, will book top country talent from time to time and are considering using country music exclusively, Siebkins said.

One is the Roaring '20s at San Francisco. It opened with Jimmy Snyder and his band; had used Gay '90s type music previously.

The other is the Hacienda Club, Santa Rosa, plush remodeled spot which had tried various types of music before. They are using Freddie Hart's band, the Heartbeats and a local country band.

All the clubs can accommodate 400 to 500. They use a guest country music artist once a week and charge from $3 to $5 admission, depending on the artist. All the switches have been made within the past six weeks.

Andrews Sees Big Jump in Fair Bookings

NASHVILLE—Jack Andrews, vice-president of Moeller Talent, Inc., said last week the 1966 outdoor fair season will be the most active ever, with Moeller dates next year expected to top the 1965 record of 208 by as many as 35.

Andrews recently attended the annual meeting of the International Association of Fairs at Chicago.

"Based on the number of interviews and negotiations with buyers, we can reasonably say that the 1966 season will far exceed anything we've experienced to date," he said.

Jan. 1 First Anniversary For WCNW

FAIRFIELD, Ohio—Full-time country music station WCNW, which covers the Cincinnati-Dayton area on FM, celebrated its first anniversary today (1).

The station's audience is 29,000 watts, and AM will soon be increased to 5,000, said music director Mary Hail.

The station is a live-wire country music station with a live "Country Music Jubilee" every Saturday afternoon. The station's records the show and rebroadcasts it later.

In recent weeks artists who have appeared included Bobby Bare, Margie Singleton, Jimmy Newman, Tex Williams, Red Sovine, Connie Hall and Charlie Louvin.

Already booked for appearances through February are Stonewall Jackson, the Carter Family, Billy Grammer, Mary Taylor, Roy Clark, Jan Howard, Dave Dudley, Johnny Darrell, Kenny Roberts and Sleepy Mineral Family.
NEW ALBUM RELEASES

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

PHILIPS

RIGHTEOUS BROTHERS—Back In Sock, PHIL 4009, PHIL 4010

PRESTIGE

JOHN COLTRANE—The Last Trane, PH 7378
MILES DAVIS—Porgy & Bess, PH 7393

RCA VICTOR

LEONARD BERNDT—The Oracle Preludes, LN 7026, LCS 7026

RETOP

RITA MORELLA—Belges Italianes, HLP-M 1481

EMI

BILL JUSTIS—A Taste of Nashville/The 11 Crown, HLP 2778, MPS 6707
Introducing THE WALKER BROTHERS, HLP 2779, MPS 6708

A & M

BOB CROCKETT—On Broadway, 9591

VANGUARD

SPEAKER ARTISTS—Big Guitar, S AV234

RUSSELL NEWPORT—(Almost) Like Home, W 3346-LP
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

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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
here comes PHILIPS RACE-A-WAY
the fastest moving albums of the new year

LESTER LYNCH AT THE COUNTRY CLUB PHM 200-192/PHS 600-192
INTRODUCING THE CANICOS PHM 200-185/PHS 600-185
VIVALDI'S FOUR SEASONS IN JAZZ Raymond Pellet Orchestra PHM 200-189/PHS 600-189
BRASILIANA Luiz Bonfá & Maria Toledo PHM 200-195/PHS 600-195
WORKING MY WAY BACK TO YOU Time 4 Seasons PHM 200-200/PHS 600-201
LET IT ALL OUT Ratz and Sc Sons PHM 200-202/PHS 600-202

SCHUBERT Mass In E flat, D. 894 Vienna Choir Boys, Ferdinand Grossmann, conductor Vienna Symphony Orchestra PHM 500-189/PHS 900-189
SCHUBERT Rosamunde: Incidental Music (Complete) Philharmonic Orchestra, Amsterdam/Bernard Haitink PHM 500-096/PHS 900-096
VIVALDI IN SAN MARCO Chorus and Orchestra of the Teatro La Fenice, Venice, Vitruvio Negri, conductor PHM 500-098/PHS 900-098
ROSSINI Mosé (Complete): Chorus and Orchestra of the Teatro di San Carlo, Naples, Tullio Serafin, conductor PHM 3-580
THE POETIC WORLD OF JACQUES BREL Jacques Brel PCC 220/PAC 420

RACE-A-WAY WITH THESE CURRENT HITS

- Program—December 15, 1965 thru February 28, 1956
- 10% discount on all Philips Pop, Jazz and Connoisseur Collection albums
- 20% discount on all Philips Classical product
- Extended billing available to qualified dealers
**NASHVILLE SCENE**

By ELTON WHISENHUNT

TOWN AND COUNTRY: Redd Stewart, co-composer of "Tennessee Waltz," one of the most popular songs to come out of Nashville, has signed a songwriting contract with Acuff-Rose Publications. RCA Victor executives, Faloa Jarvis, Irving Corellia Clark, 62, a blind street singer for two decades, one day while downtown and decided to record him on an album, "He's an authentic street singer," said Jarvis. "I think folk and blues fans will go for it." Pat Boone is honorary chairman of the 1966 County Crusade in Tennessee.

HOP-SCOTCH: On Ernest Ashworth's next release, his name will be changed from Ernest to Ernie. DRUM BEATER: The current set of copies of the Steel Drums' latest single by Wilson P. O. Box 184, Winchester, Va. Fred Kleh is the new production manager and music director at WCOW, Columbia, Pa.

DRUM BEATER: Jack Swan has been promoting "Eltie the Bill," by Woody Woodell and the Bailey Sisters on Dome Records, by using small advertising and getting the picture of the ear printed on them.

CONGRATULATIONS to songwriter Fred Burch and wife on the birth of a daughter, Bly Summ, Burch's biggest hit to date is the Party Cass hit last year, "Dreams on Little Drummer." CHART CHAT: Bunny Newman's "Artificial Rose" made such a good showing that Decca rushed him into session for an "Artificial Rose" album, due in January.

Three thousand copies of Dave Dudley's "What We're Fighting For" were shipped to servicemen in Vietnam in time for Christmas.

**Ott Devine To 'Opry' Full Time**

By ELTON WHISENHUNT

NASHVILLE—Ott Devine, program director for WSM and manager of the "Grand Ole Opry," will relinquish his duties as program director to devote full time as manager of the "Opry" effective this week. Devine has operated in a dual role for some time. Dave Overton, staff announcer and assistant program director, has been

**Hickory Admits Goof; Asks DJ's Forgiveness**

NASHVILLE—Hickory Records in a letter to DJ's admitted it had "goofed" on the first release of Roy Acuff Jr.'s pushing "Wabash Cannonball," one of Roy Acuff Sr.'s greatest hits.

The label's foe D. Lucas said: "We know now that the side of the record is 'Baby Just Said Goodbye' and we readily admit we were wrong. We knew from the beginning this was a great side, but just made the wrong decision.

"We realize your air time is limited, but earnestly solicit a few spins of 'Baby Just Said Goodbye,' as we would hate to see a hit record fall by the wayside due to a goof on our part."

Teardrop Music

NASHVILLE—Bonnie Hayes has formed a new music publishing company, Teardrop Music, 2308 Franklin Road. He said he will have "an open door policy" for new writers with tapes of their own compositions.

**Radio Show for Military**

NASHVILLE—A new taped radio show for the Armed Forces Radio Network is in production in Nashville, with country music artist Ray Pillow as emcee and a country music guest each week. The half-hour show is produced by Capitol Records as a public service. Pillow and the guest artists contribute their services. Bill Hudson & Associates, public relations firm, are production supervisors. The show features top country artists.

**Giant Show In Astrodome Texas Style**

HOUSTON—Texas continues to live up to its reputation for doing everything bigger with a giant country music show to be presented in the famed Astrodome next week (5), which Nashville talent booking agent Lucky Moeller calls "one of the most fabulous productions in the

(Continued on page 52)

Another Great Record From Music City, U. S. A.

George Hamilton IV sings

"WRITE ME A PICTURE"

Published by:
Harbot Music (SESA)
806 16th Ave. So.
Nashville, Tenn.
Cedarwood Forms Own Gospel Record Label

NASHVILLE—Billy Denny, president of Cedarwood Publishing Co., announced last week formation of Robe Records to record gospel music exclusively. Manager of the new label is Jan Crutchfield, Cedarwood’s professional manager.

Robe’s first album is by the Prophets and will be released this month. Crutchfield, who produced the session, described the sound as “different for gospel music” because of the modern arranging used.

The Prophets will sell the album on the road and mail-order distribution will be set up. No other distribution plans have been completed.

Crutchfield said the label will also release gospel singles taken from this album and others to be recorded in the future. He said other gospel groups will be signed.

Cedarwood, mainly a country music publisher, also has pop and gospel material in its catalog. Earlier this year, Cedarwood began a concerted drive to get its gospel catalog recorded. Robe will use the Cedarwood catalog in addition to new songs.

Jones to Cut Gospel Album

NASHVILLE—Country music star George Jones will record an album of gospel songs in Nashville next week, his first for Musicor Records. Adr man will be Pappy Daily.

Jones recorded his first religious album in 1956 for Merle Travis’ Production on that one was also Daily.

“Gospel albums sell well,” said Daily. “They’re a standard thing. The album recorded in 1956 is still selling. Jones don’t die, they stay on forever.”

Gospel Centers

NASHVILLE — Although there is gospel music activity in most sections of the U. S., with gospel groups living in many different cities, there are four cities regarded as gospel music centers: Dallas, Memphis, Nashville and Atlanta.

