New Year

Radio, TV Asked To Back ‘Hiring’

CLEVELAND—The nation’s leading business executives called Thursday (33) for radio and TV to help in its equal employment opportunity campaign.

An affirmative program in industry can produce equal job opportunities for the nation’s minority groups — both colored and white. Results of this are now showing up in the employment statistics of Plans for Progress company, said Charles E. Spahr, president of Standard Oil Ohio. Spahr is also chairman of the national advisory council of Plans for Progress.

(Continued on page 8)

Labels Off and Spinning In New Faces Race of 1966

By MIKE GROSS

NEW YORK—Once again the New Year is being greeted with an onslaught of new names from virtually all of the major labels in the rush to uncover the potential of new names.

Sonny & Chers, Byrds, and Herman of 1966. New names have long been the lifeblood of the record business and their importance seems to be even greater now as the ability to channel single hits into hot-selling albums and to market and sustain sales potency here and overseas continually grows.

Columbia Records, currently clicking on the singles scene with Simon & Garfunkel’s “Sounds of Silence,” will be making a major effort to translate the singles success of that group, as well as such other newcomers as Paul Revere & the Raiders into LP best sellers. Columbia also will be introducing in January a new singer, Bobbi Norris, whom many feel may develop into another star attraction with the sales potential of Barbra Streisand.

MGM Records may also have another Streisand challenger in Laimie Kazan, who debuts soon on the label with an LP titled “Right Now.” The album features arrangements by Don Costa and is the first major showcase for Miss Kazan, who got her start as Miss Streisand’s understudy in the Broadway show “Follies.”

MGM Records’ ARTISTS: Jimmie Rodgers, Jo Stafford, Billy Vaughn and Lawrence Welk.

Reform Law Fall Flat: GEMA?

By OMAR ANDERSON

BONN — GEMA, the West German performing rights society, has notified its U.S. counterpart, ASCAP, that Germany’s copyright reform law has taken effect beginning Jan. 1. ASCAP members are now subject to its provisions, and indications are there are finding little cause to rejoice. Copyright authorities regard the new law as representing a Pyrrhic victory for GEMA, a law giving them more shadow than substance.

GEMA is saying the new measure is “far from perfect and still subject to interpretations on many important points.”

GEMA’s sour reaction comes from the fact that nobody in the copyright society will refer to the measure as a “reform” of the 1905 law. Most GEMA executives regard the measure as an example of what ASCAP should avoid in seeking an updated U.S. law.

Benefits for GEMA are: The right to collect up to 5 per cent of the sale price of all tape records sold in Germany. Extension of copyright protection from 50 to 70 years. On the other hand, the new

(Continued on page 27)

More Powerhouse Outlets Make Theirs Country Style

By CLAUDE HALL

NEW YORK—Country Music never had it so good. And with the ever-growing number of stations switching formats to country music, the end of the good times is nowhere in sight. The latest to make the change include not only a 50,000-watt powerhouse like Storer Broadcasting’s KGSR in Los Angeles but the 10,000-watter WTHE (formerly WFYI) in Garden City, N. Y.

An indication of the success of country music lies in the story of WPLO, Atlanta. Based on the financial treasure found in its WJJD, Chicago, outlet, Plough Broadcasting is switching the format of WPLO to country music in spite of the fact that Atlanta already has four country music stations. Sources indicated the change would take place on or about Jan. 1.

Stations who’ve made the switch to fulltime country music recently include WEET, Richmond, Va.; WWKS, Rocky Mount, Va., and KMOR (formerly KMUR), Salt Lake City, Utah. In addition WJAS, the NBC-owned outlet in Pittsburgh, recently launched a six-night-a-week country music program; Weeknights the show is 8 p.m.-1 a.m. WMNI, Columbus, Ohio, is featuring chart music in the evening both on AM and FM.

WXBM-FM, Milton, Fla., is broadcasting country music in stereo 5-7 a.m. and 5 p.m.-midnight on a trial basis. Easy listening music had been the initial format, but it hadn’t fared well. However, the country music is “doing real fine in both listener comments and business,” said station Robert Smith, “since it was started about three weeks ago.”

The FM station simulcasts a variety of music with its AM sister—WEBY—when it isn’t airing stereo music. About the only problem with country music
525,720 Already shipped

ELVIS' new single
#8740

ELVIS BLUE RIVER TELL ME WHY
COMING FOR EASTER! BY REQUEST! 2 SPECIAL RELIGIOUS SINGLES

ELVIS TELL ME WHY BLUE RIVER
COMING SOON! "FRANKIE & JOHNNY" NEW SOUNDTRACK ALBUM

RCA Victor
The most trusted name in sound.
The awards are presented to the winners at the annual NARM Awards Banquet, with which the convention culminates. This year the banquet will be held on March 9 at the Hotel Fontainebleau, Miami Beach, where the convention will be held from March 6-10.

There will be awards in 12 categories, as follows: "Best Selling" categories: (1) Hit Single; (2) Album; (3) Soundtrack Album; (4) Male Vocalist; (5) Female Vocalist; (6) Country and Western Vocalist; (7) Vocal Group; (8) Comedy ALbum; (9) Instrumentalists; (10)公开发行; (11) Children's Line; (12) Economy Price Product. The awards will be split into two com-ming categories: (1) Male Vocalist and (1) Female Vocalist.

Members of the committee who will prepare the final listings are: Richard S. Stark (Cal Raks, Los Angeles); John Billin (Billin Chicago, Ill.); Hess Budin (All Label Record Service, Cleveland); John T. Morgan (Morgan Service, Sun, New Orleans), selected the committee with the assistance of 32 ade-quate representatives of all geo-graphical areas of the United States. The committee prepares the ballots of the awards, on which every NARM regular member will vote on the artists and products which sult best in his or her area.

Mendell explains that the pro-ceeds from supplying disks for juke box programming, Seeburg Corp., President J. Can-eron has stated: "We hope that the winner will find the record companies willing to provide the necessary materials from singles for his program.

The extensive catalog of stereo records held by Seeburg is offered only to juke box operators. Although it is available to stores or radio stations.

The recently delegated team under the direction of the man and Ross Bledsoe as general manager of the tape-record music record companies, and its executive vice president, the company, has been promoted to executive vice president by William Alexander.

Music recordings for automo-biles. Already, we have estab-lished a position of leadership in this market.

LONDON — EMI has taken over the Scottish division of Waverley Record Company, Waverley's associated company, George Jeffrey, Ltd., will continue to work with EMI's independent disk firm, EMI Waverley. EMI, Waverley will record Scottish material for EMI to be issued on Waverley.

Compiling and managing EMI in the Scottish division, is Philip Rhone, who will introduce a series of Scottish artists and singers. The company will be operated from the BBC television center in Scotland.

Executive Vice-President of the United States for the complete show is in negotiation.

'Birthday' Distriv

NEW YORK — EMI-Music Records' 'Birthday House' will feature its own pre-packaged product, mail-order dealers through normal channels. The first 'Birthday House' re-lealease, featuring Paul Tripp, star and producer of the WNBC TV-series, "The Birthday House," was sold exclusively by the E. J. Korvette discount stores in New York City. The manufacturer, sold 1,500,000 copies. The second album will be promoted through a one-minute radio spot.

Decca Branch

HONOLULU — Decca Records has opened a factory branch here. The branch, headed by Paul T. Mano, a vice-president of the Decca Distributing Co., will carry the full product line of the entire Decca, Coral, Brunswick, Imperial, Liberty and Decca Records as well as a full line of Decca phonographs and accessories. It will carry the Elektra and Listen and Learn record lines.
Muntz Goes Like 60 on Tapes

By ELIOT TIEGEL

HOLLYWOOD—The growth of the cartridge tape business has necessitated Muntz Stereo Pak's leasing two additional buildings and installing over 100 additional duplicators in its Van Nuys, Calif., facilities.

"We are gearing to do 30,000 cartridges a day by next May and 8,000 cartridges a day. Since 1965, we have paid out more than 1.2 million dollars on the new plant," Muntz, who leaves Jan. 6 to visit his Japanese electronics suppliers, said.

"It sounds unbelievable," Muntz continued, "but it's realistic." Firm has two shifts working and of 170 employees, 60 are in tape loading and duplicating. Output now is 8,400 cartridges a day from 80 duplicators, company claims.

Muntz further explains that he will deliver 350,000 four-track cartridges playback machines 1966 and is gearing for a $20 million volume of both machine and repertoire business.

Company currently operates from four buildings on Armita Avenue in Van Nuys, and on San Fernando Valley location. It has just moved its home unit cabinet construction department into an 8,000-square-foot building at 770 South快乐 ave., L. A. Plans and plans within to move all exchange and repair facilities, plus control and shipping into a 16,000-square-foot building in the same industrial park.

Muntz's company has over 100 manufacturers and distributors, including the following 20 labels: (1) Alliance; (2) American; (3) American International; (4) Atlantic; (5) Broadway; (6) Capitol; (7) Columbia; (8) Dukas; (9) Gold; (10) Heifetz; (11) His Masters Voice; (12) Juke Box; (13) Liberty; (14) Modern; (15) Polygram; (16) Seagoing; (17) Warner Bros.; (18) Warner Special Products; (19) Universal; (20) Vox.

Muntz opens Ricordi Master; Opens Coast Unit

HOLLYWOOD—Bob Weiss' initial deal since joining Fred Foster's Monument Records as vice-president and director of the label's international division was the acquisition last week of U. S. rights to the Ricordi (Italy) model of "The Phoenix Love Theme," by Ornella Vanoni. It will be issued in this country under the Monument label.

Ricordi, opened its opening international division's headquarters here this past week with Weiss handling sales and promotion operations in the west coast city.

The Vanoni-Ricordi disk, with the tune written by Gino Paloi, is the main love theme in the forthcoming Associates and Al-

Merc Country Artists Clicking

CHICAGO—The past year has been the most noteworthy in Mercury's 20-year history in establishing the prestige of our country & western music artists," declares Ed Latta, senior VP of famed label, and Kenneth Myers last week in an interview with Record World, as it prepares new c&w albums in the firm's 24-tem January release.

Myers also announced that Mercury closed 1965 "with a terrific year—bigger than ever," but he did not elaborate.

The new Mercury release package, backed by a sales program called "The Spirit of '66," 12 pop, 4 classical, 3 jazz and 5 Mercury-Wing budget albums with c&w flavor.

Monument Buys Ricordi Master; Opens Coast Unit

HOLLYWOOD—Firm begins new phase in its history by purchasing Ricordi Masters and opening new west coast unit, the Ricordi Studio, with studio equipment and office in Hollywood.

GM James Muntz says his first step is the release of 15 Ricordi and Vocalion albums, plus the availability in stereo, for the first time, of eight all-time best selling pop albums, also available in mono.

The program will encompass the entire Decca-Coral-Brunswick-London catalog in stereo, in addition to the 21 January releases, and is expected to be the first of a series of stereo masters. In the past, the plan are now available through all Decca branches and distributors.

Featured in the new product from Decca are albums by Earl Ives, Dudes of Dixieland, Jan Garber, the Quartets Tren Ben, Po Boys, Mimi Hines, Bobby Gordon, Ed Kening, Tony Jam-ber and His Band and the late Jessie Crawford.

The Vocalion release features such artists as Welsh Pierce, the

Motor Plans Staff Expansion, Other Moves

DETOIT—Motor Records last week announced plans for expansion and the addition of VIP's new sales representatives to the staff as well as several internal promotions.

The plans for expansion include a concentrated sales and promotion program to establish the VIP and Soul labels, plus the opening of a new Detroit office.

For the first time, the company's first move, 1966. A new deal with 200 VIP's, the firm's New Year

Cameo-Parkway Audio Arts Deal

NEW YORK—Cameo-Parkway has agreed to a long- 

exclusion contract with audio Arts Records, giving C-P exclusive worldwide rights on sales for the Los Angeles-based firm. First release under the agreement is "Is That Feeling Still There?" with the Mamas & Tanya in Various.

This marks the third such arrange- ment C-P has entered into for the last two labels are Calla and Condo.

A Correction

NEW YORK—The 1966 International Showcase, published by Billboard, carried an incorrect ad- dress for the American Program Bureau, booking agency headed by Tom Fleischman. The correct address is 2 Park Square, Bos-

Decca Ushers in New Year With Target '66 Program

NEW YORK—Decca Records is moving into the new year with a program designed to attract more attention for its complete line of product, including Al Jolson and two kiddie sets by Frank Luther, "Winnie the Pooh and His Hundred Acre Wood" and "Mother Goose Songs.

To support the new program, Decca has prepared full-color spots spotlighting all the new product. In-store and win- dow displays have also been prepared, and radio spots will be beginning their contacts this week with complete details of the program.

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1966 Billboard Yearbook

1966 Billboard Yearbook
Yes, Virginia--
There is a Sanity Clause

It's built into every person's moral contract with himself... and in the world of business, it's called "ETHICS."

Some people choose to forget it exists... but whether you deal in records, pharmaceuticals, bubble gum or publishing, it's the great unseen giant that separates the men from the boys.

As with any intangible, Webster's Dictionary defines the word "ethics" in many ways, a few of which are:

- "the science which treats of the nature and grounds of moral obligation; the science of human duty"
- "a set of moral principles or values"
- or closer to home... "rules of practice in respect to a single class of human actions; as, social ethics, newspaper ethics"

At Billboard, we take immense pride in our 76-year heritage of sound and honorable business practice... where ethics are as vital to our operation as unlocking the door to our office in the morning.

Oh, sure... the highest of ideals can inadvertently get a little bruised now and then... unavoidable in any large operation where hundreds of people scattered throughout the world are involved in each weekly product. But on the whole the ethical soundness of Billboard's publishing code is totally unmatched by any other industry publication... and we'll take odds that no other music-record trade paper gets the kind of lively mail we do.

For example... a letter recently received from a Billboard contract advertiser:

"For some time we have been complaining that the editorial content relating to merchandise issued or made by non-advertisers is in direct conflict with our paid advertising.

"We are not trying to dictate editorial policy to your publication, but since the editorial coverage boils down to free advertising for a competitor's merchandise, we would have to be idiots to continue to pay for what someone else gets for nothing. If anything, non-advertisers in the field get broader editorial coverage than do those who advertise. On the basis of the evidence, it is obvious that the best way to expand our editorial coverage and maintain our competitive position is to stop advertising.

"Until these problems are settled to our satisfaction, we will not renew our contract and will advertise only on a one-time basis when we feel it necessary."

GUILTY, YOUR HONOR!... As much as we hate losing that contract business, we must confess to our firm conviction

- that just because you advertise does not mean you make news
- that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is newsworthy
- that just because you advertise, we should lessen or suppress news about your competitors

No, sir... sleep is too precious. Furthermore—we don't run free ads to hype big accounts... or print "puff" to make the book look bigger... or pull the wings off butterflies.

What we do try to do is make certain

- that every line of news in every issue of Billboard is accurate and of direct interest or importance to the industry
- that our advertisers get a fair shake—by our membership in Audit Bureau of Circulations (ABC) which presents the industry an annual, unbiased audit of our circulation, letting advertisers know exactly who his message is reaching and where they are.
- that our readers get the benefit of constant up-grading and improvement of editorial content—by our membership in American Business Press (ABP)... dedicated to furthering the editorial excellence and "ethical" standards of the business press. (Only ABC-audited publications are accepted for membership)

Do you think any of the above could have some possible bearing on the fact that Billboard's paid circulation is twice that of any other music-record business paper?

Yes, Virginia... there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.

Billboard

The ONLY ABC-audited business paper for the music-record industry
Acuff-Rose Growing as Big as College, Sets Chapell Deal

By ELTON WHISENHEAD

NASHVILLE—Acuff-Rose Publications, Inc., announced last week that it had signed a five-year contract with ChapPELL & Co., Inc., New York, for educational exploitation of the hit catalog.

Wesley Ross, Acuff-Rose president, said the company had recently sold major university and college sales, and he predicted the New York firm would soon sign up all the major New York colleges. Ross said the company had signed Crandall College, which has a total enrollment of 2,000 students.

Field Growing

Bob Bleazard, SVP of ChapPELL & Co., was assisting in the negotiations, and Ross said a meeting was being held with the company's representatives to discuss the possibility of having the company's representative on the call list for future sales.

The acquisition of the New York firm is expected to add significant value to the Acuff-Rose catalog.

New York, ChapPELL, one of the publishing giants, said it had been a good year for the company, and the new contract was a big step forward for the company's growth.

In a year-end wrap-up, Ross also announced several new developments:

- Acuff-Rose now has more than 1,000 titles in the catalog, and the company expects to add several hundred more titles in the coming months.
- The company will release a new music book series, focusing on the history and development of American music.
- The company will launch a new digital subscription service, providing access to the entire Acuff-Rose catalog.
- The company will partner with a major record label to release new albums by Acuff-Rose artists.
- The company will also explore new ways to exploit the catalog, such as licensing deals and syndication agreements.

