Club Battle Lines Drawn
As Atl. Labels Go RCA

By MIKE GROSS

NEW YORK—The disk club picture took on an important indie label look last week with the acquisition of the Atlantic Records' line by the RCA Victor Club. The move into the club scene by Atlantic, the last of the major independent label holdouts, now virtually wraps up the three-way record club battle for outside labels. In the fray are the clubs operated by Columbia, Capitol and Victor. The Atlantic executives, Ahmet and Nesuhi Ertegun and Jerry Wexler, have been receiving bids for club participation for some time but had turned down all offers, here and in foreign markets, waiting for a deal that would encompass a substantial quantity of Atlantic product as well as that of its subsidiary labels. Some independent companies have gone with clubs on a "spot" basis in which the club sheeted only the top albums in their lines. Tamba-Motown, for example, has such a deal with the Columbia Record Club.

Merc. Taking CARtridge Road

By RAY BRACK

CHICAGO—Mercury Record Corp. will soon announce the availability of its music in stereo tape CARtridge playables in units now sold with Ford automobiles as well as RCA CARtridge players built to the same dimensional standards. Configuration of the Mercury eight-track stereo CARtridge will also reportedly assure playability in automobile stereo systems soon to be announced by Chrysler and General Motors. Generically, the Mercury tape cartridge will resemble the Lean-Jet Pak used by RCA Victor, but the cartridge used by Mercury will have structural and functional features said to provide better sound and warrantability.

"Improved" CARtridge

One such "improved" CARtridge will soon be marketed by a major Chicago plastic engineering firm. The cartridge will feature a "tape-lock," which is said to eliminate tape spillage.

Modugno, Cinquetti Win Remo

By GERMANO RUSCITTO

(Ed. Note: For additional editorial and pictorial coverage of the San Remo Song Festival, see pages 30 and 32.)

SAN REMO—Domenico Modugno, who first broke on the international music scene with "Volare," last week won his fourth San Remo Song Festival prize. Sharing honors with Modugno was Gigliola Cinquetti, who two years ago was a Festival winner, and who also took top honors at the Copen Festival that year. The winning entry was "Do Come Ti Amo." (God How I Love You), with both artists scoring heavily on the number. It was an all-Italian triumph. U.S. artists who made the final round were Pat Boone, Vic Dana, Gene Pitney and the New Christy Minstrels.

Non-Italian in the finals were Francesco Hando and Richard Anthony of France; Chad and Jeremy of the United Kingdom, and the Surf of Madagascar.

Some 14 songs were sung in the final round, each one by two different contestants. Selection was made by juries throughout Italy. The jurors (Continued on page 12)

MGM Bows Repackaging Policy

NEW YORK—All repackage of MGM Records will henceforth be clearly identified as such under a new policy announced by Morton Nasatir, president, said the firm. The policy follows after conferring with both the Record Industry Association of America and the National Association of Recording Arts and Sciences. The RIAA has asked for all details of the new policy and will circulate them among its members. Re-packaging and authorizing records is good business, Nasatir said, and record companies have to do this in order to exist at a profit. "We have to authorize just like book publishers. The problem is: How do you protect the purchaser? Every customer has an I.Q. of 120... he can't tell that the songs on the album he's considering for purchase are also on an album he has at home." (Continued on page 12)
AVAILABLE THIS WEEK-ORDER NOW!

"BATMAN THEME" ALBUM

NEAL HEFTI Arranger, Composer and Conductor of the theme from the ABC-TV show in a new album featuring "BATMAN THEME" and eleven Hefti Bat songs LPM/LSP-3573. First a hit single—now a great new album. "Batman" is a Greenway Production-20th Century-Fox Television Series. RCA VICTOR

#8755 The most trusted name in sound
New York — A record-breaking NARM Parish Seen

NEW YORK — A record-breaking Parish Parish seen for the annual NARM con-

vention scheduled March 6-10 at the Fontainebleau Hotel, Miami Beach, Fla., by Malvern, executive director of the New York State Music Manufacturers' Association, has scheduled to be the first time in the association's history, the con-

vention is a complete sellout. The 800-room hotel is scheduled to be open. However, late registration is available at the hotel's Bar-

nace, where an additional 75 rooms have been secured. A full complement of rack jobber companies and 60 manufac-

turers have been invited to attend the pre-

arranged appointment sched-

ule of 1954 in Miami - person to person has been closed since no additional space is available for either rack jobbers or manufacturers. For the first time in NARM history, distributors will be in-

cluded in the NARM conven-

tion, via the new associate mem-

bers category. This category is in addition to the present manufacturer-

s associating membership category. Full mem-

bership in the NARM is held by rack jobbers.

NARM has more than 300 members within its mem-

bership a total of 40 distribu-

tors in the United States and Kan-

ada. A distributor has been appointed by Mr. Al-

ton F. Doody of Ohio State University to take over the prob-

lems of the record distributor in a changing industry. This ses-

sion will be held March 9. Dis-

tributors in the NARM include Chris Balca, Carl Proctor, formerly with Mercury, and Smith, Dean Martin and cover-

s the ANATOMY OF POP FOR ABC-TV

New York—"Anatomy of Pop," a show that explores today's popular music and ex-

amines the current trends in the field, will be developed, will be shown on ABC-TV network, Feb. 15 at 10 p.m. EST. Much of the show was filmed in Nashville, Texas and New Orleans.

HANDLER, the 32-year-old company is represented on the American Stock Exchange, having gone public in 1963. It opened a Los Angeles office late August headed by Joe Handler, who has headed the company from Chicago. Last week three Handler brothers, Joel, Robert and Melvin, united in business meetings in Las Angeles.

1965 DISK SALES HIT HIGH: RIAA

New York — The Record Industry Association of America has presented to Congressional hear- ing, covering such items as legal, legal, legal, activities marketing, the postal scene, public relations, relations with the public, and standards. According to the re-

port, record sales at retail dur-

ing 1965 hit more than $600 million in volume.

HOLLYWOOD — Three ma-

jor deal making sessions within Capital's aortic department. David Miller, general manager of the division, has given the assignment of creating new, tested outlets for catalog album product. Miller has been given the job of head of the Cap-

itol of the World importers line and Lee Gillette has been appointed full-time sales representative for Guy Lombardo orchestras. Dexter's new job will focus on the middle ground of sale of all Capital masters, explained N.R. vice-president Veale Gil-

more. Dexter will develop pre-

liminary packages for the Capital Record Club, expand the reper-

toire available to the Pickwick 33 line of budget albums and provide EMI's labeled, Music for Pleasure, with appro-

priate masters. A significant part of the job will be taking artists with selling power who will be off the label and repackaging, infusing life in-

to these albums through diverse

The move puts greater em-
phasis on precision and special-

projects, with Dexter's broad kno-

ledge of foreign markets and a

fact that he will answer to the head of the company's A&R committee, he is also assigned the job.

In the move resisting Lee Gil-

lette with Guy Lombardo, Gil-

more brings with him some own re-

novation projects, Dexter will

continue to work with the label by the company's A&R committee.

The move is expected to be a success. Gillette has been with the company more than 20 years and has been a major part of the label's success.

The deal was concluded by N.R. executive director, Stanton, and Gladys Pare, who headed Porter.

Delta Shows How to Hold a Distributors Convention  . . . Page 26

February 12, 1966, BILLBOARD
NEW YORK — MGM Records introduces three new budget lines this week, including a major budget jazz label. The new labels are: VSP— jazz, Heilbron—classical, and Leo the lion—children's.

Monti Nasutt, MGM Records president, said the new lines would be sold to distributors Feb. 7 in New York; Feb. 8 in Chicago, and Feb. 9 in Los Angeles. sol Greenberg, director of the company's sales, will conduct all three sales sessions.

The creation of the new budget labels follows "almost sensational results" from MGM's Metro Records. Nasutt said. Metro Records, a pop budget label, was launched a year ago. Almost every record company did well financially in 1965, he said. But "we think we have particularly succeeded in that we have what we think is a brand new concept. We did $2 million in business in February, which is an increase of 30% over December. We are now serving the larger record buyer." The three new budget lines will provide a complete package for dealers and rockers in the $1.25-

MGM Records' low-priced offerings now total four. These are in addition to the full front-line catalog. Metro, Nasutt said, will be continuously strengthened. In line with the expansion of budget material, MGM hired two men who started Monday (31). Peter Spargo will be in charge of ad for budget material, reporting to Teron Wilson. Also hired was Phil Picone, formerly with 20th Century-Fox Records. Picone will be director of sales to rock jobbers.

"Second to None"

The classical product offered on the new Heliodor label will be "second to none" in the industry, Nasutt said. The material will come about 70 or 80 per cent from the catalog of DGQ and the rest from GMG's classical catalog. "Not a month goes by that we don't receive requests for MGM's classical line material that is unavailable on the market," he said. Product on Heliodor includes Mozart's "Requiem, K. 626," as performed by the Guarneri Strings, conducted by Gertrude Pitizinger, Richard Holtschneider, and with the Vienna Symphony. conducted by Eugen Jochum. Other artists featured in the 15 albums in the first issue include Anna Fischer with the Bavarian State Symphony, conducted by Ferenc Fricsay; the Salzburg Mozarteum Orchestra, conducted by E. Mangerer, and the Hungarian Camerata Academica, conducted by Ferenc Fricsay; the Koeckert Quartet, the Chorus of the Bavarian State Opera, conducted by Herbert Kegel; and the Munich Radio Chorus, conducted by the Berlin Radio Symphony Orchestra, conducted by Hugo Kullak. Other artists include the Hamburg Camerata Instrumentalis, conducted by Eugen Jochum; the Moscow Kosmononic Symphony, conducted by Solomon Rubenstein and Vladimir Yampolski; Andreas Segovia; Carl Weirich; Rudi Elsasser; the Boston String Quartet; a wind ensemble, conducted by Arthur Windg carl, and Beverlage Webster.

Specially Designed

A feature of both the jazz and budget labels is that the jackets are designed especially for these lines. A sales message in large print can be read 3 feet away and several feet away across the top of the jacket when the product is in the VSP jazz line, for example. States: "Woody Herman. On 25 March 25, 1945 Woody Herman's First herd played a historic concert in New York. Here are all the actual recordings of highlights of this event for the first time available for many years, capturing the excitement and power of one of the greatest big bands of all time. Starring: Flip Phillips, John Coltrane, Philly Baker, Pete Condol

Among the artists featured in the new series include the Jazz at the Philharmonic, "We Love Jazz" records like Flip Phillips, Billie Holiday, Count Basie, Buddy Rich, Stan Getz, Dizzy Gillespie, Oscar Peterson, the Boston Trio, the trumpet and cornet, the jazz orchestra, Billie Holiday, Johnny Mathis, and the Kiss Kats, and his orchestra, Cannonball Adderley and Ray Brown, and Henry Mancini and his orchestra, "We're aware that in Verve we've added to the Jazz series a number of recording artists who, although not jazz artists, are very popular with the contemporary scene and in this way we can make our catalog this year as exciting as the New Orleans walking bands at sanoma:" We are offering new labels, the "Verve Special Project." Both Heliodor and VSP have a suggested list price of $2.50. The project took six months, working on it were Creed Taylor. Verve ad director and Robert advertising manager of MGM Records, and Don Cerrillo of William H. Schneider Agency.

Tested

For VSP, no special LP was drawn from the catalog, Nasutt said. "We put together several good titles. The budget jazz box was populated with knowledgeable dealers around the country and we believe we can market this category as rapidly as the $4.98 and we believe to be at near the same prices. We are striking for the impulse purchase. There is no such thing as five dollar jazz."

The label for Leo the Lion Records is "Dumb, Dumber," Nasutt said. This is the first time a young as young as 12 has been taken under such a large project. In addition, the label will sell singles. In addition, they will be on sale at other spots. Jack Brown of BMI is assigned the fraternity in staying the show. There are 14 colleges in Nashville.
You really haven’t heard
"Bye Bye Blues"
until you’ve heard the
AndyWilliams single.
("You’re Gonna Hear From Me!")
on COLUMBIA RECORDS®
NEW ALBUMS FOR FEBRUARY

**EXCITING NEW POP RELEASES**

**Ballads of the Green Berets**
Sgt. Barry Sadler


**Hey! Plenty of laughs here. Includes his two Dynagroove sound. Dynagroove sound.**
from their concert tour. "Minute Waltz," Ballads of the Green Berets

To be released. LPM/LSP-3534

**Have A Laugh On Me**
**Archie Campbell**

Plenty of laughs here. Includes his two "supersmash" hits, "Lazybones" and "Beepin' Beeply." Also, "The Drunk," "Ray, Walter!"

America's funniest story-teller in a "live" performance at the Royal Box of the Americana Hotel. 30 top stories in that Cohen style. LPM/LSP-3533

**CHOICE * JOHN GARY**

Many top composers selected their favorite songs for this one. "Charade," "How Deep Is the Ocean," 12 others. In Dynagroove sound. LPM/LSP-3531

**Casually Classic**
**Los Indios Tabajaras**


**Myron Cohen**
**Royal Box**
**Americanas**

"Everybody Gotta Go Somewhere"


**Country Hits Parade**

Here are big hits sung by the individual artists who made them. Album features Roger Miller, Eddy Arnold, Jim Reeves, Connie Smith, 12 others. LPM/LSP-3541

**Mary Martin**
**Hello, Dolly!**

Original London cast recording. All the spirit and excitement, songs and music from the hit show. 12 songs. In Dynagroove sound. LMC-1500-2007

**Henry Mancini**
**The Academy Award Songs**


**AD Libby**
**Libby Morris**

First album by this fabulous musical comedy and nightclub artist. 12 songs include: "Dead in My Shoes," "19-That!" In Dynagroove sound. LPM/LSP-3530

**The Big Ones**
**Floyd Cramer**

Playing the hits of 1965. Floyd follows his recent success of "Class of '65." "Yesterday," The "Coward," The Concert in Dynagroove sound. LPM/LSP-3533

**Charles & Hays**
**A Time to Keep '66**

Narratives by Chet Huntley and David Brinkley. Comprehensive chronicle of 1965's big event. Includes actual voices and sounds of persons and events that made up the headlines. LMC-1500-1222

**The Silencers**

This one will go all the way. Original sound track composed and conducted by Oliver Berndt. Sure to delight record buyers. LMC-1500-1129
ON RCA VICTOR

DIRECT HITS

A Bag Full of Soul, Folk, Rock and Blues
José Feliciano

Folows up his current album with such hits as "Goin' to Chicago Blues," "A Woman, a Lover, a Friend," 19 others. In Dynagroove sound. LPM/LSP-3503

INSTRUMENTAL TREATMENT OF FELICIANO'S BIGGEST HIT ARRANGEMENTS. INCLUDES "THE MOUSE," "THE NAME GAME," "LET'S HANG ON." DYNAGROOVE SOUND. LPM/LSP-3549

Pee Wee Plays Pretty
Pee Wee Sipplelera

Featured clarinetist with the Al Hirt Band in his first smash album "Blue Clarinet," "Ebb Tide," 19 others. In Dynagroove sound. LPM/LSP-3511

SOPHIA LOREN
Judith

Peter Finch
Jack Hawkins

A great new album that captures all the drama and exciting impact of the motion picture. Composed and conducted by Sol Kaplan. LOC/LSO-1119

OUTSTANDING NEW RED SEAL RELEASES

Verdi

REQUIEM

Boston Symphony Orchestra

Revised Version

Stellar cast in performance of Verdi's great opera. Boston Symphony Orchestra, Boston Chorus, Pro Musica in Dynagroove sound. 2 L.P.s. LM/LSC-7040

THE TWO WORLDS OF KURT WEILL

Morton Gould

BOSTON SYMPHONY ORCHESTRA

BERLIN


HEIFETZ. PIATIGORSKY CONCERTS with LEONARD PENNARID and Guest

Schubert Sonata in G Op. 79

Peter Serkin

Latest in their historic recorded series. Flawless virtuosity. With Pennario, piano, Malcolm Hamilton, harpsichord, in Dynagroove sound. LM/LSC-2867

FOLLOWS UP HIS CURRENT ALBUM WITH SUCH HITS AS "GOING TO CHICAGO BLUES," "A WOMAN, A LOVER, A FRIEND," 19 OTHERS. IN DYNAGROOVE SOUND. LPM/LSP-3503

PETER FINCH

HAWKINS

ANDRE PREVIN CONDUCTS SHOSTAKOVICH: SYMPHONY NO. 5

London Symphony Orchestra

PREVIN'S FIRST RECORDING OF A SYMPHONY FOR RCA VICTOR. AN EXCITING PERFORMANCE OF SHOSTAKOVICH'S MASSIVE "FIFTH." IN DYNAGROOVE SOUND. LM/LSC-2866

ую SECOND RED SEAL RECORDING BY THE YOUNG ARTIST WHO EUGENE ORMANDY SAYS HAS "AN ALARMINGLY MUSICAL CURIOUSITY." IN DYNAGROOVE SOUND. LM/LSC-2874
CHICAGO — Billboard has learned that GE Tape Recording Studios and the Chicago-based wing of Ampex will soon be producing the main production line of tape for use in Automobile playback units.

Bernie Clapper, president of Universal Music Company, will be ready on March 1 to turn out 6,000 tapes daily. Clapper said he will control Ampex to duplicate music for various record companies, as they expand their products available for existing and future customers.

The Ampex disclosure was the first indication that the firm would enter the eight-track tape duplicating business. Modified Ampex equipment is used almost exclusively by eight-track duplicators in this country, but the firm has never done work for the South. Ampex, which said it has nearly half of its 39-label music library ready for eight-track, has signed contracts with Ortronics and the Americor Line, to produce cartridge-cases for the tapes. Ampex will begin duplicating in about 90 days. The first batch of the new eight-track tapes will be London. The new cardtridge is designed for the Ford-Motorela eight-track systems and for playback units of similar dimensions.

(The company has been manufacturing eight-track equipment for many uses in the past 12 years and is now contracting to build cartridges for various types of playback units.) The Ortronics (Chicago) unit has its own eight-track, but with Ortronics' own version of the "cutter," or "after-market" playback unit which is currently being marketed by the company and various other national chains.

Maitland, who has devoted 16,000 square feet of space to his independent eight-track, said the new operation is part of Tono-Graph's plan to extend its ownership in various rec-

Billboard, which has long enjoyed the reputation as one of the leading music authorities in the country, has been in the high-speed duplicating business for a year and a half.

For the eight-track duplicating business, the Ampex engineers have adapted Ampex four-track equipment to new specifications.

Clapper said that his engineers have speeded up the mastering process and have improved the overall sound quality on eight-track tapes.