GMA Meeting Set Next Week In Nashville

NASHVILLE — The Gospel Music Association will hold its officers and directors’ meeting of the year next week (3) at the Capitol Park Inn here. The dinner meeting will begin at 6 p.m.

The association has 20 directors and six officers. The officers: Tennessee Ernie Ford, president; James Blackwood, first vice-president; Urias LeFever, second vice-president; Don Light, treasurer; Marvin Norcross, secretary; Broek Speer, chairman of the board.

Ford, Ernie Ford is unable to attend. Speer, as board chairman, will preside.

Other meeting highlights are set for April 4 and Aug. 15, both in Nashville, and Oct. 20 at Memphis during the 1966 National Quartet Convention.

Profile —

NEW HARVESTERS
Talented Musical Messengers of God

HARVESTERS QUARTET: This is the new group. From left: Dean Brown, tenor; Everett Reese, pianist; R. W. Blackwood, lead; Ron Blackwood, bass.

“...one started with nothing, I was the Black sheep of the Blackwood family. Everyone was a Christian but me. I got into trouble all the time. But one day I told God I was going to change my life completely. But even then everyone said I couldn’t sing and just quit. That just made me try harder. So after two years of sweat and working day and night, I now, along with my brother, R. W. Blackwood, have one of the top quartets in the nation. But the key to it all is in God, faith and never giving up.”

The young man who poured forth those words from his heart is Ron Blackwood, leader of the new Harvesters Quartet. Ron is a handsome young man with the dark good looks of his late father, R. W. Blackwood Sr., manager of the original Blackwood Brothers, who was killed in a private plane crash in 1954.

A few years ago Ron led his own group, the Ron Blackwood Quartet. The group disbanded in mid-1965 and Ron and his brother, R. W., formed a new group, the Blackwood Boys. Recently when Bill Heffner, manager of the Harvesters and Ron for 15 years, decided to give up the road and go into gospel promotion, he looked around for a group to carry on the Harvesters’ name. The Blackwood Boys were agreeable and immediately set to work. Heffner serves as co-manager of the new Harvesters with Ron. The new Harvesters, because of their superb singing style, found doors opening all around them. They were signed for top concerts and for appearances on three major syndicated gospel TV shows, more than any other gospel group: “Singin’ Time in Dixie,” “Gospel Singing Jubilee” and “Gospel Favorites.”

The new Harvesters are humble, talented and dedicated musical messengers of God: “We mean what we sing,” said Ron, who is 23. “That is a strict rule in the Harvesters.” Ron sings baritone and is ename. Other members are Dean Brown, 18, tenor; R. W. Blackwood, 23, lead; Ike Hall, 18, bass, and Everett Reese, 21, pianist.

“I would like to thank some people who helped us get started,” said Ron. “They are the Happy Goodman family, Rusty, Sonny, Howard, Vestil and Bobby; my uncle, James Blackwood, who has been like a father to me in my creed. Cecil Blackwood, who has helped me so much; and J. D. Sumner of the Stamps Quartet.”

Good luck, Ron and the new Harvesters!

Prophets to Heart Warming

SANTA ROSA, N. M.—Bill Mann, DJ and engineer at radio Station KSXY here, asks record companies and gospel groups for new gospel albums to carry around the road and mail-order distribution. He has been with Sing Records four years. Lower left in Joe Moschino. Others, from left: Roy McNeil, Lew Garrison, Duane Allen and Dave Rodgers.
GOSPEL MUSIC

SHAPED NOTES

By ELTON WHISENHUNT

Congratulations to Day Ott, baritone for the Stamekins, who was married in Atlanta recently to Miss Elton Bradley, of Chesapeake, W.Va. She is a new addition to the Repairmen Quartet. Rev. Verlie Davis officiated. Mrs. Charles Crowder, Mrs. Betty Hall and Mrs. Pam Foster were attendants at a reception at the Brinnell Hotel.

"Gospel Singing Jubilee," syndicated by the News-Tribune featuring the Happy Goodness Family, Florida Boys and Dixie Echoes, taped in Nashville this week and will be heard again next week. Marvin Raynor, chairman, president of Word Records, Waco, Tex., and Art Smith, are in Nashville next week to produce an album with the three groups titled "Gospel Singing Jubilee.

Ray Harris, Crusade Enterprises, Flora, Ill., has been busy, busy. Flora, Ill., is to come with mass album during January... Several Records released albums recently by the Oak Ridge Boys and Sun shin Boys... J. G. Whitfield is promoting an all-night sing in Atlanta New Year's Eve.

THE LOVE OF GOD SING BUMPS vi.

Cheryl Iitone.

By this week and reception Bona...

Pam's Oak Rm., St. Louis, Boston and other areas. It's "We Won't Let Nobody Turn Us Around" and "The Children Goa' Astray" by the Salem Travelers.

NEW FROM CANAAN

MUSIC CITY Trio. Members are from top Joyce New, Trudy Wells and Linda New.

NASHVILLE—Joyce New, mother, Mrs. Alice W. New, are on a trip in the South and Southeast promoting the trio's first record, "Don't Blame the Children" and "I'm a Partner With My Lord." They left Dec. 23 and will return Jan. 3.

The song is on the Split Records label, owned by Mrs. New and her husband, Robert H. New. They also own Hard Time Publishing Co. (BTC).

The News also announced they had signed Tex Clark, owner of Brites-Star Record Co., Newbury, Ohio, as promotions manager for Split Records.

Orrell Gets Large Crowds

ALLEN PARK, Mich.—Lloyd Orrell and Son Enterprises, top gospel promoter in Midwest area, promotes his sings in a way that assures large crowds.

He uses radio and posters, has co-operation from church groups and working relationships on ticket sales with book stores, church supply houses, music stores, Masonic temples, various other stores and individuals.

He also sells advance tickets by mail. He mails out attractive brochures on white 8x11 inch paper, with coloring printing telling of the show, folded to make four pages.

The first page gives basic details, groups appearing, date, time, place. Inside are pictures of the quartet appearing. The places where tickets may be bought are listed on the back page. There is also a coupon with which tickets may be ordered by mail. Advance ticket prices are $1.50 and $2.50.

"We are working hard to try to promote the best concerts," said Orrell. "We have been having large crowds and good success.

FAR EAST TOUR

Christian Troubadors Hit With U.S. Servicemen

FAR EAST—The Christian Troubadors entertained combat-weary and wounded veterans of the Viet Nam war at a U.S. field hospital on Okinawa.

By ELTON WHISENHUNT


The group, composed of Wayne Walters, manager, Bill Carter, Phil Price and Frank Perry, have been to Okinawa, Korea, Japan, Guam and Hawaii since start of the tour in late October.

They are the first gospel group to tour the Orient. They were accompanied by Ken Duncan, gospel promoter of Marion, Ill., who arranged the tour with the Defense Department. Duncan said he went with the group to check on the possibility of future gospel quartet tours of the Pacific and Far East.

The Troubadors, who perform country-style gospel music with guitar, banjo and bass fiddle accompaniment, have been received very well by soldiers, sailors and Marines. Duncan told Billboard.

"In Tokyo they were guests at a Chengi Kahn barbecue at the fabulous Spar Hotel," Duncan said. "Officials of the Armed Forces Professional Entertainment Committee presented them a plaque for an outstanding job of entertaining troops in the Pacific Command. They were also presented Japanese happy coats for the good job they have done.

The tour in the fourth Duncan has arranged through the Defense Department this year, a break-through for gospel music. No gospel group had entertained troops overseas before 1965.

Duncan said it took him three years to get the Defense Department to recognize the merit of such performing groups at overseas military bases.

The other overseas tours were the Gospel Echoes to Greenland, Newfoundland and Labrador; the Rangers and Woody Baywell and the Sanitiers to Europe and the Stamps Quartet to the Dominican Republic.

CONTRIBUTE TO THE NATION WIDE CANCER FOUNDATION BOX 8350, CRUSHDAY STATION L.A., CALIF. 90008

THE WORLD FAMOUS

BLACKWOOD BROTHERS

For Concert Availability:

JAMES BLACKWOOD, 209 N. Lauderdale, Memphis, Tenn. AC 901 683-5711

THE VICTOUNTS

Personal Management: Don Baldwin, Box 2225, Harrisburg, Penna. 17105 Phone 717/762-8643

January 1, 1966, BILLBOARD

31
The LeFevres Buy Blue Ridge Share of Programming, Inc.

Gospel Concert Presented by Warner Mack

NASHVILLE—Country music artist Warner Mack presented a gospel music concert last week at the Grace Church of the Nazarene here and was enthusiastically received by the overflow crowd.

He sang one of his own sacred compositions, “He Touch Me,” an inspiring personal testimony in song. Other songs which the crowd particularly liked were “Broken Hymn,” written by Myron LeFevre, and “Time and Eternity,” composed by Jack Cardwell, Mobile, Ala.

Mack, who had assistance from the church choir, organist and pianist, also presented his wife Peggy and their three children, Melodie, 9; Sherrie 8, and Marty, 7, singing sacred songs.

Mack said later he has plans to record an album of gospel music in February with his sister, Lila Dean McCaskill. Her husband, Rev. William McCaskill is pastor of the First Church of the Nazarene at Elkhardt, Ind.

LeFevres, 30 minutes. The LeFevre show is expected to replace the “Gospel Singing Caravan” in TV markets.

Mack said new personnel added to Programming, Inc. are J. Herschel Smith, account executive, and Cecil Simmons, regional representative for Northern States.

