Marek: CARtridge Will Move at Records' Clip

By PAUL ACKERMAN

NEW YORK — The automobile tape cartridge industry in five years will approximate the record industry’s dollar volume. This is the view of George R. Marek, vice-president and general manager of the RCA Victor Record division.

“Stereo music in the car,” Marek stated, “is obviously a service people want. I feel there is enough evidence at the present time to predict the industry’s rapid growth in the years immediately ahead.”

Marek added that the development of the cartridge market would bring with it challenges and opportunities in the creative and marketing spheres.

“We will need,” he said, “ask executives who will think creatively of the programming requirements of this new medium. We must apply several new factors to our ask thinking such as the length of time a driver is likely to be at the wheel during his morning trip to the office, and what recorded programming would be suitable for this and longer trips.

There is considerable research and experimentation to be done at this level.”

Multiple distribution,” Marek stated, “will be a fact of life in the cartridge business just as it is in the record business. During the next five years, people may stock music who never carried it before — perhaps car dealers, gasoline stations, automatic vending machines, and others.

“It will be proved — as it has in the record business — that the concept of multiple distribution is a valid one, that there are many rivers to the sea.”

Karr Heads New Dept.

In line with Marek’s bullish view on tape’s future, is the formation last week by the RCA Victor Record Division of a new Recorded Tape Marketing Department with Irwin Tarr as its manager. Tarr had been manager for planning and merchandising.

Harry E. Jenkins, division vice-president, marketing, who

(Continued on page 30)

Capitol Hires Three Promotion ‘Scouts’ in New R&B Offensive

By ELIOT TIEGEL

HOLLYWOOD — Capitol Records is heightening its activity in the rhythm and blues field. First step is the hiring of three promotion men.

Bill Tallant, Capitol’s national sales manager, who is developing the program, asserted that these promotion men are being used as “market research analysts” to forward information back to the company about their areas which will be used to develop strong merchandising and sales programs.

Capitol’s approach to the r&b market will depend entirely on the information Eddie Clarke (covering the West), George William (the Midwest), Ronnie Granger (South) and a yet to be hired Eastern man, produce.

“We are thinking along the lines of new merchandising for the Negro market,” Tallant said.

“We want to know how many r&b stores are in a market? Do they advertise on radio? Are these stores being properly serviced by the industry? We could do special displays and advertisements for local papers!” Data secured will be used to inaugurate a whole line of merchandising aids, placed exclusively at the r&b store.

Top 9 Charts

LP’s Wearing RIAA’s Seal

By AARON STERNFIELD

NEW YORK — If the million-seller seal of the Record Industry Association of America is any criterion, the r&b market is booming.

For the first time in the history of these album charts, the first nine albums this week all bear the RIAA seal.

Two of the top nine are Herb Alpert Tijuana Brass records, “Whipped Cream and Other Delights” (No. 1) and “Going Places” (No. 2). Another two are Smokey Robinson and the Miracles’ (Continued on page 51)

RCIA is Pacing Grammy Field

NEW YORK — In the countdown of the final nominations for the 1966 NARAS Grammy awards, RCA Victor paced the field with more than double the tally of the runner-up.

Breakdown of the nominations are: RCA Victor, 85; Columbia, 42; Capitol, 15; MGM, 11; Verve, 10; Reprise, 10; Smash, 9; Mercury, 8; A&M, 7; DGG, 7; London, 6; Angel, 4; Imperial, 4; Philips, 4; Parrot, 4; Warner Bros., 3; RCA; Cad- den, 3; Decca, 3; Impulse, 3; Vanguard, 3; Fantasy, 2; Atlantic, 2; Epic, 2; Liberty, 2, and 15 other labels received one nomination each.

The Naras nominations are listed on page 15.

EMI Names Livingston as A Director

HOLLYWOOD — Alan W. Livingston, Capitol Records president, has been appointed a director of Electric & Musical Industries (EMI). The second American named to the British company’s board in its 67-year history.

Glenn E. Wallichs, Capitol’s founder and chairman, was the first American named to serve on the board. EMI has been purchased by Capitol in 1955.

“The EMI board wishes to show its recognition of the splendid work Mr. Livingston has done for EMI,” said Chairman Sir Joseph Lockwood, “and also to welcome him as a colleague with his good experience and wisdom, which will be of considerable benefit to EMI on matters we do not control ourselves.”

Since being elected Capitol’s president in 1942, Livingston has guided the company to success of all-time peak sales. One of the youngest major record executives in the industry.

(Continued on page 10)

Kapp & American Airlines March Merch. Co-Pilots

NEW YORK — Kapp Records and American Airlines are partners in a co-operative merchandising program. It’s built around the use of Kapp product in the popular music portion of American Airlines Astroworld program, which provides stereo music to AA passengers in flight.

March has been designated as Kapp month by AA. The airline will have easy to carry wall mounts distributed at strategic points in 130 ticket offices and airports in the 31 major cities connected by the 92 daily Astroworld-equipped flights. During March, when Kapp product will be featured, some 15,000 hours of Kapp music will be played.

Promotional material will feature full-color pictures of Kapp artists involved in the 65-selection program. Among these artists are Roger Williams, Jack Jones, Art Mooney, Louis Armstrong, the Walkkis, Joe Horrell and Hugo Winterhalter.

Kapp will offer record dealers coupons with the display material in a window kit which includes poster sticks of the product and American Airlines promotional material.

Kapp will promote the Astro stereo program with a co-operative merchandising effort.

Material for use by record dealers and in ticket and airport locations will be available about Feb. 21.

AA features a different record label each month. To date, nine record labels were represented, each featuring some 16 labels have been featured.

(Advertisement)
Going Great Guns!

The original soundtrack recording of music from the new Matt Helm spy-thriller soon to be released in theaters across the country. Elmer Bernstein of "To Kill a Mockingbird" fame did the score—one that captures all the action, excitement and humor of the high-spirited fun-filled film. Right in tempo with today's tastes in soundtrack music. Order big on this one!
HOLLYWOOD—Monument Records has formed two publishing companies to operate as link between international and domestic markets. The new firms are World of Music (ASCAP) and Songs of the World (BMI) which fall under the wing of international director Bob Weis, headquartered here. The Nashville-based record company already operates three domestic publishing houses, Vintage, Music City and Combine. All copyrights acquired from overseas outlets will be filed in either of the two new publishing houses. Combine, company requested for overseas usage, will be founded through the two new outlets from the three domestic firms. Monument's domestic publishing houses have copyrights in all forms of music, not only country and western.

International Plan

Monument's international publishing plans call for co-owned firms in strategic locations, according to Weis. The company is negotiating for the formation of affiliates in Germany, to cover Switzerland and Austria, a Paris firm to handle France, a firm to cover Belgium and Luxembourg, firms in Holland, England and Italy and a Stockholm-based company to cover all Scandinavian nations.

Areas still open for development include Argentina, Australia, New Zealand, Spain, Greece, South Africa and Mexico.

Smash, Fontana Have Their Best January

CHICAGO—Mercury Record Corp. president Irving Gunter has announced last week that label affiliates Smash and Fontana registered the best sales month in their four-year history during January.

The labels previously reported record sales for 1965. According to Smash-Fontana president and general manager Hal Fich, the 13-month sales pace has been established by Rosette Miller, who has registered three Record Industry Association of America $1 million sales albums during the period.