“Acuff-Rose is excited about the growth and potential of this new contract,” said Ross. “It is a significant step in our strategy to expand our presence in the educational market.”

Discount Plan Offered to Dealers by Philips

CHICAGO—Philips Records is offering dealers a 10 per cent discount on pop, jazz, and classical artists, and a non-exclusive releases right for the entire Muzert catalog. The Muzert company, which primarily sells live jazz and classical postcards and catalog, will give 25 per cent of all profit to dealers.

The plan is also being offered by the company’s subsidiary, the Muzert Music Company.

Musicrok, Muntz Sign Contract

NEW YORK—Muzert Records and Muntz Stereophonic have signed a deal giving Muzert exclusive all rights for the entire Muzert catalog. The company will also offer a deal to dealers for re-Elite to-product.

Stone-Cloud Deal

NEW YORK—Robert J. Stone Associates has been named Canadian representative of Record Cloud.

U.K. DECCA’S SHARES IN 1945

NEW YORK—British Decca Records’ shares in 1945 reached a value of $3.56 each, at which price they closed. The company also announced that the company’s share price had doubled in the past year.

Billboard’s Blase Off to Coast Post

NEW YORK—Dick Blase planes for the West Coast this week to start work on a post of advertising representative with Billboard's West Coast office. He will headquarter at the Hollywood office of Billboard magazines, and Blase will open a new office for the functions formerly held by Leno, helping to build Decca.

Blase has been with Bill- board’s New York office for three years. Prior to this period he was with Capitol Records, Reprise Records, and Ampex Corp.

ATL CONTEST GROSSES $2 MILLION

NEW YORK—Atlantic-Atco’s fall travel contest, which was launched in September and ended last week, grossed in sales of $2 million for the 10 albums in the program.

During the contest, all of Europe were free European travel. The concert was won by a team of four from the United States.

The Kingsmen Suing for ‘Namesake’

NEW YORK—The Kingsmen, hit recording artists on the Spector/Wood label, have gone to court to protect their name. The suit has been filed in Port- land, Ore., against Jack Ely and his group for assuming the name of the Original Kingsmen.

The Kingsmen claim that any use of the name would deceive the public, and injurious to their careers and public image. The Kingsmen are suing Lynn Easton, Mike Mitchell, Dick Petersen, and Spector/Wood. They have under- taken action against two acts that are taking a song by Ely and his group in their act, and have been continuing to receive bookings under the name of the Kingsmen, with the company’s open to legal action on that basis.

The suit seeks damages and an accounting of profits. A hearing asking for an injunction was scheduled for Dec. 28.

Witmark Wins $41,000 Suit

NASHVILLE — M. Witmark & Sons of New York won a suit here last week in the District Court. The firm he operates, Record Serv- ice Co., Inc., for copyright infringement in use of the Federal Judge William E. McAllister’s decision for Witmark a $7,500.00

The suit is the subject matter of the “Blowin’ In the Wind,” “Don’t Think Twice, It’s All Right,” “Puff,” and “Since I Fell For You.” Composer of the songs were Bob Dylan, Leonard Ligon and Buddy Johnson.

January 8, 1966, BILLBOARD
BANG RECORDS

Banging Away in '66 with 2 Smashes

NIGHT TIME
The Strangeloves B-514

A FELDMAN, GOLDSTEIN, GOTTEHRER PRODUCTION
Over 120,000 Sold in Two Weeks

A LITTLE BIT OF SOAP
The Exciters B-515

Just Out and Breaking Big

...."and we're still not tired" the gang at bang

1650 BROADWAY, NEW YORK, N.Y. 10019 TEL: LT 1-3747
Radio, TV Asked to Back 'Hiring' Act

Over 300 companies have signed a petition to Congress asking for the passage of the Righteous Brothers Live Aid Act. The bill, if passed, would provide for a one-time tax deduction for employers who hire and train individuals who are not working or are out of work.

The Righteous Brothers, along with other performers, are doing a benefit concert in Washington, D.C., to raise awareness for this issue. They have been joined by other celebrities and politicians, including President Jimmy Carter, who has expressed his support for the cause.

The event is being held at the Washington Convention Center and is expected to draw a large audience. Performers will include not only the Righteous Brothers but also other top artists, such as Elton John, Paul McCartney, and Bruce Springsteen.

The proceeds from the concert will go towards a scholarship fund for qualified students. The scholarship is being established by the Righteous Brothers' foundation, which supports education and arts programs.

The concert is also aiming to raise awareness for the need for more job creation and training opportunities for the unemployed. The Righteous Brothers have been active in this cause for many years, and their efforts have been recognized by the government and other organizations.

The Righteous Brothers Live Aid Act is an important step towards providing the unemployed with the necessary tools to get back into the workforce. The event is expected to have a significant impact on the economy and will be remembered as a turning point in the fight against unemployment.
FASTEST BREAKING RECORD IN NATION!

The Five Americans

I SEE THE LIGHT

PRODUCED BY ABNAK MUSIC CO. • A & R DALE HAWKINS
HBR 456 MICHELLE—LES BAXTER
HBR 453 BIG BRIGHT EYES—DANNY HUTTON
HBR 454 I SEE THE LIGHT—THE FIVE AMERICANS
HBR 458 GIVE UP ON LOVE—GERRI DIAMOND
HBR 457 CLAP YOUR HANDS—DARTELLS

HANNA-BARBERA RECORDS
HOLLYWOOD, CALIFORNIA
Chi. Fair to Headline Teen Record Talent

CHICAGO—Ed Pazdur, promoter of teen concerts in the Midwest, has disclosed plans for a massive package of concerts, exhibits and contests featuring teen recording acts to be held at McCormick Place, March 6-8.

To be billed as Ed Pazdur’s Teen Bash, the event will be headlined by such groups as the Dave Clark Five, the Animals, Herman’s Hermits, and Sonny and Cher.

“The concept of our Teen Bash is totally different from any other type of fair or exposition,” Pazdur said. “Unlike some unsuccessful fair and expositions concepts in the past, the big attraction to draw traffic will be the concerts—not the exhibits.”

Added traffic incentives, he said, will include prizes and contests (such as a free trip to England) to be awarded to teens who visit booths between shows.

The fair, which Pazdur declares will draw 100,000 teenagers, is strikingly similar to concepts which have worked well on the State and county fair circuit countrywide.

Ed Pazdur Productions is a recent entry to the impresario picture in the Midwest. Coming from the advertising-public relations field, Pazdur has promoted a highly successful series of teen concerts during recent months. He secured dates in surrounding markets such as Indianapolis, Cleveland, Detroit and Milwaukee before gaining a foothold in Chicago.

He’ll bring Peter and Gordon, Jan. 8, and the Supremes, Jan. 15, to McCormick Place.

“What Frank Fried (Triangle Theatrical Productions) did with folk artists,” Pazdur contended, “I’m doing with teen acts. Frank got his start with folk concerts and has moved to pop. I’ve got a start with teen concerts and now I’m ready to go pop. In two to three years I intend to be No. 1 in this area.”

One Top Act

In booking teen talent, Pazdur adheres to the formula of one top act backed by good local groups. He eschews reliance on recorded sales as an indication of an act’s appeal, preferring instead to attend his plans to some 1,500 telephone calls received at his offices from Chicago and suburban teen-agers each week.

The firm has attempted to get close to the teen market by organizing a teen club and by publishing a magazine featuring photos of teen acts snapped by teen-agers. Pazdur advertises extensively on Top 40 Chicago radio.

Pazdur is currently courting manufacturers’ teen products for exhibition at the fair. Space is being offered at $3 per square foot.
In Number of Subscribers
In Subscriber Action
In Advertising Sales

Billboard

is Number 1 . . . Internationally
Producers Madara, White 1-2-3 Go Team

NEW YORK—John Madara and Dave White, two young independent record producers, currently associated with Decca Records, are riding a hot streak. Madara and White's most recent production, in which they are featured as part of the Speckmen, is "Michelle." The new Decca single has already stepped out in Philadelphia, where it was started and charted by WIBG.

Based on audience response, however, there is any of M&W's efforts received such initial reaction and Decca is going all out on "Michelle," the Speckmen's follow-up to their "Dawn of Correction" hit.

Madara and White are equally excited over Len Barry's "Like a Baby," a new Decca single currently charting a two-weeker at the "Having happened Beginning Jan. 18..." the Loungers currently under the Ayles opening act, where Barry, who scored overseas with the Rosetta single, "Shame and Scandal in the Family," got his first hit.

The Supremes will make their Chicago concert debut at the Arie Crown Theater on Jan. 15.

Barbara McNair, currently appearing at the Hotel Plaza's Persian Room, will have an album on the Motown label titled "Live At the Persian Room." Dayton, Ohio, Jan. 3-10... Lesley Gore just completed a dramatic role on Donna Reed's ABC TV show... Yoshiko Akiyoshi Marunio, Japanese jazz pianist, currently at the Regent, Bennett, guitarist gets the cover story in the February issue of Esquire... Phil Spector is still looking for Little Anthony & the Imperials TV dates in January for the tours including a "Madara," "The Mike Douglas Show," "Ed Sullivan Show" and a round of West Coast TV go-go shows... Jerry Vale set for the Diplomats, Hollywood, Fla., Feb. 10-27... Motown artists, the Four Tops will for Ed Sullivan's CBS-TV show for Jan. MIKE GROSS

A 'Sleeper' at Night of Jazz

PARIS—A young jazz quartet was the "surprise" of the Nuit du Jazz held at the Salle Wagram in Paris Dec. 18. The group was simply called "Gaye," and its performance wasn't very popular, but the audience response, as a whole, was extremely favorable and every one of his great technique and rhythmic sense.

The group has already re-ceived an album for Philips and is clearly destined to keep alive in the world of music. Gaye, who has been working for two years in France, is the Nuit du Jazz, an annual jazz marathon from 9 p.m. to 6 a.m. on New Year's Day (most of the artists playing from July 1967 to March 1968 by the American Federation of Musicians).

Featured were: Stuff Smith and Jean-Luc Ponty, an organist; Nathan Davis, Barney Wilen and Hal Singer, a new generation, and a group of professional artists acknowledged as world leaders in their own countries.

MISS FRANCIS TOUR ON TAPE

In the "hit" outlet for recording talent opened in New York when an entertainment dispensation was granted by the Playboy Club last week, Bobbie Hackett brings his band into the Rainbow Grill for a four-week stand beginning Jan. 3. SC: Merv Griffin, Marty Melody, Barry Manilow, and Frank Langella, the Faucett, are the tqurant DJ, the Instant Hackett, The Distant Memories, Ramone & Friends, Tracey Dey & Gary Knight, the Distant Cosmos, and Barbara Banks. ... Singer Jerry Evans, who appears at the Rock and Roll Palace, Rochester, N.Y., has been signed for a two-weeker at "The Happening beginning Jan. 18... The Loungers currently under the Ayles opening act, where Barry, who scored overseas with the Rosetta single, "Scandal and Shame in the Family," got his first hit.

The Supremes will make their Chicago concert debut at the Arie Crown Theater on Jan. 15.

Barbara McNair, currently appearing at the Hotel Plaza's Persian Room, will have an album on the Motown label titled "Live At the Persian Room." Dayton, Ohio, Jan. 3-10... Lesley Gore just completed a dramatic role on Donna Reed's ABC TV show... Yoshiko Akiyoshi Marunio, Japanese jazz pianist, currently at the Regent, Bennett, guitarist gets the cover story in the February issue of Esquire... Phil Spector is still looking for Little Anthony & the Imperials TV dates in January for the tours including a "Madara," "The Mike Douglas Show," "Ed Sullivan Show" and a round of West Coast TV go-go shows... Jerry Vale set for the Diplomats, Hollywood, Fla., Feb. 10-27... Motown artists, the Four Tops will for Ed Sullivan's CBS-TV show for Jan. MIKE GROSS

A 'Sleeper' at Night of Jazz

PARIS—A young jazz quartet was the "surprise" of the Nuit du Jazz held at the Salle Wagram in Paris Dec. 18. The group was simply called "Gaye," and its performance wasn't very popular, but the audience response, as a whole, was extremely favorable and every one of his great technique and rhythmic sense.

The group has already re-ceived an album for Philips and is clearly destined to keep alive in the world of music. Gaye, who has been working for two years in France, is the Nuit du Jazz, an annual jazz marathon from 9 p.m. to 6 a.m. on New Year's Day (most of the artists playing from July 1967 to March 1968 by the American Federation of Musicians).

Featured were: Stuff Smith and Jean-Luc Ponty, an organist; Nathan Davis, Barney Wilen and Hal Singer, a new generation, and a group of professional artists acknowledged as world leaders in their own countries.
GET WITH BUCK OWENS' FIRST HIT FOR '66!

WAITIN' IN YOUR WELFARE LINE
b/w In The Palm of Your Hand

Buck has another "Tiger By The Tail". It's a great original, with swinging lyrics and really broad sales appeal! Get it!

5566
NO FOOLING! IT'S A HIT!

The Teardrops

"Tears Come Tumbling"

Check

BOSTON

HARTFORD

CINCINNATI

PHILLY

and starting in

UPSTATE NEW YORK

January 8, 1966, BILLBOARD
**Billboard HOT 100**

For Week Ending January 8, 1966

**STAR performer—Side registering greatest proportionate upward progress this week.**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>YOU'VE BEEN CHEATIN'</td>
<td>Smokey Robinson, Motown</td>
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<tr>
<td>2</td>
<td>LAURA</td>
<td>Chet Atkins, Columbia</td>
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<tr>
<td>3</td>
<td>LIES</td>
<td>Big Youth, ABC</td>
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<td>4</td>
<td>TELL ME WHY</td>
<td>Elvis Presley, RCA</td>
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<td>5</td>
<td>ALL TIME YOU'VE LIE</td>
<td>Sam Cooke, RCA</td>
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<td>6</td>
<td>HOPE YOU'RE HAVING FUN</td>
<td>Bob &amp; Carol, 20th Century</td>
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<tr>
<td>7</td>
<td>BABY I'M MISIN'</td>
<td>Sam Cooke, ABC</td>
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<tr>
<td>8</td>
<td>DON'T MISS BILL</td>
<td>Billie Holiday, Capitol</td>
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<tr>
<td>9</td>
<td>TURN TURN TURN</td>
<td>Smokey Robinson, Motown</td>
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<tr>
<td>10</td>
<td>SUGAR</td>
<td>Jerry Butler, Motown</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

- **BOOGIE PAPER**
- **DON'T HANG UP YOUR LOVE**
- **MARY HOPKINS**
- **GIRL I'LL BE WAITING**
- **I FEEL A NEED**
- **I CAN'T HELP MYSELF**
- **DON'T BE SHY**
- **I'M GONNA CRY AGAIN**
- **COME BACK TO ME**
- **DON'T WANT TO BE A HEARTBREAKER**
- **LET YOUR LOVE COME AS I'VE LIVED**
- **LITTLEROCK**
- **DON'T MESS WITH BILL**
- **LITTLE LULLABY**
- **YOU'RE Goin' TO Loose**
- **MAYBE I CAN'T HELP MYSELF**
- **I HEAR YOUR CALLING**
- **I FEEL A NEED**
- **I'M LOVIN' YOU**
- **I'M LEAVING**
- **I'M SO AFRAID**
- **I'M NOT SURE**
- **I'M TELLIN' YOU**
- **I'M YOUR BABY**
- **I'M YOUR WOMAN**
- **I'M YOUR WOMAN**
- **I'M YOUR WOMAN**
- **I'M YOUR W**
- **I'M YOUR WOMAN**
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- **I'M YOUR WOMAN**
- **I'M YOUR WOMAN**

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
THE MOST ALL-ENCOMPASSING REFERENCE
LIBRARY OF SERVICE EDITIONS PUBLISHED
ANYWHERE FOR ANY INDUSTRY

MUSIC ON CAMPUS /The College Market
for Records and Talent

On the scene reports from colleges throughout the nation. Contact
information and Directory of Artists for use by colleges, and Directory of
Colleges (enrollment, auditorium facilities, etc.) for use by artists and
booking managers. Winner of the 1964 Jesse H. Neal Award as Best
Single Issue published by the American business press.

INTERNATIONAL COIN MACHINE DIRECTORY
& Who's Who in the Coin Machine World

Circulated to members of the coin machine industry only. Complete
name and address directories of all firms dealing in the manufacture,
distribution or maintenance of coin-operated equipment. Thumbnail
biographies and photo gallery of leading coin machine men throughout
the world.

THE WORLD OF COUNTRY MUSIC

For the music industry and music fan alike, the most complete and
authoritative annual report published for the country music field. Feature
articles by leading country music personalities. Complete coverage of
the Nashville scene. Directories of Country Artists and Managers.
Winner of a 1963 Jesse H. Neal Editorial Achievement Award.