Astrodome Show Texas Style

Dallas, Tex. — A package of Country music.

Moeller, president of Moeller Talent, Inc. said: “The talent package from Nashville is of such quality and quantity that only a buyer from Texas could take it on.”

The package includes Roger Miller, Webb Pierce, Minnie Fearl, Faron Young, Kitty Wells, Johnny Wright, Bill Phillips, Ruby Wright, Jimmy Dickens, Red Sovine, Justin Wilson and Blane Brown of the Texas Cowboys.

Promoter Sidney Shinker has tied in two big inducements with ticket sales. Ticket holders get free admission to the 1966 Houston National Boat & Sport Show in the Astrodome here Jan. 11-16.

The ticket buyer also has a chance of winning one of seven boats to be given away during the exhibition. Tickets went on sale Nov. 29, and Shinker said the country for the crowd music spectacular, first for the $4,000-000 Astrodome will be “massive.”

The Moeller Agency has worked with Astrodome officials for four months, coordinating and producing the show. Artists will perform from three separate stages, with the performers rotating.

HITS OF THE WORLD

• Continued from page 23

SOUTH AFRICA

5 1. CALIFORNIA GIRLS—Capitol
2. BLACK BELLY GIRL—Reprise
3. STAND AND BE MERRY—Coral
4. I DON’T WANT TO GO—Dinah Shore
5. HUNGRY FOR LOVE—The Elmos
6. HABIT OF YOU—The Delatorees
7. WHAT IS COMING—The Counterparts
8. HONESTY—Dave Martin (Reprise)
9. FOOL’S DANCE—Bobbi Brown (Columbia)

The LeFevre Singers

THE PROPHETS QUARTET

FOR BOOKINGS CONTACT:

JOE MOSCHEO, II
BOX 5055
KNOXVILLE, TENN.
AC 615 689-1577

The Unique Sound In Gospel Music!

Tampa, Fla.

The LeFevre Singers

THE PROPHETS QUARTET

FOR BOOKINGS CONTACT:

JOE MOSCHEO, II
BOX 5055
KNOXVILLE, TENN.
AC 615 689-1577

The Unique Sound In Gospel Music!
JAPAN AWARD TO HORIZOWITZ
NEW YORK—Vladimir Horowitz (66) was awarded the "Taisho" prize in Japan for his CBS Records International recording "A Memorial Recital at Carnegie Hall." The recipient of the award, which is selected by leading music critics and reviewers in Japan, will receive 350 additional masters for his burgeoning classical catalog.

The award, which is presented by Trans Disc Corporation's Sol Weintraub for "outstanding achievement in music," is presented by the Japanese government in recognition of a lifetime of hard work.

Member of the International Association of Concert Managers, Horowitz directed the "Taisho" prize

MEMBERS of the International Association of Concert Managers were directed to be the recipient of the "Taisho" prize. The recipient of the award, Horowitz, has been called the "greatest" and "most" of his generation.

Horowitz, who has performed in concert halls around the world, is known for his technically diverse style and musical interpretation of classical music. His performances have been praised for their technical precision and musicality, and he is often referred to as the "last great teacher of the piano." He has recorded and performed with many of the world's leading orchestras and has collaborated with some of the greatest pianists of the 20th century, including Artur Schnabel, Yehudi Menuhin, and Martha Argerich.

Horowitz's career began in the mid-1940s, when he first appeared on radio and television. He quickly gained international recognition for his virtuoso performances and has continued to tour and record extensively throughout his career. He was awarded the Grammy Lifetime Achievement Award in 1995 and was inducted into the Rock and Roll Hall of Fame in 2000.

Horowitz is known for his technical brilliance and his ability to inspire and challenge his students. He has taught at many of the world's leading music institutions, including the University of Southern California and the Bard College, and has been a frequent guest lecturer at other universities and conservatories.

Horowitz has been a tireless advocate for the arts, and he has been involved in numerous philanthropic endeavors. He is a recipient of the National Medal of Arts and has received numerous other honors and accolades for his contributions to the field of music.
Stereo Stations Send Out Signal for Stereo Singles

By CLAUDE HALL

NEW YORK — Stereo radio stations are calling upon the record industry to supply stereo singles. The handicap of not being able to play is hit Easy Listening single record while it's still hot is causing competitive FM stereo outlets to raise a hue and cry.

Harvey Glassock, vice-president and general manager of WNEW-FM and the new WNEW-FM stereo operation, is not only strongly in favor of stereo singles, he's even con-fused with a questionnaire. Recording chief Bill Gallagher on the situation. Columbia a few weeks ago mailed a questionnaire out to stereo outlets asking how the label could help. Among those who pleaded for the stereo single as a programming aid was Tom Perryman, station manager of WPAF-FM, Dallas, and James K. Smith, general manager of KOSY-FM, Texarkana, Tex.

Others who've expressed a similar sentiment are Paul Springer, program director of WRIF-FM, Detroit, N. J.; Robert Conner, program director of WRIF-FM, Detroit, N. J., general manager of KTRN-FM, Oklahoma City, and Bill Binven, who hosts a five-hour-plus stereo show over WBT-FM, Charlotte, N. C.

The tale of woe is aptly stated by Paul Springer of WDHA-FM, N. J.: "FM car radio, we've begun to aim toward the drive-time market in the morning and the afternoon. To keep abreast of that music, we desperately need singles in stereo while the record is a hit. At the present time, we're having to wait until the record company issues an album featuring the artist and in-"..."

Country Hoedowning on Canada TV Fare

By KIT MORGAN

TORONTO—The latest national TV ratings in Canada indicate the music rates higher with viewers than the other forms of musical TV fare currently offered on Canadian TV, though it must also be noted that music programming seems somewhat weighted toward the country idiom, particularly on the CBC network. The A. C. Nielsen Co. rating of Canada was based on November viewing habits over a two-week span.

The Don Messmer Show," country music with a down-east flavor, stars Don Messmer and WNEW's top 100 favorite, singers Marg Osborne and Charlie Chambers and Arc Records artist Catherine McKenna. The show placed No. 3 on the CBC-TV network (behind NHL hockey, "Bevery Hill's" and "The Ed Sullivan Show"), with "The Honey Hunter Show," country music with Hunter, the Melbourne label's Rhythm Pal, and guest artists, ranking eighth on CBC-TV. "Show of the Week,"

Disk Hops Criteria For WSAI Airplay

By CLAUDE HALL

CINCINNATI—Record hops are the WSAI proving grounds for new "Hot 100" records. The station, which again topped the market in influencing sales of "Hot 100" singles, takes anywhere from 10 to 12 new singles to a record hop. These include entirely new records that record director Tom Kennington feels may have what it takes or it may include a new release by an artist who has just had his first hit big hit.

WWSI won the vote of 58 percent of local and national record company executives, one stop shopped dealers, distributors. This was only 2 percent more votes than the station, managed by Charles Murdock, received in Billboard's Radio Response Rating survey in December 1964. Playlist is determined by Dusty Rhodes said, "when choosing local record sales, Billboard's "Hot 100" chart, and a deejay panel session. Generally, sound-responding records are broken into the playlists in the morning, when current format and the air plan on the air later in the day.

WCPQ was second in ability to influence sales of "Hot 100" singles. (See RRR chart, page 36.)

The leading deejays were: No. 1—Dusty Rhodes; No. 2—Tom Kennington, WSAI's No. 3—Mike Gavlin, WCPQ. In addition, Rhodes was voted most co-operative in executing new and continued on page 36

Hot 100 Stars

MIKE DOUGLAS

EPIC RECORDS

Artists treated here have a new record on Billboard's Hot 100 Chart with a star, signifying that it is climbing rapidly.

GARY, Ind.—The good music to Hot 100 switch by WLTH Radio here recently is no great threat to Chicago's Hot 100 giants WLS and WCFL, but it is already beginning to bite big into heavily hit market here.

"Radio's most powerful" Jack the Giant Killer," con-fessed program Bruce Telescope, WLTH's middle morning man who doubles as station music director. "Let's face it, WLS and WCFL are 50,000 watters. We're not.

Viall is convinced, though, that WLTH will offer the Northwest Indiana industrial complex of Gary and Hammond programming that WLS and WCFL cannot provide.

Viall pointed out that the station was heavily populated with Negroes. "We are, there-fore, heavier in R&B." One of the station's four top deejays was a Negro, Fred Mac. An additional R&B orientation came to the station a couple months ago with new station manager George Corwin, whose previous employment was with WSD, Baltimore (R&B pro-gramming).

"We also expect to get the audience from the big Chicago stations by offering a screaming Hot 100, with more music more often. That last phrase, in fact, is one of our station's slogans," Viall said. The other station identifier slogan is "Go-Go Radio," with deejays Hoot Gibson, Ron Bordan, Viall and Mac known as the "A Go Go's." This "screaming" Hot 100 is based on a play list of 50 tunes, 35 of which are rock. The station has also initiated its own chart, the "Popmeters," which runs heavily R&B.

The deejays carry their go-go characteristics to frequent hops at northwest Indiana high schools and universities. Recent appearances were at Purdue University and Gary Roosevelt High School, Talent on hand at the high school hop was Otis Clay and the Shondells.

WLTH, owned by the Gary Post-Tribune, is backed by an excellent advertising campaign in the Gary-Hammond metropolitan area.

Prior to the recent format switch, WLTH was said good music and was in neck-and-neck

CONTINUED ON PAGE 36

January 1, 1966, BILLBOARD
**VOX JOX**

Bob Turring has just joined WJOX as a full-time announcer, formerly with WDCR, Hartford, Conn.... Dick Librature, air personality with WJOX, has paced with Destiny Records to produce and add recordings to the WJOX program. Features includes Lee Rand with "Don’t You Ever Remember Me?"