"Miller's single and album sales contribution was especially heavy during January," Fich said, "because of his NBC-TV special attracted an estimated 40,000,000 viewers."

Fich did not disclose the January sales figures for Smash-Fontana, but he predicted that the labels would boost 1965 sales 25 per cent above last year. This would put the Mercury affiliate in the $7.5 to $8 million gross category.

Fich announced last week that advance men will precede Miller on his announced tour of college campuses during March. The company has not used advance men in some time. However, the Miller itinerary will be serviced with press kits, radio station kits and special point-of-purchase material.

During 1966, Fich said, Smash-Fontana will proceed diligently with signing new art artists while heavily promoting its present stars.

Distribrs Climb on Cartridge Wagon

LOS ANGELES—Record distributors have suddenly discovered the tape cartridge business, according to Larry Finley, president of International Tape Cartridge Co. Finley, a former executive of Route of Kevin Herran to work exclusively with disk distributors in setting up separate cartridge departaments.

Finley said within the last six weeks a score of major record distributors have become ITCC affiliates. Herran will travel to locations and show them how to enter the cartridge business and sell the itcc product.

"Today every record distributor wants to get into the act," Finley said last week.


Finley also revealed that the Mapar of Hollywood, Chrysler Corp. sent out his catalog to 1,000 Chrysler and Dodge dealers, with ITCC's New York office handling all of queries asking for the nearest distributor.

Finley claims to have shipped 20,000 demonstration cartridges to Mapar dealers. Finley has also been working with a "after market" dash-hung eight-track player. It is expected that cartridges will go out to each player sold. ITCC's demo tapes are manufactured by special artist, a "Ster- enowinger" reclining chair with built-in Lear stereo eight play back unit and the Sears, Roebuck chain. Like Mapar, the ITCC demo cartridge is included with the shipment of the lounge chair.

Churchill Outlet Granted A Short-Term Renewal

WASHINGTON—Agreed payola and plagiau activities of deejays Bob Mitchell and Tom Donahue in promoting their own outside entertainment enterprises with air plugs have limited license renewals to one year for radio station KYA and its FM outlet KOIT-FM, San Francisco. The FCC granted the short-term renewal to the Churchill Broadcasting outlet when the station promised to do better in controlling personal use of the station to promote outside business ventures. Deejays Mitchell and Donahue are no longer with the station.

The FCC made no mention of any connection with record companies, music publishing, or the Al Huskey West Coast suit against a group of deejays and record people on the coast.

FCC staff says, to the best of its knowledge, there is no connection between the current FCC violation and the individual case and Huskey suit. The KYYA deejays alleged Har- moted outside entertainments, obtaining telephone stations, or pollution of station, should their complaint to FCC alleged unfair competing advantage in deejays.

Arnold will head a caravan of country talent this winter, the concert tour that starts in Sacramento, Calif., on Feb. 21, and winds up in Akron, Ohio, on March 20. Appearing with Arnold on the tour will be Bertie West, Don Bowman, Jim Edward Brown and George Hamilton IV, all RCA Victor artists. Speachman and his company have 18 new releases in the first quarter period by each artist, including a new release of the tape cartridge. Jim Reeves, Hank Snow, Lorne Greene, Dottie West, Bobby Bare, Connie Smith, Porter Wagoner, Floyd Cromer, Homer and Jethro, Don Bowman, the Sons of the Pioneers, George Hamilton IV and Archie Campbell. Waylon Jennings will make a stop on the tour. Also, a February re-lease entitled, "Country Hits Parade," by various artists will supplement the above named with those of Nudie's Saloon Band, Hank Locklin, Skeeter Davis and Rogers Miller.

The full-scale advertising and promotion campaign has created the largest consumer and trade interest in the program. Ads and point-of-sale materials, including blanket material, have been distributed to 25 select albums, four-color center-piece displays and window streamers. Album covers have been made available.

Highlighting special promotions for the program is a four-color consumer catalog with an introduction by Eddy Arnold and illustrations of 24 selected album covers followed by a listing of the remainder of the RCA Victor country music catalog.

Also available to disc jockeys and distribution record managers is a brochure of photos and biogra-phies of RCA Victor country music artists.

The "Welcome to the Wide World of Music" program also includes product on four-track stereo tapes.

Stewart UA Record, Para, Firms Chief

NEW YORK—Michael Stewart has taken over as president of United Artists Records and Music Publishing companies. Stewart succeeds David V. Picker, first vice-president of United Artists Corp. While re- relinquishing the presidency of the music and record firms, Picker will remain active by working closely with Stewart in these areas.

Stewart, who previously held the position of executive vice-president of the Music and Rec-ords division of United Artists Company in the summer of 1962 as executive vice-president of UAY's music division, has recently joined UA. Prior to joining UA, Stewart was a publicist and had managed the label's Chicago branch.

Herk Kohl joins Atlantic-Imm for co-ordinator of rack sales. He reports to Don Mathews, director of album sales. Kohl had been with Hanz & Roster, which was handled by the Camden, N.J., branch, which services the East Coast. He broke into the rec-ord business with a record company and had managed the label's Chicago branch.

John Bowers was named advi- sor to Herb Kohl for Records; the gospel singer's last year has included the release of "My Highway," on the Gospel Ari-eks. The last-named was produced by Herb Kohl. He reports to Marvin Velasquez, president.

Jere Real, named associate pub- lisher of Atlantic-Imm Record Corp., Chicago. He comes from Richard Ziff & Co., where he was a political columnist.
Hiring Drive Going Full Blast

BY MILDRED HALL

WASHINGTON—The House Copyright Subcommittee last week held 25 public hearings on the proposed amendments to the 1965 Copyright Revision Bill. At the same time, the Copyright Office put out a 45-page skeletal outline of oral testimony on the bill made by witnesses during the subcommittee's lengthy hearings last session. The outline is strictly a "Summary of Specific Suggestions" to H.R. 4347 made during hearings. In the outline, the Copyright Office contains any recommendations by the Copyright Office.

The House Copyright Subcommittee is headed by Rep. Robert Kastenmeier (D., Wis.), whose handling of explosive copyright issues has won plaudits from both creators and users in the $16 billion a year copyright industries, feels that good progress was made in the first extensive public hearing held last week. He does, however, call for more public hearings for the bill to be taken up at this time. Major problems in the law have been the matter of the box exemption, mechanical royalty and educator demands.

The 1965 revision bill which will have hearings by the Senate Copyright Subcommittee this session, would among other things, provide for a new box exemption; raise, but not provide a clear definition of "mechanical royalty." The revision bill would end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box function royalty exemption and end the question of whether a post office box 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WHAT A TOWERING TRIUMPH FOR THE FABULOUS FOURSOME!

THE BROTHERS FOUR JOIN FORCES WITH "RATMAN AND BOBBIN" IN THE "CLIPPER CAPER"

GET WITH THE SLAM-BANG SINGLE THAT PROVES CRIME DOESN'T PAY BUT SATIRE DOES—ESPECIALLY AT THE CASH REGISTER!

ON COLUMBIA RECORDS
**Monument Signs Billy Walker in Major Country Expansion Move**

BY ELTON WHISENUTH

NASHVILLE — Billy Walker last week signed a long-term contract with Monument in a major bid to increase the company's market penetration.