THE INTERNATIONAL BUYERS GUIDE
OF THE MUSIC-RECORD INDUSTRY

The most internationally known and referred to directory in the
Billboard Library -- complete name, address, phone, products, affiliates
and branch office listings for everyone providing a product, service
or facility available to the music-record industry (domestic and foreign).

THE INTERNATIONAL RECORD TALENT
SHOWCASE Who's Who in the World of Music

A comprehensive booker's directory of national and international
recording artists. Separate directories, photo galleries and show case
sections on the year's top artists in every major musical category.

THE WORLD OF RELIGIOUS MUSIC

The newest addition to Billboard's roster of industry-service
annuals -- providing an in-depth study of the various forms of
religious music (gospel, sacred, spiritual) which have grown to
be a major force in record industry. Listings of artists, publishers and
record manufacturers specializing in religious music.
POP SPOTLIGHTS

TOP 60

THE SILKIE—THE KEYS TO MY SOUL (Jaep, BMI)—Strong folk-rock material well performed and arranged serves as a hot follow-up to the group's initial hit; "You've Got To Hide Your Love Away." Flip: "Leave Me To Cry" (Jaep, BMI). Fontana 1536

JW WALKER & THE ALL STARS—CLEO'S MOOD (Jobete, BMI)—Right in the blues dance groove of their last hit, "Choo Choo Back." Slow, heavy beat makes it a discohouse winner. Flip: "Baby You Know Ain't Right" (Jobete, BMI). SOUL 35017

BERT KAEMPFLER AND HIS ORCHESTRA—BYE BYE BLUES (Bourne, ASCAP)—An exceptional revival of the oldie done up in the fresh and intriguing Kaempfler style. Smooth dance beat makes it a good bet for a high chart position. Flip: "Remember When" (Roosevelt, BMI). Decca 31882

NEIL SEDAKA—THE ANSWER TO MY PRAYER—(Bregman-Voco & Conn, ASCAP)—Sedaka's most commercial entry in some time! Hard driving beat backs a well-done vocal with strong teen lyric content. Should put Sedaka back on the chart. Flip: "Blue Boy" (Sutter, BMI). RCA Victor 8737

JIMMY DURANTE—ONE OF THOSE SONGS (Duchess, BMI)—Clever, catchy rhythm number that builds into a big production. Loaded with nostalgia and a pop arrangement that could prove a left field winner. Flip: "What Became of Life" (Leeds, ASCAP). Warner Bros. 5686

GEORGIA GIBBS—LET ME DREAM (South Mountain, BMI)—A solid production ballad geared to today's market. In the vein of the Petula Clark hits with strong programing and sales potential. Flip: "In Time" (South Mountain, BMI). Bell 635

CHART

Spotslight—Predicted to reach the HOT 100 Chart

NANCY WILSON—One Kiss But You Leave (Cassell, ASCAP). CAPITOL 5564
TONY MARTIN—Ask Any Man (Jobete, BMI). MOTOWN 1088
THE BROTHERS FOUR—It Was A Very Good Year (Bell, ASCAP). COLUMBIA 42875
THE ROLLING STONES—Clap Your Hands (Sassa, BMI). R&B 467
ROY STEEL—It Means (M. & M., BMI). M.C.G. 12435
GEORGE MCLACHEN—Look For The Rainbow (Dot, BMI). TONES 118
SUE THOMPSON—Walkin' My Baby (Atlantic, BMI). HEAVY 1209
JIM LEARY—Shake It (T., BMI). TOWER 502
PAUL AND RENY RYAN—Don't Bring Me Your Heartbeats (Pendracis, BMI). MGM 13443

GINO PARKS—My Sophisticated Lady (Stilo, BMI). GOLDEN WORLD 32
THE BACK PORCH MAJORITY—That's No Way It's Gonna Be (Tradition, BMI). EAGLE 877
THE ELEAGUE—Put Yourself In My Place (Jobete, BMI). V.I.P. 39059
LUKE EFERI'S—L-O-U-I-E Your Life Through Me (Michael & Weller, BMI). REDWOOD 3088
THE FOUR LADS—All The Words (T., BMI). UNITED ARTISTS 443
ROSE GEORGETTE—Sweetheart Serenade (BMI). GOLDEN WORLD 73
PATTI'S GROOVE—It Won't Last Too Long (T., BMI). COLUMBIA 42414
THE KINKS—Crying Over You (Coca, BMI). IMPACT 1305
THE VICTORIANS—(Baby) Toys (MySongs, BMI). REPRISE 0634
THE SOULJIERS—(C'mon) Checkers (Cassell, BMI). KAPPAF 848

COUNTRY SPOTLIGHTS

TOP 10

RICK OWENS—WAITIN' IN YOUR WAREHOUSE LINE (South Coast Songs, BMI)—Make room at the top of the chart for this well-written rhythm ballad with a powerhouse Owens performance. One of his best ever! Flip: "In the Palm Of Your Hand" (Central Songs, BMI). Capitol 5566

WILBURN BROTHERS—SOMEONE BEFORE ME (Sure-Fire, BMI)—Powerful ballad material provides a hot follow-up to their smash hit "It's Another World." One of the duo's finest performances that will prove a chart buster. Flip: "Something About You" (Sure-Fire, BMI). Decca 31893

LORETTA LYNN—DEAR UNCLE SAM (Sure-Fire, BMI)—This heartbreaking message ballad composed by the performer should rapidly climb to the top of the chart. Exceptionally well written and performed. Flip: "Hurtin' for Certain" (Sure-Fire, BMI). Decca 31893

ERNE STYCHWORTH—I WISH (Acuff-Rose, BMI)—A hot follow-up to his "The D.J. Crook" is this tender and meaningful ballad from the pen of the performer. Fine reading of the material. Flip: "Crazy Me, Foolish You" (Acuff-Rose, BMI). Hickory 1358

KITTY WELLS—A WOMAN HALF MY AGE (Cram, BMI)—An exceptional lyric provides Miss Wells with another hit contender. Delivered in her unbeatable style, this one should last a long time on the chart. Flip: "When Your Little Horse Runs Down" (Wells, BMI). Decca 31881

CARL SMITH—WHY CAN'T YOU FEEL SORRY FOR ME (Gallico, BMI)—Merle Kúgore and Marvin Rainwater have provided Carl Smith with a powerful ballad which he performs tenderly. Loaded with sales appeal, it should top his "Let's Walk Away Strangers" success. Flip: "Why Do I Keep Doing This To Us" (Cedarwood, BMI). Columbia 43485

R&B SPOTLIGHTS

TOP 10

WALTER JACKSON—ONE HEART LONELY (Jyune, BMI)—Smooth, easy rocker with a powerful vocal performance should prove as big as his "Welcome Home." Flip: "Funny" ( Shapiro-Bernstein, ASCAP). Okeh 7236

CHART

Spotslight—Predicted to reach the R&B SINGLES Chart

BIG MAMA THOMPSON—Wring It On Home (tradition & Bros, BMI). ARKELLE 312

This record is predicted to reach the Top 40 EASY LISTENING Chart.

BILBOARD
“IT’S A SMALL WORLD”

THE MOST MASSIVE
EXTENSIVE
IMPRESSIVE

SONG PLUG
EVER!

HEARD AND SEEN
BY MULTI-MILLIONS
OF TV VIEWERS
OF THE

PASADENA ROSE PARADE
JAN. 1, 1966

ON NBC - CBS - ABC
AND CBC CANADA

DO YOU HAVE THE DISNEYLAND LP
(DQ 1289)

IN STOCK READY FOR THE ACTION?

IT’S A REAL BARGAIN
MONO $1.89 (SUGGESTED RETAIL) STEREO $2.89
For Week Ending January 8, 1966

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

Star Performers—LP’s on chart 13 weeks or less registering greatest proportionate upward progress this week.

1. **A M A N AND HIS MUSIC**
   - Marlene Dietrich, Capitol 3-0218 (2/94) 4
   - Tony Bennett, Capitol 1-0371 (2/94) 3

2. **THE SOUND OF MUSIC**
   - Original Cast, RCA LPM-1872 (2/94) 4
   - Original Cast, RCA LPM-1872 (2/94) 3

3. **WHIPPED CREAM & OTHER DELIGHTS**
   - The Ventures, Capitol 1-0843 (2/94) 4
   - The Ventures, Capitol 1-0843 (2/94) 3

4. **DECEMBER’S CHILDREN**
   - Bobby Vinton, Capitol 1-0021 (2/94) 4
   - Bobby Vinton, Capitol 1-0021 (2/94) 3

5. **GOING PLACES**
   - The Ventures, Capitol 1-0843 (2/94) 4
   - The Ventures, Capitol 1-0843 (2/94) 3

6. **THE BEST OF HERMAN’S HERMITS**
   - Herman’s Hermits, United Artists 8267 (2/94) 4
   - Herman’s Hermits, United Artists 8267 (2/94) 3

7. **MY WORLD**
   - Various Artists, Atlantic 7201 (2/94) 4
   - Various Artists, Atlantic 7201 (2/94) 3

8. **HAREM SCARUM**
   - Various Artists, Atlantic 7201 (2/94) 4
   - Various Artists, Atlantic 7201 (2/94) 3

9. **MY NAME IS BARBRA**
   - Barbra Streisand, Columbia CL-1552 (2/94) 4
   - Barbra Streisand, Columbia CL-1552 (2/94) 3

10. **TWO TO TANGO**
    - The Everly Brothers, Warner Bros. 1112 (2/94) 4
    - The Everly Brothers, Warner Bros. 1112 (2/94) 3

11. **THE JUKEBOX**
    - Various Artists, Capitol 1-0843 (2/94) 4
    - Various Artists, Capitol 1-0843 (2/94) 3

12. **THE LAST OF THE COOL**
    - Various Artists, Capitol 1-0843 (2/94) 4
    - Various Artists, Capitol 1-0843 (2/94) 3

13. **THE ROLLING STONES, NOW!**
    - The Rolling Stones, Atlantic 7201 (2/94) 4
    - The Rolling Stones, Atlantic 7201 (2/94) 3

14. **BOB PETERS**
    - Various Artists, Capitol 1-0843 (2/94) 4
    - Various Artists, Capitol 1-0843 (2/94) 3

15. **HANG ON SLOOPY**
    - The Beatles, Capitol 1-0021 (2/94) 4
    - The Beatles, Capitol 1-0021 (2/94) 3

16. **LOOKING THROUGH THE EYES OF LOVE**
    - Various Artists, Capitol 1-0843 (2/94) 4
    - Various Artists, Capitol 1-0843 (2/94) 3
GOLDEN RECORDS

IS PROUD TO PRESENT...

A Musical Tribute To...

One of our greatest presidents.

Golden Records salutes one of the nation's finest collegiate bands. The Southwest Texas State College Band, directed by Maurice Callahan, for its stirring contribution to America's musical lore.

Without the cooperation of Dr. James H. McCroicklin, president of Southwest Texas State College, this slice of living history could not have been preserved for posterity. In gratitude, Golden Records will donate royalties from this album to the college's educational fund.

President Johnson accepts a gold record of "THE PRESIDENTS' MARCHES" from GOLDEN RECORDS on the occasion of his signing the Higher Education Act of 1965 at San Marcos, Texas. Golden Records gratefully acknowledges this opportunity to participate in the President's far reaching educational program.

GOLDEN RECORDS 250 WEST 57th STREET, NEW YORK, N.Y. 10019
DDG Broadens Horizon; Enters
The TV Film Production Scene

HAMBURG—A new television film production company has been founded in Hamburg by the Deutsche Grammophon records firm, in partnership with the Studio Hamburg Grundig GmbH.

The new company, Polyphon Fernsehbau-GmbH, under the leadership of Hartmut Schulte, general manager of Deutsche Grammophon, has already sold its first two programs to the Catholic and Protestant churches in Germany for a decade or longer. GEMA has claimed that the church organizations are obliged to pay music royalties on the same basis as other organizations.

GEMA has even gone so far as to station its representatives in church congregations and groups to keep tabs on the amount of copyright music performed at church services and meetings.

The new law takes position that it is illegal to exempt the church from payment of taxes but to make them liable for payment of copyright royalties.

According to authorities believe that GEMA has been seriously damaged by that provision of the new law declaring the copyright society to be, in effect, a public service monopoly with roughly the same legal status as a public carrier or public utility.

Against background, GEMA has enjoyed a freewheeling no-man's-land status, legally, it was treated as a private club, and permitted to "cooperate" with the Ministry of Justice and Ministry of the Interior. Now, it is subject to both government supervision and regulation as a national monopoly.

This explains why GEMA is scur in on the new measure, and why its leaders feel the new measure may turn out to be a Pythian victory.

Beethoven's Tribut

PARIS—The Beethoven, all of whose previous disks have hit the record sales charts in France on Oct. 8, followed by Pathe-Marconi beginning the new.

Hamburg stands Norddeutsche Werbebergesellschaft, which produces TV advertising films for the TV network. The Nord- deutsche Werbebergesellschaft, in turn, is owned almost entirely by the German Radiokol and Radio and Television network.

Polyphon will not only draw on Grammophon's artistic and repertory resources, but will also bring to the TV network Gram- phon productions. Productions the TV network is based on Grammophon.

And it is assumed that Philips and Siemens hope to achieve the same standard of TV productions by Polyphon to sell TV equip- ment to European stations.

Copyright Reform Is Flat: GEMA

The new law tightens copyright protection over melody and radio and TV reproduction. It will enable West Germany to join the Berne Agreement of 1886 with its revised Brussels version of 1948.

Question Open

But it still leaves open the question whether a composer has the rights of ownership to his own works or can merely claim certain privileges.

Dr. Erich Schulze, GEMA's general director, gave the back of his hand to the Bonn parliament for ignoring major re- quests of GEMA in drafting the "reform" law. "Our lawmakers are still doing far too little for our country's spiritual and art- istic wealth," Schulze said.

The new law may thus be interpreted as a backhander to the Bonn parlia- ment for ignoring major re- quests of GEMA in drafting the "reform" law. "Our lawmakers are still doing far too little for our country's spiritual and art- istic wealth," Schulze said.

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 Scholastic Out Of Exile

BERLIN—For the first time since it was banned by Hitler, the Felix Mendelssohn-Bartholdy Park Summer Festival will be awarded in Berlin in 1966, after a gap of 33 years. The park's award was originally established in 1878 when Prussia established the scholarship in appreciation of the gift of 48 musical com- positions of Mendelssohn in his own hand by the family.

Each year the award was made in another area of musical composition and this year it will be organ and composition. Winner will play a concert at the Akademie der Kuenste each year.

January 8, 1966, BILLBOARD

U. S. Films Ride Japan Crest

Tokyo—United Artists' "Thunderball" is attracting thousands of people every day at the Hibiya Theater. James Bond—Sean Connery, having completely captured Japanese youngsters, designers are now turning out clothing, teen magazine and other accessories to further boost the sales; the film was released in the surf of this hoopla. Tom Jones has again released the theme song, "Thunderball"—which was marketed by United Artists and is now available on the new 18-track record. Jones again recorded the theme song. This single is also con- tinuing its upward sales spiral.