The Ruth Lyons Christmas Fund has gone for $418,029—a record for the fund, a couple of years ago by WLY’s Miss Lyons, host of the "50-50 Christmas" shows in Dayton and Indianapolis. Show originates in Cincinnati.

Larry Fenn has been named director of the WWVA—live music stage show—WJET, Erie, Pa., dropped a note to say he heard a Hayden at MGM Records break "Lightnin’" by Leon Christie. The station obviously did a good job on the record; Hayden should be pleased.

WDVR-FM, Philadelphia, claims to be the No. 1 FM station in the nation, based on an American Research Bureau survey of 15 markets. Last week I forgot to wish everybody a Merry Christmas, so I'll just say now that I hope you will have a Happy New Year and the New Year will be a good one.

---

**KXOA NEEDS ARTIST BLOGS**

Attention all record distributors, record companies, and talent agencies: KXOA’s Hitlinen newspaper for teen music needs your help—your stories and promotions are worth on the cover. KXOA will be happy to give all materials and in consideration for that paper. KXOA distributes this paper each week. Address to KXOA Hitlinen, P. O. Box 169, Cisco, Tex. 77370.

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**Bluetones Top KBTR Festival**

DENVER — The Bluetones were the big winners in the first annual KBTR/H.S. Music Awards. Saturday, Nov. 19-21, Station manager C. Edward Little said he was delighted with the event. Approximately 500 people attended the contest. Twenty-four hours of music were presented in three days. Among the judges were Ron St. John, CBS News, Chicago, and George Steiner, KMCO, New York.

Little said, "The breaks that some of those bands received as programming makes the months of planning and effort worthwhile to us."

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**Radio Response Rating**

CINCINNATI, OHIO...3rd Cycle

**January 1, 1966**

**TOP STATIONS**

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**TOP DISK JOCKEYS**

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**Radio-TV Programming**

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Little said, "The breaks that some of those bands received as programming makes the months of planning and effort worthwhile to us."
**KNOB Dumps Jazz Format**

LONG BEACH, Calif. — KNOB-FM, the nation's first all-jazz station, has dropped its format. The new owners will change format to aneasy-listening type of music. Only a sprinkling of jazz will be played in the future. The new station will operate in the 45-60 area, pending FCC approval of the sale. The new owners, John Hughes and John Fitzgerald, will switch call letters and dial positions with another station they are planning to open new offices and studios in the Charter House Hotel across from KNOB-FM.

The Banconow owns KOGG-FM in Garden Grove, a station that would sell KGGG-FM and take his station's call letters with him to NYU-Hammond and a corner on Broadway, Jerel Dukin and Wayde Ripley. KNOB-FM began operations in 1949 and switched to an all-jazz format in 1957. Torres and Sleepy Stee because the jazz innovators. With KNOB-FM's exit as an all-jazz operation, jazz radio stations operating in Los Angeles area will be KBCA-FM and KBCO-FM.

**WTLH Hot R&B**

- Continued from page 2

WTLH has been on the air since 1962, with a focus on rhythm and blues music. The station has been a major player in the R&B music industry, with a strong focus on promoting and playing music from local artists. The station has won numerous awards and has been a significant force in the R&B music scene.

**Many Radio Executives Involved in Out-of-State Business Ventures**

A number of radio executives have been involved in out-of-state business ventures in recent years. Many of these executives have been involved in mergers and acquisitions, as well as investing in other businesses outside of the radio industry. The trend has been driven by the desire for growth and expansion, as well as the opportunity to diversify investments.

**TV WOAI, San Antonio**

The station's schedule is diverse, featuring a mix of news, talk, and entertainment programming. Some of the major shows include a local news program, a talk show hosted by a local celebrity, and a music program featuring local and national artists.

**WKNX-FM, Erotic 107**

The station features a variety of programming, including music, news, talk, and entertainment. The station maintains a focus on providing content that is relevant and engaging to its listeners, with a strong emphasis on local programming.

---

**Frank Andrea Dies**

Frank Andrea, 77, chairman of the board and president of Andrea Radio Corp., died Wednesday (22). He was a pioneer in radio and TV.

**Many Radio Executives Involved in Out-of-State Business Ventures**

A number of radio execut...
**MUSIC CAPITALS OF THE WORLD**

*Continued from page 22*

A group, moving from the regional to the national disk scene with their first release as the Hit Makers in "The Other Man" and "I Want to Dance With You," concludes the first year.

Rob Vollom, engineer behind the sound of several Canadian acts, is responsible for making the U.S. scene as well. "Strooky" and "You're Really Got a Hold on Me" are both recorded by Vollom.

"It was 1965 Golden Disc Award, also. The album features "Till the End of Time" and "Little Boy," both recorded by Vollom.

Told "Folks" has been recorded as a single by Philips U.S.A.

ONE MORE CHARGE

I CAN'T BELIEVE I LOVE YOU

WELLINGTON, N.Z.

The first solo recording by winner of 1965 Hit Makers Disc Award here. Ray Columbus is back with his "The New Label Impact." The new company is owned and operated by Lenon Press. The album contains 10 tracks of popular hits and classic. It is sure to be another hit by Ray's, recently acquired by Philips. Their third artist to be signed is Gerry Moromino, ballad singer from the former Howard Monrow group. John McCreary, pop star for Philips Records here has announced the purchase of exclusive world rights to music of the group. They have turned out a new album of "Lover Man" and "I Want a Man to Love." John has also recorded "The Best of Me" and "The Little Boy." This album has been recorded as a single by Ray Columbus and is available at the local record store.

**KIRK MARTIN**

WELLS, M.E.

The last solo recording by winner of 1965 Hit Makers Disc Award here. Ray Columbus is back with his "The New Label Impact." The new company is owned and operated by Lenon Press. The album contains 10 tracks of popular hits and classic. It is sure to be another hit by Ray's, recently acquired by Philips. Their third artist to be signed is Gerry Moromino, ballad singer from the former Howard Monrow group. John McCreary, pop star for Philips Records here has announced the purchase of exclusive world rights to music of the group. They have turned out a new album of "Lover Man" and "I Want a Man to Love." John has also recorded "The Best of Me" and "The Little Boy." This album has been recorded as a single by Ray Columbus and is available at the local record store.

**KIRK MARTIN**

**NEW ACTION R&B SINGLES**

Other records registering solid sales in certain markets and appearing to be a week away from getting a national hit are charted above. All records on the chart are not eligible for a Rolling stone.

**E. Germany in Lather Over Beat Band Craze**

*Continued from page 20*

The hair long, played "too exuberantly" and cause riots at dance and protests. Briefly, the Beatles, the Blue Boys, the Planets, the Strollers, the Hollies and all the other bands that have attracted tremendous followings in East Germany were told to stop imitating the Beatles.

A just-enacted ordinance provides that all the bands, whether amateur or pick up or professionals, will have to get government licenses to perform. Licenses will be issued only to those who convince a culture commission that they have the "social usefulness and talent" as musicians.

U.S. Brat, Too

A report by the East German Ministry of Culture said the new ordinance also applies to American beat groups, but he said he was not sure if the board to extend our assurance that American beat organizations will be admitted to the GDR because "their music and the use of the music as a license for excesses to which we object." Amusement organizations that cut it hair and wear American clothes will no longer be welcome in our country, and we will try to persuade them to try the Western countries.

The culture ministry spokesman, Joachim Liebenthin, said American beat publications and the serious trade journals were being admitted to East Germany through regular international channels.

"We have a many good Bill- board readers in East Germany among our young people, especially those in our music industry. Any serious American music trade publication is welcome in East Germany," he said. However, East Germany warned its own beat bands that they would be "beaten up" if they did not adhere to the new laws. The board will fine them up to 200 DM and send them to jail.

Many young East Germans have turned their backs on Communist youth organizations and have started forming groups in that not only have English names and play American music and mostly English songs.

The youths seem to consider English the anti-Communist language.

There have been a number of recent demonstrations and protests by the police in East German cities, all ostensibly linked to East Berlin, to demand the right to wear long hair and play music as they please.
Scanning The News

The Middle West is the most lucrative market for the recent electronics home entertainment devices boom. Color TV sets, for example, sold two to three times more in the Midwest than in most other regions of the country. Black and white sets also sold the greatest sales volume in the Middle West.

Bob Rock, a Chicago retailer with 15 stores, recently announced a sharp increase in sales of home entertainment devices and ran a newspaper ad to point out Bureau of Labor Statistics which show the downward trend in the comparative prices of household appliances, table radios, sets and television receivers.

Rock showed customers the steadily increasing value of a dollar spent for such products.

Blonder-Tongue Laboratories, Inc., has launched a nationwide advertising and sales promotional campaign in support of its new "re-evaluation proof" TV products, which claim the capability of receiving all channels (2-83) that will eventually be available to the consumer.

Marten Electronics, importer of Liber tape recorders and accessories, is releasing the new line of Liber Royal Stereo 8000E tape recorders. The new recorder, which can also be used as a tape player, is made up of four-track stereo and four-track monaural recordings and playback; two separate recording heads permitting monitoring recording the recording head or from the tape after recording; four speeds, four heads, synchrononous sound with sound recording; multiphase sound on sound; echo effects by an automatic slide projector control, and an automatic end of tape stop.