Walker, now being handled by promoter Fred Foster, in announcing the sign-

ing, also told of plans for a country music department. He said he will sign additional artists and also depart from its recording policy.

"We are contemplating several staff additions for press reach of country product, separate from our pop product," said Foster.

**Four Star TV and Valiant Are Going Separate Ways**

HOLLYWOOD — Four Star Television and Valiant Records have parted company after 18 months over "policy differences," and the move will continue to function as an independent unit, according to general manager Bob Dolinger.

The pair have a long-term, "co-ordinate-able" publishing agreement.

The 18-month term with Four Star were in the hands of lawyers last week, with Dolinger, and founders Billy Sherman and Barry Devorzon uncertain as to whether a deal could ever be settled as a corporation or partnership.

Sherman and Devorzon formed their own music publishing companies which were incorporated into Four Star's Radford Music Group, August, 1964. All copyright masters revert back to Sherman and DeVorzon.

Music Entertainment, which had been hired by Four Star after an arrangement for a record label, Alfred Perry, the film's executive arranged the co-ordinator between the parent and sub-

ject. Perry also said he was pulled away from that assignment.

Dolinger was hired in February, 1965 as sales manager.

Under the new arrangement, Dolinger would continue as general manager, Sherman handles publishing and DeVorzon & ass. by Bodie Chandler. All domestic and foreign

Joni Jones

**Joni Jones Isaving Up on Merch. Duties; Step Up TV, Films**

HOLLYWOOD — Stating he wants to "write more," Joni Jones is reducing his ad ver-

tisements at Mercury Records to concentrate on motion pictures and television.

Jones told Billboard he was not quitting from his executive post as a.v.p. with Mercury, but rather was pruning his responsibilities for an ad

showing, "Tobruk" for Universal and "The Messenger" for EIII Landau. In addition he has scored two TV pilots which look promising for entry as national air-

while. Perry owned a one-hour spy drama for Universal which he used a large jazz band.

This included commercials for one comedy directed by Sheldon Leon-

ard and using a large non-jazz orchestra.

Jones has just completed con-

certing the Group Five band for Frank Sinatra’s Sands, Las

Jones has just completed con-

certing the Group Five band for Frank Sinatra’s Sands, Las Vegas, booking. The composer-conductor will team with these two forces at the Fontainebleau in Miami Feb. 24 and then re-

sert here to begin serious

concentration on his film assignments.

**Long C&W Unit’s Gains Up in Det.**

DETROIT — Country music is proving to be a personal-appeal

specialty, with a hit ballad from a "H율" Long Talent Agency

in the making (no. 5,000,000 for a C 77).

Promoter of the spectacular at the city’s top 10-11, the Great Blasters and the Long’s building in Nashville.

1. On the show here in-

cluded Del Reeves, George Jones, Minnie Pearl, Sonny James and the Wilburn brothers. Blake gave $300 worth of seats to the Hazel Park, Mich., Sen-

sons Citizens Organization. Blake us-

ually then makes a percentage for a charitable organization.

Blake, who has three shows yearly a Cobol Hall, the next to be April 24, featuring various major artists including Ferlin Husky, Roy Drusky, Porter Wagoner, Con Hunley, Faron Young, Wilma Burgess and even Neil Shepard. When the date was announced at last week’s show, $1,750 in advance tickets were registered. Blake reported.

**Request-RCA Deal**

NEW YORK — Request Records, indie in the international field, has entered into an agree-

ment with RCA Victor Records, whereby the latter will re-

lease 70 per cent of the Request catalogue and maintain exclusive material from all around the world. Request is Germany, Greece, Korea, Lithuania, but also has a business agreement with RCA Victor of Canada specifies a five-figure royalty

and inadequate packaging in the face of a growing awareness in the part of the buyer of store-staff's opinion of the product.

Request, Lengfelder states, is sold from Australia to South Africa; from Turkey to Portuga-

e — and, of course, U. S. and Canada.

NEW STORE FOR WAXIE MACKIE’S

WASHINGTON — Waxie Mackie’s Quality Music stores, one of the nation’s major r.b. record chains, will open a third store here in March featuring a special promotion with a "Popp Spotlight" on the store.

The original store was opened in mid-February, and the chain has now begun operating at the second store (1966). This new store will be a radio program featuring local talent from the track store.

In addition, the Mercury Newsline Co. has prepared a...
A VALENTINE FOR YOU
FROM OUR SWEETHEART
OF SONG
(Gordy Records)

HELPLESS
GORDY 7050

KIM WESTON

The Sound of Young America
MOTOWN RECORD CORP.
DETOIT, MICH.
Nominations for 1965 Grammy Awards

1. RECORD OF THE YEAR
   - "(I Can't Help) Loving You" - Ray Charles
   - "My Girl" - The Temptations
   - "I Can't Help Myself (Sugar Pie, Honey Bunch)" - Four Tops
   - "It's Now or Never" - Elvis Presley
   - "A House Is Not a Home" - Darlene Love

2. ALBUM OF THE YEAR
   - "The Best of the Beatles" - The Beatles
   - "The Warmth of the Sun" - Tony Bennett
   - "The Best of Big Band" - Duke Ellington
   - "The Best of Frank Sinatra" - Frank Sinatra
   - "The Best of Dionne Warwick" - Dionne Warwick

3. ALBUM OF THE YEAR (CLASSICAL)
   - "The Best of Chopin" - Van Cliburn
   - "The Best of Beethoven" - Ignatz Holzbaur
   - "The Best of Brahms" - Joseph Szigeti
   - "The Best of Mozart" - William Kapell
   - "The Best of Bach" - Glenn Gould

4. SONG OF THE YEAR (Composer's Award)
   - "I'll Be Seeing You" - Words and music by Jimmy McHugh and Dorothy Fields
   - "My Funny Valentine" - Words by Arthur Freed, music by Victor Young
   - "The Nearness of You" - Words by Jimmy Van Heusen, music by Hoagy Carmichael
   - "The Best of the Baritones" - Words by George Gershwin, music by Ira Gershwin
   - "The Best of the Sopranos" - Words by Johnny Mercer, music by Cole Porter

5. BEST FEMALE VOCAL PERFORMANCE
   - "The Best of the Lower East" - Arnicee Brooks
   - "The Best of the Upper West" - Shirley Caesar
   - "The Best of the South" - Sister Rosetta Tharpe
   - "The Best of the West" - Rosemary Clooney
   - "The Best of the Midwest" - Kaye Ballard

6. BEST MALE VOCAL PERFORMANCE
   - "The Best of the Blues" - B.B. King
   - "The Best of the Jazz" - Herbie Hancock
   - "The Best of the Rock" - The Beatles
   - "The Best of the Soul" - Otis Redding
   - "The Best of the Pop" - Andy Williams

7. BEST INSTRUMENTAL PERFORMANCE (NON-JAZZ)
   - "The Best of the Violin" - Yehudi Menuhin
   - "The Best of the Cello" - Pablo Casals
   - "The Best of the Trumpet" - Dizzy Gillespie
   - "The Best of the Piano" - Art Tatum
   - "The Best of the Organ" - Jimmy Smith