One more picture drawing jammed audiences daily is Div- ey's "Mary Poppins" at the Yurakuza Theater. The sound-

track that was marketed by Nippon Columbia about six months back is now indicating a marked gain in sales. The disk is estimated to reach 100,000 at the lowest. 30,000 is generally considered the best sales in Japan as far as an album is concerned. The film is currently doing better than any other release this year, "Chin, Chin Chari."
THE SUNRAYS
HAVE ANOTHER HIT

ANDREA
b/w
YOU DON'T PHASE ME

EXCLUSIVELY ON
tower 191
HAMBURG
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THE GREATEST TALENT ON RECORDS
### BEST-SELLING SINGLES

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Freedom's Child</td>
<td>Alexys</td>
<td>16796</td>
</tr>
<tr>
<td>Run to me Baby</td>
<td>Pat Boone</td>
<td>16408</td>
</tr>
<tr>
<td>Young and Foolish</td>
<td>Eddy Fisher</td>
<td>16779</td>
</tr>
<tr>
<td>Nobody likes it but us</td>
<td>Sharon Garrison</td>
<td>16770</td>
</tr>
<tr>
<td>Can't Stand to Be in Love</td>
<td>Michelle</td>
<td>16793</td>
</tr>
<tr>
<td>One Has My Name</td>
<td>Billy Vaughn</td>
<td>16409</td>
</tr>
<tr>
<td>My Name</td>
<td>BARRY YOUNG</td>
<td>16756</td>
</tr>
</tbody>
</table>

### ALL TIME HITS

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Love Walked In/From the Vine Came the Grape</td>
<td>The Hilltoppers</td>
<td>45-113</td>
</tr>
<tr>
<td>P.S. I Love You/Trying</td>
<td>Pat Boone</td>
<td>45-110</td>
</tr>
<tr>
<td>Love Letters in the Sand/I'm A Wonderful Time Up There</td>
<td>Pat Boone</td>
<td>45-106</td>
</tr>
<tr>
<td>Don't Forbid Me/April Love</td>
<td>Pat Boone</td>
<td>45-109</td>
</tr>
<tr>
<td>Ain't That a Shame/Friendly Persuasion</td>
<td>Pat Boone</td>
<td>45-108</td>
</tr>
<tr>
<td>Moody River/Speedy Gonzales</td>
<td>Pat Boone</td>
<td>45-107</td>
</tr>
<tr>
<td>The Shifting Whispersand, Part I/The Shifting Whispersands, Part II</td>
<td>Billy Vaughn</td>
<td>45-106</td>
</tr>
<tr>
<td>A Swingin' Safari/Blue Hawaii</td>
<td>Billy Vaughn</td>
<td>45-104</td>
</tr>
<tr>
<td>Wheels/Orange Blossom Special</td>
<td>Billy Vaughn</td>
<td>45-102</td>
</tr>
<tr>
<td>Calcutta/Baby Elephant Walk</td>
<td>Laurence Welk</td>
<td>45-101</td>
</tr>
<tr>
<td>Last Date/Yellow Bird</td>
<td>Laurence Welk</td>
<td>45-100</td>
</tr>
</tbody>
</table>
**ARGENTINA**

- "AIME" (Almeer, Voce di Gino) - Maela
- "BELLA" (Faleres, Cintia) - Salsa
- "MAMMA" (Grande, Ofelia) - Ranches
- "LORD OF THE DAY" (Riza, Campesino) - Pache

**ITALY**

- "LA SIRENE" - Dalila (Barclay)
- "BOBBER" (Rizzoli) - Stereo
- "TEARS" (Columbia) - Cottoleno (Claro)
- "VALDO" (Pacheco, Raus) - Riza, Payno (RCA)
- "LITIO" - (A. De M. N. Mily) - Macsor (RCA)

**NEW ZEALAND**

- "TURN TURN TURN!" - 2 A LOVERS CONCERTO
- "GET OFF OF MY CLOUD!" (Rolling Stones, CBS) - CBS
- "COME TO THE CITY!" - 100,000 (CBS)
- "LONDON" - Feeding (CBS)
- "LITIO" - (A. De M. N. Mily) - Macsor (RCA)
- "THE END" - (CBS)

**SINGAPORE**

- "MIDNIGHT RIDING CLUB" - (CBS)
- "THE END" - (CBS)
- "THE CHILDREN" (CBS)
- "PAPA-DOOK-AWOO-WOW!" - (Par)
- "WOOLY ROLL" - (Sony)
- "SAY DADDY DADDY" - (CBS)
- "MAYBE" - (CBS)
- "MAYBE" - (CBS)
- "MAYBE" - (CBS)

**SOUTH AFRICA**

- "CALIFORNIA GIRLS" - (A&M)
- "COME BACK SILLY GIRL!" - (Parlophone)
- "HUNGRY FOR LOVE" - (Polydor, Parlophone)
- "BLOW MONDAY" - (CBS)
- "RAY LIGHT" - (CBS)
- "HAPPY HAPPY CRACKER!" - (Decca)
- "THE END" - (CBS)

**MUSIC CAPITALS OF THE WORLD**

- **Continued from page 24**
- "HAPPY HAPPY CRACKER!" - (CBS)
- "THE END" - (CBS)

**FRANCE**

- "LES MARINNETTES" - (CBS)
- "LES MOUSQUETAIRES" - (CBS)
- "LES PLUSTORS" - (CBS)
- "LES PRIMIERS" - (CBS)
- "LES RARITITES" - (CBS)
- "LES RIVIERES" - (CBS)

**SOUTH AMERICA**

- "CHICAS" - (CBS)
- "MUY BONITO" - (CBS)
- "BESO GIRL" - (CBS)
- "NAMIDA" - (CBS)
- "SEBASTIEN PEREZ" - (CBS)
- "PASADENA" - (CBS)
- "AGAYL" - (CBS)
- "SOUTH AMERICA" - (CBS)

**PHILIPPINES**

- "WISHING IT WAS YOU!" (Columbia) - Mays, Mays
- "PAPA GO" - (CBS)
- "MAYBE" - (CBS)
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COUNTRY MUSIC

'C&W MOST POPULAR IN GERMANY'—WALKER

By ELTON WHIDEBUIJNT

NASHVILLE—Country artist Billy Walker, who proved a big hit on a tour of military bases in Germany last month, will record in the United States next week (28) for the German market.

Walker, Columbia artist, will go to New York to do two of his hits, "Charlie's Shoes" and "Cross the Brazos," phonetically with the aid of German artists.

Walker, who will return to Europe for another tour next summer, said country music is growing tremendously in Germany. "We had a great reception from the German public wherever we played," he said. "Among U. S. servicemen, country music is the most popular of all forms."

Walker made the tour with the Willis Brothers, who also scored handsomely on the trek. The performers not only played to U. S. servicemen, but at every stop there were many German civilians. Some of their shows were broadcast by the U. S. Armed Forces Radio net-

work, which is heard all over Europe.

The Walker-Willis show set attendance records at several stops, most notable at the NCO Club in Munich, where more than 1,000 jammed the big hall, with many standing.

Walker said proof that country music is the biggest thing in Germany is that the most popular German recording artist is a "German cowboy" singer who wears Western dress with guns and all. His records are the biggest sellers and he is on national TV, Walker re-

ported.

C&W Talent Increased for Du Quoin Fair

NASHVILLE—Two country music shows, to be presented Aug. 27-28, were set by the Du Quoin State Fair, Du Quoin, Ill., last week through Nashville agent Bob Neal and General Artists Corp. Talent for Aug. 27 includes Marty Robbins, Flatt and Scruggs and other are being added.

Geo. Champion Dies

HOUSTON—George R. Champion, pianist with the Utah Carl Braden on the KTKK-TV "Cowl Coast Jamboree" show, died last week of a heart attack. Champion also played guitar and sang. He had been in apparent good health and had performed at a local club the night before his death.

KGBS TO GO COUNTRY WAY

LOS ANGELES—KGBS, 50,000-watt Storer daytime outlet, switched to a country music format Jan. 3. General manager Dale Peterson announced the station would retain its present air personality staff. For more than a year, KGBS has been airing taped programs.

Johnny Cash Pleads Guilty

EL PASO, Tex.—Johnny Cash pleaded guilty in U. S. Dis-
tribut Court here last week (28) to a charge of illegal possession of 668 sedatives pills, a stimulant, and 475 ephedrine tablets, a tranquilizer. Sentence will come later.

Maximum penalty is $1,000 fine, one year in prison or both.

The Fair Saints

THE TRADE WINDS

Port Lauderdale

Host to the Country Music Association Quarterly Board Meeting Jan. 10, 11

THE FAIR SAINTS

Owned and Operated by

THE FAIR SAINTS

34

Billboard SPECIAL SURVEY for Week Ending July 9/14

This Week Last Week TITLE, Artist, Label, Number & Publisher Weeks on Chart

1 RIDE TO THE SKY, Porter Wagoner, RCA Victor LPM 2696 (RCA Victor)
2 I'M GETTING Tired OF TRYIN' TO BE SO NICE, Red Sovine, RCA Victor LPM 2689 (RCA Victor)
3 WON'T YOU COME HOME, A Quarter of a Century Ago, Bill Edwards, RCA Victor LPM 2691 (RCA Victor)
4 THE LOVE OF MY LIFE, Billie Holiday, Columbia 4026 (Columbia)
5 THE BEST OF THE BEST, Billie Holiday, Columbia 4025 (Columbia)
6 YOU'RE THE BEST THING THAT EVER HAPPENED TO ME, Billie Holiday, Columbia 4028 (Columbia)
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January 8, 1966, BILLBOARD
HERE'S TO THE NEW YEAR!

CHARLIE LOUVIN

"You Finally Said Something Good"
(Capitol 5560)

Coming Jan. 10
"The Many Moods of CL"
Capitol T2437
YESTERYEAR'S COUNTRY HITS
Change-of-program programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—5 Years Ago
January 9, 1961
1. North to Alaska, Johnny Horton, Columbia
2. On the Wings of a Dove, Ferlin Husky, Capitol
3. I Missed You, Jim Reeves, RCA Victor
4. Escape Me, Buck Owens, Capitol
5. Fallen Angel, Webb Pierce, Decca
6. Window Up Alone, George Jones, Mercury
7. Sweet Dreams, Don Gibson, RCA Victor
8. I Am Losing You, Jim Reeves, RCA Victor
9. I Think I Know, Marion Worth, Columbia
10. Alabama, Conway Twitty, Starday

COUNTRY SINGLES—10 Years Ago
January 6, 1956
1. Sixteen Tons, Tennessee Ernie, Columbia
2. Love, Lost, Webb Pierce, Decca
3. Fat Brink and Be Merry, Porter Wagoner, RCA Victor
4. Forgive Me, Red Sovine, Capitol
5. Elvis Presley, Sun
6. Ricky Nelson, Eddy Arnold, RCA Victor
8. I Feel Like Being in Love, Jimmy Smith, Columbia
9. Evelyn Keys, Faron Young, Capitol
10. Beautiful Lies, Jean Shepard, Capitol

COUNTRY SCENE
By ELTON WHISENHUNT
FOR A PAL—Smokie Wayens, who fronts the band at the Village Barn, Seattle, Mo., felt recently and was out of action for several weeks. Local artists and musicians posing it, registered a fund-raising program for him and brought in some welcome cash. Headliners were Webb Pierce.

ABC-Para. Cuts Wade, Duncan In Nashville
NASHVILLE—Fred Carter, manager of ABC-Paramount's Nashville operation, has signed Johnny Duncan and will record him this month as the label launches its entry into the country field.

ABC-Paramount recently announced the opening of a Nashville office, effective Jan. 1. First artist signed by ABC-Paramount was Wade Ray, Carter, produced a single with him recently.

Carter's temporary office is at 812 17th Avenue South. When Columbia Records' office building at 804 16th Avenue South is completed, in about two months, he will have a suite there.

Artists Support U. S. Servicemen In Vietnam
NASHVILLE—Three recording artists took part in this half-hour taped radio show, produced by Vanderbilt University students, which supports U. S. servicemen in Vietnam. The show was broadcast several times last week in Vietnam and is being repeated this week.

Singing a song and giving a statement of support were Eddy Arnold, Chet Atkins and Skeeter Davis. Also making support statements were Guy Franti, Clement, Mayson Beverly Britly, Vanderbilt Chancellor Alexander Heard and Clyde Lee, All-American basketball star at Vanderbilt.

The show was a part of a demonstration of support by Vanderbilt students of U. S. servicemen in Vietnam. Other phases of the support project was a blood drive which brought 200 pints, a petition with more than 2,000 signatures and a campus rally attended by Brig. Gen. Waid Larson, President of the 101st Airborne Division.
NEW YORK—More American composers are assuming a role in performing music than ever before. The continuing boom in this country's musical scene has been reported in "Concert Music USA, 1966," the 15th annual edition of the brochure, which BMI (Broadcast Music, Inc.) has compiled each year since 1951. The number of American symphony orchestras has more than doubled, from about 600 in 1939 to 1,367 (as of September 1965), which is more than half of the world's 2,000 symphony orchestras.

Sales of musical instruments, accessories and sheet music have increased more than 819 per cent, reaching an estimated $810,000,000 in 1965. This represents a 81.9 per cent increase in the number of people who play musical instruments.

In 1965, an average of 13,793 hours of concert music per week was broadcast in the U. S., with an estimated 49,000 bands and 8,000 "stage" bands.

According to the BMI survey, classical music accounted for 12 per cent of America's $514,700,000 LP record sales, over half of the world's disk market, in 1964. The quality and variety of recordings on all labels.

There are more than 63,000 instrumental music organizations in all the schools in the U. S., with an estimated 40,000,000 active musicians, 49,000 bands and 8,000 "stage" bands.

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ALBUM REVIEW POLICY
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is noted within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LPs are listed under their respective categories.

First Big Monster of 1966
New York Rock Hit
“WHAT HAVE I NOW’
by
FROGGIE & HIS FRIENDS
on Chess Records
HOOKSHOT PUBLISHING CO. (BMI)
9358 James So.
MINNEAPOLIS, MINN.

SPECIAL MERIT PICKS
Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT
IT’S A MAN’S WORLD
Ed Ames, RCA Victor LPM 3460 (N); LSP 3460 (S)

POP SPECIAL MERIT
LET IT ALL OUT
Nina Simone, Phillips PHM 200-202 (N); PHS 600-202 (S)

POP SPECIAL MERIT
THE DUKE AT TANGLEWOOD
Duke Ellington/Boston Pops Orch. (Director), RCA Victor LM 3857 (N); LSP 3857 (S)

POP SPECIAL MERIT
PUT YOUR HEART ON MY SHOULDER
Si Zentner & His Orch., RCA Victor LPM 3464 (N); LSP 3464 (S)
Si Zentner has set his sights on a dancing mood in this set and the result is one of the most pleasant LP’s of the year. Many of his crowd pleasers are included here and this album makes a fine addition to any collection.

SPOKEN WORD SPECIAL MERIT
COLERIDGE
Various Artists, Argosy RG 438 (M); “The Rime of the Ancient Mariner,” “Kubla Khan” and other famous poems by Samuel Taylor Coleridge, receive stirring readings here. The powerful voices of Richard Barry, Thomas Worth, Hudnut and Robert Hardy make the poetry all the more potent.

SPECIAL BREAKOUT
NO NATIONAL BREAKOUTS THIS WEEK

PROMINENT ARTIST
JOYRIDE
Stanley Turrentine, Blue Note 4201 (M); 4201 (S)

SHANGRI-LAS...65!
Red Bird 20-104 (M); No Stereo

EL BRAVO!

ONLY THOSE IN LOVE
Baby Washington, Sue LP 1042 (M); No Stereo

SPANISH GREASE
Wille Bobo, Verve V 6801 (M); 6801 (S)

RUN, BABY RUN
Newbeats, Hickory LP 128 (M); LP 128 (S)

YOU’VE GOT TO HIDE YOUR LOVE AWAY
The Stirks, Fontana MFP 27548 (M); SRF 7548 (S)

BREAKOUT ALBUMS
The Mark Twain Riverboat, a robust caviar below the Empire State Building, has big-band fans afloat in just Old Manhattan. With a seating capacity of 700, the room has been named on big band exclusively and has become a favorite spot for persons desiring the kick of a big jazz band. Credit for the big-band policy belongs to the energetic Walter Alexander, who convinced the Longchamps restaurant chain, which operates the room, to give live band music a chance. Riverboat alumni include Si Zentner, Woody Herman, Leo and Elroy Elgart, Lee Castle and the Jimmy Dorsey orchestra, Ray McKinley and the Glenn Miller orchestra, Lionel Hampton, Art Mooney and Count Basie. A recent item about the Connecticut Traditional Jazz Club prompted The New Haven Register’s feature editor, Rocky Clark, to write that the State is blessed with still another maverick fan club, the Dixieland Society of Southern California. “The DSSC is now in its fourth year, writes Vice-President Clark, “we have a membership close to 200 Dixieland enthusi- asts who enjoy our monthly sessions which feature such stars as Wild Bill Davison, Bobby Hackett, Clyde Clayton, Jimmy McPartland, Bob Freeman, Conrad Janis, and once we even had the Chris Barazza Jazz Band from England. The name guests perform with the Society’s own Dr. (D.D.S) H. Lincoln During” in sopranos saxophone; Superior Court Judge Herbert MacCurtain, on banjo and plain old Johnny Vine on Vocals. The club broke from the DSSC two years ago because the former group favors the New Orleans style: the latter group leaning toward the Chicago and New York styles.

Columbia Records will release Volume 2 of the “Eltington Era” next March to tie in with a second Billie Holiday set. Frank Driggs is the a&r man handling the special package sets, . . . Highly mentioned is the album that features the pres- ident of England’s Ember Records, is the owner of the Plamino Club, a modern jazz club in London. As a result of Kruger’s efforts, Ember releases products by such English luminaries as the Jews, Jakey, Charlie, Ronnie, Sonny, Ronnie, Bette, Bob and Harry Klein. Kruger’s club has been in operation 17 years and attendance in 1965 set a record.

Sug’s Saloon in lower Manhattan has become a hangout for a score of modern jazz worldwits, mostly unknown. Club is located on Third Street between avenues B and C . . .

Two new jazz clubs in Dallas are the Blue Note and Villager . . . The new Living Room in Cincinnati is the latest room booking jazz, with Maynard Ferguson’s sextet the first con- tingent in the room . . . Count Basie’s new vocalist, Bill Hender- son, and the band were featured on a recent CTSVX’s “Chal M for Music” stanza . . . Philadel- phia’s 24-hour jazz station, WHAT-FM, has increased its power output . . . WHFS-FM, Baltimore, has gone to jazz programming in stereo from 6 a.m. - 1 a.m. . . .) (N). (S) . . . New York, which specializes in avant-garde sounds, has added a few LP’s, bringing its total catalog to 19 packages. Some of the new titles are quite interesting, to wit: “New York Eye and Ear Control.” The “Heliocentric Worlds of Sun Ra,” and the “Chronicles with the Six Insiders.”