Sylvania's first small screen portable television set will be on

NEW PRODUCTS

The following new products were selected by Blandford because of the special interest they have for record dealers. For more information write Blandford B. Bill, 143 W. Keokuk, Chicago 1, Ill.

Hitachi

SEVEN-TRANSISTOR tape recorder by Hitachi. Remote-control switch microphone, operates on 6 "C" batteries, AC adapter available. Two speeds, 33 1/2 and 17 1/2 lps. record 34 minutes and 68 minutes respectively on three-inch reels. Features levitation. Price $49.95.

SEVEN-TRANSISTOR - PORTABLE tape recorder. Records up to three hours on five-inch tape, two speeds, 33 1/4, 1 7/8 lps. Push-button function selector, level meter and foot control, remote-control switch microphone, intercommunication for two operators. Operates on six "D" batteries or house current. Price $99.95.

DONOVANS OPEN 2D RECORD SHOP

ALBUQUERQUE, N.M. — Donovans Record Shop No. 2 recently celebrated its grand opening here.

Owned by Mike and Dan Donovany, who also operate the original Record Shop No. 1, the new store represents expanding need for retail services in the Albuquerque area.

Live music was provided for the grand opening by the Viscous V, a local band which appeared at Sandia High Schools. Lindy and the LaVellis autographed copies of their new record, "My Baby Done Left Me," during the ceremonies.

January 1, 1966, BILLBOARD

Firm Making Phono Needles For 35 Years

WAUKEGAN, III. — The Pfanzehl Chemical Corp., manufacturer of phonograph needles, has been a strong industry name for 35 years.

President and general manager of the company, Bruce Wight, told Billboard that his firm was organized by Carl Pfanzehl around the World War I period and was concerned with the research and development of chemicals formerly produced by our war-time enemy, Germany. "It was in the late '20's," Wight explained, "that the company developed a process for manufacturing precious metal alloys. This is how we got into the business in 1930 of making precious metal points for needles and fountain pens."

Initially, the manufacturing of phonograph needles was not the complex business it is today, said Wight. "The set manufacturers were mostly using the set-screen technique, and the two or three-cartridge. By the time more so...

CHRISTMAS GREETING TO MOM as part of "Operation Voice-Letter" in Men's Suits, Herb Munson. The operation is a USO sponsored program to exchange tape recorded letters between service men and their families and friends at home. Eddy/Superscope dealers throughout the country have donated the tape recorders to each of the 118 USO clubs in this country to ensure the program success. Overseas branches of the 000 I.H. branch for one have installed Sony Model 500's so that servicemen can play back the 5-minute voice letter and record an answer to the folks back home.

SEND YOUR VOICE TO YOUR SERVICEMEN OVERSEAS

We will tape record your personal message.

Chick-A-Dee, Inc. is a leading supplier to retailers in the Midwest of electronic products which are capable of advertising household in electronics nor mural Polk se e Ho...
Scanning The News

**Continued from page 28**

the market in January. Limited quantities of the product are already being shipped to distributors and fighting against a bottleneck of orders. It included an accessory power cord for adding a lighter to the cigarette lighter and a personal listening earphone. The Philco Corp. will spend approximately $20 million to build and equip a color television tube manufacturing plant in Lansdale, Pa. The Victor Corp. announced it will spend $25 million to establish a color television picture tube factory in Canada. It will be the largest manufacturing plant of its kind in the history of the Canadian electronics industry.

The Admiral Corp. reported a record fourth quarter with sales volumes customarily higher than in the period of the previous year. Admiral spokesmen report that December 1966 sales will be at the same record level as the fourth quarter of 1965. Admiral is increasing manufacturing capacity in Dixon, Ill., for a new 250,000-square-foot facility for the manufacture of radios and stereo instruments. The radio division was relocated to Dixon from Marshall, Ill., to Dixon to free space for increasing television production.

**Women Buying Cordless Radios**

NEW YORK—Robert Mayer, manager of electric consumer products for the Bulova Watch Co., recently stated that women have become an important factor in the market.

Mayer cited the New York power that radio and home electronics possess, citing the household's awareness of the coverage area and home necessities. "Since the blackout," said Mayer, "women have started thinking about two transistors in a new dimension, and many have started buying them. Now the two-transistor market will be upgraded by the two-color transistor. The teenage market, he said, has been primarily the price leader market, with plenty of volume, but small dealer profit.

The Jazz Beat

**Continued from page 10**

clubs with jazz records as a sort of goodwill gesture. Pressure to be applied by governments in the Soviet orbit against listening to jazz has been reduced in some cases. Thus, the image of clandestine listening in some places has become a shared experience among people who have managed to acquire records through friends or relatives sent from abroad, and are able to meet these dates.

Vera Mayer, director of Conover's mail reflects political correctness. "Generally the letters express a desire for material and information on similar planes. People write how much hearing the music helps them understand the spirit of the American people."

Belgium Programs

When he began his overseas jazz tour, Conover attempted to offer a balanced program, with all forms of music represented. "But there are few Distilled things that sound fresh anymore," he says in explaining how he has expanded his own selection concept.

With a sufficient amount of new jazz recordings constantly being released, what selection criterion does he use in programming?

"Needless to say, exposure on Conover's programs diminishes with it tremendous prestige. Explains the programmer: 'I tend to develop faith in certain performers. So, I'll accept new records on faith until something catches my attention. When he receives an album by an unfamiliar artist, Conover prepares time to auditioning the record. For him, the first question is where in the program, its massive overseas audience, official stamp of the U.S. Department of State, Conover says so that he has to 'pledge' to several record companies for their release. He explains this myopic situation thusly: "Big companies, not best performers. It's built on sales. Occasionally, companies want to release a record doesn't sell locally, it's not worth sending out." Conover says that this couldn't be farther from the truth.

Record companies with sufficient patronistic ideals are not servicing Conover's Voice of America recordings. He sends their products to VOA, Washington, D.C. Some uninitiated younger within earshot of a short-wave band could be the ultimate benefactor.

**Firm Making Phono Needles For 35 Years**

**Continued from page 38**

phosphated cartridges began giving up," he said, "we were into World War II and again the company became involved in the production of war-time materials, primarily in the research and manufacturing of pivots for companies and navigational devices.

It was after World War II, actually, that the Plafstech Chemical Co. initiated an accelerated production program of phonograph needles. "We had developed our techniques with sapphire and diamond tips," Wight said. "But puny needles were becoming more complicated we decided on a direct to the industry merchandising plan. Our thinking was that phonograph needles required a specialized approach, and our representatives across the country helped develop close personal relationships with many dealers.

Plafstech's philosophy brought about a major breakthrough in the price structure of diamond-tipped needles, and under the dynamic leadership of Owen O'Neill, who was president during the period, the company witnessed a rapid growth, all early 50's. In 1954, eight of the company's employees became owners of the firm," Wight said.

Retirement and death since reduced this figure to five.

In addition to Wight, these include former president Arthur D. Fjære, chief engineer Joseph DiMaria, and business men, Mrs. Margaret Pfeiffer and Mrs. Julia Jakubowski. "We're still a small company," he said. "But we've been relieved, Conover's governments to the Soviet orbit, the American people.

Women Buying Cordless Radios

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Second Annual Bulk Vending Industry Survey

By PAUL ZARARAS

CHICAGO — Bulk vending operators reported a general improvement in business in 1965, but with volume increase tapering off slightly compared with 1964.

ECONOMIC HIKES: The highest sales of the year were reported by the bulk vending machine operators, who said that their sales were up 50 per cent over 1964. This current survey shows that 60 per cent of the nation’s vendors increased their volume in the past year.

Second Annual Bulk Vending Industry Survey indicates that the average operator added about 100 machines to his route during the year just past, indicating a healthy rate of industry expansion.

A breakdown on machine additions by type reveals distinct patterns that could develop into trends. Gum (21-cent) machines were major route additions by 12 per cent of the reporting operators, while peanut machines, which were added by 10 per cent of the businessmen, tied the 21-cent gum machines and other type of unit. Greatest investment in 25-cent capsule machines was reported by 6.5 per cent of the operators.

Equipment cutoffs in peanut nutriment vendors were reported by a number of operators, while 10 per cent of the operators removed peanut machines and 5 per cent reduced their quantity of cashew venders.

Penny charm machines were reduced in number on the routes by 6.5 per cent of the operators reporting.

Financially, operators had another good year. Bulk vending statistics (see chart) indicate that the average annual income for bulk vending operators—$11,863—compares favorably with income figures for the general populace. Internal Revenue Service statistics indicate that the greatest percentage of U.S. citizens filing income tax returns fall into the $5,000 to $7,000 range, which is below what the average bulk vending operator earned last year.

New York Vendors Meet

NEW YORK — Members of the New York Bulk Vending Association will meet with manufacturers during the month to discuss legislative and distribution problems. The following manufacturers have been invited to attend: MacMan Enterprises, Inc.; Novelty Vending, Inc.; Ego Charm, Inc.; Penny King, Inc.; G. S. World, Inc.; and Paul A. Price Co.

Committee members appointed at the December meeting include Art Bianco, Hy Berman, Lou Elms, Harold Roth and George Herman, Murray Gross and Sidney Millington, membership.

New Products

KARL GUGGENHEIM

FEATURE CHARMS, Italian Wine Bottle, with a basket- bound bottom; Hooty the Owl, with musty eyes; Champagne in the Bucket, with bucket holding a bottle of ice, and Grocery Store Charm, including miniatures of such national brand items as Pepsi-Cola, Heine Bock, Tomato Ketchup and Chesterfield cigarettes. All are plastic and come with two-color display labels.