8. BEST PERFORMANCE BY A VOCAL GROUP
   - "The Best of the Beatles" - The Beatles
   - "The Best of the Rolling Stones" - The Rolling Stones
   - "The Best of the Supremes" - The Supremes
   - "The Best of the Four Tops" - The Four Tops
   - "The Best of the Temptations" - The Temptations

9. BEST INSTRUMENTAL PERFORMANCE (JAZZ)
   - "The Best of the Trumpet" - Miles Davis
   - "The Best of the Saxophone" - Charlie Parker
   - "The Best of the Trombone" - Nat Adderley
   - "The Best of the Piano" - Thelonious Monk
   - "The Best of the Bass" - Paul Chambers

10. BEST ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR TELEVISION SHOW (Composer's Award)
    - "The Best of the Cinema" - Nino Rota
    - "The Best of the TV" - Max Steiner
    - "The Best of the Stage" - Leonard Bernstein
    - "The Best of the Radio" - Alan Jay Lerner
    - "The Best of the Video" - George Furth

The advertisement run by RCA Victor for the "Batman Theme" album EPM-LS-3573 and single #8755 in the Billboard issue of Feb. 12 should have carried the following statement below the Bateman figure: © 1966 National Periodical Publications, Inc. Billboard unintentionally omitted the statement.

**NARAS Bids Radio, TV Pitch In**

NEW YORK—The National Academy of Recording Arts and Sciences announced its Grammy Award nominations today (14) and called upon the radio-TV industry to help make this the most exciting event of the forthcoming year.

An industry committee has been formed to co-ordinate publicity and promotion with radio and television stations. Included are Bob Allen, Record Research; Columbia Records; Bob Austin of Record World; Christie Barter of Capitol Records; Sol Handwerger of MGM Records; Herb Helmreich of RCA Victor Records; Lloyd Leight of United Artists Records; Marty Orsini of Cash Box; Bob Rork of Atlantic Records; Herman Schmolfred of Variety, and Lee Shlaer, chairman of the committee. Radio stations needing information or help in promoting the artists or records nominated for Grammy Awards may write to NARAS.
THE BIGGEST!

...visual sound STEREO

THE VENTURES

BATMAN THEME
GREEN HORNET "66"
SECRET AGENT MAN
THE MAN FROM U.N.C.L.E.
"GET SMART" THEME

THE BEST!
ADVERTISEMENT

TAPE CARTRIDGE TIPS

by Larry Finley

More of the best in ITC's tape cartridges...both in four and eight track types...

In production and soon coming your way, fine more great record labels that have been added to our vast library. Over 150 additional selections from the popular categories, including Classics, Country, 20th Century Fox, Starley and Musique, with favorable artists such as:

Roger Williams
Peter Pitney
Jack Jones
TiVo Rodriguez
Louis Armstrong
Joe Melis
Gordon Jenkins
N'Artisito
Alden Miller
Tommy Dorsey (to mention a few)

From BILLBOARD's "Top Lp's" Chart. we also have:

Herb Alpert's Tijuana Brass
For Al youngest...

The Baja Marimba Band
Roger Miller's Golden Hits
Zoqui the Greek
4 Seasons Gold Vault of Hits
More Greats of Jerkies

OUR MAIN FLINT has opened of theaters across the country and received rave reviews. ITC offers the original Selta picture score in time for you to cash in on this initial success.

A good thing can't be mentioned too often. All five albums of Herb Alpert & The Tijuana Brass and The Baja Marimba Band are on the Billboard "Top Lp's" Chart and all are available from ITC's four and eight track cartridges.

... Now, what have you done to gain a share of the $2 BILLION TV MARKET?

Our industry has become well aware of the buying power of this particular group. Surveys have shown that over 80 percent are between the ages of 15 and 24, with artists ranging from Frank Sinatra through Woody Allen. The summer season is replete with City Hall and will be repeated in 1966. Triangle has scheduled 26 concerts through the first quarter, including dates in Miami, Florida; New York; and Washington, D.C. A large roster of the most noted and balanced range, including the Beatles, Beach Boys, Rolling Stones, Paul Revere and the Raiders, Chad and Jeremy and the Baja Marimba Band, are featured in the Vault of Hits.

CHICAGO—Triangle Theatrical Productions, booker of record acts in droves, grossed in excess of $1.4 million for 87 concerts during 1965.

"It was my most successful year since I entered the business eight years ago," said Triangle President Frank Fried.

Teen-oriented concerts by such groups as the Beatles, Beach Boys, Rolling Stones, Paul Revere and the Raiders, Chad and Jeremy and Sonny and Cher, Fried said, accounted for "a major portion of the gross." The Beatles alone grossed $262,000, he disclosed.

The $2 million gross resulted from Triangle's first, "Summer of Stars" concert series at McCormick Place, last summer. Fried said that concerts ranging from Frank Sinatra through Woody Allen, the summer season was attended by City Hall and will be repeated in 1966. Triangle has scheduled 26 concerts through the first quarter, including dates in Miami, Florida; New York; and Washington, D.C. A large roster of the most noted and balanced range, including the Beatles, Beach Boys, Rolling Stones, Paul Revere and the Raiders, Chad and Jeremy and the Baja Marimba Band, are featured in the Vault of Hits.

Hangmen Cause 'Swingalong'

FALLS CHURCH, Va. — Jack and Charles Shaver, operators of Giant Record Shop, said last week a mob of teen-agers turned out to hear The Hangmen (4) and when police cleared the store because the crowd created a fire hazard a near-riot ensued.

Shaver said browsier hands and display cases were smashed and two girls and a boy fainted during the chaos. He said damage was estimated at $500.

Shaver said The Hangmen are from the nearby Washington area and are local favorites. He said he had sold about 2,500 copies of their single, "What a Girl Can't Do," on Monument, and was No. 1 on local charts.

Shaver said school was out that day because of snow and the store began filling up at noon for the 4 p.m. show. He esti- mated 400 were jammed and packed inside and some 1,500 were outside.

Shaver said traffic was snarled, police declared the gathering a fire hazard and began clearing it out.

Shaver said The Hangmen had been playing 15 minutes at the store, including a cover of the Beatles' "Ticket To Ride," when they never created anything like this." He said he did not have insurance to cover the loss.

Bloomfield Leases Shea For 5 Saturday Dates

NEW YORK — The Shea Stadium will be the scene of a number of blockbuster musical presentations this summer if all plans materialize, with top rock and roll and show business acts being presented by Concerts at the Shack, headed by Harry Bloomfield.

Bloomfield already has a firm commitment with the Stadium to present concerts on July 8, 9, 23 and August 13 and 20. These are all Saturday nights, with the exception of July 8, which is a Friday. On July 8 and 9 Bloomfield hopes to present Frank Sinatra. He is currently negotiating with the Sinatra deal and expects to be able to come through with a one million gross for those two days. Bloomfield states this is possible on the basis of the Shea's seating capacity of 55,000, with a ticket scale ranging from $6 to $12.

Bloomfield is currently negotiating with GAC and other talent operators. He is looking for such names as Barbara Streisand, Elvis Presley, Harry Belafonte, Roger Miller. Some of the shows will be packages. For Aug. 13, Bloomfield is hopeful of getting a package headed by the Rolling Stones.

In addition to the aforementioned dates in July and August.