REUNION TIME: Juggy Gayles, left, of Bong Records and George Furness, right of Atlantic Records, greeted Tony Bennett backstage at New York’s Copacabana last week. Gayles and Furness worked on Bennett’s first recording, “I’ll See You Again.” “No Safer Place, Won’t Cry Anymore,” which were back-to-back on Columbia Records.

**Court Tells Ely & Kingsmen To Use A Different Billing**

PORTLAND, Ore.—Jack Ely and the Kingsmen will have to change their billing. That’s the ruling handed down by the Circuit Court here in the suit filed by the Kingsmen against “Jack Ely and the Kingsmen.”

The court ordered that Ely no longer perform under any name using the word “Kingsmen” or any derivative word, with this exception: He made promote and advertise himself with this phrase: “Jack Ely, formerly of the Kingsmen.” Ely was also restrained from identifying himself with the song, “Louis, Louis,” which was a hit made by the Kingsmen, when he was with the group, on the Wand label.

The court, however, also said Ely could appear as “Jack Ely and the Kingsmen” in a certain number of specific dates which had already been booked. About 30 days are involved.

**REEVES’ RECORD IN NO. 1 SPOT**

NEW YORK—In setting the “Top Country Singles of 1965” chart, Jim Reeves’ recording of “This Is It” on RCA Victor was inadvertently omitted from the No. 1 spot. Reeves’ album, also listed in Billboard’s “Hot Country Albums” chart, was No. 1 for 24 weeks during 1965.

**Miller Gets Rights To Winning Song**

NEW YORK—Lollipop Music’s Ed Miller returned from Spain with U.S. and Canadian publishers’ rights to “My Little Tessita,” winner of the Mediterranean Song Festival. The French song, written by Fran- zeskis Iakovou and Andre Ode- de, was given to Miller by a Greek act, with the rights to “Mine,” another Greek entry at the festival, and to “Jassou Opa Opa Jassou,” which was not in the competition.

Rights to all these songs were acquired from Cantecones Music Co., a Madrid publishing firm.

Jolly Joyce’s 50th PHILADELPHIA — Jolly Joyce, head of Jolly Joyce the- aters here, was born May 27, 1915, in her 50th year in show business March 24.

A&M, Alpert Hot Combo release in March, issuing product by the Bruss, the We Five and Chris Montez together for the first time. Alpert, who aded Montez’s current “Call Me” chart single, is spending less time in the studio as a producer of acts because of the one-nighters demands for the TJB.

BMI NAMES 3 TO BOARD

NEW YORK—BMI’s board of directors has named Leo Chervinsky, vice-president, foreign rights administration; Oliver Daniel, assistant vice-president, concert music administration; and Howard Koenig, controller.
The Big Hit by The Righteous Brothers is on Moonglow!*

GEORGIA ON MY MIND

THE RIGHTEOUS BROTHERS
Moonglow-244

* Distributed by

Best-Selling Righteous Brothers LP's on Moonglow.*

AVAILABLE IN MONO AND STEREO

SOME BLUE-EYED SOUL 1002

RIGHT NOW! 1001
Jazzfest Plans in Motion In the Longhont State

By BARRY CANDY

AUSTIN, Tex. — Plans to stage one of the nation's major 1973 summer music festivals, the third annual Texas Spring Festi- nal, have officially gotten under way.

Initial offer terms for the Austin-based producer of the Longhont Jazz Festival, the first of its kind in the state, scheduled for April 23-28, are being announced by George Wein's festival administration.

Wein will come to Austin in mid-February, Wein's Festival productions and Austin backers of the festival have leased Dick Dean Field, home of the Texas League's Austin Braves, as the site for the three-open concert up the festival bill. The park's capacity will be expanded to 10,000.

On the slate will be evening concert events at the armory in Austin on April 23, plus a Sunday after- noon (April 3) "workshop ses- sion." The first annual Texas Spring Festival performers will be assembling. No musician list has been named yet, but Wein says they will be drawing a four-day, key top ranks of the jazz world. For many of the mu- sicians, the Austin Jazz Festi- val will represent their first Texas appearance. Although precise concert details, the festival here will be backed per- sonally by the Austin business- men, who first discussed such an event with Wein when he brought his Newport All-Stars here for a concert last summer.

Operating under the sanction of the city of Austin, the Longhont Jazz Festival is envisioned as an annual affair.

MINNY C OF C CONCERT SERIES

MINNEAPOLIS — The Minne- appolis Chamber of Commerce is running a song contest, as a part of its annual (April 21) "You're Not Alone with Love" promotion.

Chairman of the judges committee is Al Heinbich, vice-presi- dent of Minnesota First National Bank. According to Heinbich, other judges will be Robert Swanson, director of Minneapolis Choral- Societv, and Gilbert Nichol, director of the Minneapolis Symphony Orchestra.

The judging will be held this past weekend by the judges. The winner will be announced this month.

TRO Cooking

On Pub Front

NEW YORK—The Richmond Organization is making a con- certed effort to bolster its stand- ard catalog by buying copyrights and renewal rights.

In a veiy recent pub deal, the company has picked up 25 International standards—"Come Prima" and "Only You." For each deal usually exceeding the one-year mark, the price is $1 00 to $50 on $5 79 and up to $100 or more depending on the size of the catalog.

Two other standards—"Walk Away, TV/A&B and "No Time to Stop"—were acquired from British pub- licists, while renewal rights to "That's a Big Why," "I Don't Know Why," "Meant to Me" and "Love, You Funny Thing" were picked up.

TRO's Ludlow Music recently acquired renewal rights to Alec Wilder, including "While We're Young," which was published in the Ludlow catalog in five years ago.

Other recent renewal rights acquisitions by TRO firms include: "Alton Moon," "For All We Know," "One Minute to Love," "Tenderly," "Not a Day Since I've Been Contented," "Mocking Bird Hill" and "With These Hands."

Pelsman to Go On Tour for Roulette

NEW YORK—Morrie Pancho Pelsman, Roulette Records in- ternational operations manager for Latin America, leaves Feb. 18 to visit 11 South and Central American countries to further develop Roulette's Latin, Spanish and Alegen labels. He'll visit foreign licensees in Mexico, San Salva- dor, Panama, Columbia, Ecuador, Peru, Argentina, Uruguay, and Argentina.

He will return to headquarters to Roulette in Puerto Rico Feb. 18.

Reznier to Bonn

CHAICAGO—Lou Reznier, president of Anglo-American Records' Mod label, left Mon- day (7) for Germany to seek new material and artists for the label. In addition, he'll record of Jarl Janssens in Stuttgart.

New 'Golden' Series

NEW YORK—Golden Rec- ords has announced a new "Golden Language" series, de- signed to teach a foreign lan- guage to both children "with- out resorting to the spoon-fed vagaries of the television period which so predominates the field.

The series is kicking off with a program in Spanish and one in French this week.

The series will be the first in English and the second in the foreign lan- guage.

Northeast Beach

SAN FRANCISCO—North- beach Records here made its debut last week with singles re- leases by the Great Society, Little Juarez and the Chosen Few. The announcement was made by Bob McClay.

BIG 3 GRABS 2 PRESS AWARDS

HOLLYWOOD—The Big 3 Records/Atlantic/RECO is the winner in two categories in the Holliday-Flynt Press Asso- ciation Golden Globe Awards. The annual competition, known as "The Academy Awards of the Record Industry," was sponsored by Variety. Maurice Jarre, for "Doctor Zhivago," was also a winner.

The Big 3 won for "The Yellow Rolls Royce," written by Donny Hathaway and producer William J. Ready and Gary Winfield; and "I Don't Mind," written by Maurice Jarre for his "Doctor Zhivago." Both were registered with Robbins.

The $1,000 first prize was telecast live here on "The Andy Williams Show.

Stones Rolling to Down Under: Tour

NEW YORK — The Rolling Stones are set for their first tour Down Under. They begin a 10 day tour of concert and TV ap- pearances in Australia and New Zealand on Feb. 18. Before re- turning to England, the group is slated for a promotional trip to Japan.

Promotional activities will include a Rolling Stones to Australian audiences with the first appearance set for Con- memoration Auditorium in Syd- ney, Feb. 19 and 15. Other dates include Brisbane, Feb. 21; Adelaide, Feb. 22; Melbourne, Feb. 24, 25 and 26; Wellington, Feb. 28; Auckland, March 1; Perth, March 3.

New Starday Distrb

NASHVILLE — In a move to further strengthen Starday's West Coast distribution set-up, Columbia House, president of marketing, has appointed Press Records Sales as Starday distributor for the Los Angeles and San Francisco California areas. This is due to the proximity of Ron Dicklin and Bob Stern.

London Names Hot

NEW YORK—Named Hot Records name Hot Records Distri- bution to handle all London group merchandise for the area market, which will handle all singles and LP's, is Limited, has been announced. Dave Petitt is sales and general manager, while W. C. Bill Far- relly is sales and promotion assistant. Mary Lou Mather is LP and singles buyer.

Retirement Doesn't Work for Dave Finn

BY MIKE GROSS

NEW YORK—In the lexicon of Dave Finn there is no such word as "retired." Finn, man-ager of record distributor rela- tions at RCA Victor who had been in the business since 1923, was given a testimonial dinner by the American Society of Record Managers and this month he's still working. Finn is now on a per diem basis for special assignments. He continues to work on plans for (1) the advisory council meetings to be held this year, (2) the label's school program for distributor-salesmen, and (3) the Top Record Panel of dis- tributor managers and princi- pal of the company's national sales convention in the summer.

In addition, Finn is continuing his relationship with the Victor sales force in the field by issuing monthly summaries outlining "Keep You Posted." It contains information about Vic- tor's current product activity.

The advisory council project, which Finn set up in 1960, is designed for the exchange of ideas on the operation of a distrib- utor's sales force. These meet- ings will be held this year in March and again in September.

Finn recently expanded his "School of Music," a one-week course held in Baltimore, Boston, Dallas, Atlantic, New York, Kansas City, Los Angeles, San Francisco and Indianapolis. Finn said that so far he's received more than 180 solicitations which want to attend this year. He will continue this program for the company's salesmen.

Welsch High on New Discovery

NEW ORLEANS—Lou Welsch, who has many years in composing and recording in this area, said last week he is returning to activity with a new discovery on which he pins high hopes.

The artist is Donna King, 17, a high school student who Welch describes as having "one of the greatest voices to come out of New Orleans in a long time."

Her first single, on Nola Rec- ords, which has a leasing ar- rangement with Atlantic, will be released in the "I Don't Mind," due out soon.

Welsch penned such hits as "Take Me to Your Arms," "Papa Does the Mambo," "Mar- di Gras Mambo" and "Cryin' the Blues."

AFCO Makes Bow

UNION, Ky.—AFCO Rec- ords, a subsidiary label of Nola Records, started this week. The new label will fea- ture country music. According to Boone Records will continue featuring country music.

AFCO release features Mac Vickery with "Bell Bottom Jeans."

"LE MANCHA" HIT FOR KAPP

NEW YORK—KAPP Records, which has the original cast al- bum of "Man of La Mancha," is reaping the benefits from the musical, playing to full house at the ANTA. The 1,155-seat house took in more than $50,000 last week, the highest since it opened in November. The label reported that album advertisement in The New York Times three weeks ago brought in response from most of the 50 States.

February 12, 1966, Billboard
A SURE WINNER! Starting to move up fast and soon to be challenging for lead position—
DON GIBSON singing "A BORN LOSER"
"All the World Is Lonely Now" #8732
Published by Acuff-Rose RCA VICTOR

The most trusted name in sound
During the past 2 weeks, ITCC has shipped its distributors the original sound track from the 20th Century-Fox picture "Our Man Flint" in both black and white and stereo tape cartridges.

This week, ITCC will be shipping the original sound track from MGM's "Dr. Zhivago" in both systems. This is one of the most beautiful musical scores of any motion picture, and our prediction, based on present sales of the MGM album, is that this cartridge will quickly rise to the top of the charts.

In BILLBOARD's "Top LPs" of January 9th, ITCC is represented with 38 titles, Columbia with 19, Capitol with 13, and RCA Victor with 12. This is one of the many reasons why ITCC is acknowledged as the leader in the tape cartridge field.

At the time of this writing, ITCC is shipping over 1,000 titles in four track and 80 titles in two track and has sold Ortronics eight track pricings.

Our new eight track catalog is at the printers, and will list 400 titles, covering everything from rock 'n roll to the classics.

We are also issuing a weekly "Hot Sheet," covering additional cartridges which hit the BILLBOARD charts, or which, in our opinion, will become best sellers. These items listed on the "Hot Sheet" are available in either four or eight track and, starting immediately, all new releases will be available in either of these systems.

We have a great deal of confidence in the future of the tape cartridge industry. If you share our feelings and would like to become a distributor . . . we still have a few areas open. If you are a dealer and would like information on the nearest distributor - CONTACT US!
Dick Kallman

Order Now:
Dick Kallman’s latest single
"On a Clear Day (You Can See Forever)"
c/w "I Believe in You" #8762

Stock Up:
Dick’s great album
"Dick Kallman Drops In As Hank"

The original cast recording of the
Broadway musical "On a Clear Day You
Can See Forever" LOCD/LSOD-2006
still in big demand—reorder now!

RCA Victor

© The most trusted name in sound
CLEVELAND

TW LW
1 30 CLEVELAND ANN-Davis, Capitol 5467
2 15 JUKEBOX JEM-Jefferson, Capitol 5959
3 10 BABY I'M A TEENAGER-Chiffons, Capitol 5582
4 5 Hi-DE-HI-Paul Revere & the Raiders, Capitol 5952
5 2 I'M NOT A CRY-Baby-Byrds, Capitol 5916

DETROIT

TW LW
1 3 LOVE MAKES THE WORLD GO ROUND-Diana Ross, Motown 5487
2 2 I'M LEAVING--Stevie Wonder, Motown 5482
3 1 STORMY MONDAY-Blue note, Atlantic 4394
4 3 YOU CAN WORK IT OUT-Jimi Hendrix, Reprise 7505
5 1 I'M GONNA BE MEETIN' SOMEBODY--Tina Turner, Stax 5430

LOS ANGELES

TW LW
1 5 UP TIGHT-Stevie Wonder, Motown 5482
2 1 I'M LEAVING--Stevie Wonder, Motown 5482
3 2 I'M NOT A CRY-Baby-Byrds, Capitol 5916
4 1 I'M GONNA BE MEETIN' SOMEBODY--Tina Turner, Stax 5430
5 3 YOU CAN WORK IT OUT-Jimi Hendrix, Reprise 7505

MIAMI

TW LW
1 4 MY LOVE-Lynyrd Skynyrd, Warner Bros., 5666
2 2 A MESS OF MESS You Gotta Be Funky-Isley Brothers, 4020
3 1 JUST LIKE ME-Paul Revere & the Raiders, Co 2208
4 3 I'M GONNA BE MEETIN' SOMEBODY--Tina Turner, Stax 5430
5 2 I'M NOT A CRY-Baby-Byrds, Capitol 5916

TWO SOLID HITS HEADING FOR #1

STOP HER ON SIGHT

Edwin Starr

FESTIVAL TIME

The San Remo Golden Strings

GOLDEN WORLD RECORDS

February 12, 1966, billboard
HERE ARE A FEW OF THE MORE THAN 6,000 STUDENTS NOW ENROLLED AT THE UNIVERSITY OF BRIDGEPORT in Bridgeport, Conn.

Concert facilities for the entertainment of these 6,000 students include 5 halls with seating capacities ranging from 200 to 3,000.

During the past year the University of Bridgeport has sponsored concerts featuring

THE SUPREMES • THE CLANCY BROTHERS AND TOMMY MAKEM • ROLAND KIRK
ERIC ANDERSON • THE KINGSTON TIO

Several organization and administrative directors are permitted to book shows into the University's concert halls... all of which are among the more than 5,000 college booking influencers who will receive personally addressed copies of Billboard's 1966 MUSIC ON CAMPUS edition.

IF YOU HAVE SOMETHING TO SAY TO THEM...

Contact Your Nearest Billboard Office

Billboard TOP 40

EASY LISTENING

These are the best selling middle-of-the-road singles compiled from national record sales and radio station air play listed in rank order.

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<td>1</td>
<td>2 3 3</td>
<td>CRYING TIME</td>
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<td>2</td>
<td>6 6 7</td>
<td>ZORA THE CREEK</td>
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<td>3</td>
<td>1 2 2</td>
<td>IT WAS A VERY GOOD YEAR</td>
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<td>4</td>
<td>7 8 10</td>
<td>MY LOVE</td>
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<td>3 4 4</td>
<td>THE MEN IN MY LITTLE GIRL'S LIFE</td>
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<td>SPANISH EYES</td>
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<td>10 15 16</td>
<td>CALL ME</td>
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<td>11 17 30</td>
<td>MICHELLE</td>
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<td>BYE BYE BLUES</td>
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<td>AS YEARS GO BY</td>
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<td>20 24 35</td>
<td>A HARD DAY'S NIGHT</td>
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<td>MAKE THE WORLD GO AWAY</td>
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<td>PLAY A SIMPLE LITTLE MELODY</td>
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<td>ON A CLEAR DAY YOU CAN SEE FOREVER</td>
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<td>BIG SPENDER</td>
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<td>WHERE AM I GOING?</td>
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<td>FEELING GOOD</td>
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<td>ONE OF THOSE SONGS</td>
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<td>THE ARMS</td>
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<td>36</td>
<td>I WANT TO GO WITH YOU</td>
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<td>30</td>
<td>31 36</td>
<td>THERE'S GONNA BE SOMETHING BETTER THAN THIS</td>
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<td>SOMEWHERE THERE'S LOVE</td>
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<td>PROMISE HER ANYTHING</td>
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<td>EASY, EASY BLUES</td>
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<td>39</td>
<td>38</td>
<td>ASHAMED</td>
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<td>BALLAD OF THE GREEN BEETLES</td>
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FEBRUARY 12, 1966, BILLBOARD
The winner he introduced on HULLABALOO!

Most exciting young singer on the scene today!

BRUCE SCOTT

You Can't Lose Something You Never Had

b/w A Young Man Says Goodbye!