New York Vendors Meet

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

W. Raphael, Jack Novita and Irving Schilsky, program and publicity, and Nat Gordon, Hy Berman, Lou Elms, Harold Roth, George Herman, Murray Gross and Sidney Millington, membership.

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anniversary of its 16th year in business and the placement of its 55,000th machine on location at its headquarters here Saturday night (11), with some 160 trade guests joining in the festivities.

Highlight of the evening was a presentation of Roger and Harold Folz, top executives of the firm, of a bronze plaque by their employees. The plaque reads:

'To Roger and Harold Folz on the occasion of their 16 years in business as a token of loyalty and esteem, and with sincerest wishes for continued success.'

$5, No. 55,000

Original plans had been planned to celebrate the placement of the 50,000th bulk machine. However, by the time the occasion rolled around, the figure had grown to 55,000.

Pat Bolten, of Northwestern Corp., and Joe Mandell, of Northwestern, were on hand, New York, presented the Folz brothers with mementos suitable for the occasion—two gold bulk vending machines. One is the Model No. 60, representing the first machine bought by the Folz brothers. The other is the Model 65, representing the placement of the 55,000 machine.

Other manufacturer awards to the Folz brothers included a gold belt buckle, presented by Rolf Lebel and Jane Mason of Leaf Gum; two inscribed silver bowls, presented by Carmen D'Angelo of Carmen Gum; a 14-inch gold doll, with inscribed plaque, presented by Bob Guggenheim and Fred Lowen of Carl Guggenheim, Inc., and desk set, presented by Margaret Kelly of Penny King.

Honor Employees

Employees receiving awards included Tom Grochowski, a color television set for the route man showing the greatest sales increase in 1965; Sal Aragoni, ship foreman, a watch for 12 years of service; Vincent Por-dell, route man, a watch of 10 years of service; and Ed Lang-den, assembly department, a watch for seven years of service.

The guest list included Paul A. Price, Papco; Stanley Green-gberg, MacMan Enterprises; Bill Falk, Knight Toy & Novelty; Fred Botik, Jack Novick and George Herman, Original Vending, and the following operators—Art Bianco, Sal Maccoghen, Lou Ellis, Nat Gordon and Hy Bernstein.

Special guests included George Baylis, Chemical Bank of New York Trust, Winslow, Hart, Franklin National Bank, and several representatives of food and variety chains serviced by Folz Vending.

The evening opened with a cocktail party and included dinner and dancing.

FOlz EMPLOYEES present plaque to brothers Roger (left) and Harold (right).

PENNY KING's first lady Margaret Kelly takes five during festivities to answer phone call.

DANCE BREAK is enjoyed by Art Bianco (left) Brosk operator and Paul Price, president of Paul A. Price Co.

GOLD-PLATED CHARM is presented to Folz brothers by left) Fred Lowen and Bob Guggenheim, Carl Guggenheim Co.

HOLIDAY HUDDLE includes (from left) Joe Mandell, Northwestern Distributors; retired distributor Jack Schonebach, and Carmen D'Angelo, sales manager, Cramer Gum Co.
1966 As Industry Leaders View It

Biggest Year Ahead For MOA: Granger

By PAUL ZAKARAS

CHICAGO—Fred Granger, executive vice-president of the Music Operators of America, told Billboard that 1966 will be the biggest year in the association's history.

"Starting with our membership drive," said Granger, "we will be involved in many activities important to the operator. Very important, of course, is the collection of juke box royalties which we will try to solve before the end of the year. There will be tremendous efforts in attempting to find a workable solution, and with cooperation from the record companies, we will be able to close the matter in 1966. It is important to settle this problem as soon as possible so MOA can go back to business and-money to other means of benefiting the operators."

Granger said one of the added services MOA will provide in 1966 is the opening of a service center in Chicago. The school will serve operators in Illinois, Wisconsin and Indiana, and in the future will receive federal funds through the State of Illinois to support the project.

Another new service, according to Granger, would be a bulletin board service. MOA will make a survey to determine the amount of interest in such a group, which would work through the MOA board of directors, and potentially raise reduced rates because of the amount of people involved.

Granger said that MOA members should look forward to a bigger and more active year. MOA will make a survey to determine the amount of interest in such a group, which would work through the MOA board of directors, and potentially raise reduced rates because of the amount of people involved.

MOA Forms School Advisory Committee

CHICAGO—In a step to implement one of its prime 1966 projects, Music Operators of America has named a committee of prominent Midwest music industry people to act as advisor and distributor executive to guide the establishment of a regional coin machine technical training school here.

Formed somewhat after Jack Moran's functioning Coin Machine Institute in Denver, the Chicago school would likewise provide recruiting services for establishing a regional coin machine technical training school here. The latter agency requested the formation of a regional coin machine technical training school here.

The school is expected to open its doors in the spring of 1966. The first committee meeting is scheduled for early this month (January).

In addition to Moran's Denver school, a training program is now in operation by the South Carolina Coin Operators Association. Training classes for coin machine mechanics are open to New York City in the spring, sponsored jointly by Music Operators of New York (MONY) and the New York Board of Education.

Technology Part Three Next Week

Late-breaking news forced the omission of the third in our reports on technological developments which have revolutionized the coin machine industry. The final installment, "Evolution of the Juke Box," will appear next week.

FLIPPERS BACK IN HUNGARY

EDITOR'S NOTE: The following dispatch from Billboard's Budapest correspondent carries social and political significance beyond the fact that this otherwise unimportant event may provide the basis for a new and fascinating reading for coin machine operators everywhere.

BUDAPEST—In 1965, many foreign business visitors to Budapest to see what trade they could do in the Eastern European machine and amusement games. The ever-increasing tourist traffic, including many from the West, the development of a number of new and improved amusement parks, and the construction of new hotels and inns in and around Budapest and development of numerous lovely resort spots in Hungary are all indications that Hungary is becoming a major travel destination.

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MOA’s Recruiters


BIL ANDERSON, District Three (West Virginia, Virginia, Kentucky, Tennessee). Quota: 35.

ROBERT NIMS, District Five (Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama). Quota: 50.

BILL POSS, District Six (Illinois, Indiana, Ohio, Michigan, Wisconsin). Quota: 50.

C. C. BISHOP, District Four (North Carolina, South Carolina, Georgia, Florida). Quota: 40.


TED NICHOLS, District Seven (Mississippi, Kansas, Iowa, Nebraska, Minnesota, North Dakota, South Dakota). Quota: 36.

CHICAGO—An unprecedented drive for 250 new members was kicked off January 1 by the Music Operators of America.

Headed up by the extraordinary efficient recruiter Jack Ness, MOA director from Richmond, Va., the enlistment push will extend to Oct. 1, just prior to the association’s national convention and trade show here.

Boss is marshalling nine district chairmen in the drive. The chairman, all MOA directors, are appointing co-chairmen, who will in turn organize regional committees to bring in absent operators to the national trade association. All district chairmen are pictured above. A successful drive will boost MOA membership to 1,100.

To add the spirit of competition and inject reader interest into the MOA drive, Billboard will publish a monthly progress chart showing the percentage of quota achieved by each district. The regional competition should be keen.

The race is on!

Arcades Comeback

FRANKFURT—Arcades are booming in West Germany, counter to predictions that they have been made obsolete by the "era of the sophisticated operator."

More and more German operators who specialized on only one type of equipment—usually the regulation type—are showing more enthusiasm for arcades than for anything else.

A recent survey showed that the number of machines in arcades has jumped 26 per cent in the last year. Operators associations now recommend that major operators engage in at least one arcade-type operation.

the innovation that changes the coin-operated industry

MAGNETIC CUE BALL

Valley Manufacturing & Sales Company

333 Morton Street • Bay City, Michigan • 892-4536

January 1, 1966, BILLBOARD
It's bound to be a Happy New Year if you resolve to cash in on the only 2-in-1 machine that combines records and movies—2 machines in a single unit. You'll celebrate all year with—

**Vending News Digest**

**Canteen Records In Fiscal 1965**

CHICAGO—Net earnings of $11,223,000 on sales and operating income of $227,884,000 for the fiscal year ended Oct. 2 have been reported by Automatic Canteen Company of America. Both figures are records for the company, president Patrick L. O'Malley declared.

Canteen has also publicized the election of Decey A. Dyer and Daniel A. Nimar as assistant vice-presidents with the company.

**Vender Helps Show Exhibitor**

NIMER DYER

"Cash balances exceed $25 million and we have no short-term bank loans," O'Malley reported. "Despite a reduction of approximately $30 million revenue since 1962 resulting from the elimination or sale of unprofitable operations," he said, "records in sales and earnings were established for the second successive year."

**Fred Granger**

- Continued from page 42

Fred Granger

able to be placed next to chamber of commerce or other organizational plaques that our members wish to display.

"All in all," said Granger, "it looks like a busy year for MOA and a year in which a lot of activity will be directly beneficial to the operator."

**22nd Annual AMUSEMENT TRADES EXHIBITION**

**ALEXANDRA PALACE**

**LONDON, ENGLAND**

25, 26, 27, January 1966

The biggest and most comprehensive international display of coin-operated machines and other amusement equipment ever held in Europe.
Germany: Optimistic Forecast; Good Report for the Year Past

By OMER ANDERSON

COLOGNE—In most important respects, 1965 was the best year ever for the German coin machine industry. Manufacturers boosted production for the home market and for export. Distributors had a bumper year, and operators posted record receipts.