Col. Display Unit

NEW YORK — Columbia Records has a new rotating floor merchandise display unit for Hammarlund and Columbia four-track stereo tapes. It will hold up to 300 albums or 150 tapes.

262 DISC JOCKEYS NEEDED NOW!

OPENINGS IN ALL SIZE MARKETS

1. 50,000-watt station seeking air personality who is really great. $20,000.00 to start.

2. Weak market, middle-of-the-road air personality. $12,000.00 starting salary.

3. First phone top forty job for 6:00 a.m. to 10:00 p.m. day on number one station. $300.00 per week.

4. Large market middle-of-the-road show will hire air personality presently in small market and ready to move up. $160.00 per week to start.

Confidential Registration. Your application will be sent upon receipt of tape and resume.

WRITE OR PHONE TODAY!
No stranger to the Hit Scene

**PAUL ANKA**

has another great single—

"**OH, SUCH A STRANGER**"

published by Acuff-Rose and written by Don Gibson

C/w "**TRULY YOURS**" *8764

RCA Victor

The most trusted name in sound
Eddy Arnold says: "There's a world of the wide world of

"Country music sales have grown tremendously in recent years—and are still heading toward their peak. Some of the reasons can be heard in these fine recordings on RCA Victor. Here are twenty-five strong selling points I know you will like."
profit for you in Country Music"
### Baltimore

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<tr>
<td>1</td>
<td>LAST CHILDREN—Lee Christi, MGM 13421</td>
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<td>2</td>
<td>MY WORLD IS EMPTY WITHOUT YOU—Supremes, Motown 54193</td>
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POP SPOTLIGHTS

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

ROLLING STONES — 19TH NERVOUS BREAKDOWN (Gidon, BMI)—With "As Tears Go By" falling off the chart, the hot group offers this raucous rocker that will fast replace it. Flip: "Sad Day" (Gidon, BMI).


GENE PITNEY—NESSUNO MI PUO' GIUDICARE (Catalogue, BMI)—One of the top tunes in Italy is given a fine emotional Pitney vocal, with commercial production and rhythm dance beat in strong support. Flip: "Let Me Aspescata" (Catalogue, BMI). Musicor 1155

NEW CHRISTY MINSTRELS—BOB DYLAN (Catalogue, BMI)—Commercial is given the teen-appeal potential of this fine entry with a beautiful vocal by Miss Teacho (Lowery, BMI) and the wailing rhythm ballad from the pen of Smokey Robinson should hit the chart with impact. Flip: "Fading Away" (Jobete, BMI). Gordy 7049

THE TEMPTATIONS—GET READY (Jabete, BMI) — The group's most commercial entry since "My Baby," the rocking rhythm ballad from the pen of Smokey Robinson should hit the chart with impact. Flip: "I'm Gonna Leave You" (Dynamite, BMI). Mercury 72548

JODY MILLER—WE'RE GONNA LET THE GOOD TIMES ROLL (Bluesbook, BMI) — The Buck Owens tune gets a strong pop-rock treatment with a fine vocal by Miss Miller. Good dance beat backing for the catchy song. Flip: "I Don't Care" (Bluesbook, BMI). Capitol 5594

BILLY JOE ROYAL—IT'S A GOOD TIME (Lowery, BMI) — Solid follow-up to his "I've Got To Be Somebody" this exciting, commercial production ballad with strong Royal vocal. Flip: "Don't Wait Up For Me Mama" (Lowery, BMI). Columbia 45358

THEM—CALL MY NAME (Bernice, BMI) — With more potential than their successful "Mystic Eyes," this catchy rhythm and dance beat song with a strong vocal duo in the Sonny & Cher vein. Easy-go-round rhythm ballad should pull a leftfield winner. Flip: "Like the Season" (Bernice, BMI). Parrot 9819

LYME & CYRelle—FOLLOW ME (Isham, BMI) — The hot label debuts a fine vocal duo in the Sonny & Cher vein. Easy-go-round rhythm ballad should pull a leftfield winner. Flip: "Like the Season" (Isham, BMI). White Whale 228

JOHNNY THUNDER—MY PRAYER (Skidmore, ASCAP) — A strong revival of the oldie ballad theme. Ink Spots and Platters on this warm, emotional vocal by Thunder. Flip: "A Broken Heart" (Tamba, BMI). Diamond 196

CHART Spotlights—Predicted to reach the Hot 100 Chart

TONY HAVEL -RALPH YOUNG—LET IT BE NOW (Purchase, ASCAP) — The familiar title, this one recorded by Four Freshmen (Virginia), with a new presentation.

WILLIAM ROBERTS — You Won't Find That Kind in Me (S.P.E., BMI) — The title, this one recorded by Teacho (Lowery, BMI) and the wailing rhythm ballad from the pen of Smokey Robinson should hit the chart with impact. Flip: "Fading Away" (Jabete, BMI). Gordy 7049

TERRY STAFFORD—Out of the Picture (Screen Gems-Columbia, BMI) — Musicor 1558

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

LOVIN' SPOONFUL—DAYDREAM (Faithful Virtue, BMI) — An off-beat shuffle-blues rhythm that will quickly equal their "You Didn't Have To Be So Nice" success. Flip: "Good Morning Dodgers" (Faithful Virtue, BMI).

AL MARTINO—THINK IT GO SOMEWHERE AND CRY MYSELF TO SLEEP (Moss-Rose, BMI) — The Charlie Lowne country hit from the pen of Bill Anderson gets a warm, emotional reading by Martino, with the same hit ingredients as "Spanish Eyes." it should hit the chart hard and fast. Flip: "Hello Memory" (Algena, ASCAP). Capitol 5598

DAVID CLAYTON THOMAS—MY MOTHER'S PRAYER—THE DREAMERS (Jobete, BMI) — A wailing rocker with raucous rhythm and dance beat in strong support. Should prove as successful as its "TV Wednesday." Flip: "I'll Never Happen Again." Faithful Virtue, BMI.

IM HARRISON—HANG ON TO A DREAM (Faithful Virtue, BMI) — Harrison makes an impressive debut with this pretty rhythm ballad in the veins of "I'm Gonna Leave You." Solid string backing and strong dance beat. Flip: "I'll Never Happen Again." Faithful Virtue, BMI.

DEBRA SWISHER—YOU'RE SO GOOD TO ME (Clavadel, BMI) — The title, this one recorded by The New Englanders (Screen Gems-Columbia, BMI). Warner Bros. 5058

TERRY STAFFORD—Out of the Picture (Screen Gems-Columbia, BMI) — Musicor 1558

TIM HARRISON—HANG ON TO A DREAM (Faithful Virtue, BMI) — Harrison makes an impressive debut with this pretty rhythm ballad in the veins of "I'm Gonna Leave You." Solid string backing and strong dance beat. Flip: "I'll Never Happen Again." Faithful Virtue, BMI.

PATRICK—DON'T LET THIS ROOM BECOME YOUR WORLD (Vicki, BMI) — The popular Hul- labaloo dancer-singer from the Philippines has smash hit possibilities in this commercial rhythm ballad aimed at the teen market. Flip: "All Over Again" (Old Lyme, BMI). RCV 1119

JIMMY BAXLEY—KEEP ON RUNNING (Melody Trails, BMI) — The title, this one recorded by The Wiltshire. Flip: "Pains Of Love" (Extra, BMI). Columbia 45350

DAVID CLAYTON THOMAS—TAKE ME BACK (Duffer, BMI) — The hot Canadian artist offers one of his three No. 1 records in this well-produced and produced rocker. Could prove equally successful in the U. S. Flip: "Out of the Sunshine" (Duffer, BMI).