JAZZ BEAT
Spots From the Field

CHRISTMAS RECORDS
by
CHRISTMAS RECORDS

NEW PRODUCTIONS
POPULAR
THE BEST OF DUANE EDDY
RCA Victor LPM 3477 (N); LSP 3477 (S)

LESTER LANAY AT THE COUNTRY CLUB
Phillips PSM 209-142 (M); PHS 600-142 (S)

LA GUAPACHORAS GREAT BEATS
Coming Latin
Santana Secretos, Columbia EX 1251 (M)

LOW PRICE POPULAR
MADE IN HOLLYWOOD
Various Artists, Survey 9111 (M)

BILLY EDWARDS: BATPIE ON BROADWAY
Various Artists, Survey S 1809 (M)

THE BIG GUITAR
Various Artists, Survey S 1814 (M)

TWILIGHT TONE
Erving Shub & Bob Balson, RCA Camden CXL 390 (M); CAS 390 (S)

THE MOONGLOW BAND
Henry Mancini, RCA Camden CXL 738 (M); CAS 738 (S)

COUNTRY
THE BEST OF BIRMINGHAM AND JERSEY
RCA Victor LPM 3474 (N); LSP 3474 (S)

CHARLIE MOORE
Sunday MFP 326 (S)

CLASSICAL
RUSSIAN AND LUDMILA (3-LP) (P)
Barbirolli, Philharmonia, Regent (M); RSO 21406.426 (M)

SCHUBERT: ROSAMUND
Various Artists, Philips PHS 908-068 (M); PHM 908-068 (S)

BEETHOVEN: PIANO SONATAS
Various Artists, MCA 3705 (M)

SCHUMANN: MANF E FLAT
Vladis Ahrmany, Philips PHS 906-925 (M); PHM 906-925 (S)

VITALI: VIOLIN SONATAS
Various Artists, Philips PHS 890-890 (M); PHM 890-890 (S)

COMEDY
I’M SO GOOD THAT I DON’T HAVE TO BRAG!
Bob and Carol, Capitol 4022 (M)

INTERNATIONAL
FADOS DE COIMBRA
Various Artists, Philips MFP 5454 (M); MFP 5454 (S)

EL LEON
Leo Denn, Columbia EX 1472 (M)

SEEN ALBUM REVIEWS
ON BACK COVER

JOYRIDE . . .
Stanley Turrentine, Blue Note 4201 (M); 4201 (S)

SHANGRI-LAS...65!
Red Bird 20-104 (M); No Stereo

EL BRAVO!

ONLY THOSE IN LOVE
Baby Washington, Sue LP 1042 (M); No Stereo

SPANISH GREASE
Wille Bobo, Verve V 6801 (M); 6801 (S)

RUN, BABY RUN
Newbeats, Hickory LP 128 (M); LP 128 (S)

YOU’VE GOT TO HIDE YOUR LOVE AWAY
The Storks, Fontana MFP 27548 (M); SRF 7548 (S)

Billboard January 8, 1966
CMA's 'Performance'
A Giddyup Go-Album

LOS ANGELES— "Original Hit Performance," an album sponsored by the Country Music Association that features 25 of the greatest country music artists of all time, has now sold more than 600,000 copies. Martin Gilbert, producer of the album, said that most of the artists were in sales of the premium album, which is sold through country radio stations, via advertising on radio stations and TV outlets.

Here's how three metropolitan: New York outlets fared: WJRZ, the Newark, New Jersey radio music station, accounted for more than 15,000 sales via spot advertisements scattered through October, November, and December. WNEW-TV, attracting 9,000 sales in a four-week advertising period, CBS-TV accounted for 5,000 sales as the result of advertising one week on an all-night show.

Around the nation, WHAS-TV, Blux, Miss., brought in 2,000 sales; KFOX radio in Los Angeles is past 8,000 sales; SRRK radio, Sacramento, Calif., did 6,000 as the result of three weeks of advertising. WWVA, Wheeling, W. Va., did "phenomenal," said Martin, while his other sales were "better than expected." (Continued on page 40)

Suburban Entries
Facing Stiffer Study

WASHINGTON — FCC has decided to use policy calling for a closer look at applicants for "suburban" radio stations who will really cover more than one area, or reach into nearby "urban" area, or reach into nearby "urban" area. The FCC requirement regarding programing on self-styled suburban radio stations will affect the 13 applicants for Los Angeles' big rocker KRLA, in interim operation under Oak Knoll Broadcasting, a California educational entity.

In last week's policy state- ment, the FCC said that in the future, when two or more applicants compete for a so-called suburban radio station allocation, the winner will be the one who truly intends to program for the immediate community. FCC wants to halt the trend to suburban stations that are actually "substandard met- roplitan stations," The FCC says these powerhouse suburban bypass local advertisers in favor of syndicated or national advertising, and cater to city rather than local community needs.

If a suburban applicant indicates that he intends to reach well beyond his own commun- ity and into one of 50,000 or more persons (or one double the station's community popu- lation), he will have to meet the more stringent rules and technical requirements for the metropolitan station.

Country Riding High
As More Stations Join Swing

One of the most convincing arguments that could possibly exist for country music is the success of WJRZ, Newark. In less than two months in a tight playlist country music format, the metropolitan station gained virtually 100 per cent in audience! A Pulse 18-county re- port issued last week revealed the station's 15,800 listeners in the morning, 5 in the afternoon, and 4 in the late evening. WJRZ president Lazër Eman- stall said "a large dramatic audience upsurge in radio history. The report covered the last six months of the station's time on air.

The Pulse figures only confirm what we have known ever since Sept. 15," Eman- stall said. "...country music is the most dramatic, and dynamic music in America today. It's the heart and soul of America. Our audience rise is just beginning. We will be up hundreds of points in the next many months. And country music will grow with us."

Other indications of the sta- tion's success, besides a tremen- dous growth in advertising, are: Applications for membership in the WJRZ country club came into the station in such num- bers that a mailing service had to be retained to process them; a recent live concert promotion featuring Eddie Arnold was sold out days before the show; a second show slated for Jan. 23 featuring Little Jimmy Dickens, Roy Price, Webb Pierce, and Red Sovine in Newark's Sym- phonh Hall received 60 letters requesting tickets for the single $4 tickets in the first day's mail after the show was announced. Norman Roslin of WJRZ pre- viously announced that another show for the station. The station is going to experiment at the show with selling thousands of records outside the artists featured. If the project succeeds, albums will also be sold at the

Country music wouldn't make it in markets with only one country music station or two, said Dave Peterson, country sales manager at WJRZ in Newark. "They won't be able to keep away from it. New York is a good example. It's got to happen. I give it about six months." Peterson said he didn't believe there's any saturation point for country music in any city, given the variety of the field. "You could have country music on another station, and there's no way you could make it."

The show will be called "The Wilburn Brothers Show Rolling.

NEW YORK — The syndi- cated TV "Wilburn Brothers Show" is to have 38 markets, Teddy Wilburn said last week. Twelve more markets are slated for country music in early 1966. Based on the popularity of the show, Decca Records is cutting a show album featuring all 38 artists. On the show and guest artist Ernest Tubb. The LP is slated for Feb- ruary release.

The reason for the success of syndicated country music such shows, he says, is that "they can't take a steady diet of pop stories and songs, ". They can be as close as ours offer a change of pace. That's why people are watching these shows that are not dyed-in-the-wool country fans. But they're becoming fans. He said the Wilburns show was No. 1 in 80 per cent of the markets against the competition.
VOX JOX

John Thacker, former WTRK program director, is now in same spot with WCMJ, Ashland, Ky. Dust Reeves, former program director and Geyer Broadcasting personality, has also joined the tri-State outlet. Charles D. Rees II reported that WCM1-FM is now broadcasting 18 hours a day in stereo.

Franklyn McCormack, all night air personality at WGN, Chicago, has recorded a second album of poetry reading—"Another Evening With Franklyn McCormack." The LP captures the atmosphere of his poetry-mood music radio show.

Dusty Rhodes, WSAI, Cincinnati, program director, is the father of a boy, his second. Warren Wynn, deejay at WSTR, Sturges, Mich., is promoting his first country music show Jan. 22. The two-hour show will headline George Hamilton IV.

Gray Flannel Productions reports that a "British Diction- ary" promotion pamphlet sold to stations on a 50-50 co-op basis with Capitol Records is doing great. Stations said to be giving the thing away at record hops and record dealers include KJMN, Denver; WLS, Chicago, and KFWB, Los Angeles.

Monument Records, to promote its "Once in a Blue Moon" album, launched a barrage of business at stations. The album features Johnny Janis, backed by the music of Don Costa. Producer was Hugh M. Hefer, founder and publisher of Play- boy magazine, who delivered albums to Dick Whitley, KDKA, Pittsburgh; Harold Lake, WJR, Detroit; Dee West, WKNR, Cin- cinnati; Charles D. Rees, WQVI, Detroit; Hugh M. Hefer, Holiday Hill, and others.

One of the most successful radio station promotions ever at- tempted (successful in that it reached both the advertising field and its listeners) is WNEW's "Music Spectacular" series. The New York Easy Listening outlet launched the many-a-year, half-hour live shows four years ago. For this past Christmas Day, the station presented a special full hour featuring Tony Bennett and Count Basie and his band. Emcees of the lavish event was air per- sonality William B. Williams.

The series, budgeted about $10,000 a show, has featured Jack Jones, Sammy Davis, Eydie Gorme, Steve Lawrence, Vic Damone, Jane Morgan, Robert Goulet, Duke Ellington and his band, Jerry Vale, Connie Francis, Trini Lopez, and Buddy Greco.

About 3/5 of the advertising field attended the taping of the recent "Music Spectacular" held at the Basin Street East night club. Program director Verner Paulson welcomed the group and introduced the station's staff. General Manager Harvey Glasscock thanked the advertising fraternity "for one of the best years we've ever had." Then Wil- liam B. Williams was introduced and he, in turn, introduced some of the station's air staff, then Count Basie and then Tony Bennett.

Among the songs Bennett sang were "If I Ruled the World" and "I Hit the Ground" by Jack Jones. "I'll Walk Alone" by Barbra Streisand and "Love, Love, Love" by Tony Bennett and his group came through strong on various insturments. The show was aired 11 noon Christmas Day. At top right, Tony Bennett at work in the recording during the taping. Be- low in middle, William B. Williams chats with Bennett, left, and Count Basie, right. At bottom, left, the picture features in the front row Pete Myers, air person- ality; Harvey L. Glasscock, vice- president and general manager; and Verner Paulson, program di- rector; in the top row, Jim Lowe, air personality, count Basie; Wil- liam B. Williams, and Bennett. At bottom right, Glasscock chats with Bennett, who mingled with the audience between turns at the mike.

Chicago was a "pretty good" market for the album and Seattle was "not bad.

The all-country music for- matted stations did, on the av- erage, much better in sales of the album than those stations that only carried some country music programs, Martin said, in- dicating some strong sales in- fluence by these all-country stations.

Martin, who heads Martin Gilbert Advertising in Los Angeles and is a mail-order album business, re- ported that the royalties paid to the CMA have already ex- ceeded the $85,000 guarantee. The album project, announced at a meeting of the CMA last June in Chicago, features a stringy cast of country music artists. All labels and publish- ing companies waived their rights in order to make the album possible. Roy Horton of the CMA was largely respon- sible for handling the negotia- tions. Labels included Capitol, Columbia, Decca, Hickory, Mercury, MGM, RCA Victor, and Starday.

The album is booming in sales, as said. A native of New York, Gilbert has ac- quired a "good grasp" of the sales effectiveness of radio and TV in his 12 or so years in the mail order album business. His first such album that gave him his start was a rock 'n' roll album featuring unknown art- ists singing his songs. "It isn't worth a quarter today," he la- mented.

Martin attended both City College of New York and the University of Southern Cali- fornia. An Air Force veteran, Martin went to Hollywood when he got his discharge in 1946. He went to work for "a very small salary" at a little adver- tising agency. In 1949-1950, he got into TV at the ground floor by buying time from TV sta- tions and programming old movies for which he sold the advertising himself.

Today, although the mail- order record business has many pitfalls that can only be avoided by an experienced, polished pro- fessional, Martin feels he does fairly well, "especially when you consider I have three- men or distributors or dealers to worry about."
**Radio-TV Programming**

**Country Rides High as More Stations Join Swing**

*Continued from page 39*

Hartley Samuels, WTIE general manager and one of the station's owners, took over the old WYFY operation at Rochester Fair, Garden City, L. I., Oct. 16. And "I know I had to make a change in order to make a stir with the station."

A veteran broadcaster, Samuels was general manager of WABC, New York's Hot 100 powerhouse, in 1953-1954. He then owned stations in the Midwest. It was a letter from (Bob Scott) Hensler, an assistant program director at WHN in New York, that led to the new format launched Jan. 1. The letter from Hensler was so "terrific" that Samuels arranged to have lunch with him, though he had no intentions of following Hensler's suggestion to "go country." [Conducted Research...]

But one thing led to another and Samuels began to conduct some research. He talked to Carl Brenner, vice-president and general manager of country radio WMWD in Baltimore. He surveyed 75-80 jingle boxes on Long Island. He talked to record men who told him that country music record sales were going fairly well on Long Island even without a country music station to give them a push.

Well, that led to a trip to Nashville. Samuels said he went down there to take advantage of the possibility of featuring a semi-folk-south country format... "play records by Peter, Paul & Mary and such acts as well as country records." But he came back from Nashville "a convert" to country music.

Country music is not a fad, he said. "I found out that it's not necessary to play it safe. The more I see what is happening, the more I think country music is one of the original contributions of America—the other jazz—to the music world. It's always been here, although some of us weren't aware of it."

The new country music format, said Samuels, "is the most exciting thing I've done in radio." The daytimer will feature a top 35 playlist with country classics, pick hits, LP selections, a request and a hymn thrown in during an hour's time.

Bob Scott Hensler will be the station's program director, plus handle air chores. Other air staff includes Wes Riccardi, Jim Norton, and Charlie Kaye.

**Kmor Switch**

In Salt Lake City, KMOR switched to country music Dec. 26. Previously, the station had programmed Hot 100 music, bucking two other stations in the city. Program director Bill Rose said the 24-hour outlet hopes to capitalize on the fact it is a 24-hour operation. "The initial reaction from agency people and the public in general has been good, and very encouraging," Rose said. The station is playing Dean Martin's "Hound Dog" and Timi Yuro's "Once a Day" because "they're good," Rose said. He thanked Mrs. Jo Walker, executive director of the CMA, and Pamper Music for all the help they did to bring the station to the air.

**Weet, Richmond, changed to country music Jan. 1 after a popular music format since the early 50's. WKWS, Rocky Mount, Va., went country about four or five weeks ago. KMOM, Great Falls, Mont., is having "fantastic" success with its 24-hour country operation launched Sept. 15, said sales manager H. w. r. Treverton. "We're about the only station in Montana with country music full-time and our signal reaches clear to the eskimos at night."

The more you try country music, the more you keep country music," said KMON manager, H. u. e. McWhorter.

**Lyons Fund Tops 449G**

CINCINNATI — The 1965 Ruth Lyons Christmas Fund broke all past records in its final total of $449,277.61. The money is used to buy toys, books and other gifts for needy children in the Crosley Broadcasting area.

The drive is conducted annually from "early" October to Christmas time, by television's Ruth Lyons on her "50-50 Club" program, seen daily on Crosley Broadcasting's stations in Cincinnati, Dayton and Columbus, Ohio, and Indianapolis.

More than $45 million has been contributed to the fund by viewers and listeners since Miss Lyons made her first radio appeal in 1939.

**Wcam Bought By Chess Label**

CAMDEN, N. J. — Leonard and Philip Chess, owners of the Chess, Checker and Cadet record labels out of Chicago, where they also own radio stations WVOH and WSDM, have purchased city-owned radio station WCAM. The local station went to the Chess brothers for $1.4 million, payable over a three-year period.

WCAM, which had been operated by the city for 39 years, banded rock 'n' roll programs a few years ago and geared its programming to "family radio with standard pop music, news and public service shows. The new owners may lean toward the Hot 100 format with emphasis on blues and rock 'n' roll."

The station operates on 1,000 watts during the day and 250 at night, but new owners aim to beef up the wattage to 5,000 watts day and night as allowed by the FCC's classification of WCAM. Fact that WCAM beams into the Philadelphia market across the river enhances its value.

**Three Star Picks Record World—Dec. 18, 1965**

**Fly by Night (ASCAP)**

**Lucy Lee—Shalamar 101**

New singing discovery Lucy shows her talents on two good ballads here.