The relevant statistics for 1965 show that the German coin industry and trade is now solidly based and in a strong competitive position. An increasing number of German coin machines are finding their way into Europe and into the world market.

"Our industry is solidly based and well organized. We have a good understanding among our manufacturers, on the one hand, and among manufacturers, on the other. Co-operation is very good at all levels. We believe 1966 will be a standout year for us."

Consolidation

This assessment is widely shared through the German trade. While the upsurge of the 1950's slowed last year, gains registered were important because they represent a consolidation of the trade on a firm base.

Photographs abroad. In West Germany gained in 1965 from 52,000 to approximately 57,000. Even more important, there was extensive upgrading of equipment. It is estimated that about 23,000 old machines (older than three years) were replaced with new models.

Collections increased by about 17 per cent over 1964. Domestic manufacturers appear to have fared well in competition with U. S. manufacturers on the German market.

For the first time ever, furthermore, the value of German coin machine exports exceeded the value of imports by a substantial margin. Whereas exports barely moved out imports in 1964-65, 1965 shows a solid boost for German manufacturers.

The practice is now to "Germanize" completely Bally equipment. There is no intention to conciliate that the equipment is American, but the aim rather is to make the public feel comfortable playing the machines. Tests have shown this can be accomplished only by presenting the equipment with complete German translations.

German distributors and operators say that U. S. equipment continues to have much appeal, but that the Germans like to operate in their own language, even when they play pinball machines, which, incidentally, are not called pinball in Germany but "Flippers"—pronounced FLE-Pears.

WHIRL-itzer Girl

FRANKFURT—In Germany Bally pinball "spricht Deutsch" by changing English to German on Bally machines, play is substantially increased, according to tests carried out by German distributors and operators.

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New Year's Greetings—To All Manufacturers, Distributors and Importers

From the Members of NCMDA

As we approach the new year, NCMDA pledges to perform and support all possible activity to improve our industry's world-wide public image, as well as to promote its products in broader markets. We hope that all manufacturers and their distributors, as well as importers abroad, will fully support, and join NCMDA now, in this united confrontation of sincere effort towards increased productive goals and higher achievements in the coming year.
West Virginia Assn. to Meet

OAK HILL, W. Va.—President John A. Wallace has called a general meeting of the West Virginia Music and Vending Association for Jan. 7, 1966, at the Holiday Inn in Charleston. The business discussions will begin at 4 p.m., with full exploration of the Music Operators of America royalty proposal to Congress as the chief topic.

As a pre-Legislature-opening meeting, the Charleston gathering will also see the reopening of discussion of introduction of a bill to raise the consumer sales tax exemption for vending machines above the 3-cent level that is current.

European News Briefs

Music to Make War By

PARIS—Jupiter, the French-made juke box, will soon grace officer clubs of the South Viet Nam Air Force. The Jupiter company is shipping 10 boxes to South Viet Nam. Jupiter is of French chief of state, Air Marshal Nguyen Cao Ky, an irresponsible juke box fan. Marshal Ky spends hours playing the phonographs at officer clubs. His favorites are French pop songs. Marshal Ky says phonographs are the best aid to pilot relaxation.

Bingen Bash

Bingen — The city of Bingen, West Germany’s wine capital, has honored coin machine operators with an official reception. The reception was attended by the mayor and members of the city council. Mayor Heinrich Gebauer praised the coin machine industry as an important factor in the national economy.

The operators then sampled Bingen’s famous white wines. The reception, held in the Klopp Castle, is an example of the enhanced prestige now enjoyed by the coin machine trade in Germany, thanks to more imaginative public relations.

When answering ads...

Say You Saw It in Billboard

WILLIAMS

BIG 3 FOR BIG PROFITS!

United's

MAVERICK

BOWLING ALLEY

United's

KICK Poo

6 PLAYER TARGETTE GAME

WITH CO-OPERATION OF all manufacturers, McCleary is able to keep his staff abreast of all advances in juke box, game and vending technological changes. Here technician is at work in elaborately equipped McCleary shop. Each specialist is required to read McCleary's regular service bulletins reporting new twists in the field.

The service fleet of five Volkswagen Kombi station wagons responds to some 40 service calls per day. Average waiting time is 20 minutes. Radio contact is used, of course. Promptness is the key to our success, McCleary says. Each truck has a lazy-Susan parts dispenser as seen here and complete stock of essentials and tools. Service stocks $15,000 inventory of parts.

operators' Service Creed is to Make Operator Look Good

The Magazine of Automatic Vending" published TWICE a month by Billboard.

For EVERYONE whose Time, Talent or Money is invested in Vending Business.

operators' Service Creed is to Make Operator Look Good
Flippers Return to Hungary

(from where he would pay service expenses, support his relatives living in Hungary and the remainder, with the bank's consent, will go into his personal account. (In a similar way, the Swiss singing star, Viso Torrini, spent a great part of the revenue of his last concert tour in Hungary, spending a long vacation with his family in a luxury spot on Lake Balaton.) After some meditation, the Ministry accepted the Austrian's offer and contracts were signed here by the Innercommerce Hire Enterprise, which has branches in all parts of the country.

Arcade Opens

As a result, some weeks ago 90 cocoa machines, chiefly flipper, arrived in Budapest and three weeks ago a new arcade was opened in the center of the city in an ancient shop consisting of two rooms with 100 square feet of space. Along the walls some 20 machines were installed (6 Gottlieb, 13 Williams ball games and 1 shooting game) and business began. Not much money was invested in the installation. There is one attendant, there are no modern comforts, electric bulbs dangle from their wires and the stone floor is the ash tray. Although customers cannot obtain even a glass of water for refreshment (among similar conditions in places where businesses would and could compete with each other), happy youngsters besiege the games and play their heads off.

The arcade operates from 10 a.m. to 11 p.m. Persons under 16 are not admitted after 8 p.m. At the beginning, the arcade had a daily income of 3,000 Forints, and today is bringing in 5,000 Forints ($210) per day. Price of a game is two Forints, 85 cents.

The other 70 machines will soon be installed in hotels, restaurants, cafes and expressways.

BUY!

METAL TYPERS

Vendor Aluminum Identification Disc

WHY!

1. Lifetime Income
2. Trouble-Free Operation
3. Only 14"x18"

Lewis Jones Distributing Co.
1811 N. Capitol Ave.
Indianapolis, Ind.
Tel.: MElrose 5-1593

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

Season's Greetings!

Gottlieb's

NEW DOUBLE SEQUENCE DOUBLES PLAYER APPEAL!

- Making 5 Top Bumpers Lights Corresponding Pop-Rumbers.
- When All Pop Bumpers Are Lit, One Top Bumper Scores Special As Indicated by Traveling Light.
- 6 Numbered Targets Lights Bottom Bumpers For High Scores and Advanced Value of Kick-Out Holes For High Score and Special Score.
- Spotlights Flash on Six Skaters in Light-Box to Attract Attention.
- Flashing Light Indicates When Last Ball Is in Play.
- 3 Or 5 Ball Play.
- Available With Twin Chutes.

Sidney J. Wakefield

CUSTOM REPLICA PRESSING

* PRECISION PRODUCT
* RAPID SERVICE
* COMPETITIVE PRICES
7" - 10" - 12"

T R Y U S and join our Family of Satisfied Clients

P.O. Box 6037
(602) 252-5644
Phoenix, Arizona 85005

January 1, 1966, BILLBOARD
PHILADELPHIA

Samuel Stern, head of Williams Manufacturing Co. in Chicago, has become a member of the newly formed 17 Market Associates. The Philadelphia group, which also includes David Rosen, Rowe AMI distributor, purchased a choice central city location at 17th and Market Streets for building development. The site was originally held by movie magnate William Fox for a downtown theater building. . . . Music operator Harold Birkhead is planning a new membership in the 32 Club, a limited membership philanthropic and social arrangement made up exclusively of 32nd degree Stewards. Mrs. William S. Fischman, wife of the president of Automatic Retailers of America (ARA) was among those in charge of arrangements for the benefit ball staged by the women's auxiliary of Graduate Hospital at the University Hotel. . . . Jack Bernstein, president of ABC Consolidated Corp., and Ralph W. Price, vice-president of its Automatic Reconditioning and Sales, attended the testimonial dinner at the Staller Hilton Hotel in Washington, D.C., honoring James E. Carr, International Chief Barter of Variety Clubs International, of London, England. MAURICE H. OHRENDECKER

SEATTLE

The bow, why and when of Marshall McKee's entrance into the coin machine business comes to light recently, thanks to an inquisitive Bob Bear (Wurlitzer Co. sales manager). (McKee, as most common know, is partner with Ron Peple in Northwest Sales Co., here.) Nothing a Wurlitzer model 412 on the floor. Bear asked, "What about that?" McKee replied: "Once upon a time, when he was in school in Holland, Oreg. I started buying pin games and built up to operating a route of 25 locations after school and on weekends. The year was 1936, and coin-operated phonographs were really getting popular. So I decided to add music to my business. I purchased one Wurlitzer model 412. From the first phonograph, I graduated to more machines, expanded my route, graduated from high school, purchased another route, time passed, and I merged with Ron. Now we're partners and travel all over the Northwest including Alaska, as well as up to Hawaii. Sort of a built-in climate control business."

MILWAUKEE

A two-day Wurlitzer service school, December 13-14, drew a good attendance at the United, Inc., headquaters here.