K-13455 A Concert House Production/Produced by Lou Futterman

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
**TOP 20**

**HERMAN'S HERMITS—LISTEN PEOPLE (New World, ASCAP)**—Culled from the album “When the Boys Meet the Girls,” this Herman’s solo should really climb faster than the Ferris wheel, and it should climb. (Spence, BMI)

**OUR HOUSE—THE MIRRORS (Dot, ASCAP)**—This is a great hit, one of the best, and it should climb faster. (Stevens, BMI)

**FEEL NOhalten—THE SCREAMERS (Jewel, ASCAP)**—This is one of the cigarettes and a hot follow-up to “Ain’t That Peculiar.” (Spence, BMI)

**I'M SORRY, I'M SORRY—JACKIE EARL (Mo, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**TOP 60**

**BABY, IT'S YOU—THE FONTANAS (Dot, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**YOU CAN'T DO THAT TO ME—JIM DANN (Liberty, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**THE GLORY OF LOVE—THE MIRRORS (Dot, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**THE WALKING—THE JIMMY CLIFF BAND (Trend, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**WHAT IS SHE THINKING OF—THE MIRRORS (Dot, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**THE GREEN, GREEN GRASS OF HOME—THE SCREAMERS (Jewel, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**THE LIVING room—THE MIRRORS (Dot, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**WORLD'S GREATEST SONG—THE MIRRORS (Dot, ASCAP)**—This is one of the best of the season, and it should climb faster. (Spence, BMI)

**TOP 100**

**TAMLA 54125**

**BRING ME HOME**

**potential**

**Hush**

via this exceptional

**YOUNG EXECUTIVES**

their

**CHANDLER-0'm**

as

**Gems**

winner,

**Charlotte”**

-*Columbia, Flip

**vocal.**

**--**

**in My Heart For You (Ryanen,**

**BMI)**

**Hitting**

**on the**

**major**

**"The Oscar,"**

**72539**

**THE SWINGING BLUE CAROLYN DATE v. WAYNE**

**important artist in**

**of**

**the way.**

**Put them**

**Lies" (Burlington,**

**ASCAP), MERCURY**

**BURLINGTON**

**THE PEOPLE**

**JUANITA BANANA (Tash, BMI)**

**Hitlazoids**

**with a clever idea and infectious**

**teen dance beat that should go all the way. Left falder to watch:”Flip” (Tash, BMI)

**Karate 522

**CAROLYN DAY—EVERY NOW AND THEN (EMI, BMI)—New discovery that should fast produce a hit. An important artist in the sales vein of Connie Francis via this commercial ballad with fine production work of Anita Kerr. Watch this one. "I Love You a Thousand Ways" (Peer Int, BMI)

**Lady 58855

**THE SWINGING BLUE JEANS—DON"T MAKE ME OVER (Coral, BMI)—Bobby Darin’s follow-up to the Dionne Warwick hit could prove a big one again via the charm of the version. "What Can I Do Today" (Big Top, BMI)

**Daytrippers—that’s Part of the Game (Alma, BMI)—Debut of a New York group is a strong rocking entry aimed right at the teen buying market. Good blend of voices backed by solid dance beat. Flip: “You Cheated” (Alba, BMI)

**A.M. 905

**Vince hall—Take me to your Heart Again (Nel Gacy, ASCAP)—This English import, currently riding the British charts has strong potential for the U.S. "Can we be "La Vie En Rose" performed by the big voice of new comer HP. "Flip: Push Push" (Mellon, ASCAP)

**Tower 107

**TERRY JUDGE and BARRINTS—COME WITH ME and I’ll Love You (Charlie T (Calyco)—Rock pop imported from England has the earmarks of a discothque winner. Presley type voice is backed by infectious rhythm. Flip: “Waiting For Night to Come” (Hill, BMI)

**Resh” (Jalyn, BMI)

**VISCONTI—NIGHT TRAIN (Frederick, BMI)—Having hit hard with "Stardust" Northwest, the swinging group strikes back with another hot disc coming right off the revival. Flip: "Looking for the Saints Go Marching In." (Aby 949

**CHART**

**Spotslighted—Predicted to reach the HOT 100 Chart**

**DION & THE WANDERERS—Time Is On My Heart For You (Brun, BMI)

**BRENNING & SHADY—Have You Ever Been In Love Before (Brun, BMI)

**ERIC PETERSON—Gonna Find Another You (Brun, BMI)

**MORRISSEY—Talkin’ Bout You (Brun, BMI)

**NINO TEMPO & APRIL STEVENS—Hey You Blues (Brun, ASCAP, ATCO 4010)

**DAMON & JAYNE—Everybody Do the Duck (Jap, BMI)

**MERCURY 72529

**CILLA BLACK—LOVES JUST A BROKEN HEART (Bellinda, —)—The British star has a winner in this well-written ballad with an arrangement that builds on an existing production climax. Flip: "Yesterday" (Northern, ASCAP)

**ROGER WILLIAMS—LARA'S THEME FROM "DR. ZHIVAGO" (Robinson, ASCAP)—The much-recorded film ballad is treated to a Latin twist and an exceptional Mathis vocal. Flip is from the film "The Oscar," is a beautiful ballad with equal possibilities.

**JOHNNY MATHIS—MOMENT TO MOMENT (Southdale-Northern, ASCAP)—GLASS MOUNTAIN (Levantine, ASCAP)—The much-recorded film ballad is treated to a Latin twist and an exceptional Mathis vocal. Flip is from the film "The Oscar," is a beautiful ballad with equal possibilities.

**GENE CHANDLER—(I’m Just a) FOOL FOR YOU (Jayline, BMI)—This solid rock could prove one of Chandler’s biggest hits in both the pop and r&b markets. Powerful dance beat in strong support of the rockin’ rhythm. Flip: "Baby, It’s You (Jayline, BMI)

**VISCONTI—NIGHT TRAIN (Frederick, BMI)—Having hit hard with "Dreaming Home," the swinging group strikes back with another hot disc coming right off the revival. Flip: "Looking for the Saints Go Marching In." (Aby 949

**RAY ESSEX—Midnight-White Smoke (Brun, ASCAP, COLUMBIA 72548)

**BRENNING & SHADY—Have You Ever Been In Love Before (Brun, BMI)

**NINO TEMPO & APRIL STEVENS—Hey You Blues (Brun, ASCAP, ATCO 4010)

**DAMON & JAYNE—Everybody Do the Duck (Jap, BMI)

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without a doubt... the greatest
Martha and the Vandellas record ever.....

my
BABY
LOVES ME

Martha and the
Vandellas

GORDY
7048

MOTOWN
RECORD CORP.
DETROIT, MICH.
Good Music Spectacular Stations’ Ratings Climb

BY CLAUDE HALL

NEW YORK—Easy Listening music doesn’t do as well as it used to, but as a contributing factor in radio station ratings, two radio stations just jumped ahead of all the rest. Thirty-nine per cent of their top 100 stations in ratings with Easy Listening formats include WIP, Philadelphia, and WDAF, Kansas City, Mo.

Twenty songs presently on Billboard’s Hot 100 Chart are definitely Easy Listening songs—driving them to new heights—and they’re getting heavy airplay on radio stations like WIP, WDAF, WNEW, and WOR, New York. In addition, stations WADB and WSBM are No. 1 until 3 p.m., at which time it drops slightly behind the two big Hot 100 stations there—WNBC and WRUX.

A December survey of the top 25 radio stations showed WDAF with a 23.3 per cent of the Kansas City audience between 7 a.m. and 7 p.m. WIP had 22.4 in the same time period. WNEW has 22.6, but that station has a higher rate than it has had before, indicating a possible upward trend.

Among the Easy Listening songs that are on the Hot 100 Chart are “My Love” by Petula Clark, “Crying Time” by Ray Charles, “Zorba the Greek” by Herb Alpert & the Tijuana Brass, “The Men in My Little Girl’s Life” by Mike Douglas, and “The Story of David and Jonathan.” All are in the top 20 on the chart.

WIP, WDAF, WNEW, and WOR are bidding for the top 25 share in the market and WIP has got on the record faster, especially those by new artists. But because Hot 100 radio stations are playing a flood of R&B product these days, promotion men must have both R&B and Hot 100 stations with product.

The entire record industry has expanded to such a degree that promotion is now more than a public relations job, according to Moody Wilson of the All Projects.

“Few stations have been able to extend out their reach to the market more efficiently than our staff,” he says.

WIP has a 23.0 share in July-August-September, a 20 share of the audience in the morning and a 19 share from noon to 6 p.m. WIP is definitely on the move.

WIP, a Hot 100 station, has expanded to include a Hit 100 format. WIP, a Hit 100 station, has expanded to include a Hit 100 format.

The THE SUPREMEs of Motown Records display CP badges during visit to station WQAM-Chicago, during recent visit of Carmen McRae to station “Celebrity Day” held recently. From left, are WLSP personalities Clark, Jerry Wilson, Diana Ross, Florence Ballard, and UCP’s Mrs. Lou Ann Gerber.

Good Music Spectacular Stations’ Ratings Climb

WIP, a Hit 100 station, has expanded to include a Hit 100 format. WIP, a Hit 100 station, has expanded to include a Hit 100 format.

WIP, a Hit 100 station, has expanded to include a Hit 100 format. WIP, a Hit 100 station, has expanded to include a Hit 100 format.
A New Album with Worlds of Sales Appeal

"The Two Worlds of Kurt Weill" aims at two worlds of record lovers: those who like the lean, electric style of Kurt Weill of the Berlin '30s, and those who like their Weill played in the contemporary American idiom. These two features add up to extra sales appeal all around, and more profits for you. Also working for you are national advertisements in the New York Times Magazine Section in color, Esquire and Schwann, as well as window displays and other promotional material. Another big sales-getter:

THIS "LIVING LINER" WILL HELP YOU SELL THIS EXCITING NEW ALBUM. The "Living Liner" is a 7" vinyl disk on which the voices of Ira Gershwin, Ogden Nash, Langston Hughes and Morton Gould are heard in "Recollections of Kurt Weill." A "must" for Kurt Weill devotees—a big sales plus for you. So stock, display and feature this unusual new album.

The most trusted name in sound
Good Music Sparking
Stations’ Ratings Climb

・ Continued from page 20

morning and 19.5 in the evening.

Easy listening radio stations have, in large part, held high
ing ratings in the days of television and those children get out of classes and could turn on a radio. WNEW, New York, has always had substantially high ratings in the audience they aim at — the 18-45 age group.

The Reason Why

Ed Gilber, program director at WDAF, Kansas City, said he felt that the reason his station had improved in audience ratings was because of an all-over improvement in the music now turned out on records. “Rock ‘n’ roll has become more ac-
ceptable. We used to play five of the records on the Hot 100, and now 92% of the ones that fit our format. Today we play 85% of the records on Billboard’s Easy Listening Chart, but look how many of these records are also on the Hot 100 charts.”

“We have a lot more rock ‘n’ roll records being produced today, he said, that are really good music. Good music stations at one time thought rock ‘n’ roll music was a fad and ‘that everything would soon be all right again. So they didn’t play records which could fit their format. Now radio stations are beginning to realize that not all rock ‘n’ roll is bad. Some beat music has come of age and two different types of music have merged into one. Rock ‘n’ roll music now has better melodies, better lyrics.”

“Easy Listening radio stations are beginning to find there’s a market for more contemporary music that they can play,” he said. “At the same time, the ‘Easy Listening’ of today has no longer catering strictly to kids. They see now that formats like Mike Douglas and Frank Sinatra.

“It’s a thin line—the difference between the two types of music. At radio stations, we have to listen to it and say to ourselves, ‘I don’t think this will scare listeners away.’ The two types of music are growing closer every day.”

Bill Moss is now program direc-
tor of WYBY in Brooklyn. He replaces Eddie Castronovo... WARK, Harlem, is increasing its country music program, and adds news and taped pro-grams, says previous program manager R. Neil Goins (now has joined the air staff of WFLA, Ft. Myers, Florida). Fred Albin (WNYC, New York) has joined the program department of WOXY, Dayton.

Edward L. Hearns has been promoted from a general manager of WNHQ, New Haven, Conn., to GM of radio stations of all Triang- le Stations, first regional meeting of the Intercollegiate Broadcasting System.

RADIOS CVYJOX

By Claude Hall

20. For details, write Bill Mc-
Couch, WQY, 430 Mass., Boston. John Merrell, formerly man-
ger of William Morris Agency, has been named vice-president and gen-
eral manager of WTBQ, Tri-ოიsl. Productions Inc., which is pres- ently the network for the station’s TV shows.

Holiday has been ap-
pointed program director of KDFM, Kansas City. He was formerly with WCBW-AM, Charlotte. Bill Rose, air-person-
nel director and programmer with KJAR, Phoenix, Ariz., has been named manager of programming in addition to his present duties.

Bill Benmosse, who recently found a Billboard story can prove vital. "You thought you might be interested in the rea-
son," he adds, "and that's the top 40 list of some 600 advertising agen-
cies and editors. It's about to be used for sales promotion in the near future. Bill found a story that helps to present the station as a jazz radio station. The story was writ-
ten by Tom J. Robray, who is the new WKY, Cincinnati, program director; he was formerly with KVO, Cincin-
натi... BOJUNE, Sheepspear, La.

"What's going on, you're a corporation—Dynamics Broadcast-
ing—President, Mr. Smith." (Continued on page 54)

WHAT Close2d;
Winner in Jazz

・ Continued from page 20

who had 46 per cent of votes in the "Close2d" category, and winner in the "Jazz" category, which was won by Mr. Smith. (Continued on page 54)

Like many other r&b stations, WDAS does play blue-
eglass records. If, in the course of our survey of the r&b stations, we don’t know the r&b record sales, we find that the "Close2d" and "Jazz" category, even though it was a strictly program of local stations, is the one in which the R&B stations dominate.

"Naturally we aim at the r&b stations, but r&b is in nature we consider it. If in doubt we pass it up," said Mr. Smith. (Continued on page 24)

FEBRUARY 12, 1966
NO FOOLIN'!
CONNIE SMITH
has a great new single happening right now!
"NOBODY BUT A FOOL (WOULD LOVE YOU)"
\(\text{c/w "I'll Never Get Over Loving You"}
\#8746 Watch for her "Miss Smith Goes to Nashville" album
LPM/LSP-3520 coming soon.
RCA VICTOR
\(\text{The most trusted name in sound}\)
Co-Hosts of WPHL-TV

PHILADELPHIA — Gene Kaye and Murray Brown have taken over as co-hosts of a two-hour Saturday, bandstand show on WPHL-TV, a UHF station here. Kaye, who will continue to work as a disk jockey for the company's 24-hour personal station at WAEB, attended a press conference today on behalf of Brown.

The show was formerly hosted by Murray Brown, who has moved over to KYW-TV to host a bandstand show there. The WPHL-TV show is being renamed; a contest is being held to select a new name.

Kaye and Brown took over the show Saturday. (27) Guests on the show were the Newbeats. Later this year, the show will also be featured on Sundays.

GERTIE KATZMAN, MUSIC DIRECTOR at WHW, New York, talks with 20th Century Fox Music publisher Spencer Nelson and his wife, center, at a party hosted recently by the label.

YESTERYEARS' HITS

Charge-off routine from your listening shelf, featuring the disks that made their country 10 years ago this year! Here's how they ranked in Billboard's chart at that time.

POP SINGERS—5 Years Ago
FEBRUARY 13, 1961

1. Carla Lee, Worley, Del
2. (Will You Love Me) Tomorrow, Sonny & Cher
3. Trini Lopez, The Last Time
4. River Rock and Roll Waltz, Kay Starr
5. Lisa Benson, Phi, Hold That Thought
6. Doris Day, It'saybe
7. Minnelli, The Last Time
8. Lesley Gore, It's Anyway You Want It
9. Stan Ryden, It's Time
10. A Song for Every Star

POP SINGERS—10 Years Ago
FEBRUARY 13, 1956

1. Memories Are Made Of This, Dean Martin, Capitol
2. The Voice That singer's Loved, Pat Boone, RCA
3. Rock and Roll Waltz, Kay Starr
4. Lisbon Antigua, Nelson Riddle
5. Ha, Charlie, Al Martino, RCA
6. Band Of Gold, Don Cherry, Columbia
7. It's All Right, Ray Conniff, RCA
8. You're A Mean One, Bing Crosby, RCA
9. Don't Go, Eddie Fisher, RCA
10. Red Hot And Blue, Pat Boone, RCA

WQXR Sets Up Listener Panel

NEW YORK — WQXR, the major classical music station here, has established a Listener Advisory Panel. Members of the panel who will advise station on programming and commercials, are being sought via an on-the-air risk.

WQXR executive vice-presi- dent Norman S. McGee said that those listeners who volunteer for the panel will be mailed questionnaires asking a b o a t their likes and dislikes. The mailers will be divided into groups based on area, education, age and sex, and a random sample will be sent out. Launched Jan. 8 via spot radio announcements, more than 3,500 have volunteered.

WDS Captures 54% of Votes

...Continued from page 20... This station is definitely on the move," said William Fox, Fox and Robert Evans handle programming, including the station's operation. "We may have been a non-entity in the past, but now we're listening with young and vibrant personalities the right formula for their listener.

"Somebody on Bourbon Street tonight? I don't know if it's true," said Fox, who came to the station from Baltimore's WUBA. "David McGee said what was responsible for breaking the window. 'Jenny Take a Ride,' by Mitch Ryder and the Detroit Wheels. 'Something I Want to Tell You' by Johnny and the Express.

Records are selected at WHAT-AM at a weekly meeting. Records that the deejays have screened come up for review. If three-fourths of the staff votes for it, the record is added to the playlist, said Evans. "But Fox and I make the final decision about whether the record gets on the air or not.

"We've recently undergone a lot of programming changes here, and I believe we'll move up the ladder.... keep moving forward.... make us sound better. It's certainly brought us up in ratings and we're hoping that it's going to be a good year."

The jazz operation on WHAT-AM, one of the larger jazz stations, is handled by Bob Bocchino. "Robert Evans and myself are in charge of the jazz area," said Bocchino. "What we're trying to do is to appeal to the young jazz listeners, who influences 49 percent of the jazz record sales in Philadelphia. What we're trying to do is to increase our listenership and make it a listening experience for the younger generation."

McGee surveyed the field at a trade show and found that the jazz station's listeners were primarily between the ages of 18 and 24. "That's why we're focusing on the kids," said McGee. "We'll keep trying to reach that younger audience."

"We have a large number of clients wanting to have their messages broadcast on WHAT-AM," said McGee. "So we're trying to reach that audience."

M. Tisdale, Pro.

RADIO-TV PROGRAMMING

KLAQ Goes to the Stars

LOS ANGELES — KLAQ is shooting for a new image as a showband station. DJ Donny Dark has been involved in two recording sessions and Al Lohman and Roger Barker have been involved in the construction of their program.

Dark invites his audience to write letters expressing why they would like to attend a record session. Late this year he plans to start raffling spots to the Paris Sisters, St. Zentor and Dean Martin. Approximately 8,000 requests were received for a Dean Martin Session. Dark is planning interviews at the recording studio for playback on his show.