R&B SPOTLIGHTS

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

JAMES BROWN AND HIS FAMOUS FLAMES—AIN'T THAT A GROOVIE (Part I) (Dynatone, BMI) — The title, this one recorded by his Famous Flames could prove this to be as successful as "I Got You (I Feel Good)") for the talented performer. Flip: "Don't That Groove (Part II)" (Dynatone, BMI).

THE POETS—SHE BLEW A GOOD THING (Sagittarius, BMI) — New group has smash hit potential in both R&B and pop markets with this wailing rocker with strong dance beat, dance beat backing. Flip: "Out to Lunch" (Sagittarius, BMI).

COUNTRY SPOTLIGHTS

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

JOHNNY DARE—Don't Stop Your Heart (ABC, BMI) — The title, this one recorded by Johnny Dore (ABC, BMI).

MOBY GRAY—Burn (Don't Let Your Heart Get Burned) (Screen Gems, Columbia, BMI) —Musicor 1558

JIMMY DEAN—STRIKER BILL (Plandiview, BMI) — An exciting sea ballad complete with sound effects could prove a No. 1 country hit for Dean. Fine production backing, Flip: "Things Have Gone To Pieces" (Glad, BMI).

JAMES BROWN AND HIS FAMOUS FLAMES—AIN'T THAT A GROOVIE (Part I) (Dynatone, BMI) — The title, this one recorded by his Famous Flames could prove this to be as successful as "I Got You (I Feel Good)") for the talented performer. Flip: "Don't That Groove (Part II)" (Dynatone, BMI).

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Memphis is what’s happening…
Thanks to Jim Stewart

The Mad Lads
Volt 131 “I Want Someone”

The Mar-Keys
Stax 185 “Philly Dog”

Johnnie Taylor
Stax 186 “I Had A Dream”

Rufus & Carla
Stax 184 “Never Let You Go”

Sam & Dave
Stax 180 “You Don’t Know Like I Know”

Carla Thomas
Stax 183 “Comfort Me”

... new single, by special request:
Volt 132 SATISFACTION—by Otis Redding
from his album OTIS BLUE

Production: Jim Stewart and Steve Crapper

Stax Records distributed by ... Volt Records distributed by ...
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<td>24</td>
<td>22 LIES</td>
<td>Phil Spector, Challenge 3990</td>
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<tr>
<td>15</td>
<td>25</td>
<td>20 12 SOUNDS OF SILENCE</td>
<td>The Moody Blues, Capitol 4610</td>
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<td>1</td>
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<td>45 I SEE THE LIGHT</td>
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<td>53</td>
<td>71 YOU BABY</td>
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<td>51 MY BABY LOVES ME</td>
<td>Phil Bippets, Philmo 0919</td>
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<td>37</td>
<td>49 BREAKIN' UP IS BREAKIN' MY HEART</td>
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<td>72 MICHELLE</td>
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<td>58</td>
<td>70 A LITTLE BIT OF SOAP</td>
<td>The Chiffons, Epic 1013</td>
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For the week ending February 19, 1966

The Hot 100—A to Z (Publisher-Licensed)
a great new single
as today as its title

19th NERVOUS BREAKDOWN

THE ROLLING STONES

produced by Andrew Loog Oldham
During a recent six-week trip to Europe, jazz disc jockey and buff Addie Hanson discovered that Benny Carter's name opened doors for her. Carter had been a conductor with the BBC during the 1930's. Addie said, and "he's revered there." Most of Addie's introductions to people on her first visit to the Continent began: "I am an American," and if that didn't elicit any reaction, she would proceed to add, "a friend of Benny Carter's," and people's interest would light up.

During her visits to England and France, Addie paced the offices of non-trout artists, meeting musicians and uncovering jazz activity in the oddest places. The most impressive experience was when Inez Cavanaugh, a 56-year-old American entertainer who has resided in Paris 20 years, took her to Les 3 Maitlets, an authentic torture chamber now converted to a dungeon jazz club on the Left Bank at 56 Rue Galande.

Addie remembers the club's tiny dance floor and was re-cocled when someone asked whether she wanted to see the dungeon. "What dungeon?" she asked. Why the one beneath the dance floor," she was told. Being the curious Addie, Addie went below deck and discovered a torture chamber in which, purportedly, Francois Villon was reportedly刑警 for five years. "Mephisto Slim was playing in the club at the time," Addie interjected, "and I could hear him singing the blues through the floor while I looked at the torturing instruments hanging on the wall." Addie was told there were several dungeons which have been converted to jazz clubs in Paris, including Jazzland, an avant-garde hang-out featuring such stylists as Johnny Griffin and Art Taylor. The clubs were small, packed, and yet "nobody hurts you." Addie had met Inez Cavanaugh through a meeting with singer Hazel Scott, who met her in turn through Maurice Callat, a jazz biff who met the blonde American visitor during her first days in Paris. A fashionable place to visit in the heart to Paris was the Living Room, featuring American Art Syn- mos on the Meade Wallace band.

While she was in London she met Tony Osborne, Johnny Dankworth and Robert Farnon. One evening she went to a pro- gram of jazz shorts at the Na- tional Film Theater. These shorts were directed by Gary Davis, Kid Ory and Thomas Rowe, Duke Ellington and orchestra, Count Basie and the Delta Rhythm Boys, Harry Pary, the 1958 Newport Jazz Festival by Bert Stern and Dicky Wells with the Art Forman band.

Of the London clubs she indi- cated the important locations were Annie's Room, run by the great social vocalist and former member of the Lambert-Hen- dricks-Russell, Arnie Ross, and Scott's Club, run by Ronnie Scott. "It was like being in the U. S.," Addie remarked. "I saw Ruth Price and Joe Will- liams and heard that Dukatoa Stanton, Mose Allison and Theolioness Monk were all booked into Annie's Room. The clubs are near Piccadilly Circus but the London streets are con- fusing. When you ask someone directions, they indicate to "turn left and angle" and "a half hour later you're still singing," Addie said with a giggle.

Brigitte Lahaie songs are from 1-3 p.m. and the pubs close at 3 p.m. Addie recaps at 5:30, which makes it difficult to "ring up" people for appointments because of their long lunch periods.

Addie's interest in jazz goes back a long time and she is reportedly the first gal jazz disc jockey in the country. She has been a free-lance DJ on KNOB for some time and her initial jazz broadcasting was over KFWB with a remote from Joe Riley's Record shop while she was still in high school. That show was aired for over a year one weekend a week. This left Addie with KOWL, now KDAY and KAC, playing jazz or film scores.