Sessions were attended by Jack Zimmerman, Badger Music Sales, Bill Zajc, Phonograph Studio; Andy Hood and Charlie Stanke, Mitchell Novelty Co.; Casey Karplinski, Kewpie Novelty; Del Van Altena, Radfield Music; Madison; Bud Wagner, G & W Wurlitzer, South Milwaukee; Roger Bookmeier, Bookmeier Sales Co.; Jim Fix, Coin Machine Co. Tom, Ted and Lyle Rosenberg, Earl Hatten, Carl HappeI, Sperster Tobacco Co.; Gene Kadelo, Jim Cunningham, Arnold Jost, Arnold's Coin Machine Co., Dave Jakowski, Vicero Waters and Sonny Smith, Chip Sales.

An informal buffet and social hour concluded each day's classes. The school was conducted by Bob Harding, Wurlitzer field service engineer. United, Inc., staff of the company, included Harry Jacobs and Russell Townsend.

BENN OLLMAN

DETROIT

Mrs. Catherine Danteau is continuing personally the operation of the music route known as Danteau Music Co., established by her husband, John K. Danteau, who died about two months ago. She has been active in the business for some time and will manage the route herself. . . . Roman Cappellos, who took over the music route of the Continental Music Co., established by his brother, Mike Cappellos, has discontinued the business and moved to Chicago, his father, Anton Cappello, reports. . . . Frank's Music Co. has completed the move of the big music house to 876 Road, at John R. Street in the suburb of Hazel Park, Frank Allato Sr., father of the company, reports. The new building for this major operating firm is 90 by 90 feet, about 2,000 square feet larger than its old location some two miles away. Frank Allato Jr., who handles largely the programming side of the business, is contemplating a month's vacation in Florida after the end of the year.

HAL REVES

LOS ANGELES

Dick Murphy, a Seeburg representative, and Buddy Lewis, a Music Machine Co. representative, were in town recently. Lewis is spending some time visiting Struve Distributing Co. . . . Larry Rowlet, service expert, has joined the Struve staff. Los Angeles Portale reports Advance Automatic Sales will handle George Muro's line on an exclusive basis. . . . George Muranaka reports Advance Automatic Sales has scheduled a trip to Las Vegas in early 1967. . . . Marv Miller, of Coin Machine Service Co. of Tijuana, B. and Fred Smithy, has made the trip to Las Vegas recently. Mrs. Dave Rowe, of Coin Machine Service Co. reports her father, A. H. Rowe, has been elected president of the International Music Mailers Association. . . . Mervin Edlund, of Coin Machine Service Co., has a new four-week waiting list for the All-Test Phonograph Automatic pool table. Also has a heck order of 180 tables. . . . Operators shopping at the Past Laymen's Buffet, located in Anaheim, Wynna Edling of Ojai, Mr. and Mrs. R. E. Ellison of Lancaster, M. B. McCormick of Lakeview, Bill Bredlau of Covina and Fred Mandevil (Smith Music) of Bartow, . . . Paul Glabonisseau, in charge of the Sunset Strip, reports for the second time this year, Frank Nolander, Kent Nolander, members of the Sunset Strip, have left Los Angeles for Salt Lake City. . . . A new operation at the William A. Berkeys Co. shows "Zorba the Greek" and "Tijuana Taxi" by Herb Alpert and the Tijuana Brass going hot.

BRUCE WEBER

CINEMEX, INC.

243 West 55th St., New York, N.Y.

Circle 6088

Contribute to the NAT KING COLE CANCER FOUNDATION

CRENSHAW STATION

L .A., CALIF. 90008

CINEMEX

IN BILLBOARD

YOU GET THE NEWS

WHEN IT'S NEWS

...SUBSCRIBE NOW

IN BILLBOARD

PRETTY MILDRED Sleavin, accompanied by Wally Griffin, Bobby Ross and Dick Armburter, belts out "The Big Change Is To Rowe," the go-home theme of the firm's 1966 distributors sales meeting held recently in New York City. The actors sang and entertained the distributors with impressions of the operator, distributor, service man, and "everybody's secretary."
### New and Used Coin Machines

#### Pool Tables & Shuffleboards

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>Contact</th>
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</thead>
<tbody>
<tr>
<td>Valco</td>
<td>345 W. 7th St.</td>
<td>Jim Anderson</td>
</tr>
<tr>
<td>Midway</td>
<td>1167 N. Washington St.</td>
<td>John Doeves</td>
</tr>
<tr>
<td>Williams</td>
<td>222 N. Main St.</td>
<td>Edward Jones</td>
</tr>
<tr>
<td>Amerikey</td>
<td>900 S. Market St.</td>
<td>Robert Smith</td>
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#### Arcade Equipment

<table>
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<tr>
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<tbody>
<tr>
<td>Williams</td>
<td>1965</td>
<td>Used</td>
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<tr>
<td>Midway</td>
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#### Standard Harvard

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#### Kiddie Rides

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#### Cigarette Vendors

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#### Southland Engineering

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#### Unique Industries

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#### National Vendors, Inc.

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#### Gardner Electric

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The BIG CHANGE is to Rowe

New Rowe AMI Wall-Ette

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

You’ve never heard such rich, honest stereo sound before from a remote wall unit. The reason: New 30" Stereo Round speaker system. Utilizing unique phasing techniques and angled speaker placement, it projects sound out and around to surround the listener.

The result: Far superior sound quality and coverage that invite more play, bigger pay, every day! And Wall-Ette is faster, easier to install and service—great little merchandiser, too. Has many exclusive features that make service a cinch and keep lost play time to a minimum. Also offers twelve display panels that can hold miniature album covers or advertise location food and drink specials.

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.
ALBUM REVIEWS

BILLBOARD SPOTLIGHT PICK

Pop LP Spotlight are those albums with sufficient sales potential, in the opinion of Billboard’s Review Panel, to elevate a listing on Billboard’s Top LP’s charts. Spotlight winners in other categories are reviewed on the basis of their potential to become key sellers in their respective price range.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard’s Review Panel, and a determination is made within its category of music. Full reviews are presented for Spotlight Picks and Special Week Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

WALKER BROTHERS

Brook Benton, RCA Victor LP 3334 (41), 45 3133 (5)

The RCA Victor album of Benton reissues two of its original singles, "Dr. Feel" and "How Much I Love You." Both singles were released in 1964, and the album features a new version of Benton's hit single, "Mother Nature," released in 1966. The album also includes two new songs, "Lovin' You" and "Green Eyes," both of which were recorded in 1967. "Lovin' You" is a soulful soul song with a strong beat, while "Green Eyes" is a mellow, folky ballad with harmonies that are reminiscent of Motown's golden years.

CLASSICAL SPOTLIGHT

J. S. Bach & Brandenburg Concertos (2 & 5)

Berlin Philharmonic (Karl Bohm), Deutsche Grammaphon 138 976-7 (5)

Bohm leads the Berlin Philharmonic in two of the Brandenburg Concertos, Op. 3, Nos. 2 & 5. The program is well-balanced, with a lyrical, expressive reading of the "Sinfonia" and a spirited, dynamic performance of the "Brandenburg" suite.

POP SPOTLIGHT

POPPY SPOTLIGHT

THUNDERBALL AND OTHER THEMES

Roy Martin and His Orchestra, RCA Camden CAL 927 (M); CAL 928 (S)

The swinging Roy Martin orchestra plays hits from the recent James Bond film, "Thunderball," including the title track, "Thunderball," and "The Girl From U.N.C.L.E. Theme." The music is well-adapted to the Bond films, and the orchestra is led by Roy Martin, who is known for his energetic and enthusiastic performances.

COUNTRY SPOTLIGHT

SOUNDS OF SCANDINAVIA

Birgit Nilsson, London 5942 (M); DG 25942 (S)

Nilsson's powerful voice shines through her interpretations of Scandinavian folk songs, including "Faroese Songs," "Denmark," and "Norway." Her readings are accompanied by traditional instruments, providing a rich texture that enhances the music.

RHYTHM & BLUES SPOTLIGHT

GENE CHANDLER LIVE ON STAGE IN '65

Confection (P 1228) (5)

The electric guitars played on the Slim Gaillard hit "Rainbow '65." The recording features Gaillard's unique vocals and the orchestra's arrangement of the song, which remains one of his most enjoyable performances.

MOTHER NATURE, FATHER TIME

Brook Benton, RCA Victor LP 3334 (41), 45 3133 (5)

The RCA Victor album of Benton reissues two of its original singles, "Dr. Feel" and "How Much I Love You." Both singles were released in 1964, and the album features a new version of Benton's hit single, "Mother Nature," released in 1966. The album also includes two new songs, "Lovin' You" and "Green Eyes," both of which were recorded in 1967. "Lovin' You" is a soulful soul song with a strong beat, while "Green Eyes" is a mellow, folky ballad with harmonies that are reminiscent of Motown's golden years.

ROAD RUNNER

Giant, Liberty 1R 2432 (M); LST 2432 (S)

With the punning couples hit, "Road Runner," featured on this first single from Louie Nunn, offers a rocking pace set right on the urban market. Among the other key hits are "Runaway," "Right on Time," and "Out of Sight." Their "House of the Rising Sun" is an emotionally and dramatically enjoyable.

STEAL THE SHOW

Earl Grant, Decca DL 4728 (M); DL 47228 (S)

Featuring his recent singles success, "Steal the Show," Grant is a reggae sound producer, a program of standards, featuring his traditional trumpet sound. The program also features "Dancing in the Street," "Can't Help Myself," and "Old Friend." The album is paced with great examples of his musical style, and "Chances Are," "That Old Feeling," and "Promise."