Murray Lohman and Barkley, Los Angeles' only duo DJ team, which has become a campus favorite, has 36 percent of the votes. The album is currently in production and will be released later this year.

The station's programming stress is on the "Motel Motto" format. News newscasts and weather updates play in between the music.

Population: 2,450,000 (1950 est.)

WIP-R FM-HIGH ON THE CHARTS

PHILADELPHIA — WDRV-FM is one of the nation's major conservative music stations. Jerry Lee, general manager, said that a recent American Research Bureau survey reported the station with the No. 1 audience rating in the U.S. The survey included the top 15 radio markets.

The 24-hour stereo operation was launched in 1963 as Philadelphia's conservative music outlet, according to what was a major breakthrough in radio. Radio Research Survey rating of the station shows that it has a long list of clients wanting to have their messages broadcast on the station.

M. S. McNair, Bob Bocchino, Pro.

EDVAFM, FM-HIGH ON THE CHARTS

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M. S. McNair, Bob Bocchino, Pro.
IT'S A BOOM YEAR!

ALREADY HIGH ON THE CHARTS

HIDE & SEEK

BM-60,000

BY

THE SHEEP

PRODUCED BY

FELDMAN-GOLDSTEIN-GOTTHERER

THE SECOND

ON ITS WAY UP

YOU'RE SO GOOD TO ME

BM-60,001

BY

DEBRA SWISHER

PRODUCED BY

FELDMAN-GOLDSTEIN-GOTTHERER

Distributed by ABC-Paramount Records, Inc., a subsidiary of American Broadcasting Companies, Inc.
Delta Meet Hit With Retailers, Labels
Delta Distrb Meet Packs Solid Punch

Good Deal for Dealers

The second annual Delta Dealers Convention in New Orleans was an outstanding example of an enterprise bringing together record manufacturers and retailers to enlighten them on merchandising.

The dealers learned a great deal from manufacturing sales officials in panel discussions. The theme was on album catalog product, its importance to the retailer and how to sell it.

It is significant that Sandy Beach, of Disneyland Records, reported for nine months last year sale of Disneyland product through Delta increased 1,000 per cent. Edward H. Walker, Delta president, credits his first annual convention for this increase.

If Disneyland's sale experience is indicative of the future, the 37 other labels represented at the second convention will find it was worth their time to have taken part in the convention and contributed what they could.

This form of dealer education should take hold around the country. Sales would climb remarkably. Delta Distributing Co. has taken the lead. Other distributors should follow suit and watch their sales go up.

MAKES POINT—Sandy Beach, regional sales manager for Disneyland Records, tells dealers there is a big market for children's records. Other panel members, from left, are: Joe Fields, Prestige Records; and Bob Demain, Mirwood Records.

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HEL
A RECORD HIT...

from

MASTERWORK

ALONE - MODEL 1902

WAS A RUN-A-WAY BEST SELLER!

NOW - You can sell it with an exciting Record Pack

AT NO EXTRA COST!!!

Look into this exciting profit-packed promotion. Sell the best selling M-1902 "Attache Case" Solid State Portable and offer a package of 5 Hit 45 rpm records featuring top recording artists such as THE BYRDS, BOB DYLAN, NEW CHRISTY MINSTRELS, DAVE CLARK FIVE, and BOBBY VINTON, AT NO EXTRA COST!

The POWER HOUSE for '66

MASTERWORK

A Product of COLUMBIA RECORDS 51 West 52 Street, New York, New York 10019  A Division of COLUMBIA BROADCASTING SYSTEM, INC.
<table>
<thead>
<tr>
<th>No.</th>
<th>Song Title</th>
<th>Artist</th>
<th>Weekly Rank</th>
<th>During</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;Love is a Many-Splendored Thing&quot;</td>
<td>Stephen Sondheim</td>
<td>1</td>
<td>1966-02-12</td>
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<tr>
<td>2</td>
<td>&quot;Let It Be&quot;</td>
<td>The Beatles</td>
<td>2</td>
<td>1966-02-12</td>
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<tr>
<td>3</td>
<td>&quot;A House Is Not a Home&quot;</td>
<td>The Turtles</td>
<td>3</td>
<td>1966-02-12</td>
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<td>4</td>
<td>&quot;Don't Let Me Be Misunderstood&quot;</td>
<td>The Byrds</td>
<td>4</td>
<td>1966-02-12</td>
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<tr>
<td>5</td>
<td>&quot;The Weight&quot;</td>
<td>Canned Heat</td>
<td>5</td>
<td>1966-02-12</td>
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<tr>
<td>6</td>
<td>&quot;Dancing in the Street&quot;</td>
<td>The Rolling Stones</td>
<td>6</td>
<td>1966-02-12</td>
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<td>7</td>
<td>&quot;Hey Jude&quot;</td>
<td>The Beatles</td>
<td>7</td>
<td>1966-02-12</td>
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<tr>
<td>8</td>
<td>&quot;A Hard Rain's Gonna Fall&quot;</td>
<td>Crosby, Stills &amp; Nash</td>
<td>8</td>
<td>1966-02-12</td>
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<tr>
<td>9</td>
<td>&quot;It's All Right&quot;</td>
<td>The Byrds</td>
<td>9</td>
<td>1966-02-12</td>
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<td>10</td>
<td>&quot;I'm a Believer&quot;</td>
<td>The Monkees</td>
<td>10</td>
<td>1966-02-12</td>
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<td>&quot;I'm Gonna Be a Wheelbarrow&quot;</td>
<td>The Who</td>
<td>11</td>
<td>1966-02-12</td>
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<td>12</td>
<td>&quot;One More Car (Another Girl)&quot;</td>
<td>The Animals</td>
<td>12</td>
<td>1966-02-12</td>
</tr>
<tr>
<td>13</td>
<td>&quot;She's Not There&quot;</td>
<td>The Ventures</td>
<td>13</td>
<td>1966-02-12</td>
</tr>
<tr>
<td>14</td>
<td>&quot;When a Man Loves a Woman&quot;</td>
<td>Johnny Mathis</td>
<td>14</td>
<td>1966-02-12</td>
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<tr>
<td>15</td>
<td>&quot;Something&quot;</td>
<td>The Beatles</td>
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<tr>
<td>16</td>
<td>&quot;Lay It On Me&quot;</td>
<td>The Miracles</td>
<td>16</td>
<td>1966-02-12</td>
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<tr>
<td>17</td>
<td>&quot;I'll Keep It to Myself&quot;</td>
<td>Dusty Springfield</td>
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<tr>
<td>18</td>
<td>&quot;One Fine Day&quot;</td>
<td>The Foundations</td>
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<td>19</td>
<td>&quot;Our Love Is Here to Stay&quot;</td>
<td>Roger Williams</td>
<td>19</td>
<td>1966-02-12</td>
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<td>20</td>
<td>&quot;That's My Desire&quot;</td>
<td>The Capris</td>
<td>20</td>
<td>1966-02-12</td>
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<tr>
<td>21</td>
<td>&quot;Love's Gonna Be Sweet&quot;</td>
<td>The Zombies</td>
<td>21</td>
<td>1966-02-12</td>
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<td>22</td>
<td>&quot;Love is Like a Heat Wave&quot;</td>
<td>The Tokens</td>
<td>22</td>
<td>1966-02-12</td>
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<tr>
<td>23</td>
<td>&quot;(There's) Always Something There&quot;</td>
<td>The Animals</td>
<td>23</td>
<td>1966-02-12</td>
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<tr>
<td>24</td>
<td>&quot;Before the Night Is Out&quot;</td>
<td>The Righteous Brothers</td>
<td>24</td>
<td>1966-02-12</td>
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<tr>
<td>25</td>
<td>&quot;The Rainy Season&quot;</td>
<td>The Isley Brothers</td>
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<td>&quot;Eve, My Love&quot;</td>
<td>The Ventures</td>
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<td>1966-02-12</td>
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<tr>
<td>27</td>
<td>&quot;Don't Let the Sun Catch You Crying&quot;</td>
<td>The Rolling Stones</td>
<td>27</td>
<td>1966-02-12</td>
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<tr>
<td>28</td>
<td>&quot;Midnight&quot;</td>
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<td>28</td>
<td>1966-02-12</td>
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<td>29</td>
<td>&quot;The Impossible Dream&quot;</td>
<td>The Animals</td>
<td>29</td>
<td>1966-02-12</td>
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<tr>
<td>30</td>
<td>&quot;You Don't Have to Be a Baby&quot;</td>
<td>The Miracles</td>
<td>30</td>
<td>1966-02-12</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

1. "A Hard Day's Night" - The Beatles
2. "She Loves You" - The Beatles
3. "I Want to Hold Your Hand" - The Beatles
4. "Ain't She Sweet" - The Ronettes
5. "It's All Right" - The Byrds
6. "Don't Let Me Be Misunderstood" - The Byrds
7. "One More Car (Another Girl)" - The Animals
8. "I'm a Believer" - The Monkees
9. "I'm Gonna Be a Wheelbarrow" - The Who
10. "Something" - The Beatles

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

1. "I Fought the Law" - Bob Dylan
2. "One More Car (Another Girl)" - The Animals
3. "Hey Jude" - The Beatles
4. "A House Is Not a Home" - The Turtles
5. "You Don't Have to Be a Baby" - The Miracles

**Record Industry Association of America seal of authentication as million-seller.**

1. "A Hard Day's Night" - The Beatles
2. "She Loves You" - The Beatles
3. "I Want to Hold Your Hand" - The Beatles
4. "Ain't She Sweet" - The Ronettes
5. "It's All Right" - The Byrds
Sometimes you get lucky and you come across a singer who sees things his own way and sings things his own way and sounds like nobody else in this copycat world of music.

On Verve-Folkways...

Tim Hardin

His first single is Hang On To A Dream and It'll Never Happen Again KF-5008

Produced by Erik Jacobson for Sweet Reliable • A product of Koppelman-Rubin Associates, Inc.

Exciting things are happening on Verve FOLKWAYS

Distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.
Favedica Executives Winding Up Junket

LONDON — Cezar Roldan and Marzio Steinhaus, president and international director of Favedica (Fabbrica Venezolana de Disci) respectively, conclude this week a European trip covering Paris, Milan, Berlin, Cologne and Munich. The two executives have been visiting major European disk firms to discuss acquisition of new material for release in Venezuela. Favedica distributes EMI, Warner-Reprise, Decca and Capitol labels. In Venezuela they issue local product under several labels Discobol and Impulso.

The beginning of expansion of the Venezuelan disk business was marked by a deal last year when the government prohibited impositions of records. Previously, the market had given rec- ord buyers only a slight taste of overseas material through im- ported finished product. With the new situation, local pressing had to be developed and licensee distribution arranged. Favedica decided to put into operation a long-range project involving moving into a new plant. Presses are being increased and the project includes a new recording studio housed in the same build- ing. Business for Favedica for 1966 included US$7 million, 75 per cent in albums and 20 per cent in 45s.

Major plans for 1966 include full exploitation of the Favedica catalog of national product on the Discobol label in foreign markets; development of low-priced, two-speed record players in Venezuela using foreign compo- nents; tapes and tape cas- etttes. Steinhaus told Billboard that the company will open its own branch in San Juan this year to manufacture and sell its catalog in Puerto Rico and U. S.

Favedica will make its dis- tribution facilities available to international associations who want to have their product exploited in those markets. It is expected the executives’ trip will result in the exploitation of Eu- ropean artists previously un- known in Venezuela.

British Talent Launching A Promotional Invasion

PARIS — January 1966 has seen a determined and high-pressure assault on the French disk market by the biggest names in UK singers.

The technique of short but intensive promotional visits by British stars is clearly seen as an essential prerequisite for boosting their record sales in France.

Austria’s Entry

VIENNA — Austria’s entry for this year’s “Grand Prix Eurovi- sion de la Chanson” will be Udo Jürgens, with his own compo- sition, “Merci, Cherle.”

LUXEMBOURG AWARDS TO 3

LUXEMBOURG Radio Luxembourg’s Luxem- bourg this year for the most successful Ger- man singers are: The Golden Lion for Udo Jürgens ("Cob- zeln Jahr, Blonder Haar," Vogue), the Silver Lion for Roy Black ("Du Bist Nicht Allein," Polydor) and the Bronze Lion for Dralf Deutscher ("Marmor, Stein Und Eisen," Decca).

THE NEW CHRISTY MINSTRELS were again standout performers in the San Remo Festival this year in Italy, although they didn’t have an- other “Chim Chim Cher- nabong” to take them to the top in 1965. Man with the mustache is the group’s manager, George Greif.

CMA ELECTS RON NAPIER

TORONTO — The Canadian Music Industry Association, whose members represent the 13 leading active music pub- lications, have elected Ron Napiers June 25, and elected Ron Napiers Dean, 1966 chairman, for the coming year.

Elected vice chairman was Fred Hart, 

HOW THE LABELS FARED

Company Entries Won Lost Pct.

Bi-Fi 1 1 0 1,000

Sour 6 5 1 .833

Sulphur Creek 7 4 1 .571

CGD 12 8 4 .667

Van Vliet 2 1 0 .500

Ariston 2 1 0 .500

RCN 1 1 0 .500

Cenci 4 2 1 .500

Café 2 1 0 .500

MRC 1 0 0 .000

Clave 1 0 0 1.000

Mezatti 2 0 0 1.000

(*Participated as individuals)

SAN REMO SIDELIGHTS

Just before the festival, Giggliola Cinquetti co-starred in her first film with American stars Tom and Dick Suddon. It was made as "Un Bel Di, Un Bel Teatro," and was shot during the Festival Ultra Film bought rights for "Give, Take, It Away" (Good, How I Love You) from Domincio Modugno, who sang along with Giggliola Cinquetti in Festival, and that’s the name under which film will be issued, song included, of course.

No. 1 Fan of Festival is Rag- giero Pecchioli, who owns stones in Geona and San Remo (opposi- site Casino). He has attended every Festival since the first and since 1960 he has eight special porcelain plaques to commemorate Festival made at Germany’s Rosenthal fac- tory for special presentations. The plaques went to the two winners here and the two newcomers who had won the Castronero Terme preliminary, while other four were given to director of Austrian Tourist Office, who joined in promotion for “A Rose for Victor.” Victor is a new label and calls his year “The World Car for its broadcasts, Riccardi in his "Windmill," and Wyse in his "Close." It was Signor Pecchioli who cre- ated the audience favorite at the Palais Ball in 1959 when Domenico Modugno competed with "Volare," on which occasion he made a splash in the festival.

Among others, Pecchioli is from Parma for Gustavo in San Remo.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Philips Phonographic Industries public relations manager Piet Boek- shaven has been appointed man- aging director of the Mul- ti record office. His new post will involve a com- plete reorganization for disk ad- vertising.

NAPOLI — For the 17th year, Italy has held a National Music Festival. For the first time ever, a female artist — Anna Maria Jopeko — won the Gold Medal.

AMSTERDAM — The International Disk Festival this year brought forth some new talent in the solo singing category. Among the winners were: Frank Sinatra, red-billed blackbird nesting in a nest of "Bravo" (Dio), "A stormy day," "I Love You," and "Don’t Stop the Music."

The winner of the Festival was the singer Nanna Metzger, who won the prize for the best female singer. Nanna Metzger’s victory was considered a triumph for the female sex in the international music world. The award was presented by the grand master of the Festival, who praised the singer’s talent and her dedication to the art of music.

The ceremony was attended by many prominent figures in the music industry, including the President of the International Disc Federation, who presented the award. The ceremony was held in a beautiful hall, with exquisite decorations and a grand piano on display. The audience was mesmerized by the talent and beauty of the singer, who performed a beautiful rendition of a popular song. The performance was accompanied by a live orchestra, adding to the elegance of the event.

The international judges were impressed by Nanna Metzger’s vocal range and emotional expressiveness, and they praised her for her professionalism and dedication. The winner received a gold medal and a cash prize, which she used to fund her further musical career. Nanna Metzger is expected to perform at many more festivals in the future, and her talent is sure to attract the attention of music lovers around the world.

The ceremony was a wonderful display of music and art, and it is a testament to the commitment of the International Disc Federation in promoting and celebrating the talent of female singers in the international music world. The event was a huge success, and it is sure to inspire many female musicians to pursue their talent in the future.

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Cilla Black

LOVE'S JUST A BROKEN HEART
b/w YESTERDAY  5595

Cilla Black is new England's —
— most popular female singer —
— and her new single is already —
— Number Four on UK charts.

LOVE'S JUST A BROKEN HEART —
watch it pop up the U.S.A. charts!

Cilla Black

Capitol RECORDS
SAN REMO STORY

Camera Eye View

LEFT TO RIGHT are Mr. and Mrs. Cyril Shane (Shapiro-Bernstein); H. Van Zoeren (Belinda, Amsterdam); George Alexander, general manager, Odeon (EMI), Barcelona, and Mrs. Alexander, Jimmy Phillips, Peter Maurice Music, London.

WINNERS SHOW the excitement of the moment—Domenico Modugno and Gigliola Cinquetti—with the Festival master of ceremonies, immediately after the win was announced.

VISITING INTERNATIONAL artist Caterina Valente chats with Festival organizer, Gianni Raveri.

FINALIST PAT BOONE with Lawrence Yaskiell, center, of Deutsche Vogue and G. de Goia of SAAR Records.

LEFT TO RIGHT: Gianni Marchetti (Ricordi); Lucio Salvini (Ricordi); Peppino Gagliardi (SAAR-Jolly label); and Anna Identici (Ariston).

VISITING INTERNATIONAL artist Francoise Hardy at rehearsal.

GENE PITNEY AND JOE GIANINNI (CGD), after the second heat.

THREE FINALISTS, left to right, Wilma Goich (Ricordi); Peppino Gagliardi (SAAR-Jolly label); and Anna Identici (Ariston).

BILLBOARD'S EUROPEAN DIRECTOR Andre de Vekey congratulates Gramito Ricci of Curci, publisher of winning song.

FRANCOISE HARDY at rehearsal.

GENE PITNEY AND JOE GIANINNI (CGD), after the second heat.

MR. AND MRS. EDDIE BARCLAY with Lucien Morrise, Europe No. 1 Radio, Paris and AZ Records.

JOE GIANINNI (CGD) shares the moment of success for the company's winning record.

LEFT TO RIGHT: Joe Gianinni (CGD) shares the moment of success for the company's winning record.