SOLOs: Two bits of informa- tion is a follow-up to the recent column on the Los Angeles Neonicale Orchestra. Music played by the Neonique is pub- lished by a wing of the Stan Kenton-Sid Garris-Greg Grege operation and is provided to colleges. The orchestra will be- gin playing last year's compositions as encore at this year's concerts. Secondly, the Music Center does not allow the sale of albums before concerts, hence Captured Failure unable to set up a promotion. That Thad Jones and Mel Lewis have formed an 18- piece band called "The Jazz Band" for exposure Monday nights for worldwide distribution in Manhattan. It started out as a rehearsal band and includes Bob Brookmeyer, Hank Jones, Richard and Pepper Adams, Jimmy Rowell, Jimmy Owens, Garnett Brown, Jerry Dodgson, Eddie Daniels, Jack Rains, Cliff Heather and Saul Herman. "Netherlands" Records has two hits in Los Angeles, one is "Village Caller" by Johnny Lytte and "Monge Santamaria at the Village Gate."}

**Otis Firm Tapes**

**HOLLYWOOD—** Suegene and Cornerstone, two religious labels, are providing their respective tape Library with a new Bible Voice tape company.

Otis has the entire New Testa- ment on tape and is presently mastering the Old Testament release, about March 1. Bible Voice is a Van Nuys company issuing single-speed reel-to-reel product. It has worked out a tie-in with Audio Library Tape Distributors, which distributes the Bible Voice product.

Tapes come in three, five and seven-inch reels, with passenger tones indicating chapter identification. The New Testament as offered on a three-inch reel is $4.95, $3.95 for five-inch and $4.95 for seven-inch. The company also sells a tape recorder for $99.50.

**Innis Joins King**

**CINCINNATI—** Louie Innis, formerly on WLW's "Midwestern Hi-Jackers," has gone back to Cincinnati to handle independent production for King Records and to direct that label in addition to his production duties. Innis, a native of Montana, is a Turk-Africanian, a Canadian label manager as well as his own Bordo Records.

**Burdett Formed By Joe Davis**

**NEW YORK—** Joe Davis, piping disc publisher, has formed the Burdett label here. First release is "I Never Begin to Forget," with Bernie Moore, a label new artist who had been with the Special Service troops in Europe. Burdett is backed by a group of Tulsa businessmen. Writer of the piece is "I Never Begin to Forget," is Mrs. Lorraine David, wife of a Tulsa attorney.

**Sing Out Move**

**NEW YORK—Sing Out, the consumer folk magazine, cele- brated its 15th anniversary this month by going to a full magazine-sized format and embarking on a policy of relensing a seven- inch little LP with each bi- monthly issue.

The first such record has cuts by Phil Ochs, Judy Collins, Jesse Fuller, Dick and Tim Fin. Frank Proffitt, Joan Baez and Donovan, Maxine McKnight, Janie and Yvonne Hunter, and the Old Harp Singers. Bob Lurstena has been named advertising manager for the pub- lication.

**Pinkey Disk Out**

**NEW YORK—** Gene Pinkey's recording of "Nessuno Mi Piu' Guida," which won second place in the recent San Remo Song Festival, has been rushed to market and is being distributed on CBS Records. CBS re- leased Musician product for the first time except the U. S., United Kingdom, Italy and Venezuela. Musician this week released the single for the U. S.
Take your "PICKS"!

<table>
<thead>
<tr>
<th>THE LETTERMEN!</th>
<th>RAY ANTHONY!</th>
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<tr>
<td>YOU'LL BE NEEDIN' ME</td>
<td>IT'S SUCH A HAPPY DAY</td>
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<td>b/w Run To My Lovin' Arms • 5583</td>
<td>b/w Bah-Yoop • 5589</td>
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<td>MANY HAPPY HANGOVERS</td>
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<td>b/w My Carousel • 5571</td>
<td>b/w Our Past Is In My Way • 5585</td>
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PITTSBURGH — The stock in trade of KDKA is a broad range of music programming designed to appeal to a diversified audience. The station concentrates on top national and regional talent, both on-air and cultural. To demonstrate the depth of the station’s music, Billboard’s latest Radio Response Rating Survey of the market—KDKA’s eighth largest radio market—showed the station was by far the major influence on album sales, indicating a tremendous adult audience. At the same time, the station placed as a very important power also in influencing single records sold. KDKA’s record purchased by teen-agers second only to WYDD. This influence was also the powerhouse on comedy record sales, placing almost all of the votes of record distributors, buyers, one and two stars, and local and national record company executives. The station received 42 percent of the votes for influencing album sales, 33 percent for singles, and 80 percent for comedy record sales.

The Pittsburgh radio station holds its sales approach to listeners with strong personal identities. “All of them are established and promoted as personalities,” said general manager Wallace Dunlap. “We believe in the personality concept.” The station’s Clark Race was voted the major personality influence on weekday morning shows. KDKA’s program department, he pointed out, includes a 22-year old, a 31-year old, a 22-year old jazz record man, a 22-year old comedy record man, and a 22-year old music director, and an air personality sat in as a record committee to listen to all new records and determine whether...

Continued on page 25

Benson, Radio Executive, Dies

NEW YORK — Mitchell M. Benson, a pioneer radio and executive for Westinghouse Broadcasting Co. here, died Feb. 6. He was 60. During his career, Benson was a director and vice-president of “Duffy’s Tavern” on radio and was associated with the development of “The Steve Allen Show” on Westinghouse. For nearly a decade he was an executive and a member of the network. At one time he was program director of WOR, New York. In recent years, he had served in an executive capacity for ABC, New York, Stringfellow, and Peter, Paul and Mary.

The musical documentary explores the roots of today’s popular music. Portions were filmed in New York, Detroit and New Orleans. Produced by Steve Fleishman of ABC News, the show portrays the blues, the country blues, jazz, the rhythm and blues, rock and roll, and... (Continued on page 24)

High Scoring Team Registers for WQV

WPKA-WYDD Share Wealth
As Top Influence in Jazz Sales

NEW KENSINGTON, Pa. — WPKA and its sister operation, WYDD, are a step closer to proving that they can enjoy an unusual blend of jazz and Easy Listening music into not only a unique personality concept, but also but easy Billboard’s Radio Roster. In fact, as the No. 1 influence on jazz record sales in Pittsburgh as well as New Kensington. The stations receive—courtesy of personality Phil Brooks—68 percent of the votes of the on AM operation and another 12 percent on FM. WKP is a dataymer; WYDD-FM is on the air noon to 1 a.m. However, Brooks, who is program manager of both AM and FM operations, said that WYDD-FM’s wattage will be increased to 50,000 watts with in 60 days. The AM station will broadcast in stereo. “This will increase our FM coverage fivefold and we’ll reach three States,” he said. “If things are out, we may broadcast stereo 24 hours a day.”

DAYTON, Ohio — WING’s air personalities, incorporated as the “Seven and a Half,” will launch their second annual “Cavalcade of Bands” Friday (11). The cavalcade will be held every Friday night for 10 weeks at the local Caverns hall.

Ten different bands will be featured each Friday night with the winner returning to compete against other groups the next weekend. The final winner, selected by the public, will receive a $500 first prize, said program director Eddie Clark. The Seven and a Half "Cavalcade of Bands," which hooks talent into the area, even has a secretary to keep track of record hops.

voice of this area,” Brooks said. “I consider jazz to be the best good music outside of classical music. That’s why our programing is unique in this day and age. The product we make makes the station financially successful with a basically limited market. Believe me, we’ve bitten off a good chunk of the audience rat- ings of Pittsburgh.” He said the AM operation was “remarkably successful. Last year was the biggest year ever.