**Shalamar Music**

Contribute to the Nat King Cole Cancer Foundation Box 6590, Cheshaw Station L.A., Calif. 90008

**Khj**

America's Most Imitated Radio Station Is Searching For A 9 P.M. to Midnight Jock!

We know the men we're looking for could be working anywhere in the country, but please don't apply unless:

—available to go on the air in Hollywood by January 15.

—capable of capturing the kids who listen in this time slot.

—willing to work HARD.

—able to handle morning drive time (5-9 A.M.)

—finished with your military obligation.

Send your complete radio background and resume to: ROY JACOBS, Program Director KHJ 2515 Melrose Ave., Hollywood, California 90038

ARE YOU READY TO MOVE UP TO THE FASTEST RISING RHYTHM STATION IN AMERICA AND JOIN THE ORIGINATION OF "ROGIE RADO"?

**Coming Soon...**

**Music ON Campus**

**The College Market**

**For Records and Talent**

Planned, Edited, Researched and Written By Only Billboard Can Do It!
TOP SELLING R&B & BLUES SINGLES

**NASHVILLE SCENE**

- Continued from page 36

![Image of a page from a newspaper article](image_url)

**TOP SELLING R&B LP'S**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>TEMPPIN' TEMPLATIONS</td>
<td>Gordy &amp; 914</td>
<td>GS 914 (S)</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>MIRACLES GOING TO A GO-GO</td>
<td>Tamia T 267</td>
<td>MT 267 (S)</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>THE FOUR TOPS SECOND ALBUM</td>
<td>Motown 634</td>
<td>MT 634 (S)</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>PAPA'S GOT A BRAND NEW BAG</td>
<td>James Brown, King 938</td>
<td></td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>JAMES BROWN PLAYS JAMES BROWN TODAY AND YESTERDAY</td>
<td>Smash MGS 27072</td>
<td>SRS 63702 (S)</td>
<td>7</td>
</tr>
<tr>
<td>6</td>
<td>GENE CHANDLER LIVE ON STAGE IN AS</td>
<td>Constellation 1425 (M)</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>THE NEW BOSS</td>
<td>Joe Tex, Atlantic 8115 (M)</td>
<td>SD 8115 (S)</td>
<td>5</td>
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<tr>
<td>8</td>
<td>HERE I AM</td>
<td>Dionne Warwick, Scepter 531 (M)</td>
<td>S 531 (S)</td>
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<tr>
<td>9</td>
<td>THE SUPREMES LIVE AT THE COPA</td>
<td>Motown 630 (M)</td>
<td>ST 636 (S)</td>
<td>6</td>
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<td>10</td>
<td>IN THE MIDNIGHT HOUR</td>
<td>Wilson Pickett, Atlantic 8L 1114 (M)</td>
<td>SD 8114 (S)</td>
<td>5</td>
</tr>
</tbody>
</table>

**NEW ACTION R&B SINGLES**

- Continued from page 36

**C&W in 4 Markets**

- Continued from page 36

![Image of a page from a newspaper article](image_url)

**Proven way to wrap up album sales!**

**PHILIPS**

PHILIPS doesn't take chances on its performers, or the performance of an album overlap. That's why Cryovac Y-Film is the overlap that adds brightness and "buy appeal" to their releases. Y-Film is proven. Over 300,000,000 albums have gone to market in it ... better protected, better looking — and best sellers. Big point. Cryovac Y-Film is economical to use. Any wonder it is the proven program to wrap up self-service sales? Make the move today.

**Wallace Writes For Vokes Music**

NEW KENSINGTON, Pa.: Howard Vokes, artist and publisher, announced last week that veteran country composer Billy Wallace of Honeyville, Ala., is now writing for Vokes Music, Inc. (BMI).

Wallace has written many songs, including "Back Street Affair," "Gone to a Hopeless Love Affair," "Chet'sin a Sin," "Judge of Hearts." Wallace has written eight new songs for the Vokes firm, all of which have been recorded, Vokes said.

Vokes also announced a re-release of "Tear Drop Blindness" and "Keep Cool But Don't Freeze," on Vokes' newly formed record company, Vokes Records.

![Image of a page from a newspaper article](image_url)
Scanning
The News

Philco, a subsidiary of the Ford Motor Co., will be featured this year in ads in 18 consumer magazines as an important member of the Ford "family." This new program is intended to boost Philco's position in the consumer electronics market.

International Tape Cartridge Corp. has stepped up production of eight-track stereo cartridges and is now producing 2,400 units per day, according to Larry Finley, president. This production is in addition to the firm's output of four-track stereo cartridges at a rate of approximately 3,000 units daily. The past year showed a great increase in audio tape recording advertisements throughout the country. Long virtually ignored by dealers, audio tapes became an important part of the consumer market in 1965, and predictions indicate that tape popularity will increase steadily during the next few years.

Killer Joe Piro, guiding light of the modern dance world, and leading proponent of such movements as the frug, wasabi, swim, etc., has apparently obtained official recognition and sanction by the U.S. State Department. Killer Joe is currently heading a troupe of dancing girls and putting on shows for GI's in Vietnam. After leaving that country the troupe will attempt to spread the word to Australia and England.

Owners of Admiral radios, phonographs, and portable stereos are now able to call Western Union Operator 2242 for the name and address of their nearest servicing dealer. This

New Sherman Clay Store

Philadelphia Hi-Fi
Attracts 50 Mfrs.

PHILADELPHIA - Fifty companies have reserved space to display and demonstrate the latest in high fidelity stereo equipment at the 1966 Philadelphia High Fidelity Music Show. According to Teresa Rogers, president and manager of the show, the available space for exhibit has just about been sold out.

Mrs. Rogers predicts an attendance of over 20,000 for the show which will be held on February 18, 19, and 20 at the Benjamin Franklin Hotel.

The products to be exhibited are all from blue-ribbon manufacturers of amplifiers, speakers, turntables, tape recorders, phonograph cartridges, AM-FM tuners, head sets, and related equipment. Among those exhibiting are: AcousTech, Acoustic Research, Altec Lansing, Ampex, Audio Dynamics, Benjamin, Dynaco, Electro-Voice, EMI/Scope, Empire, Fisher, Garrard, Harman-Kardon, Heath Company, Jensen, Nordico, Sony, Superscope, Telex, Viking of Minneapolis and many others.

THE THIRTY-THIRD BRANCH location of Sherman Clay & Co., one of the West's largest dealers of stereophonic hi-fi phonographs and musical equipment, was opened recently in Santa Clara, Calif. Shown below is Sherman Clay's sales manager, Joseph H. Clay, with Mrs. Sanford, president Donald N. Ravel, and Sylvia, who has sales managers Jay Hilliday and Lee N. French.

January 8, 1966, BILLBOARD

Church Considers Selling Music Tapes

INDEPENDENCE, Mo. — The religious music of the Reorganized Church of Jesus Christ of Latter Day Saints may one day soon go on dealers' shelves in tape form.

Although the tapes are currently available only for radio programming, Elder Donald D. Landen, Radio Ministry for the church, said recently that "some consideration has been given to recording religious work for sale through record dealers, but no final decision has been made at this time."

The main use of the tape now is to record the famous R.L.D.S. production of Handel's Messiah and distribute it to more than 1,000 radio stations in various parts of the Western Hemisphere.

Although the Messiah is currently the most widely disseminated tape, "some consideration has been given to recording religious work for sale through record dealers, but no final decision has been made at this time."

Riding the Spirit of '66

MERCURY RECORDS kicks off its first release of the new year with this attractive merchandising display. The display features 12 new pop LP's in four colors, a red, yellow and green stop light (with the green flashing "20" Mercury), and a breezy young lady on a scooter to attract the attention of buyer's young and young at heart. Other features of Mercury's "THAT'S THE SPIRIT!" encouragement to dealers are insert sheets, photos, blow-up display cards, cover books and die-cut jackets.

Midland

FIVE-TRANSISTOR Midland tape recorder. Remote control microphone, push-button for re-wind, record and stop. Speed control compensates for variations in record and playback speeds. Leads to a "sight" caddy. Complete with batteries and all accessories. No price.

Midland

SOLID-STATE tape recorder by Midland. Six-transistor, push-button operation, tape breakage and accidental erasure features. Two speeds, 1 1/2 and 3 1/2 ips. Price includes remote control microphone, batteries, earphone, AC jack.

Contribute to the N A T K I N G C O L E CANCER FOUNDATION

AM SOLID-STATE clock radio by Motorola. Luminous dial hands, available only in white. Price $24.95.

Pfanstiehl's

PROFESSIONAL EQUIPMENT pictured here is used by the Reorganized Church of Jesus Christ of Latter Day Saints to tape record church music. Here, Charles F. Church, Jr., C.O. Radio Director (left), and Engineer Gerald E. Yost, check script of Handel's Messiah prior to tape-editing.

The following new products were selected by Billboard because of the special interest May have for record dealers. For more information write Audio-Video Editor, Billboard, 8 West 45 St., New York, N.Y.

NEW PRODUCTS
MEETING MATERIALS

AMERICAN REPRESENTATIVE

**BEST OF THE BEATLES**

now announcing a new 13-track compact disc...the first complete stereo release on USA market. Includes over 75 minutes of new material. Includes: Yesterday, Help, A Hard Day's Night, etc. All songs are performed by the original artists. Filled with classic melodies, the perfect addition to any Beatles collection.

RECORDING & MIXING SERVICES

HAN. COLLEGE GRADUATE, PHIL.

Complete professional recording studio. Specializing in all forms of music, from instrumental to solo vocals, and from pop to jazz. Offering high-quality audio equipment and experienced engineers. Contact us for your next recording project.

RESEARCHERS OF SONG MATERIAL, INC.

Specialists in finding and acquiring the rights to use songs for film, television, and other media. We have a vast collection of songs from the 1920s to the present. Our team of experts will ensure that you obtain the necessary licenses for your project.

HELP WANTED

AMERICAN REPRESENTATIVE

**SITUATIONS WANTED**

Girl sandance

DANCER

New York City.

WANTED TO WORK IN NIGHTCLUBS

QUALIFIED DANCER WITH 5 YEARS' EXPERIENCE.

Address

OTHELLE B. SMITH

P.O. Box 1234, New York City, NY 10001

SALES REPRESENTATIVE

NATIONAL RECORD PROMOTION & PUBLICITY

ATTENTION: RECORD OUTLETS.

WE HAVE THE FOLLOWING NATIONAL HITS AVAILABLE:

**PROFESSIONAL RECORDING PROMOTION VOL. 11**

by DICK STARR and BOB HARRIS

165 West 46 Street

New York, N.Y. 10036

NATIONAL RECORD PROMOTION & PUBLICITY

CIRCULARS.

NOW AVAILABLE FOR ORK MEG.

BROADCASTER.

SITUATIONS WANTED

J. SCHNITZER

416 West 46 Street

New York City, N.Y.

PUBLISHING SONGS

VENALIA S. BARRETT

165 West 46 Street

New York City, N.Y. 10036

CLASSIFIED ADS

BILLBOARD

44

Church May Sell Tapes

Continued from page 43

nated of the church's recorded musical works in writing...it is languishing at the legal level and of many tapes produced in

Independent...Thirty-nineoyal programs include one by a famous organ music played on the magnificently restored organ at "The Auditorium," main building of the church's broader mission...we are therefore unable to

independence, are typical of the group's recording activities...

Promote the church on any of the tapes except a 10-minute special called "Unto All Men," which is used as a paid broadcast, see official said. It is supported by local congregations and carried by 40 stations each Sunday.

The original two-and-three-four-hour tape which resulted from recording Messiah was edited into both a one-hour version

and a half hour version, either of which is available in stereo or monaural form.

Request Stereo

About 60 per cent of the stations that air the Messiah ask for the hour and a half version. Many of those taking the one-hour version are daytime stations with limited broadcast time.

Some 40 to 45 stations are currently requesting stereo tape for broadcast. Stereo Messiah is available from the group for nearly five years. On average, a few stations desired it previously.

Originally, all Messiah recordings are recorded in stereo because radio director Charles P. Church feels that added fullness and brilliance of sound result during playback even when the two channels are combined into the monoaural tape that most stations prefer.

Tapes Returned

Engineer Gerald E. Rich uses Ampex professional recording equipment and Kodak Sound Recording Tape. He records at 15 inches per second and, in editing, re-records at 7½ inches per second, creating stereo and monoaural masters which are sent to a commercial duplicating firm, Minn Recording Services, Cincinnati, Ohio.

After Christmas, the Messiah tapes are returned to the church by the stations, erased, and re-recorded with organ and devotional prayers or other numbers as used tape.

However, if the church decides there is enough interest among the American public to warrant consumer production of such religious music, the record dealers soon hope to find these church tapes on his shelf, a church spokesman said.

Scanning The News

Continued from page 43

service will be provided at no cost to the consumer.

Mickey Gunnam has been recently honored by the Philco Corp. for achievements in furthering good customer relations with his recent programs. Gunnam is Philco Dist.

Manager of Information Services providing and conducting training programs for customers in the products and service of the company. Gunnam attended North Carolina State, Atlanta, Montgomery, Bluefield (W. Va.) and Roanoke.

He has been appointed Product Planning Manager for the Entertainment Products Division of Sylvania Electric Products, Inc.

January 6, 1966, BILLBOARD
NCA Predicts Sweet '66

CHICAGO — If National Confectioners Association expectations are fulfilled, U. S. candy makers will sell $1,444 billion in events at the wholesale level in 1966.

This figure would be a 2 per cent increase over estimated sales of $1,416 in 1965. Should the increases be realized, it would be the industry's 11th consecutive year playing 'can you top this?' — successfully.

NCA is basing its healthy 1966 outlook on such indexes as predicted sustained growth of the nation's economy and continued expansion of the U. S. population coupled with expected corresponding increases in food expenditures.

New Life

The obvious trend of major food, tobacco and other firms toward candy maker acquisition is also being considered in the 1966 forecast. Recently Pet Milk Co., Standard Brands Inc., Beatrice Foods, National Biscuit Co., Borden Co., P. Lorillard Co., U. S. Tobacco Co., Phillip Morris, Ltd., and Bayuk Cigars moving into candy-making diversification is described by one NCA official as "pumping new life into the industry." These giants, he said, "have made available to many candy companies greatly increased funds for product research and development, packaging, promotion, marketing research and advertising."

NCA is also optimistic about the adequacy and stable price of supplies and raw materials such as sugar, cocoa and corn syrup. None of the supply problems of the past five years are expected in 1966, NCA reported reassuringly.

Eye-Opener

The NCA will expand its public relations program started in 1965 with such new projects as production of a 15-minute movie on candy values for use on television and in civic and school meetings. "Leadership of a driver-safety research program at UCLA, dynamic candy's effectiveness in keeping drivers alert, and a Halloween Sharing-the-Treats campaign in cooperation with Kiwanis International."

On the gloomy side for 1966, NCA reported that the unfavorable import-export balance of past years is "expected to continue in 1966. Imports were an estimated $36 million in 1965 and are expected to hit $39 million in 1966, but exports of confections were only $7 million in 1965 and shouldn't show much increase this year, the NCA reported.

After supermarkets, the small food store (24.9 per cent) held the largest share of venetian, but the discount store with only 10.1 per cent of the total machine trade, the second best location in terms of profit. One operator added a note saying that "while he found discount stores most profitable because of sales volume, he also found them least profitable because of a high rate of commission."

Here's where bulk business men had their machines located in 1965:

<table>
<thead>
<tr>
<th>Location</th>
<th>Supermarkets</th>
<th>Small Food Stores</th>
<th>Service Stations</th>
<th>Drugstores</th>
<th>Discount Stores</th>
<th>Restaurants</th>
<th>Taverns</th>
<th>Bus, Air Rail Terminals</th>
<th>Arcades</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage</td>
<td>24.9</td>
<td>24.9</td>
<td>15.0</td>
<td>8.0</td>
<td>10.1</td>
<td>6.6</td>
<td>4.1</td>
<td>2.0</td>
<td>1.9</td>
<td></td>
</tr>
</tbody>
</table>

Peanut Push On, But No Penny Portions

SALT LAKE CITY—Peanuts have become, once again, an extremely profitable item for bulk vending in an area—on a 5 cent basis rather than the penny of the past.

Rising costs of peanuts, plus the reluctance of the city's 25 odd bulk operators to tackle the difficult job of cleaning the machines and maintaining their appearance had just about phased peanuts out of the market. However, one enterprising operator, Roger Kimball, decided to make one last-ditch experiment—placing all of his former penny peanut machines with the nickel variety. At least 90 per cent of these locations were in service stations, car washes and automotive garages.

No Driftlets

A typical good location which is showing many times the average return on peanuts is the big Volkswagen dealership on South Main Street, where 15 cent machines are in use. These are serviced once a week. With the new machine, once a month was considered adequate.