SERGIO ENDRIGO (Cetra-Fonit).
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"THAT'S PART OF THE GAME"

Arranged & Conducted by John Abbott
Produced by Lou Guarino

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Executive Producer Dee Anthony
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*George Hamilton IV, RCA Victor LPM 5510* (S)

**COUNTRY SPOTLIGHT**

*James McCracken,* London 3448 (S); CLP 761 (M)

**CLASSICAL SPOTLIGHT**

*Schubert: Quartet No. 13 in A Minor, Quartet No. 9 in G Minor* (London 3513; RCA Victor 2506; MCA 3506 (S))

**SOUNDTRACK SPOTLIGHT**

*Funktma!* (Columbia CL 2444; MCA 3506 (S))

**POP SPOTLIGHT**

*Gil Evans Orchestra: Themes for the Movies* (United Artists UA 4641 (S))

**THE BEST OF JUDY LYNN**

*VIOLETS OF DAWN* (MGM 4179)

**INTRODUCING THE WALKER BROTHERS**

*INITIATING THE WALKER BROTHERS* (MGM 4179)

**MUSIC—A PART OF ME**

*Oldies But Goodies, Vol. 8* (Various Artists, Original Sound MGM 4179)

**THE BEST OF THE ANIMALS**

*The Best of the Animals* (RCA Victor LPM 5492)

**NEW ACTION LP’s**

*The New Action LP’s* (Various, Original Sound MGM 4179)

**THE SCREEN SCENE**

*The Screen Scene* (MGM 4179)

**HANG ON RAMSEY!**

*Hang On Ramsey* (United Artists UA 2467)

**DR. ZHIVAGO**

*Soundtrack, MGM 18657* (S)

**VIOLETS OF DAWN**

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The season will open with "Music and Art" on Thursday evening, September 13, at 8 p.m., in the Auditorium. The concert will feature the Chicago Symphony Orchestra under the direction of the world-famous conductor, Sir Malcolm Sargent.

The following week, Wednesday night opening concerts will be held at the Auditorium, beginning at 8 p.m. (7:30 p.m. on Sept. 19). The season will continue with a series of symphony concerts, chamber music, and recitals.

The program will also include a variety of educational and community events, such as the "Music in the Schools" program, which will bring music to schools across the city.

The season will conclude with a final symphony concert on Saturday, May 12, at 8 p.m., in the Auditorium.

For more information, please call the Chicago Symphony Orchestra at 331-1000.
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7 Rue St. Lazare, PAIX 5, Paris, France

INTERNATIONAL NEWS REPORTS

Delta Distrib Portely Packs a Solid Punch.

Continued from page 76
bums came through evolution because of the tremendous amount of product. Most all independ- ence outlets prefer to merchandise unpressed albums or will, People who come in to buy a hit album will buy this merchandise. Retailers who have missed these sales should start stocking this product.

Merchandizing of Album Product — Bob Shad, Main- stream; Rick Friis, Imperial; Bob Kernheiser, Atlantic and Asco; Max Cooperstein, Chess, Check- er and Cadet.

Friel: "A window display can sell what product you tend to forget. Also, playing an album in the store is good promotion. A sales- man in a Corvette store in Chicago sold 1,600 Sandy Nel- son albums in three weeks in December by playing it for cus- tomers."

Bob Shad: "An album in a brown sleeve is worth it in a sellin'. People walk in and ask for a hit album. You have to expose and advertise your product. You have to keep your window dressed up. To stay alive the store has to promote. Your dis- tributor has money for promo- tion he gets from the manufac- turer. Your manufacturer will do anything for the distributor, and anything for the store. to help him promote."

Cooperstein: "We allow the distributor an advertising fund."

TOMMY VENTOLI, Promotion veteran, said: "I would like to say that those who are in the promoting business should not forget that their job is to bring music into the homes and make it the hit that it is."

Some prefer radio, some newspaper advertising, but I believe in the importance of the record. Also, the important thing to remember is that music is a part of today's youth. They are the ones who will be the future of this business."

Tommy Ventoli, Sales Director, North of Chicago.

SAN REMO SIDELIGHTS

Continued from page 30
eliminated, "The Massacre of the Zattere (Tears) to appear at the San Remo Festival."

Two singers in Army leave for Festival. John Foster and France Tezou, who have both lost one round but last two extra days of leave which was extended for time of actual participation.

Naples opera quiana returned again this year to offer services to all who wish to own at least four singers, only two of whom entered the finals, sold their services.

Rehearsals during first three days of the week provide the best. As in the case of Connie Francis, who was not here for the last minute a year ago because of bad weather. Patti Page has San Francisco TV show the night before but didn't suffer by lack of vocal warm-up. She made the finals with both of his songs, a rarity for a female in this contest.***

Eastern Europe's, which began to telecast the San Remo Festival via Eurovision, has caught the Fes- tival fever. Two representatives were here to observe and report. Miss Pavelka to observe all phases of the operation here. Miss Pavelka to report a single event which will take place this spring in Bratislava.***

Connie Francis, who gave up

FEBRUARY 12, 1966, BILLBOARD
BILLYBOARD
IS WHERE THINGS HAPPEN
IN HOLLYWOOD

With the record industry a vital, alive, growing part of the Los Angeles skyline, engineers and technicians are busy behind the scenes of the West Coast’s recording activities by attracting volumes and4
1
activites to the industry. The creative talents of Hollywood not only produced sound tracks of music and "surfing" fans walked to their favorite stretch of beach. The creative talents of Hollywood Beach, however, have found a way to express the exciting quality of the sport.

Southern California has opened the car tape cartridge industry with Murta Stowe Pub and Associates. The first two LA companies recently entered the market for magnetic tape car cartridges and are now making a strong showing in the Los Angeles market. The processor, Murta Earl Morris, left, stands by the成果转化 hit in the West Coast factory which shows tapes and cassettes through the entire marketing distribution pattern. Murta and Associates both have facilities in the San Fernando Valley, a suburb of LA in which over one million people reside.

HOLLYWOOD—the home of the record industry’s lucrative endeavors... the film “soundtrack”... the multimillion-dollar splash of the “surfing” boom... and the music industry’s newest development in years—the auto stereo tape CARTRIDGE.

HOLLYWOOD—the uncontested breeding ground for the novel, the unique, the bizarre, and five-will-get-you-here if anything exotic happens within the music world, some phase of it will have been nurtured... in Hollywood. Maybe it’s the climate. Maybe it’s the people. Maybe it’s the place. Whatever it is, there’s no maybe about Billboard. We’ve been making the music scene—reporting it—for over half a century. . . . BECAUSE BILLBOARD IS WHERE THINGS HAPPEN
MEMO TO: WELL-INFORMED MEN OF THE MUSIC WORLD
FROM: MEN FROM BILLBOARD

SUBJECT:
The TAPE CARtridge STORY...

"...BILLBOARD has become the 'bible' of this fast growing CARtridge tape industry," . . . Larry Finley of I.T.C.C. (International Tape Cartridge Corporation)

BILLBOARD is Number One again in bringing you the FIRST and ONLY comprehensive report of its kind -- anywhere:

The TAPE CARtridge STORY...

WHO makes the playbacks
WHAT are the different systems available today
WHERE to buy playbacks and to get recorded cartridges
WHY - its the newest development in the music industry in years

and

HOW it all began and HOW important is this market

WHEN
March 5

Billboard

Advertising Deadline: February 24th

New York Chicago Hollywood Nashville
Ramsy Lewis Trio

A HARD DAY’S NIGHT

CADET 5525

Bobby Moore

SEARCHING
FOR
MY LOVE

CHECKER 1129

Etta James

ONLY TIME
WILL TELL

CADET 5526

Mitty Collier

SHARING YOUR LOVE

CHESS 1953

The Entertainers

TOO MUCH

CHESS 1951

* ALBUM REVIEWS

• Continued from page 34

• POP SPECIAL MERIT

UNBELIEVABLE

Billy Stewart. Chess IP 1499 (M)
The songs are slightly less, but the treatment is sparkling, and the bass of Edan Stahl, plus
the organ of Joe Jonas, really sparkles. The
"Canadian Senior" and "Mean River" gives
his live voice a unique touch, the treatment
of the chorus and the arrangements are all his
own, and he has done a real job.

• POP SPECIAL MERIT

LATIN BOSS—SENIOR ROS

Edmundo Ros & His Orch. London SP 44073 (S)
Edmundo Ros and his orchestra play some
great Latin American dance music and share in a stirring, "Ibemade," "Three Is Better than One.
"Two Tone Mambo" and "Un Tiempo"
are all his own, and have been recorded to well
satisfied average.

• POP SPECIAL MERIT

RÖNDA MUSICAL SURAMERICANA

Tito Rodriguez. United Artists UAl 4642 (M); UAl 4642 (S)
One of the top poursets of Latin music, this
orchestra, is all at it again, with his new
work, is a lively set on a recent phonograph
rack. The orchestra, in a big production
path, is a very real set on the market.

• CLASSICAL SPECIAL MERIT

GILBERT & SUSSANH PRINCESS IDA (3-12")
D’Oyly Carte Opera Company Con-
ger. London A 4226 (M); CS A126 (S)
The libretto is a well-known work, and it
the orchestra has a lively touch, and the
lyrics have been selected.

• POPULAR

LUIS TOSCANI NO. 19 (3-1/2")
Liberty LRP 4540 (M); CS 7406 (S)
MARTIN DENNY
Liberty LRP 3508 (M); CS 7506 (S)
WILLIE MICHIELES
Driving Beat
Hi Hi 12029 (M); SHL 32129 (S)
What’s New Harmonics?
Jerry Mansk’s Harmonics. Columbia CL 432 (M); CS 925 (S)
LOSS NO—AGAIN
Don Dee & The Alls. Repertoire R 1688 (M); BS 1180 (S)
WARNE Ws:
Kamishima Kan. Decca DL 4903 (M); DL 7493 (S)
STROBBIN’:
Vernie Melaxed. Came LP K 1184 (M)

• CLASSICAL

HERSCHEL: SYMPHONY NO. 39 IN G
MENDELSSOHN: SYMPHONY NO. 3 6 (M)
MAJOR/SYMPOPHY NO. 73 IN D

Little Orchestra of London (James)

MOZART: CONCERTO IN D

Little Orchestra (Mandels) (H 1099 (M); H 71096 (S)
The Little Orchestra gives a big perform-
ece here in these different works. Lewis
was an instant hit, giving the little
orchestra a boost towards the end of the
program. The orchestra plays with strin-
gent execution, and is well worth a
harken.

• INTERNATIONAL

ITALIAN BAROQUE MUSIC FOR HARPSCORD

Igor Kipnis. Epsil EP C3 7901 (M); BC 1311 (S)
The baroque music buffs are in for a treat
with Igor Kipnis on the harpsichord and
his group. The music is well performed
throughout, with beautiful intonation.

FEBRUARY 12, 1966, BILLBOARD

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Bill-
board’s Review Panel, and its sales potential is rated
within its category of music. Full reviews are prepared
for Spotlight Picks or Special Picks. Most picks will all
use LP’s, are listed under their respective categories.
COUNTRY MUSIC

Imperial Will Expand Its C&W Output

NEW ORLEANS—Rick Friq, national sales manager of Imperial Records, told delegates at the second annual Delta Dealers Convention here last week that Imperial is "going more into the country and western field." Friq, who was on two panel discussions, said the label will make its expansion move soon. The decision was reached, he said, because of the tremendous growth of C&W music and its audience.

Imperial, a subsidiary of Liberty Records, has concentrated a great deal on New Orleans-flavored music in recent years. Imperial's expansion in the country field apparently means the label will be copying a lot of West Coast-based artists, or recording artists, with Nashville-based artists.

Friq was a member of panel discussions on "Catalog Merchandising" and "Packaging and Merchandising of Album Product."

KBER Sponsors First Live Show

SAN ANTONIO—Country music station KBER sponsored its first C&W live production last week at the Majestic Theater from 7:30 and 8 p.m. at Municipal Auditorium. Both drew big crowds.

Talent line-up was Ferlin Husky, Ray Price, Jack Wilson, Skeeter Davis, Lefty Frizzell, Claude King, Hank Cochran and Bow Bells. Tickets were $2 and $2.50.

New Writers

NASHVILLE—Patwayne Rose Publications, Inc. (SESAC), headed by Hubert Long, announced last week the signing of Jim Windlin, a native of Pariso, Ill., as an exclusive writer. Windlin and Miss Lane are also singers.

Gene Bennett Clicks With Nashville Sound

PITTSBURGH—WPIT-AM radio reports its country music show, with Gene Bennett, veteran C&W deejay, on the air, has built an audience in this area, has proved highly successful, with its emphasis on the Nashville sound.

The station said Bennett's mail pull in the six-state area the station serves amounts to "hundreds of mail."

Bennett is also a composer and artist for Mercury and Kelter Records. He has also composed many country music shows throughout the country.

WPIT is a 5,000-watt and also features 24-hour music programming on WPIT-FM, 20,000 watts. The station says its listening potential is 10 million persons.

Guests Set For Wilburn TV Show

NASHVILLE—Curt Atkins, outstanding guitarist and RCA Victor's Nashville studio chief, appeared as a guest on the Wilburn Brothers syndicated country music TV show last week.

The Wilburns announced the following talent line-up for upcoming shows: Hank Locklin, Carl Smith, Earl Scott, the Osborne Brothers, Jean Shepard, Stonewall Jackson, Bobby Bare and Archie Campbell.

Regulars on the show with the Wilburns are Loretta Lynn and Harold Morrison.

BUSY TIME FOR BARBARA

RICHMOND, Va.—Barbara Allen and her show played the "Dixie Barn Dance" here and the WWVA "Jamboree," Werts its country music show, last week, and leave this week (11) for two deeps and a U.S. as a Base at Guantanamo Bay, Cuba.

Allen, born in a coconut stand, will be featured on the WCMS "C.W. One O'Clock" show in Norfolk, Va. (26-27). Jim Gemmill, of Jim Gemmill Productions, her agent, said she is also set for Fort Lee, Va., March 11, and Knoxville, April 2.

Miss Allen also appears as a regular on the syndicated country music TV show, "The Billy Grammer Show," taped at Knoxville.

HICKORY ARTIST BOBBY HUBERT'S "FISHERMAN'S HITCH..." show "McAlpine's 737" (Sterlin, BMI) is moving strong with the latest release "No, I'm Not Quitin'" (Hickory 1365). The record is getting strong airplay in numerous markets. (Advertising.)

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"The hottest release for Kitty in the last two years . . . and that's saying a lot."

KITTY WELLS

"THE QUEEN OF COUNTRY MUSIC"

Sings

"A Woman Half My Age"

(Decca 31681)

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815 16th Ave. So., Nashville, Tenn.
YESTERYEAR'S COUNTRY HITS
Change-of-page programming from your listeners' libraries, featuring the disks that were popular 35 years ago. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—
1. Del Shannon 1961
February 13, 1961
1. On the Wings of a Dove, Ferlin Husky, Capitol

2. North to Alaska, Johnny Horton, Columbia

3. Window Up Above, George Jones, Capitol

4. I Missed You, Jim Reeves, RCA Victor

5. Earl Scruggs and His Band, 45 and Bubba


7. Who Don't Love You, Webb Pierce, Decca

8. I Forgot My Heart in San Francisco, Elvis Presley, RCA Victor

9. Butterfly, Porter Wagoner, RCA Victor

10. I Feel Fine, Bruce Johnston and the Beach Boys, Capitol

Source: Billboard, March 26, 1966

COUNTRY SINGLES—
1. Del Shannon 1961
February 13, 1961
1. Susan Raye 45 and 7" EP


3. Who Don't Love You, Webb Pierce, Decca

4. I Forgot My Heart in San Francisco, Elvis Presley, RCA Victor

5. Butterfly, Porter Wagoner, RCA Victor

6. I Feel Fine, Bruce Johnston and the Beach Boys, Capitol

7. Butterfly, Porter Wagoner, RCA Victor

8. I Forgot My Heart in San Francisco, Elvis Presley, RCA Victor

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Source: Billboard, March 26, 1966

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WE SPECIALIZE IN A COMPLETE LINE OF SPIRIT-RAB AND CATALOG MERCHANDISE
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445 PARK AVE., N.Y.C.
A spine-chilling story-in-song to scare up sales by the score!

Jimmy Dean's
"Striker Bill"

To be premièred on "The Jimmy Dean Show,"
Friday, February 11th, ABC-TV

A potential C&W classic in the
Jimmy Dean tradition of 'Big Bad John.'
ON COLUMBIA RECORDS®
ANGEL ACHIEVES RECORD SALES YEAR SPARED BY EIGHT FACTORS

By ELIOT TIEGEL

HOLLYWOOD—Angel Records hit a sales peak last year, going up 11 per cent over 1964, reports Stan Gottlieb, president of Capitol's distributing organization.

Eight reasons are cited for the healthiest sales season in Angel's 18 years of availability in the U.S.:

• Sparked by Maria Callas' "Carmen" (a three disk set) and " Tosca" (two disks), Angel's best-selling new albums included "Messiah," "Magic Flute" (both three disk sets) and Mozart's "Symphonies 40 & 41" by Otto Klemperer; "Mirella Freni Opera Arias" (one disk); "Tales of Hoffman," with Elisabeth Schwarzkopf, Nicolai Gedda and Victoria de los Angeles and "A Purcell Anthology, Vol. 1," by Yehudi Menuhin. All these packages went over the 20,000 sales mark, according to Angel merchandising chief Brad Fiedler.

• Twenty-five of Angel's recorded works hit 90 LP's—were established artists whose catalog albums started selling after their new LP's obtained first status. This catalog action was the highest in Angel's history.

• The success of Mirella Freni on the opera stage in New York and Chicago, along with her appearance in the Warner Bros. released film of "La Boheme," brought her to the attention of American disc buyers.

• American Airlines stereo programs featuring Angel repertoire, providing supplemental exposure for new product, which was widely heard and ordered for the complete albums.

• According to survey cards returned to the label, "we were amazed to learn how many people wrote they had heard the music on American Airlines. Engel said Angel is the exclusive suppliers of classical music to American, noted Engel.

• Exposure concentration on AM and FM classical stations resulted in extra albums of "Tales of Hoffman." Engel called these "extended examples of a recorded work for which there was a public demand," since there was no other new work of the opera on the market.

• An advances merchandising program featuring sampler disks at $1 through coupon offers.

• Advancements in the recording and manufacturing process to increase fidelity of the product.

• A more aware sales staff which could boast of "Carmen" and "Messiah" hits, Angel's own eight sales reps, plus two district managers and one for Augsburg, were augmented by Capitol's entire sales corps.

• An interesting point about the "Messiah" package is that it was the third longest release last year and yet was a strong seller.

ANDRE PREVIN, conductor-composer-pianist, is shown here conducting the London Symphony Orchestra in a performance of Shostakovich's Symphony No. 5, being released by RCA Victor on its Red Seal label this month. Previn recently signed with Victor as a classical and a pop artist.

BEST SELLING CLASSICAL LP'S

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

This Week

1. AN HISTORIC RETURN—GIAHÒRTZ AT CARNEGIE HALL: (Columbia 12-12) M25-728 (51), M2L-328 (M).

2. PUCCINI—La Boheme: Forelli, Gedda, Adami, Sereni, Rome Orch. (Decca): Angel 12-12 (15), S 5616 (51), 5643 (M).

3. IVES—Symphony No. 4: American Sym. Orch. (Stokowski): Columbia MS 6775 (51), ML 6715 (M).


9. HAYDN 3 FLATS: SCALELLATI: Columbia MS 6658 (15), 6059 (M).


11. COLUMBIA PRESENTS JOHN WILLIAMS: Columbia MS 6608 (15), ML 6008 (M).

12. PRESENTING MONTserrat CABALLE—Bellini and Donizetti Arias: RCA Victor LSC 2686 (15), LM 2686 (M).

13. VERDI—II Trovatore; Tucci, Simionato, Corelli, Merrill, New Phil. Orch. (Schippers): Angel (13-12) S 3655 (51), 3653 (M).


15. NIELSEN—Symphony No. 3: Royal Phil. (Bernstein): Columbia MS 6709 (51), ML 619 (M).

16. SAINT-SAENS—Piano Concerti Nos. 2 and 4; Entremont, Philo. Orch. (Ormandy): Columbia MS 6778 (51), ML 6179 (51).

17. NIELSEN—Symphony No. 4: Halli Orch. (Barbollini): Vanguard SVR-179 SD (91), SVR-179 (M).

18. CHOFIGN—Waltzes; Malczynski: Angel S 53726 (15), 53726 (M).

19. BEETHOVEN—Symphonies Nos. 8 and 9; Berlin Phil. (Karajan): D.G.C. 12-12 (15), 138007/8 (15), 18070/1 (M).

20. BRUCKNER—Symphony No. 9; Vienna Phil. (Metha): London 4692 (15), 9562 (M).

Since when do tapes cost the same as LPs?

Since Now.

On EPIC

Now—for the first time—you can offer all nine of Beethoven's famous symphonies on 2 3-1/2 P.S. 4-Track Stereo Tapes at the same reduced price as the 7-LP deluxe set. And the five Beethoven piano concertos on one tape at the same reduced price as the 4-LP deluxe set.

These performances have been consistent top sellers... "...the most recommendable presentation of the Beethoven symphonies," wrote the New York Times of the readings by George Szell and the Cleveland Orchestra. And Leon Fleisher with the Cleveland Orchestra under Dr. Szell has caused equal excitement with his interpretations of the Beethoven piano concertos.

These Epic tapes measure up to the biggest music bargain of the year. Send for them now.

RICHMOND'S ESSEX EXPANDS OFFICES

NEW YORK—The Richmond Organization is expanding its overseas operation. Essex Music, Ltd., its British affiliate, moved into new London offices which will triple its previous space.

The new headquarters will have the latest mechanized-electronic equipment for tape demonstration, production control, copyright data and accounting.


Corby Co. Formed

SAN GABRIEL, Calif.—Corby Record Productions, an independent production company, has been formed here by Steve Wallner, Doug Cox and Dennis Hardesty.

The label will begin with pop singles and expects to branch into rock and country. The firm will also have two labels of its own, Corby and Big C. Artists signed include J. Michael and the Bushmen, Doug Corby, Steve Wilson, the Red Roosters, Ralph Geddes and the Youngbloods.

WQXR STARTS BAROQUE SEG

NEW YORK — WQXR is latching on to the baroque voguemen of the sixties: "The Age of Baroque." The series, "The Age of Baroque," will be sponsored by the New York Philharmonic and WQXR. The series will be broadcast on Sundays, began Feb. 6.
TALENT

Hollywood Wood Opens Up 5th Front

HOLLYWOOD—Song-writer-producer Lee Hazelwood has been discovered by Capitol and MGM (where he is assigned as an artist), believes in a formulated approach to asking. "I'm not a chance taker," he explains in his cynical manner. He uses the same musicians on dates, the same copyist...

Easy Treatment By Sims, Unit

Easy to Take

NEW YORK—Zoot Sims' current recording for RCA turned jazz into an impression on Estere in the Lincoln Center here Wednesday night (2). The group was put together for the engagement—Sims on tenor sax, Eddie deHaan on baritone sax, Nat Adderley, Jr. on trumpet, Jim Rainey on guitar and Ron Lewis on drums. The group of all fine musicians and they performed as though they'd been together for years.

Informality was the keynote of the evening. Zoot Sims arrived a bit late because he overslept, and when he got there he would wander off occasionally, pick his sax on a nearby table, light up a cigarette and continue.

The combo played on unconventionally, by alternating solos, and the audience would take breaks during a set, and then they would light up for an hour or so on stage when the opportunity presented itself.

But there was nothing sloppy about the performance. Sims, Rainey and Rouse turned in first rate solos, with honest feeling to boot.

This relaxed approach was not accompanied by clowning. Sims is a serious musician without being a pompous one.

Sims has been in the jazz scene since the late 1940's, and at various times has recorded for several leading jazz labels. His current showcase is a good one. It's the only mid-Manhat-

AARON STERNFIELD

Toronto Theater New Mecca for Disk Artists

BY KIT MORGAN

TORONTO—The dwindling supply of hit musicians from Broadway has broadened the scope of attractions booked into the theater scene here, with an upsurge in popularity on records a major factor, Hal Godard, president and managing director of the 3,200 seat showplace, which opened in December 1961 with "Camelot," on its way to Broadway, looks primarily to read shows of hit mu-

LIE HAZELWOOD

nicians and pre-Broadway tryouts for its fare, balanced by opera and ballet and a smaller num-

mer of plays, like "Beckett" and "School for Scandal" which, because of their high cost, would not otherwise play Toronto in smaller theaters. In the past, each season has been rounded out with just a couple of "in concert" appearances or variety revues headlined by such artists as Harry Belafonte (who has already talked about four engagements at the O'Keefe), George Carlin, Liber-

ace, and the late Nat King Cole, all of whom have appealed to essentially the same audience.

The shortage of touring Broadway hits this season, however, has seen the O'Keefe turn to other sources of name shows or revues, a wider range of attractions which, in turn, will appeal in a wider range of audiences. This season, for example, the O'Keefe pre-

sents its first-ever country music show, with Johnny Cash, Tex Ritter, the Statler Brothers, and

Verdon, Score Put Bounce in 'Charity'

NEW YORK — The propelling energy and zestful musical beat that runs through "Sweet Charity," opening next week, give it a long-run potential on the boards, according to RCA Victor Records, which has the record and video rights for the show.

Credit for the show's energy goes to Bob Fosse, who fashioned the production as director and choreographer, and Gwen Verdon, its luminous star. Credit for the bold and brassy score is shared with cybernetic numbers that fill the stage and the audience with electric waves. The group numbers, such as "Big Spender," "Rack Man's Frug" and "Rhythm of Love," are brimming with sparks. The principals and the dancing chorus turn them all into tour de force.

In addition to Miss Verdon, who's on stage most of the time, there is plenty of opportunity for others in the cast to shine. Among them are the singing and dancing talents of Thelma Oliver, who brings a special sparkle to their dance numbers.

Most of it adds up to high-spirited fun and that's just what the Broadway musical scene has been missing lately.

MICHAEL GROSS

Gwen Verdon

Unsurpassed in Quality at Any Price

Glossy Photos* 16x20 125.00

Glossy Postcards 4x6 100.00

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RHYTHM & BLUES

THE JAZZ BEAT

By ELIOT TIEGEL

Expanded Solo Shots

Colleges are making news. Penn State's Jazz Club holds its second intercollegiate jazz festival April 20. Competition is open to all colleges, reports David Kemig. Musicians must be undergraduate students but conductors and arrangers may be faculty members. Jazz combo and large band categories are open. Applications and tapes of not less than 15 minutes are required and must accompany applications secured from the club at Hotel Union Building, University Park, Pa. Entries close Feb. 21.

Twenty colleges are represented in the sixth annual Villa nova Intercollegiate Jazz Festi-

val, Feb. 25-26, at the Field House. The all-day event will tape the activities for later replay. Joe Trachtman and John Hammond are among the judges willing to listen to the ideas and performances of the 21 bands. Billed as "the world's largest jazz fest," the event features a number of sessions that will feature the talents of such groups as the Golden Echoes of Illinois, the Temple University Jazz Band and the Penn State Big Band.

NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from making it into the national R&B charts. Shown on the chart are not eligible for a listing here.

Darling baby... by... Elgin, V. P. 26926

Vox Jox

Continued from page 22

who as the music concerns. There is a fairly good balance of music between what Green called the "romantic" selection and that of the "modern." The station also carries the Library of Cong- ress concerts, and all of the 22 all-local programs of the new Philadelphia Symphony Orchestra this year.

WFLN Philadelphia City Manager

Continued from page 20

by... Fort Wayne, Ind.; KGWN, Denver, and WUBE, Cincin-
itau. Series begins April 26. 20 minutes to be

Whole back ground was classical music," he said. The two men responsible for programming at the station are Morris Hendkes, a graduate of the Juilliard School, and Gre
cer's, who has a doctorate degree in music from the University of Pennsylvania.

"We feel that the man listens on Thursday, will be listening again each Thurs-
day night," said Green. For these habitual listeners, his programming sessions repeat its musical selections. Every month is different, so far

as the man picked for WFLN.

In Detroit, the Act IV, Paul's Cave and Half Pints are offering exposure to local musicians. Students at Wayne State have an active Artists' Society booking jazz. Avant-garde musicians have begun to build a following at local night spots. All of these are attempts to introduce new music to West Coast dates. Archie Shepp brought a quartet to San Francisco's Hot Club. Ron Hendricks has written eight songs, and he too is planning a booking agent's date. Joey Ventura, owner of the Big Band, is a scheduled TV show from 20th Century-Fox, has been sold to KTLA, Los Angeles; WCHS, Portland, Me., KMSP, Minne-
apolis; WOFL, Athens, Ga., WPTA, to

Fort Wayne, Ind.; KGWN, Denver, and WUBE, Cincin-
itau. Series begins April 26. 20 minutes to be

Try Me, (good), James Brown, King 946 (S);

Motown 636 (M);

GOT YOU ON STAGE,

® Whatta Man, Capitol 509 (S);

On Stage, Polydor 7047 (S);

Those Were the Good Old Days, Del-Fi 5039 (S);

Boogie with Me, Checker 1131 (S);

Weird Things Never Happen Twice, Kings-Man 156 (S);

Save Us, Imperial 1070 (S);

Baboon Are You?, Imperial 1070 (S);

In the Mood, Imperial 1070 (S);

Strolling, Imperial 1070 (S);

Doctor Who, Imperial 1070 (S);

Somebody Loves Me, Imperial 1070 (S);

Sunglasses, Imperial 1070 (S);

Latina, Imperial 1070 (S);

Moody, Imperial 1070 (S);

My Mood, Imperial 1070 (S);

Walk Right In, Imperial 1070 (S); (M)".

WFLN, Philadelphia City Manager, dedicates this issue to... WFLN, Philadelphia City Manager, dedicates this issue to...

Vox Jox

Continued from page 22

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WFLN, Philadelphia City Manager, dedicates this issue to... WFLN, Philadelphia City Manager, dedicates this issue to...
No Uniformity in Record Supply Service

CHICAGO — More than 30 per cent of the dealers polled by Billboard indicated dissatisfaction with some part of their supply service. About 20 per cent praised their suppliers, while the remainder said that service was merely adequate.

Most of the unhappy responses were given to the question about service on special orders, because suppliers are not given about supply of current releases, particularly in the third category discussed, received in recorded cards, which is part of our business.

Very bad. More people are asking for old singles in the seems distributors and manufacturers are cutting them out soon. Even a record that sold a million copies, you can't get after it gets a few months old. They are still listed in the phonogram log but salesmen tell me they are not available. There is a great demand for the old 'hit' singles...but I simply cannot get the records. (Mr. H. L. Green, owner, Music Box, Bessemer, Ala.)

Major labels are very bad, give prompt service. Others are average, some are very poor. (Frederick Apple, manager, Casinos Electronics, Dayton, Ohio.)

Lousy. The customers have to keep calling until they get what they want. (Bill Roberts, record manager, Captain's Harb, New York.)

It's usually very prompt; two or three days. And we normally get all the records we order. (Carl Stycy Jr., manager, Stacy's Music Store, Charlottesville, Va.)

Some are good, some bad. Depends a great deal on the company. Some salesman know their catalogs and good; others seem indifferent and it shows in their service. (Sandra Gillan, record manager, Camp Music, San Jose, Calif.)

Current Releases

"Just radio, it's an exception and it's several weeks before you can get it. It's not very happy because many "big" distributors don't want to hear from me as a small dealer." (Ann Bennet, record manager, Capitol Records, Eml, Okla.)

"No one gets them as soon as they should because the disc jockeys play them two weeks in advance. By the time we get them, they're not very popular anymore." (Eva B. McKeel, record manager, Classic Records, Harp, Wood, Mich.)

"A few slow. The only distributors here are a couple of one-stop places who cater to joke box operators. They have to have a lot of requests before they stock a record and by that time it is dead. When you finally get the order it's over with it." (R. H. Bailey, owner, Oklahoma Record Shop, Kansas City, Mo.)

"Excellent. All I have to do is pick up the phone and call collect. If they have the records I want then I can pick them up the following morning at the box." (Continued on page 56)

No Uniformity in Record Supply Service

Smallest CARtridge Entry

NORELCO car tape system, compatible with units distributed by Wollman and planned for Mercury, uses smallest cartridges, narrowest tape, and has most compact unit of any currently on the market. The unit is portable, can be carried away from the automobile and then reinstalled at the Car-Mount in a matter of seconds. It is the only autotape system that records as well as plays.

Cartridge Units Appearing With '66 Motor Boats

NEW YORK — Tape cartridge players, on the road to becoming standard equipment in American automobiles, may also achieve popularity with boat owners. Many such tape units were shown with craft published at New York's recent 36th National Boat Show.

Lear Jet's tape player-AM radio combination was installed in a pair of Glasspar Co. speedboats. The system included four speakers and was priced at $149.50.

A Viking Auto-Tape 500 was shown mounted in a 15-foot speedboat of the Winner Boats, Inc., exhibit. No price was indicated for the Viking unit.

Laron Boats exhibited a "new" tape-cartridge standard equipment in boats of about the $3,000 range. The mounted units, bearing a Laron label, were in operation during the show.

Other boat firms showed Autostereo and TetraPro cartridge players described as optional equipment of various craft.

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HELP WANTED

NATIONAL TELEPHONE TOPS.

Top sales personnel wanted for Newark, N. J. Excellent opportunity. Must be streetwise.

Contact: A. F. T., Telephone: 212-555-5555.

NEW RECORD FIRM SEES GROWTH... Arts and Letters, the new record label, plans to seek distribution for a number of key acts. For information contact: Mrs. A. R. 212-123-4567.

PICKWICK INTERNATIONAL, INC.

George Weiss, Win Records, Inc.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

All major labels are领土ized by Rainbow Records, Inc. 123 Main St., New York, N.Y. 10001.

WIN RECORDS, INC.

Specializing in wholesale and retail of all labels and speeds.

Some-day service: Complete inventory. Lowest prices.

TRY US ... you’ll never leave! Call, wire or write.

George Weiss, Win Records, Inc.

858 North Ave., New York, N.Y. (212) 211-0180

Export records to all countries.

12 YEARS of proven success!

Become part of our profitable sales picture. Feature complete music service . . . all labels—all speeds.

Phone, write or wire LEONARD BOOK.

STEADMAN SALES, INC.

140 East 3rd St.

Mount Vernon, N.Y.

Area Code 914-OW 3166

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING

No job too small.

CONSULTATION

All services: mastering, proper recording, duplication, printing, shipping, art work, promotional materials.

NATIONAL RECORD WHOLESALE

3032 W. Oak St.

National wholesale.

NATIONAL DISC JOURNAL

National disc jockey coverage . . . trade magazines to help.

DISTRIBUTION ARRANGED

MORTY MAX

1550 Broadway

N.Y., N.Y. 10036

CI 7-2559

CLASSIFIED RATES

25¢ a word. Minimum $5. First line set at all caps.

DISPLAY CLASSIFIED

1 inch-$20. 2 inches-$40. 3 inches-$60. 4 inches-$80. 5 inches-$100. Box rates as follows: 1 inch-$10. 2 inches-$12. 3 inches-$15. 4 inches-$18. 5 inches-$20.

If Box Number is used: allow 10 words for number and address. Box Number service charge is 50¢ per insertion. payable in advance.

All ads must be received 11 days prior to date of issue.

USE THIS HANDY ORDER FORM

Please insert the following ad for . . .

Category 

Box 100

Amount enclosed

Company Name

Authorized by

Address

NOTE: PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

Classified Advertising

Billboard

1550 Broadway

N.Y., N.Y. 10036

CI 7-2559

For further information, contact: Don Nold, International Advertising Director, Billboard, 1550 W. 40th Street, New York City, 10018 or Pete Valente, European Director, 15 Rue Pigalle, Paris 1, France.
**BULK VENDING news**

**Cavalier Vending Awarded $350,000 S.B.A. Loan**

SUFFOLK, Va. — Cavalier Vending Co., victor in the famous antitrust-rules case instituted by the Federal Food and Drug Administration 15 years ago, was last week awarded a $350,000 Small Business Administration loan, reportedly the largest loan of this type ever made to a bulk vending firm.

Handling details of the loan was attorney Edwin Kellum, who successfully defended the local bulk vending firm in the "U. S. vs. Cavalier Vending" case.

The participating bank is the Seaboard Citizens National Bank here. Negotiations involved Cavalier President Wilbur L. Thompson and bank executive officer Lawrence Smith. Also present as papers were signed was Herb Goldstein, national sales manager for Oak Manufacturing Co., Los Angeles.

32,000 Units

The loan, for business expansion purposes, will mean a sizable addition to Cavalier's current total of 32,000 machines routed from Virginia south to Florida. Cavalier has placed an order with Oak Manufacturing for an undisclosed number of bulk venders.

The significance of the Cavalier vending court case was brought to the attention of the industry when the F.D.A. moved to attach an antitrust-rules amendment to an unrelated bill sponsored in the U. S. Congress.

The BULK-PAK manager Herb Goldstein, national sales manager for the company, told the press that 100,000 machines will be manufactured this year when the decision to proceed was made to attach BULK-PAK to the S.B.A.