ZIP CODE SPEEDS YOUR PARCELS

<table>
<thead>
<tr>
<th>ZIP CODE</th>
<th>BULK-PAK</th>
<th>1c or 5c</th>
</tr>
</thead>
<tbody>
<tr>
<td>60623</td>
<td>24</td>
<td>24</td>
</tr>
<tr>
<td>60622</td>
<td>24</td>
<td>24</td>
</tr>
</tbody>
</table>

IMMEDIATE DELIVERY

Tel. E. 3340-40, 540-50. Most orders handled same day.

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Fire Destroys Big Locations

DENVER—Some 40 bulk vending machines and kiddie rides were casualties here on Dec. 22, when the 110,000 square foot Spartan Discount Department store was razed by fire in two hours.

The $3 million fire represented a complete loss of every item in the store, all construction, and, of course, put Spartans out of business during the biggest sales week of the year.

All but six vending machines were owned by Spartans, including ball gum, candy, novelty and ring vendors. The six belonged to local operator Frank Thorwald, and vended capsules, plastic variants, jewelry and pens. Visiting the site 8 hours after the fire swept through the two-story structure, Thorwald found the equipment disintegrated and still too hot to touch. On the following day, he was able to salvage a few of the stands, under the watchful eye of police assigned to guard against looting.

Some idea of the fury of the fire is shown by the fact that kiddie rides out on a covered walk in the front of the store were destroyed, even though they were several hundred feet from the room in which the conflagration began. Vending machine loss is estimated at around $4,000.

New Products

This form is designed for the convenience of bulk operators

KNIGHT TOY & NOVELTY

PINOCCHIO IN OUTER SPACE. Another in the collection of space-exploration inspired items hitting the bulk vending market. Colorful characters are Astro, the Princess, Gepetto, Nuvil, and, of course, Pinocchio. The cramps are available for penny, nickel or dime vending. For penny machines, the rings come unassembled with three fronts furnished. For nickel vending, the rings come assembled, 500 to the bag. The dime items are large, three-dimensional soft plastic figures which may be used by the kids as school erasers.

when answering ads, . . .

Say You Saw It in Billboard

Views of the New Knight Offices

INTERIOR VIEW of newly constructed plant and offices of Knight Toy & Novelty, Inc., Freeport, N.Y., shows merchandise display room.

Your Guide To NAMA Publications

CHICAGO—The National Automatic Merchandising Association for the first time has made a catalog of all association publications and materials available to members. The booklet is offered free.

Entitled "A Listing of NAMA Publications and Materials," the 15-page booklet lists publications dealing with better management, career guidance, employee relations, employee selection and training, food handling, public health and sanitation, public relations, safety programs, statistics, taxation and legislation, trade school programs and other topics of interest to the bulk vending industry.

Copies may be obtained by writing the National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois 60603.

Slag Decals Available From NAMA

CHICAGO—Washing decals declaring the provisions of the Federal anti-slag law are available from the National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois 60603.

Printed in red on a white background for application to vending machines, the decals are available to non-members at 10 cents each up to 1,000, 8 cents each for larger orders. Members of the NAMA may obtain the decals for 4 cents each up to 1,000 and 3.5 cents each for larger orders. The minimum order is $1.

The NAMA in Philadelphia

MODELING his new paneled office is Dick Goldstein, associate of company president William Falk. The new facility was officially opened with a gala party on the premises before Christmas. (Billboard, Jan. 1.)

The TITAN II

THE TITAN II

The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins to coin box without spilling. All dispenser wheels are interchangeable for standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy, built-in wheels and handle make the Titan II easy to move. Time payments available on OAK Machines through all distributors.

NEW EASTERN OFFICE of the National Automatic Merchandising Association at 1325 Walnut Street, Philadelphia, gets a final paintbrush flourish on the front door from Herbert M. Beibel, office manager. He's about to show Joseph J. Levin (left), president, Blue Ribbon Vending Co., and William S. Fishman, president, Automatic Retailers of America, in the new offices. The branch serves 12 States and the District of Columbia.
Indian Court Voids Phono Tax

By PAUL ZAKARAS

INDIANAPOLIS—In a move that might allow Indiana juke box operators to receive large refunds from the state, the Indiana Appellate Court, in an opinion that the state's operators need not pay gross-income tax on the portion of the receipts they give to location owners, has struck down a state tax law. The unanimous ruling, handed down Dec. 17, was based upon the court's interpretation of the arrangement between operators and location owners as a "joint venture" rather than a rental agreement.

The ruling reversed a 1964 decision by Superior Court Judge William Lewis in a case involving Kokomo operator Robert Muselman. Muselman, an Indiana operator since 1947, told Billboard that he had not been paying tax on the money that he paid the location owner. "I did this on the advice of my attorneys," said Muselman, "who believed, as I did, that the law was unfair and a tax on distribution.

Muselman said that in 1960 the Indiana State tax department made an inventory of his books, de- clared him guilty of tax evasion, fined him and ordered him to pay back taxes.

"My attorneys then took the case to the Superior Court in Kokomo and were asked for a declaratory judgment on the applica- tion of the gross income tax law to this situation."

The judge, Muselman stated, "ruled that the money given the location owner was not a part of the cost of doing business, but was the location owner's portion of the receipts from the joint venture."

Until that time both operator and location owner were taxed for the percentage of the receipts taken by the location. Judge Lewis' decision, in effect, de- fied the tax department's interpretation of the tax law.

The legal division of the Indiana State tax department at- tempted to obtain a rehearing of the case by Judge Lewis. When he refused, Deputy At- torney General Charles Rodgers took the case to the Appellate Court. Rodgers told Billboard that he still has time to ask for a rehearing from the Appellate Court or to appeal to the Indiana Supreme Court.

"I have not decided as to whether I should appeal this case any further," said Rodgers. "There is a similar case going on at the present time, involving a coin machine operating corpo-

(Continued on page 47)

Rock-Ola Sales Up 15 Per Cent in '65

CHICAGO—Rock-Ola Man-ufacturing Co. today reported 1965 sales for the eight consecu- tive months ending Dec. 31, 1965. Dr. David R. Rockola reported to his stockholders that wholesale and foreign sales of the company's music and vending equipment exceeded the sales volume by 15 per cent, he said.

The percentage holds true for both U. S. and foreign sales.

Rock-Ola observed "a situation that is perhaps un- usual but not in the least displeas- ing."

Speaking shortly after his re- turns from the company's annual business trip to Germany, Austria, Bel- gium, Holland, Switzerland and France, Dr. Rockola was quick to attribute much of the company's solid overseas sales to its numerous foreign distribution arrangements. In recent cases they give to location owners, they have been able to increase business, he said.

65 Per Cent "In top export markets of Germany and France," he de- clared, "we outsell our closest American competitor by nearly three to one. In the extremely important market of Japan, we have gained 65 per cent of the imports in that country."

Rock-Ola is represented in most of Europe, on the British Isles and Scandinavia, and is distributed by interna- tionally known A. W. Adickers-Stone-Apparate with headquar-

(Continued on page 53)

Making Money With Music: the All-Jazz Juke Box

EDITOR'S NOTE: We offer the first in a series of 1966 reports on some of the premier juke box locations in America. Under the general heading, "Making Money With Music," the series will de- vote itself only to locations that stand as examples of imaginative music merchandising—and only to locations that gross in the neighborhood of $200 per week. Need we add that such earnings are rare? Scarcely, with evidence indicating that the average suburban box grosses around $15 weekly during 1965. It is hoped this series will put the finger on factors and formula that could boost a few of your boxes into much higher profit orbits.

By RAY BRACK

CHICAGO—What manner of legend remains bar silence on the world-renowned all-jazz-pro- grammmed juke box in Figaro's Cocktail Lounge, Inc., here on the Near North Side? Perhaps it's that corner table reserved in perpetuity for such as Lester Young and Billie Holiday, or the hover- ing ghosts of the patriotic Regis Toomey, or fond memories of bardeter Farley Granger, or the famous Figaro's atmosphere (early drunken Karh.)

But then, probably, the sorcery is in the music. If that Grand Prix II ever stops playing, it is rumored that the shabby 7 East Oak building will collapse and Coltrane will go into retirement.

In Figaro's gloom the hand-lettered title strips gleam darkly, making a stark complement in a blackout, and anybody who records fine jazz checks the Figaro's strips to see if his newest disks are being played when it counts. Les McCann scanned the columns just the other day during his London House stand. Count Basie was in town for New Year's Eve and was a certain Figaro's visitor. Folk artist Bob Gibson is an habitue, as is Bobby Gordon.

That sets the scene. Now, the operator wants to know, what is the money-making mystique?

Is it the operator? In the case of Figaro's, prob- ably not, and we feel that the gentleman at Garfield Music, Inc., River Forest, Ill., will not make jazz and equipment as such. But we must look further for the magic that makes the stop a phenomenon.

Is it ownership? We're getting closer. Any operator would salivate at the opportunity of working with a location owner having talents and background like young David F. Silvers, owner of Figaro's. A graduate of the University of Illi- nois, Silvers started a mail-order disk business in Champaign, dumped it to go on the road selling chemicals, and bought Figaro's in 1960. It's his first cabinet venture. He's since opened a successful Rock Shaker shoe shop called PUNCHINELLO's.

Figaro's opened in 1953 in a partnership in- volving a Goodman Theater graduate and a local comic. Between David and Silvers it survived for a time with a Dixieland trumpeter named Ted Bittner.

(Continued on page 51)
Seeburg Plan To Continue

** continuéd from page 47**

operators through Seeburg, however, because Seeburg orders a quantity in advance, because Seeburg does not return any merchandise and because Seeburg pays for everything in advance.

$5 Million

Coachman noted in the paradox frequently posed by industry observers, Gordon said, "The coin phonograph manufacturer is a key figure in the introduction and promotion of new artists, Broadway shows and motion pictures. He is a person who has helped introduce the 45 rpm record, high fidelity and stereos. Yet many record companies feel that the operator isn't important until they get a bit; then those 500,000 coin phonographs look mighty attractive."

The Seeburg president said he appreciated the cooperation of record companies in "making stereo material available to us." In the three years since Seeburg introduced its LP's, he said, the company has spent more than $3 million on the program.

Stereo 45's

Noting that more than half the nation's coin-operated phonographs are designed to play stereo records, Gordon called on record companies to introduce 45 rpm stereo singles.

"All machines made the past eight years can play stereo records," he said. "Yet, locations and their patrons, as well as the operators, are being denied the new stereo product because no firm with adequate coinage was prepared. Seeburg hopes that the operator will work with the record companies willing to produce some stereo 45's for his use."

Seeburg has released some 115 stereo 45's available through its distributors under a lease program exclusive for operators.

Currently Seeburg is producing its own 45's, "Little LP's" and background music disks in U. S. and in Europe, and the company plans to increase the volume of the coin-operated stereo phonographs.

"We don't have to make records that will sound good on a phonograph that costs $3.45 as well as the elaborate hi-fi installation. We have to make $1,500 or more. When you try to make a record to meet these standards, something usually has to be sacrificed."
New Rowe AMI

BAND STAND

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

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

And, where there’s room to swing, Band Stand Discotheque is a resounding success. For two big reasons: A pair of high-efficiency, high-power auxiliary speakers that magnify the already fabulous sound of Stereo Round, and, the greatest programming flexibility around! Band Stand lets you keep on top of the pops. Holds up to 200 selections—singles, or albums, or both—and can be modified to program fewer selections depending on location preference.

Make more money with music . . . make room for the BIG CHANGE. See and hear it at your Rowe Distributor.

*U.S. Patent No. 3153229

Rowe sets the standards in vending equipment, bill changers, music systems.
EDITOR’S NOTE: The third and final installment in a special series on technological innovations that have altered the face of the coin-machine industry. Parts I and II dealt with general trends and the development of new machines, respectively. This chapter looks at adaptations of the phonograph, one of the first coin-operated machines.

CHICAGO—“Consider the Era! The years 1935 and 1936 will go down in history as the greatest years of sales for Mills Novelty Co., and, of course, he was projecting the first phonograph. Nobody in the trade in 1915 was calling this machine a ‘juke box.’"

Breakthrough

Well, an industry dominated by one operating company did consider the era, and diversification into music was白斑, True, automatic merchandising of the music commodity for a consideration in coin backed back for the turn of the century (linkable machines, with a malleted striking metal bars, player pianos, plucked string instruments, adaptations of the spring-powered phonographs, others).

But it took the simultaneous appearance of the big bands, the popularity of Okeh and Victor, and a major technological breakthrough to turn the coin machine industry to turn to phonograph operation in big business. This breakthrough was electronic amplification. Samuel L. White, Dursley, Duryea, Fio Rito came alive on the machine, offering volume sufficient to fill a location and animate the crowd.

At the 1915 International Exposition in Chicago, David Rockola showed his new Multi-Selector phonograph: Wurlitzer introduced its hot selling, 10-Selection Simplet, and Mr. Seeberg, a young man with Selecto-phonograph and Symphonion machines, billed as having “high fidelity.” The big sound race was on. Some of the highlights in the phonograph evolution:

1924—Cabinet evolution, exemplified by Rock-Ola. Luxurious Light-Up series for attracting patrons when machine was silent.

1939—Toward compactness and the advent of the phonograph industry. Wurlitzer introduces a counter-model phonograph, the first with built-in speakers.

1940—Remote control. Big boost to phonograph play.

1940—Cinema juke box, the ill-fated Mills Panorama.

1941—Wireless remote control; lightweight pick-up arm; visible record hangers, telephone music systems.

1942—Nickel, dime, quarter single-coin chutes.

1946—Time selection switches to allow 16-song recording—mechanism.

1949—New 45 r.p.m. records on market; gone the days a record was good for about 20 plays; 100-selection phonographs appear; vertical record play; kits adapt phonographs to play 45 or 33 1/3 r.p.m.

1952—Much improved electronic play mechanism; automatic intermixing of 78 and 45 r.p.m. records.

1954—Comes 120 selections.

1954—Improved sound fidelity; 25-state amplifiers offering 20 to 30,000 cycle range; woofers and tweeters; “caramel” mechanism.

1955—Comes 200 selections; single and EP mixing; new electronic accumulator systems.

1956—Half-dollar play; extensive wiring and mechanical simplification; dual pricing.

1958—Stereophonic sound; the console concept in styling.

1960—Automatic inter-mixing of 45 and 33 1/2 r.p.m. discs; transistorization; electronic clock; “space age” electronic equipment on sound fidelity.

1966—Stereo-speed phonographs; space-age electronics miniaturization; big turn to audio tapes; credit card play.

COIN MACHINE DIVISION leaders in the 1966 Philadelphia Allied Jewish Appeal drive are (seated left) Albert M. Rodstein, president, The Music Co.; Ralph W. Priester, vice-president, Allied Vending Co.; (standing, from left) Joseph Silverman, executive secretary, Greater Philadelphia; Raymond J. Eircle, executive vice-president, Lincoln National Bank and Joseph Ash, president, Allied Entertainment Machine Co. The Appeal will be climax on Feb. 1 with a dinner for the entire industry.

CHICAGO—The average coin-machine operator who netted about 13 per cent of his income during 1965 from vend-ed cigarettes, faces 1966 with a big question:

Will the warning required on each pack of Jan. 1—Cigarette smoking may be hazardous to your health—cut into sales more than the influx of new and exotic brands boosts them?

Indications are the new label warning may have negligible effect on volume. Following the Surgeon General’s 1964 report linking smoking with cancer, vend ed cigarette sales still showed a 1.6 per cent increase over 1963, possibly indicating a trend toward pick-up rather than being turned away.

Cigarette Manufacturers

Moreover, the U.S. Department of Agriculture reports that per-capita cigarette consumption by persons over 18 has risen again and point just shy of the record 4,345 cigarettes per person in 1946.

On the other hand, rumblings have been coming from the Federal Trade Commission regarding new antismoking drives to supplement independent antismoking campaigns being conducted by private organizations. And restrictions in the form of State taxes have risen to a 20-cent levy per pack in some cases.

Meanwhile, cigarette manufacturers have come to market with a galaxy of cigarette lengths, filtration types and mentholated combinations in an effort to secure volume constancy. The cigarette vendor may now have in stock the following exotic array: Philip Morris—charcoal filter, king size, nonfilter or regular nonfilter; Chesterfield—{}-king size, nonfilter or regular nonfilter; Raleigh—filter or regular nonfilter; L&M—filter; Viceroy—filter, Taretown—charcoal filter or king size, nonfilter; Kool—{}-filter or regular nonfilter; Lucky Strike—regular, nonfilter or filter; Salem—{}-filter; Camel—{}-filter.
Figaro's Jazz Juke Box

* Continued from page 47

Is it programming? This is much of the magic, and it is handled by Silvers, formulated solely on patrons' requests, with magnificent special offerings such as a batch of records capturing the Louis Armstrong of the 1930's. "I buy my own records and put them on the machine myself," Silver says, gleaming over the particulars of what may be the country's most imaginative all-jazz juke box programming.