**COMING EVENTS**

March 2-6—Toy Manufacturers of the U.S.A. annual convention, Sheraton Hotel, New York.

March 7-12—Toy Manufacturers of the U.S.A. annual Toy Fair, Hotel New Yorker, New York.

April 22—National Vending Machine Distributors meeting, Sheraton-Chicago Hotel, Chicago, 10 a.m.

April 21-24—National Vendors Association Annual Convention and Trade Show, Shera-eton-Chicago Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association Annual Convention and Trade Show, McCormick Place, Chicago.

**American Sold To Philly Gum**

HAVERTOWN, Pa.—Philadelphia Chew Co., Corp., Havertown, recently gained control of American Chew Product Corp., Philadelphia. Mr. A. Doffield Schaeffer, president of American Chew Products, is retiring from the firm after a long career as inventor and producer of many well-known chewing gum innovations in the past 40 years. Edwin L. Fenimore, president of Philadelphia Chew Co. Corporation, will succeed Schaeffer as president. He announced that additional facilities and personnel will be added to the Newark operation to increase product line and achieve greater efficiencies.

Martin J. Schaeffer reportedly will continue as an assistant manager of factory operations.

**"YOUR PROFIT IS OUR BUSINESS"**

1—SKILLS SOMETHING TO EVERYONE
2—THE HIGHEST ADVANCED COIN MECH-ANISM FOR BULK VENDING МО-РЕ и MO-РЕ
3—SIMPLIFIED MACHINES WITHOUT THE FUTURE
4—BULK DESIGNED TO HOLD LAPEL VENDORS ON THE MARKET WITHOUT NO MONEY DOWN
5—IMPROVEMENTS ARE CONSTANTLY MADE AT THE PUSH OF A BUTTON
6—NEW "M" HANDLE PERCENT LOSSES, SAVINGS, SAVINGS, SAVINGS ON MACHINE
7—NO REPAIRS DUE TO WEAR MACHINES, REPAIRS, REPAIRS, REPAIRS ON MACHINES
8—WATERPROOF PATENTED TOP LOCK DESIGN ENSURES 50% OF SURE 50% OF, AND ANYBODYS ADHERING
9—NEW "M" HANDLE-MADE FOR BULK VENDING ONLY TO BE USED IN OHIO, PENNSYLVANIA, ARIZONA, TEXAS

Say You Saw It in "Business"
Macman Gets
Dick Tracey

According to president Manny Greenberg, Macman will soon release various comic strip charm items based on these characters as Sub-Mariner, Captain America, Hulk, Thor and Spider Man.

NEW VICTOR 77 GUM & CAPSULE VENDORS
A Real Sales Stimulator in Any Location

SCHOENBACH CO.
Manufacturer Representatives

SCHOENBACH CO.
Phone: AM 7-3630

Please rush complete information and prices on Northwestern Gum & Capsule Vendors to

NAME
COMPANY
ADDRESS

We handle complete line of machines, parts & supplies.

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We handle complete line of machines, parts & supplies.
England Swings at Amusement Trades Exhibit

By ANDRE DEVEKEY

WASHINGTON—Figures released by the U. S. Department of Commerce indicate that exports of U. S.-made juke boxes and coin-operated amusement games to seven major European markets during the first nine months of 1965 lagged $1.2 million behind the figure for the same period of 1964. Coin machine shipments to the seven countries during January-September of 1965 totaled $20,634,184 in value. For the same period of 1964—to the same seven countries—the figure was $21,872,491.

Wage-Hour Expert Calms III. Operators

Differes With NAMA Stand

By RAY BRACK

SPRINGFIELD, Ill.—An official of the Wage & Hour Division of the U. S. Department of Labor informed Illinois operators at a convention here last week that most are free of conflict with existing interpretations of W-H laws.

The spokesman, Dr. Harry Newhouse, a Whig investigator located here, picked on the position held by the National Automatic Merchandising Association regarding the application of wage and hour laws to vending firms.

"We don't feel you juke box operators, or the merchandise vending people, are retail establishments," he declared, "regardless of what the NAMA says."

NAMA Set New Date For Meeting Of MOA Board

CHICAGO—Music Operators of America Executive Vice-President Fred Granger announced that the convention board meeting in Washington, D.C., has been changed from March 13 to March 20.

During the convention, the Statler Hilton Hotel and will commence their three-day meeting at a refreshingly lower rate.

During their stay in the Capital, they will be entertained and meet with senators and congressmen and will participate in a legislative seminar conducted by MOA counsel Nicholas Allen.

Labor Department Official HARRY NEWHOUSE addressing last week's convention of the Illinois Coin Machine Operators Association, seated at speakers' table are (from left) Jack Moran, head of the Institute of Coin Operators, Denver; Fred Walker, president, Wisconsin Music Operators Association; Les Montooth, Bill Pass, Mary Gillette and Earl Kies, officers and directors of the ICMA.

The spokesman added that the same interpretation of interstate commerce applies to the operator's purchase of cigarettes. He explained that any operator who buys merchandise, regardless of what he is or other vendors merchandise directly from out-of-state suppliers is covered by wage and hour legislation and must meet minimum wage and overtime requirements.

(Continued on page 65)
A ROCK-OLA FOR EVERY LOCATION AND PHONETTE SUITS 'EM ALL... AT THE RIGHT PRICE!

Intimate, personalized stereo sound in any booth or bar location increases plays, brings home extra profits! Rock-Ola's Phonette coin activated remote speaker Wallbox unit is the perfect profit companion for the new Grand Prix II, Starlet and Princess Royal phonographs, ...and may be used with practically any phonograph. The Phonette features two built-in stereo speakers, a simple selection system for singles or LP listening, plus personal volume controls; may be mounted anywhere; works with Rock-Ola Money Counter. Beautifully styled for any location. Rock-Ola Phonettes step up gross income wherever you install them. Bigger collections, anyone?

More Play... More Profit... from the ROCK-OLA PHONETTE REMOTE SPEAKER WALLBOX

PERSONAL VOLUME CONTROL
Three volume settings—high, medium and low. Customer chooses his own sound level.

PERSONAL LISTENING
The Phonette may be mounted on bar, counter, wall or table—for customers private listening pleasure from two built-in stereo speakers.

LP'S OR SINGLES
Phonette permits playing of LP's or singles; 33⅓ or 45 RPM records from customer's seat. Model 500—160 selections; Model 501—100 selections. 50¢ coin chute optional.
A.T.E. Crowd Is an Industry Who's Who

MADAME M. J. MOREILLON and R. Bizouard at the first showing of Rally (Nice) games at the A.T.E.

SEGA REPRESENTATIVES, Raymond Lemaire, Tokyo (left), Martin Bromley (center) and Korwin E. Hailey, both of Las Vegas.

A. W. ADICKES, president of Nova Apparate, Hamburg, calls at the Billboard stand.

FRED WALKER (Ruffler & Walker) takes a break from his stand for exercise at the Electro Golf stand.

A. MERONI, Williams European sales manager (left) with R. Michele, sales manager of Seeben, Antwerp.

GEOFF GRANGE, general manager Mar-Matic Sales (Jennings-Keehn), gives the O.K. signal on the order situation.

ORGANIZING SECRETARY of the A.T.E., John Singleton, takes stock on the first day.

SAM STERN (Williams), with friend at Mar-Matic display of Jennings Keehn games.


PETER GROOM (Photographic Equipment) poses near Seeburg display.

HENRI HERBOSCH (center), general manager Seeben, Antwerp, with Sol Groenlauin (left) and Henry Grant of Belgia Amusement Co., Antwerp.

FEBRUARY 12, 1966, BILLBOARD
IT'S HERE
THE NEW
ROWE
BANDSTAND
Rowe's new BANDSTAND has the NEW look...the NEW deeper sound...the NEW easier-to-service facilities.

And...MUSIC UNLIMITED!

FLEXIBLE PACKAGE OF SUCCESS-PROVEN RECORDS...Locations can deliver any tune the Juke Set asks for—the tunes they pay for! All the BIG STARS—the top pop and standards. The swingin'—singin' tunes they dance and listen to...played by the incomparable BANDSTAND.

with the beat—the swing—the sound! GET ON THE BANDSTAND...the trouble-free phonograph! The only service call you make is to take the money! No wonder the BIG CHANGE is to ROWE!

CONTACT YOUR ROWE DISTRIBUTOR FOR FULL DETAILS
Muran Explains Chicago Trade School to ICMAO

SPRINGFIELD, III. — Jack Moran, who started the country's first music and game service school in Denver, told the Illinois Coin Machine Operators Association that a similar Chicago school is ready to begin operations shortly. Moran said he would back "any graduate of this school 100 percent."

Chicago, the "hub of the industry," said Moran, needs such a school due to shortages of qualified personnel in the Midwest as well as in other parts of the country.

Moran, a 25-year veteran of the coin-operated equipment industry, said the Chicago school will be modeled on the successful Denver school, which has been in operation for one year.

"The course will last five months," said Moran. "The first 12 weeks will be spent on juke boxes—three weeks on each make. Then we will go into games and vending machines. Students will be able to take a machine apart and put it back together correctly. Beside teaching them about major repairs, however, we intend preventive maintenance.

"The school is subsidized by the federal government through various local employment services. Each man will receive $150 worth of tools when he starts school. The government will also pay the man's tuition and give him money for expenses.

"It is the school, however, and not the government which has the final say about everything. We don't have to accept the men sent by the employment services. We give everyone a three-week trial period and, if the individual doesn't seem good enough to us, we get rid of him.

"We also determine the age of men qualified for the course. Our experience in the business has shown that 25 is a good cut-off age. Once a man reaches his mid-20's he is more serious and more likely to be a good worker. I'd say 25 to 40 is the range that we're specifying for this school."

Moran encouraged operators to pick out men that they knew and send them to the school, provided they agreed to hire them. "We don't have to take them from the employment services if we can get them on recommendation from the operator."

He said operators can send a man to any portion of the country. "You can send a student to us just for the 12-week part on juke boxes, or to any one of the three-week parts on any particular brand of machine."

Moran said that the industry, operators, distributors, and manufacturers have been very cooperative in the matter of servicemen's schools.

Calderon Sets Staff, Policy

INDIANAPOLIS — Calderon Distributing, last year named Seeburg distributor for the State, issued a policy statement and announced names of key sales personnel last week.

According to company President Albert Calderon, the company staff will contact personally every operator in the State. "We will inform each busi- nessman that we intend to not only sell equipment — but will service it expertly and quickly," Calderon said.

He named Stan Ziegler as sales manager for music and El- liot Nelson as head of the vending sales division. The distributor will host servicemen schools in the near future, Calderon said.

Elect Wayne Hesch in Chi

CHICAGO — The Associated Buyers Club, an association of independent buyers, has elected Wayne Hesch, A&H Entertainers, as president. Hesch formerly served as association vice-president and is currently vice-president of the Music Operators of Northern Illinois.

Elected vice-president was Kern Thom, Western Automatic Music Inc., Secretary-treasurer is Charles Linzlief, General Manager, and the new assistant treasurer is Leon Mobihl, a veteran Chicago operator and member of the Music Operators of America.

Skeetball Names New Salesmen

SKOKIE, Ill. — Shrewsbury, Inc., sales manager of Mr. Billiard, Dynaball Co., recently announced the appointment of two new regional sales managers.

Al Wagner of Gurland, Tex., will cover the territory, including Texas, Oklahoma, Arkansas and Louisiana.

John R. Townsend, of Denver, will be in charge of the area including Colorado, Utah, Montana, Wyoming and New Mexico.

FEBRUARY 12, 1966, BILLBOARD
East-West Confrontation At Vienna Trade Exhibit

By OMER ANDERSON

VIENNA—Eastern and Western Europe countries, Russia and the United States are expected to be represented in the second annual coin machine exhibition here Nov. 12-15, theme of which is "One coin machine world with unlimited opportunity for all."

U.S. coin machine manufacturers and a number-export import firms are being urged to participate in the event, which attracted 75 firms from 22 countries last year.

Sponsor is Verband der Österreichischen Automatenhersteller or the Federation of the Austrian Coin Machine Trade. Official said they hope for 200 firms this year. More than 15 major American firms will exhibit.

Contacts

The sponsorship fair as an East-West coin trade meeting ground as well as international showcase. Officials explained, "Vienna is the meeting ground between East and West—craving for trade, more than any coin machine world."

"It is therefore the logical site for an international coin trade exhibition."

The Soviet Union will exhibit as will virtually all its Eastern European satellites. The Communist countries have removed coin machines from adverse party propaganda and ideologies. For the first time ever, they are now treated as normal merchandising equipment devoid of political significance.

On Its Merits

"This fact alone is of tremendous importance for the success of the fair," one of the sponsoring officials noted. "It means that henceforth coin-operated equipment can be sold in the Communist market on its merits and without being subjected to political discrimination."

"The business is there, but it

(Continued on page 67)

INTERNATIONAL news reports

England Swings at Trade Exhibit

• Continued from page 59

extra show space gave other foreign firms an opportunity of showing, which were previously to take rooms at hotels nearby to the site of their coin machines. The Southern Automaten from Bingen were showing their latest German coin-operated pinball machines for the first time to the industry, with their newly appointed U.K. distributor, Jolly Granger Ltd., of London. A.T.E. included a number of fruit machines and other gambling devices, some of which the player can double his money. The Mountain Climber offered by A.T.E.'s Dennis Kenney is one example with a maximum possible jackpot of $112.

The fruit payout machines, now generally divided into two or three categories, the club and the "pound" machines, are certainly money spinners for the operators here and one model gives a jackpot payout and the more popular 14 cents for a $1.50 play, or a 70-cent ticket which can be exchanged for $1. There are 24,000 registered clubs in the U.K., many of which have fruit machines installed. One industry leader estimated there were probably as many as 50,000 clubs with such machines. He also gave his personal opinion of the view that it would be better for the business (probably not for the operators) for fruits to be licensed to the authorities to regulate matters.

He visualized an annual license of $150 to $300 per annum for "club" payout machines. It would put the machines on a proper basis and provide a source of revenue for the tax authorities. Installation of fruits is already well established in each exhibitor having a "pub" machine.

Importation of Australian-made fruit machines is estimated in excess of 6,000 annually.

BULLETIN

CHICAGO—Industry officials meeting with Labor Department officials here last Thursday (3) reached an agreement on specification of the coin machines trade. The labor agreement sets forth part of the school program is definitely off the books and an agreement was made that the National Music Operators of America executive vice-president Fred Granger. The training course will consist of five months in the Cincinnati public schools (two months on the job, all financed by government) and two months at the National Institute Chicago School. The school district did not have much variety in entertainment and recreation during its off-duty weeks.

Captain John O'Brien, who quickly accepted Miller's offer, said the joke ball and records will help sustain morale. To that end, the company for the donation, O'Brien invited representatives of the firm to sail with the Princeton on her final shakedown cruise prior to departure for the Far East.

New Juke Box Called 'Lettick'

BINGEN, N.Y.—The Lettek, which takes its name from an ancient folk dance in the region, is designed smaller as the compact six-inch machine operating in the N.Y. area. Lettek is designed to be as small as possible. The company said it was a compact machine. The home and professional player will now play coin-operated pool without the larger pool cue vibrating during game. The Magnetic Cue Ball can no longer be trapped as it separates itself from other balls. Regulation size and weight assures player more accuracy.
Wisconsin to Host Big Midwest Meet

MILWAUKEE — Clinton S. Pierce, president of the Wisconsin Music Merchants Association, and Sam Hastings, president of the Milwaukee Coin Machine Operators Association, have invited all juke box operators in Wisconsin, Illinois, Michigan, Minnesota and Iowa to attend a business meeting, to be held at the Ambassador Hotel, 2308 West Wisconsin Avenue, on Sunday, Feb. 20.

The potential effect of the revision of the national copyright law on the operator of juke boxes in the U. S. is expected to be the main topic of discussion. Addressing themselves to the subject "Legislation, and What the Music Operators of America Are Trying to Do About it," the meeting will be held.

Other speakers will be on the program as well, the two associations announced. Members of the Wisconsin and Milwaukee groups are expected to discuss amalgamation of their associations during the meeting.

GOTTLIEB-MASQUERADE FOUR-PLAYER FLIPPER GAME
Just introduced by D. Gottlieb & Co., Chicago. Emphasis on new light-box animation. A new multi-bumper spells out the words "masked beauty." Scoring moves the lace fan, revealing the face of a ravishing "beauty of the ball." Completing one word of "masked beauty" multiplies target values by 10; completing both words multiplies target values by 250. Reda-lights indicate values of 5 targets. Six rollovers, spot letters in word "masked." Unit available in three or five-ball play.

CHICAGO COIN-CORVETTE SIX-PLAYER BOWLER
Introduced by the Chicago Coin Machine Division of Chicago Dynamic Industries, Inc. Has a new "spot bowl" feature which doubles scores for strikes and spares when player rolls ball over any one of six "spot bowl" buttons on the alley. Also has swivel score rack for easy serving, extended play and regulation, dual flash, step-up and flashmatic scoring. Available in 13-foot and 17-foot lengths with 4-foot and 8-foot extensions available.

1966 GOALS

To all manufacturers, distributors and importers from the members of NCMDA.

As we enter the new year of 1966, NCMDA pledges to perform and support all possible activity to improve our industry's public image, as well as to promote its products in broader and more extensive markets.

We shall hope that all manufacturers and their distributors as well as importers abroad will fully support and join NCMDA in this united confrontation of sincere efforts towards increased productivity goals and higher achievements in this year 1966.
Says MOA Royalty Proposal Has Made Good Impression

SPRINGFIELD, Ill. — "I think key officials in Washington are impressed that we have taken the initiative in an attempt to resolve the juke box royalty problem."

This observation came from Music Operators of America executive vice-president Fred Granger in a speech before the Illinois Coin Machine Operators Association here recently.

Following Granger's speech, Illinois operators voted unanimously to endorse the 2-cent-per-side royalty proposal made by MOA to congressional committees now rewriting the country's copyright laws (Billboard, Feb. 5).

Granger outlined the royalty problem this way:

"Under present copyright law, the operator pays 2 cents per side for copyrighted music on records. Although this is the same fee paid by the general public, it must not be overlooked that the juke box operating fraternity is the biggest block record group.

"The operator has enjoyed an exemption from recording fees under the 1990 law that is now undergoing revision by Congress.

"The 2-cent royalty paid by the MOA is neither a per-machine royalty, nor is it a per-play royalty. It is paid once when the record is acquired.