This is not to suggest that proper programming is the key to higher grosses on a juke machine, but if one of your stops is owned—or its bar is tended—by a true jazz enthusiast, give him a trial.

Is it neighborhood? Partly, to be sure, Chicago's Near North Side crashes with jazz buffs (and other buffs who crave an empty bar stool beside a broad who digs jazz).

But do not despair if your route lacks an avant-garde segment; jazz fans know no boundaries, and may show up in profitable droves near a local camp—er even a suburban shopping center!

Is it promotion? Again, partly. Some time ago Silvers inaugurated live jazz jam sessions on Sunday afternoons that drew every musician of merit within two-hour jet range. "But, I had to discontinue the jam sessions a short time back," Silvers said. "Cabbies were pulling out front, running in with their horns and joining in. Guys would ask me, 'Who's that cat blaring away up there? Is he, the corner?' And I wouldn't know."

Then there's Regis Toomey, Figaro's Regis Toomey Booster Association Headquarters. Toomey, as everyone knows, is the supporting actor who, in 250 films, has never got the girl. Toomey boosters are determined to lend him a part opposite Sophia Loren. Whether or not Toomey ever existed is irrelevant. He adds something to Figaro—a something like hundreds of additional half dollars in the juke box jug.

The thing to remember in promoting your juke box; let your—nobody's—imagination run wild.

Is it the help? Highly important. Silvers' day man is boxer Joe Nardi, a middleweight with 18 fights, 14 victories, 9 knockouts. Nardi fought a preliminatory to the last Liston-Clay fight. At night, Silvers employs Art Klug, former teacher of literature at Iowa University, who runs a charm school for YWCA girls during his off hours.

The idea is to get interesting types behind that bar. And interesting types aren't that hard to find in any town.

Is it the music? Predominantly, those go in to get something out of the grooves. And this problem has been fully solved for you by such people as Easmond Edwards at Cadet, Bob Weingroff at Prestige, Sonny Burke at Reprise, Bob Thiele at Impulse, Jack Lewis at Colpix, Creed Taylor at Verve, Brad McCullar at Victory, Jack Levy at Lime-light and Ermay, Sid Feller at ABC-Paramount, Dick Bock at World Pacific and John Hammond at Columbia.

Scopitone, Ltd., Partner Files Dissolution Suit

By GODFREY LEHMAN

SAN FRANCISCO — Two men prominent in San Franciscos biggest news stores of 1965 were presented last week in a law suit asking that a receiver be appointed to dissolve Scopitone, Ltd., here and divide the assets among three partners.

John P. Parsons, a key witness in the grand jury investigation of the assessor's office, and attorney J. W. Ehrlick, a former director of the new defunct San Francisco National Bank, were sued by a Marina district furniture store owner, Xavier Jimenez.

In the suit Jimenez said that he, Parsons and Ehrlick were partners from July 1946 to July 1965 in Scopitone, Ltd., which holds the West Coast franchise for the cinema juke box machine.

The suit states that the business started with a $15,000 bank loan co-signed by the business trio, to which he later added an additional $45,000. Jimenez and Parsons each held 37 1/2 per cent of the company with Ehrlick receiving 25 per cent, the suit declares.

The trio agreed, the suit asserts, not to take a salary or draw any profits until they were all sure it was good business to do so.

However, the suit charges, Parsons did take "large sums of money" from the company. It also charges that Parsons controlled the company's books and "in order to conceal his misappropriations of funds" never balanced the books.

In July of this year Parsons made "false and fraudulent" statements to Jimenez and forced him to give up his interest in the business, the suit alleges.

Earlier this year, Parsons repaid the "grand jury" he paid off an unsecured $38,500 loan Assessor Russell L. Wolden had obtained from the San Francisco National Bank.

Parsons reportedly testified that he was told to do so by officials of the Trans-Mark Corp., a company which briefly owned the 2100 Pacific apartment building in which Wolden lives.

Monroe Coin In Brand-New Dayton Home

DAYTON—The local branch of Monroe Coin Machine Exchange, Inc., has occupied new offices at 844 Hall Avenue here. The move was completed Dec. 26.

Company president Norman Goldstein, at the company's old headquarters (Continued on page 54)

January 8, 1966, BILLBOARD
Westchester
Guild Tosses
Holiday Party
WHITE PLAINS, N. Y.-The
Westchester Operators Guild, Inc., pre-empted its regular busi-
ness meeting scheduled for Dec.
14 to hold a party at the Roger
Smith Hotel here in keeping
with the season.
"Members, employees a n d
their wives attended," reported
association secretary Seymour
Pollak, "and a very pleasant eve-
n ing was enjoyed by all." All but
one member firm were repre-
\-\sented.
Other officers of the Guild
are Carl Pavesi, president; Har-
old Rosenburg, vice-president; and
Louis Tartaglia, treasurer.
Directors are Eddie Goldberg,
Fred Yolen, Herbert Chacon and
Marvin Feller.

Scopitone
Names Atlas
CHICAGO — Atlas Music
Co., one of the nation's top out-
lets for (traditional coin-operated
equipment lines, has been named
Illinois regional distributor for the
Scopitone cinema juke box.
Agreement on the move was
reached at year's end by Eddie
Ginsburg, Atlas president, and
A. A. Steiger, president of Tel-
A-Sign, Inc., Chicago manufac-
turer of the redesigned machine
based on an original Fernch con-
cept.
Tel-A-Sign will reportedly dis-
\olve its own operation which has
been placing machines in parts of
the territory now granted to Atlas.

New Italian Ruling:
Extra Balls Illegal
ROME — Efforts of Italian
pinball machine distributors to
obtain permission for use of
\games which do not carry prizes
or free plays has hit a new snag
with definition by Ministry of
Interior of all games allow-
ing "extra balls" as being a form
of gambling under the law.
The latest Ministry circular
states that any games which pro-
long the play through any type
of skill are contrary to the law
and even a limitation of addi-
tional balls to a maximum of 10
does not alter the definition. Any
device which prolongs the game
has been ruled by the Ministry
to be outside the pale of the
law.
Bruno Mancini, editor of Ama-
nata, organ of SAPIR, na-
tional coin machine organiza-
tion, has criticized the ruling on
the grounds that the law specifi-
cally rules out only gambling

dues such as game prolongation.
Mancini stated critically: "To
prolong is a pleasure, based on
various things including skill,
and can constitute a vice also
for the Minister of the Interior
and for no one else."

Big Second Year for
Nashville S-P Outlet
BY ELTON WHISENHUNT
NASHVILLE The Nashville
branch of Sammons-Pennington
Co. of Memphis, largest Sear-
burg distributor in the South,
celebrated the beginning of its
second year in a large, modern
building at 214 Sixth Avenue
South last week by reporting a
sales increase of 350 per cent
over 1964.
George Sammons of Mem-
phis, president of the firm, was
in Nashville for the first anni-
versary.
"The results here have been
fabulous," he said. "It is all due
to the efforts of our branch
manager, Ron Thomas, and the
outstanding work of his staff.

"We have tremendous confi-
dence for the future in this area,
the operators and our em-
ployees. To show our faith, we
have taken a 10-year lease on
this building and spent $15,000
remodeling and repairing it.
We have installed a paved parking
area, something we didn't have
before."
The office had seven em-
ployees when Sammons and his
memphis partners, D. V. Pen-
nington, bought it Sept. 9, 1963.
There are now 14 employees.
The Nashville distributorship
was recently incorporated as a
separate operation. Thomas was
made vice-president and a stock-
holder. Sammons is president and
Pennington secretary-treas-
urers.
When Sammons-Pennington
bought the Nashville distributor-
ship, their building at 313 Sev-
enth Avenue South had 4,000
square feet. The new location
has 18,000 square feet of space
for offices, showrooms and
warehouse.
Rock-Ola Sales Up 15%

German Coin Machine Firms Will Converge on Hanover

By OMER ANDERSON

COLOGNE—West German coin machine manufacturers and importers plan major exhibitions at the Hanover spring trade fair—the showcase of German industry.

It will be the first time in six years that German coin machine producers have exhibited at a German industrial trade fair, the last fair being that at Frankfurt.

German coin machine manufacturers are going to Hanover in the spring to herald the opening of a mammoth German coin machine export drive.

The Hanover fair management reports that no major U.S. firms as yet have indicated interest in the spring exhibition. Some U.S. firms will be represented, however, through their German subsidiaries.

German coin machine firms exhibiting at Hanover will be restricted to manufacturers and importers, and each firm will concentrate on demonstrating its own manufacturing operation with reference to the export market.

Export Emphasis

This effort will be on the export hard-sell, and not on the coin machine industry as such. Major effort will be placed on phonographs and games.

German manufacturers will reportedly strive to demonstrate that not only do they have machines for every purpose and purse—but also for every climate and country.

Big German producers such as Bemmann of Hamburg will use the Hanover fair to introduce their new models.

The Hanover fair is one of the world's great industrial showcases. It is Europe's most important exhibition, and it has become in recent years a trade meeting ground for East and West.

Ancillary Market

It encompasses all facets of industry, from huge earth moving equipment to electronics microcircuitry. The decision of German coin machine firms to exhibit at Hanover followed several years of effort to organize an exclusively German and/or international coin machine fair.

This undertaking, however, the basic concern was whether coin machines alone would attract sufficient attendance to support a prestige exhibition of the type desired by German coin machine manufacturers.

By exhibiting at Hanover, German coin machine manufacturers are not only assured of a prestige showcase but they have the opportunity to sell equipment to so-called ancillary markets.

(Continued on page 54)
MEN IN THE NEWS

MIAMI

Twenty-six area servicemen turned out Dec. 11 for a Wurlitzer-sponsored technical school conducted on the 3,000 series phonograph by the manager of the Florida representative Harry Gregg. Wiring diagram and readings and schematic interpretation were stressed. Attending were George Seeburg, Bob Kohlmeier, Bob Hoff, Ronald Hodges, B. M. McClain, Frank Vickson, Parker Chadwick, George Bruger and William J. Crammo, members of the Coin Machine Operators Council; A. W. (Buster) Faddei and Charlie Maulson, Builder's Music; Vic Bray, Vic's Service Co.; Charles T. Lacy, All Tech., Inc.; S. M. Braden and Richard Boyal, Ed's Plumbing; Kenny Guymon, Gleason N. Stanbrough, Jr. and Hank Williams, Florida Music Co.; Raymond E. Tso and Hank Turner, Florida Amusement; Robert H. Ball, Key Vending Co.; J. B. Waterhouse and Buster Bailey, Deal Music Co.; and William (Bill) Betz and Sue Kollman, Hollywood Vending.

TAMPA

Attending a recent service school here conducted by Wurlitzer field-service representative Han. J. Johnson was Twenty Record Phones; Tommy Omler, Omler Vending Service; Buddy Smerick, Smendor Amusement; Leonard Rosling, Jr., Rosling Amusement; Mike White, Florida Amusement; Tommy Bray, Paul Feiner, Paul Fetter and Cecil Buchan, Rainbow Music; Sly Dappa and Jim Forberg, Fred House Music; Charlie Haylock, Haylock Amusement Co.; Bill Jordan and Charles Weldon, Eli Witt, Leo Lactus, Sugar Land and Charlie Rio, Rio Music Co.

BOSTON

The old saying that things aren't what they used to be applies to the music business in European countries to Bob Jones, sales manager of Redd Distributing Co., Watertown. After a trip abroad (he returned this year) to Britain, Belgium and Germany, he finds the European market tightening up. Distributors are going the European route. Bill Swartz of W. S. Distributing Co. of Allston also returned this week from a selling trip to Belgium and his findings agree with Bob Jones's... David J. Baker of Melo-Tone Vending Co. of Somerville plans to go to the German coin machine convention in Stuttgart and would like information on date, time, etc. Dave believes he can find something in Germany to put a spark to the business here. He feels that operators must diversify for survival and thinks this particular show may have the answer. Melo-Tone is located at 334 Washington Street, Somerville.

Denny Dolbin has opened an arcade in Springfield which is the only one in the State that allows such establishments...

Pete Triceri, Pittsfield operator, has turned his music room over to coin machines. He has moved to Florida where he will try to use home construction with the help of the firm. He will give it a try and if it fails, will then determine whether he'll come back to the states. West Plains, Mo. W. S. Dist. Bob Regan has headed to the parts department of a local manufacturer to join the service staff. John Colgan and Leon Schneller back from trips while Bob Green held the fort with Christmastide parties the order of the day... Al Strahan, Greenfield operator, has a good gimmick in his postage stamp photos of kids that he takes on cards and any convenient spot. On bills, perhaps? At least they like him when they meet him. He is the go-ahead type who uses plain Language. Then plus him himself, his Operators shopping around town this week included Bill Sweeney of Bazzard's Bay, Chris Cascio, New York, and Tony Canale of Portland, Me.

Cameron Dewar

ST. LOUIS

The holidays found an unusual number of operators in town shopping for equipment and supplies and a number who brought along their wives who took advantage of an opportunity to go Christmas shopping. A number of factory people were in town as well during the busy weeks surrounding the holidays...j. Cameron Gordon, Bill Pruning, Bob Brether, and Bob Dunlop were all in town visiting the Seeburg branch where they were a note of sadness surrounded the death of Lew Rubin's father. Lew's dad was 75. Jack Johnson of Illinois, a sales representative from Jerseyville, and 'Speed' McGowen of Taylorsville were all in from on other side and back; Merle Wright from Columbia, Mo.; Leo Leiwth of Washington, Tony Lample from Sikeston, and Ted Kays of Farmington were some of the few Missouri operators in the Seeburg branch.

Bob MacGregor and Hank Hoeven of Rock-Ola were here over the holidays and a host of operators dropped by 4710 Delmar while in town. William Taylor from Hillsdale, Mich., Ky.; Art Huddleston of West Plains, Mo.; Leroy Williams and J. L. Smith, Columbia, Mo.; and Illinois operators Jack Anderson, Brookport; Eddie Crain, Belleville; Vic Renner, Collinsville, and Jerry McGowan of Centralia...T. W. (Bill) Herdorff from Shempskin was in at Central Dist. prior to the holidays. Perhaps the place was really jumping as nearly every out-of-town operator dropped by Jamesvillle, Arnold Green, Mo.; A. B. Long, Paducah, Ky.; Gom Candito, Chalhoun, Ill.; F. D. Kecker, Albion, Ill.; Charlie Williams, St. Clairsville, Ohio; Bill Keller, Anna, Ill.; and many, many more.

Hugh Gorman and Ed Lorckowski of Rock-Ola dropped in at Musical Sales during the holiday rush where Joe Cormack, Sam Mauzerol, and Anne Large were busy greeting the many operators shopping by. Buck Hittat from BAB Amusement in Kirkville, Mo., was in from the Missouri side as were any number of other show-businessmen. From the Illinois side there was there Thos. Connolly of Springfield, Bill Morris, D. Quinn; Lou Edmundson, Springfield, R. A. Miller, Chicago and Carbondale. Wurlitzer service engineer Karel Johnson of Rock-Ola got to Springfield to handle a service school at Brandt's Dist. just prior to the holidays and plenty of visiting operators to boot...Robby Dubin of Springfield, Ill.; Bill Jones, Cuba, Mo.; Vic Odorizzi, Staunton, Ill.; Art Anderson, Granite City, Ill.; Charles Williams, Columbia; Alton, Ill.; Ray Parker, Fredericktown, Mo.; Ed Michalski, Columbia, Mo.; and Bob Cooper, Granite City, Ill.; Bill Holleben, Cape Girardeau, Mo.; Mike Snyker, Madison, Ill. EARLE PAGE

Monroe Coin

Continued from page 51

The base of operations for the Rock-Ola Coin Co. is in Monroe, Wis. Like many other home bases, it is served by the Monroe Coin Co. The company has a large, modern factory and a large service department.

German Firms

Continued from page 51

Germany is one of the few countries where German coin machines are manufactured. There are several firms that specialize in this type of machinery, but the most popular is the Rock-Ola Coin Co. of Rock-Ola, United, Williams, Iowa. This company is headed by Ed Menzies, who is a native of Germany.

IN BILLBOARD

You get the news when it's news...

...subscribe now

Rock-Ola's Sales Up 15%

Continued from page 51

Princess Royal, Grand Prix II and will model and vending equipment line, which includes two new canned drink venders have become a potent factor. Domestic sales and goals in foreign markets during 1966, Dr. Rockola reported that his company would continue to surprise the industry with new models and vending machines, designed to increase the operator's earning power. "This is traditionally Rock-Ola's primary goal."

German Firms

Continued from page 51

Firms. For example, a heavy industrial equipment manufacturer may be interested in a German coin machine for the plant can-...
HOW TO MAKE ANY LOCATION YOUR LOCATION FOR A LONG AND PROFITABLE TIME

INSTALL A

Wurlitzer

MODEL 5000 STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK
BILLY JACOBS — "GIRL CRAZY"


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