"Three bills were introduced last year that would remove the operator's exemption from performance royalty payment: S1006, introduced by Senator McCollum (a bill to revise the copyright law); HR3547, introduced by Rep. Insenmuller Celler (identical to Senate bill to revise copyright law); and the Celler bill, RH18, to specifically remove the juke box exemption."

"The House heard testimony on the Copyright Revision Act last June and MOA witnesses appeared to present the industry view. Our witnesses were complimented both by the House committee and by our opposition witnesses. The image of this industry is indeed improved during that hearing.

"The industry is now waiting to be heard by the Senate Committee studying revision of the Copyright Law. Since the House committee hearing last summer, the MOA has made its exclusive juke box 2-cent royalty proposal to the Senate and Senate Judiciary committees. This proposal will be the basis of the industry's Senate testimony."

"Why did we make such a proposal? We were advised to make our own proposal before someone else made a proposal that we couldn't accept."

In other business at the meeting, Illinois operator Bill Vrorn, district chairman in the MOA's national membership drive, welcomed all ICMA members yet unaffiliated to join the national association. He later appointed Bob Vrorn, Empire Distributing, Inc., Chicago, as Illinois chairman in the national drive. Poss is seeking 50 new members from Illinois, Indiana, Ohio, Michigan and Wisconsin.

Chicago operator Andrew Hesch suggested that the ICMA promote dancing in juke box locations now that the excise tax on cabinets has been removed (as of Dec. 31, 1965). Hesch said the reintroduction dancing would surely increase juke box grosses.

Association president Lou Causone, Rockford, announced that the ICMA legislative committee will begin discussion of another bill to repeal the $10 Illinois tax on coin machines. A similar bill sponsored by the ICMA last year was passed by the Legislature but vetoed by the governor.

Vienna Exhibit

--Continued from page 65

There's not much business to be done with bank drafts and all the other trade paraphernalia that is used in the West," the Vienna operators observed.

Japan will also be a major exhibitor this year at Vienna. At least seven Japanese coin machine firms will exhibit, and officials here say their participation in the Vienna fair is preparatory to the opening of a big Japanese coin machine sales drive in Europe.

"We understand that the Japanese coin machine industry is now well advanced and that they feel able to compete for international export markets," the official said.

Trident Issues First Little LP

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Trident Issues First Little LP

Court Blocks Youngstown Fee on Coin Machines

By PAUL ZAKARAS

YOUNGSTOWN, Ohio—The city of Youngstown was ordered by the Mahoning County Common Pleas Court to desist from enforcing the recently enacted $1,500 licensing ordinance on game and music machines. Seeking the injunction was Ronald Voss, owner of the Shenango Music Co.

The court granted the injunction until it can decide on Voss' suit against the city. Voss is claiming that the ordinance is unconstitutional and discriminatory, and that it was illegally passed by council. The court hearings are scheduled to begin this week.

Joseph E. O'Neill, a Youngstown attorney, who is currently president of the city council, appeared for the defense. O'Neill (not to be confused with former councilman David O'Neil who says he is opposed to the ordinance) attempted to have Voss' case dismissed on the grounds that he is not a resident of Youngstown and that he does not pay income tax to the city.

"Erroneous!" Voss' attorney, W. Glen Osborne, told Billboard that O'Neill's information was "erroneous." He said that Voss operates a number of machines in the city and is, therefore, subject to this ordinance. Also, Mr. Voss has been paying income tax to Youngstown according to the law.

A political speaker in Youngstown told Billboard that Mayor Anthony Flask and the city's law director are willing to drop the ordinance, but that Joseph O'Neill and several councilmen are determined to keep it on the books. The statute imposes a fee of $1,500 for the first machine and $3 for each subsequent device.

Established coin machine operators in the area have not shown much enthusiasm for the controversial ordinance, even though it appears to be beneficial to large companies.

Voss told Billboard that he entered the coin machine business about two years ago when he purchased the Shenango Music Co. from his brother-in-law. He runs the firm from Canfield, Ohio, a suburb of Youngstown, and operates 18 machines within the Youngstown city limits.
Williams Launches Three-Ball Play Drive

CHICAGO — William's Electronics Manufacturing Corp., which last year mounted a national drive for front money and dime play, has just announced a similar campaign advocating three-ball play on all flipper games.

Williams general manager Sam Stern, in making the announcement to the trade press, declared: "We know games get most of their play in peak periods. With this in mind, we are now advocating three-ball play on all flipper games. We feel that the operator's receipts would increase if he operates his games on three-ball play."

Timed with the three-ball announcement, Williams disclosed that with the introduction of the company's next single player game, the unit will arrive at distribution houses "plugged in" for three-ball play. "The same will apply to all future models. The company has also notified all foreign distributors that all flipper game models, operating with the current two-player game called Eight Ball, will also be shipped set for three-ball play."

Declared Stern: "The price of equipment is lower now than it will be in the future unless there is complete reversal in our economy. There are many causes of rising costs. For example, copper is now in short supply and costs us from $8 to $9 more per pound."

"We are not telling operators to buy more equipment. We are telling them they must increase their receipts so they can continue to purchase new equipment, and new equipment in a necessary step in order to keep receipts up."

Williams officials estimate that grosses will increase in direct proportion to the game speed-up from reduction of two balls; that is, two-fifths.

Added Stern: "We recommend front money on amusement games; also 10-cent play. We had group meetings with operators in every section of the United States. Operators all agreed it was necessary but as far as we know no one is getting this front money on amusement games."

Wage Hour Expert

Wage & Hour regions in the U. S. He said 1,000 W &H investigators are at work full-time around the country. Investigations, he said, are normally investigated for the following reasons:

1. 25-35 per cent of investigations are started by complaints.
2. 20 per cent are of firms which have public contracts of $10,000 or more.
3. Remainder are hit-or-miss "fishing expeditions" based on the agency's past experience with a particular industry.

According to Funk, the W &H people are now looking into the vending industry closely.

Newhouse said his agents never investigate a firm unless it can be determined that the company is involved in some form of interstate commerce.

'65 Exports Off

Wage & Hour regulations are not the only problem facing this country. The five months of 1965 by dollar volume was down, as follows:
Norway: $18,559 in phonographs; $70,652 in games.
Finland: $16,416 in phonographs; $78,455 in games.

1. £39,260 in phonographs; $332,673 in games.
2. $191,555 in phonographs; $176,938 in games.
3. $180,034 in phonographs; $164,841 in games.
4. $136,529 in phonographs; $25,130 in games.

Next week we will publish the latest tariff and duty regulations for all European countries.
Survey of State Cigarette Taxes

We conclude with this third installment of our State-by-State survey of cigarette taxes in the United States.

**Tennessee**
Rate was 7 cents per pack as of Nov. 1, 1965. State grossed $28.5 million in cigarette taxes during fiscal year ended June 30, 1965; $23.7 the previous year. Average pack price was 29.5 cents, of which 15 cents was taxes.

**Texas**
Rate was 11 cents per pack as of Nov. 1, 1965. State grossed $100.2 million in cigarette taxes during fiscal year ended June 30, 1965; $91.9 the previous year. Average pack price was 33.8 cents, of which 19 cents was cigarette taxes.

**Utah**
Rate was 6 cents per pack as of Nov. 1, 1965. State grossed $5.1 million in cigarette taxes during fiscal year ended June 30, 1965; $5 million the previous year. Average pack price was 34.7 cents, of which 19 cents was Federal and State taxes. Sales taxes added another cent to pack price.

**Washington**
Rate was 11 cents per pack as of Nov. 1, 1965. State grossed $11.9 million in cigarette taxes during fiscal year ended June 30, 1965; $11.6 million the previous year. Average pack price was 28.4 cents, of which was State and federal taxes. State sales tax added another cent to pack price.

**Virginia**
Rate was 3 cents as of Nov. 1, 1965. State grossed $16.1 million in cigarette taxes during fiscal year ended June 30, 1965; $15.4 the previous year. Average pack price was 24.7 cents, of which 11 cents was State and Federal taxes.

**West Virginia**
The rate was 6 cents as of Nov. 1, 1965. State grossed $11.9 million in cigarette taxes during fiscal year ended June 30, 1965; $11.6 million the previous year. Average pack price was 23.1 cents, of which 14 cents was Federal and State taxes.

**Wyoming**
Rate was 4 cents as of Nov. 1, 1965. State grossed $1.8 million in cigarette taxes during fiscal year ended June 30, 1965; same the preceding period. Average pack price was 26.5 cents, of which 16 cents was Federal and State taxes.

Operators around the world voted YES on the question of a novelty game with SIMPLE SCORING... basic bumper scoring... plus Kick-Out Hole for thrill of MYSTERY SPOTTING... bringing a new big bloc of players to the pinball world by the fascination of a game with NO FLIPPERS... Restoring the happy arts of nudging, tapping and body english... Increasing coin-box totals with flashy SPEEDY ACTION of 3 sling-shot activated balls which deliver twice the excitement, suspense and satisfaction of 5 flipper-flapped balls.

**Wurlitzer Co.**
**Splits Stock**
CHICAGO—Stockholders of the Wurlitzer Co. voted recently to increase the corporation capitalization from 1 million to 1.75 million shares of common stock of the par value of $10 each. This action clears the way for the $336,000 dividend proposed by the board of directors.

R. C. Rolffing, president of the corporation, reported Wurlitzer directors declared a cash dividend of 20 cents per common share on the increased number of shares payable March 1 to holders of record February 16.

**Atlas Holds**
**Phono Class**
CHICAGO—Atlas Music Co. conducted an instruction class on the Rowe Bandstand phonograph at its offices here last week (26). Overflow attendance by area operators was reported.

Handling briefing chores was Rowe field engineer Henry Hovenaar.

Atlas personnel on hand were president Eddie Ginsburg, executive vice-president Sam Gersh, Joe Kline, Stan Levin, Bill Phillips, Ray Greer, Sam Kolber and Johnny Havilla.

Refreshments were served.

**Ex-Police Chief**
**Joins Buffalo Co.**
BUFFALO, N. Y.—Former Buffalo Police Commissioner William H. Schneider has been named a vice-president of the new Wurlitzer distributorship here, Stewart-Millard, Inc., according to company President Stewart M. Levy.

Schneider retired Dec. 31, 1965, after 29 years with the department.
Wurlitzer Sales, Earnings Show Substantial Gains

CHICAGO — The Wurlitzer Co. reported increased sales and earnings in the first three quarters of the current fiscal year.

Sales for the nine months ending Dec. 31, 1965 were $57.2 million compared with $29.9 million during the corresponding period of the previous year—an increase of 24 per cent.

Net earnings for the first nine months of the current fiscal year were $1.3 million, equal to $1.08 per share on 1,209,540 shares (adjusted to reflect 33 1/3 per cent January stock distribution) of common stock, compared with net earnings of $184,724, or 69 cents per share (adjusted) for the same period last year.

Sales for the third quarter (October, November and December) were $16.4 million, up 21 per cent from last year's figure of $13.6 million.

Holiday Business

Net earnings for the third period were $822,974, equal to 68 cents per share on 1,208,560 shares (adjusted), compared with net earnings of $668,418, or 36 cents per share on 1,244,921 shares (adjusted) for the same period last year.

R. C. Rolffing, president of the firm, said that 1966 holiday business, both wholesale and retail, was an all-time record high for the 110-year-old company.

Rolffing said that people bought more Wurlitzer phonographs, electric organs, band instruments and other musical items than ever before.

"Considering the backlog of orders we have at the present time," said Rolffing, "and the enthusiasm of our distributor and dealer organizations for business during the remainder of our fiscal year, we expect our sales and earnings for the year as a whole to be substantially better than last year.

"It also appears that the fiscal year ending March 31, 1967, will be even better than the current year from practically every standpoint. We are optimistic about the future of Wurlitzer."

World Wide Distributors Innovate All-Day School

CHICAGO — World Wide Distributing Corp. has begun a trial program of day-long service training classes that could become a permanent part of the Seeburg outlet's total service program to customers.

The first class, announced company executive Harold Schwartz, was held on Feb. 2, with 31 men in attendance. The instructor was Seeburg field engineer Gene Michalik, and the training covered all aspects of the Seeburg Electro phonograph, including speaker hook-ups.

Emphasis was placed on trouble-shooting on deliberately "bugged" machines.


The next World Wide school is scheduled for Feb. 9.

J. Harry Snodgrass 'Retires'

J. HARRY SNODGRASS, past president of the Music Operators of America and a long-time MOA officer and backer, is shown receiving a plaque and rocking chair-sitter symbols of his retirement as president of Servomation of New Mexico. His son John will assume the post. J. Harry, however, now becomes chairman of Servomation of New Mexico and continues as president of Border-Sunshine Novelties Co., Albuquerque. He'll also devote time to a loan company of which he is also president.

DISCOTHEQUE RECORDS

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotape programming.

HOT 100

<table>
<thead>
<tr>
<th>Title</th>
<th>Type of Dance</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Love You</td>
<td>Frug</td>
<td>Petula Clark</td>
<td>Warner Bros. 568</td>
</tr>
<tr>
<td>Barbara Ann</td>
<td>Step</td>
<td>Beach Boys</td>
<td>Capitol 5561</td>
</tr>
<tr>
<td>YOU DON’T NEED TO BILL</td>
<td>Dick</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>YOU DON’T NEED TO BILL</td>
<td>Jerry</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>YOU DON’T NEED TO BILL</td>
<td>Jill</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>WITHOUT YOU</td>
<td>J. C.</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>JUNNY TAKE A RIDE</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<tr>
<td>GONNA GIVE A GO-DO</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
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<tr>
<td>LIGHTNING’ STRIKES</td>
<td>Jerry</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<tr>
<td>CLEO’S MOOD</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<td>LIKE A BABY</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>Go To The Head</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>MAKE A WAY BACK TO YOU</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>UP TIGHT</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<tr>
<td>THESE BOOTS ARE MADE FOR WALKING</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<td>A HARD DAYS NIGHT</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<tr>
<td>SPOTLIGHTS</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<tr>
<td>SHARE HANDS</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<tr>
<td>UP AND DOWN</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
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<td>DEDICATION SONG</td>
<td>John</td>
<td>J. J. &amp; Cream</td>
<td>Tamla 54216</td>
</tr>
<tr>
<td>DON’T FORGET ABOUT ME</td>
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CAREER AHEAD

When You Type

When You Type

When You Type

When You Type
BIG in location appeal! Electra inspires pride and confidence.

POWERFUL in patron allure! Style, beauty, and "Black Light" that draw patrons to Electra.

UNEQUALLED in value! The most for anybody's money in quality and dependability.

LONG in earning life! Like all Seeburg phonographs, Electra will earn top income for years to come.

TERRIFIC in stereo quality! The unparalleled stereo system in the industry.

The Seeburg Electra is everything you want in a phonograph...

especially that absolutely incomparable Seeburg
**ALBUM REVIEWS**

**ORIGINAL CAST SPOTLIGHT**
MARY MARTIN IN HELLO, DOLLY!
The original London Cast Recording, RCA Victor LCC 5802 (M), LSP 3547 (S).

The first and only recording of the classic London production. Here are the Broadway cast set at last chart against a million sales. Mary Martin (Dolly) is as good as ever, the top chorus of the big show is a more elated casting of the London cast. On the London LP, the cast is understated but true to Jerry Bock's arrangements.

**POP SPOTLIGHT**
THE FERRANTE AND TEICHER CONCERT, PART II.
United Artists, UAL 3475 (M), UAS 8415 (S).

The second part of the Ferrante and Teicher concert LP. The sound of the LP, which was released last year, is even more beautiful this year. The piano team, built around right will also be the greatest strength. On "Misty," "Standards," and "Moonlight in Vermont," the entire LP is an almost perfect blend of two pianos providing the most beautiful sound ever. The LP is a work of art.

**POP SPOTLIGHT**
MANTOVANI MAGIC.
Mantovani & His Orch. London LSP 3489 (M), PS 446 (S).

Artfully filled, the Mantovani touch brings life to a wide range of popular music which will result in a tremendous success. TheLP's various numbers are all well done with a "Misty," "Standards," and "Moonlight in Vermont." The LP is a work of art.

**POP SPOTLIGHT**
SOUNDS OF SILENCE.
Simon & Garfunkel. Columbia CL 2449 (M), CS 9225 (S).

The top LP has another winner which features "Books of Silence." The popular LP is a classic with fresh, clean arrangements and a touching, heartfelt story. The LP is a work of art.

**POP SPOTLIGHT**
BALLETS OF THE GREEN BERETS.
Sgt. Barry Sadler. RCA Victor LSP 3647 (M), LSP 3345 (S).

Currently selling the hit LP chart with "The Green Berets," the LP is not like the hit. The group can't miss hitting the chart with this LP. The LP is a work of art.

**POP SPOTLIGHT**
THE BEST OF LITTLE ANTHONY AND THE IMPOSSIBLES.
DPS, DCS 4089 (M).

With the LP, a different LP chart with "Sugar Daddy." "Mr. Good Will," and "I'm You & I'm Me." This LP is a work of art.

**POP SPOTLIGHT**
THE OBSESSION WAY.
Roy Orbison, MCA 4432 (M), R 4222 (S).

With his current hot single "Breathe," Roy Orbison has another hit potential LP. The LP is a work of art.

**POP SPOTLIGHT**
JENNY TAKES A RIDE.
Michel Rydell & the Detroit Wheels, New Vista 3000 (M).

Featuring the single "Jenny Takes a Ride," this LP is a work of art.

**POP SPOTLIGHT**
THEME S FOR THE "IN" CROWD.
Perry Faith & His Orchestra, Columbia CL 2441 (M), CS 9241 (S).

The LP follows the success of Perry Faith and his orchestra continues in this package of current hits. The LP is a work of art.

**COUNTRY SPOTLIGHT**
ROLL OUT THE RED CARPET FOR RICK OWENS AND HIS BUCKAROOS.
Capitol 2442 (M); ST 3443 (S).

The title song has the ingredients of a simple, catchy number. The Buckaroos are the perfect group for this LP. The LP is a work of art.

**COUNTRY SPOTLIGHT**
BEING TOGETHER—GENE PITNEY & NELA MONTGOMERY.
United Artists NM 2077 (M); HS 3077 (S).

Prime time with another top country star and this LP should prove a chart winner. The LP is a work of art.

**COUNTRY SPOTLIGHT**
THE GREAT GEORGE JONES!
United Artists, UAL 3437 (M), UAS 6648 (S).

A great George Jones package with the artist in fine voice. The songs are bittersweet examples of country material. "I Still Think I Care," "You Just Missed a Good One," "She Still Misses Me," "She Still Misses Me," "You Just Missed a Good One," "She Still Misses Me," "You Just Missed a Good One," "She Still Misses Me," "You Just Missed a Good One."