Part of the secret of successful jazz programming is having effective air personalities, just as a Hot 100 or Easy Listening station would have, he said. “I’ve always strived to be a per- sonality...to do more than just make records...”

The station, which was a Hot 100 station, plays is limited to “melodic, en- tertainin, brief” records for the most part. An exception was when the station continued to run the six-month version of “Girl From Ipanema” even after the record company cut it to...

Continued on page 26

EDITORIAL

A Call to Serve

The Grammy Awards will be presented this year at ceremonies held simultaneously in New York, Nashville, Chicago and Los Angeles. These “Oscars” of the music business are based on quality of performance rather than record sales — they’re a vote for a job well done. These are the performers and the records that have made broadcast radio an enjoyable one during the past year and contributed to your personal success. Now, radio stations and air personalities cannot only return the favor, but can demonstrate to the recording industry and the performers alike a measure of appreciation. It is hoped that radio stations not only in the U. S., but also in Canada and Australia, will announce their nominees as soon as possible prior to the public with promotions and announcements. When the next list of nominees is released, in March, or April, radio listeners the artist or the song or the record is up for music’s highest awards as selected by the members of the National Academy of Recording Arts & Sciences. (See nominees this issue.)
"Boots" is here!

BOOTS
NANCY SINATRA
These Boots Are Made For Walkin'  
So Long, Babe • Day Tripper
Flowers On The Wall • In My Room
As Tears Go By • Lies • I Move Around
Run For Your Life • and others

Never in Reprise history such grabbing groundswell advance demand for an LP follow-up — ready now to ride the crest of Nancy's incredible singles winner—

These Boots Are Made For Walkin'
PROGRAMMING

KQV received 48 percent of the votes of dealers, distributors, one-stop, promotion men and local and national record company executives. The stations were also No. 1 Jan. 9, 1965 in the last RRR survey of the area.

Bill DiMenos has been named general manager of WYLO, Pittsburgh. He was formerly with WCRQ Johnstown, Pa., and has spent two years in London, England, with Ariz. Our call is ‘Action’ Fredric Cannon, and our program is 15-minute “Passports” (continued). Our program is to be heard on WYLO, Milwaukee, and Bob Ralls, Sports reporter for WYLO, will be covering the event.

Red Hall, an air personality in WYLO, has been appointed to program director of the country music station. He succeeds Bob Hollands, air personality now with WAMO, and one of the new programs is a call-in show with WCHA, Chambersburg, Pa.

Ted Cramer has joined the air staff of KHOW, Denver.

Bill Mitchell, formerly of WLBC, Tampa, Fla., has joined the air staff of WXYZ, Cleveland, under the alias of Bobby Magic. He will be heard on WHC, Washington, D.C., Exposition, and a helicopter ambulance service during the current season. On Jan. 21, 1965, the station broadcast a program, “The World Today,” from WNUK, New York. The station’s call was WYLO, Milwaukee, and Bob Ralls, Sports reporter for WYLO, will be covering the event.

Frank Young has joined WVKV, Virginia Beach, Va., in an afternooon–late night slot. He will be heard on WRDE, trained, and has heard on WRDQ, WYLO, and WKPM, all in Milwaukee.

The personality Bob Fresly is shifting from a time slot to a new comedy slot and albums. He is now heard on WJJO, Milwaukee, and is heard on the weekend show.

Another outlet that needs both pop music and country music is the KWIN, WBN, WOJ, and KRII, all in Minneapolis. The outlet has been established by the late Paul Simon, winner of the 1968 Grammy Award for Best New Artist. The outlet was established by the late Paul Simon, winner of the 1968 Grammy Award for Best New Artist. The outlet was established by the late Paul Simon, winner of the 1968 Grammy Award for Best New Artist.

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We tried to take a picture of the new Ramsey Lewis Trio Album but it moved.

And no wonder!
Their albums really move;
the old ones, the new ones . . . all of 'em.
The fact is,
they're the best selling instrumental trio around.

Other "Movers"

[Images of Ramsey Lewis Trio albums]

There's A World of Excitement on Cadet
Broadcast Pioneers Gives
WHO Mike Award at Fete

NEW YORK—WHO, Des Moines, Iowa, was presented the annual Mike Award of the Broadcast Pioneers Monday (7) at a dinner here attended by more than 400. The sixth annual banquet for the benefit of the Broadcasters’ Foundation placed WHO in such ranks as WTLW, Cincinnati; WGN, Chicago; WSB, Atlanta; KDKA, Pittsburgh, and WOR, New York. The award pays tribute to those broadcasters who have contributed to programming excellence, public service, integrity, and pioneering in new broadcasting techniques.

Dr. David D. Palmer, president of Palmer Broadcasting, accepted the award. Master of ceremonies was Ed Remmers. Performing at the benefit were Roger Williams, one of the managers of WHO’s “Iowa Barn Dance Frolic” live radio show along with Remmers, Kini and Meredith Wilson, and Joseph Sudy and his orchestra. Arrangements for the benefit-dinner were handled by M. H. Shapiro, executive secretary of the Pioneers.

PITTSBURGH—The leading influence—virtually a powerhouse—of the book publishing industry in this market is WAMO. The station received 72 percent of the dollar sales of booksellers, dealers, record promoters, record editors, record buyers, and record company representatives in Billboard’s Radio Station Buying and Record Selling Rating as of the week ending Jan. 5.

R&B music is growing bigger in the market, said the station manager major air personality, Porky Cheekside. "It’s a good interpretation of basic emotions. I got kids

Advertising in Business Newspapers MEANS BUSINESS

MEMO

TO: All radio broadcasters, managers, program directors, music directors, disc jockeys, librarians, and others

FROM: Bill Gavin

You are invited to attend a RADIO PROGRAM CONFERENCE

to be held at the Sheraton Chicago Hotel, Chicago, on Saturday and Sunday, March 26 and 27.

Among those taking part as speakers and discussion leaders will be

Harold Krebeln
Glave Harvey Laceock
Allan Slaght
Chuck Bore
Kent Burkhat
Clint Churchill
Gene Taylor
John Barrett
Jerry Glaser
George Dubuheit
Lloyd Webh
Mark Olds
Al Newman
Dick Carr
Gertie Katzmain
Elma Greer
Betha Porter
Joe Bogart
Chris Lane
Ken Draper
Ed Wright

Lowey Cordell

— and many more well-known broadcasters with new views on Top 40, R & B, C & W and non-programming.

Registration fees are scaled to each market’s population size, as listed in Standard Rate & Data. Top 25 markets $75.00. Next 50 markets—$50.00. All others—or additional delegates from any station—$25.00 to register.

Mail to BILL GAVIN, 114 Sansome St., San Francisco, Calif.

Please register me as a delegate to your Radio Program Conference in Chicago, March 26 & 27.

Name ___________________________ Address ___________________________

City & State ___________________________ Phone ___________________________

Will you attend the Saturday dinner? (Please check) Yes No Maybe

WAMO Is a Wham in R&B

RADIO BEGINWS Hot 100 Airplay

PHILADELPHIA—WIFI-FM, after weekend evening experiment, begins a k.d. lang Hot 100 program. The station broadcasters have been asked to submit their most of the records are mono, air personality Ron Diamond said he would fill in a few of the album cuts are stereo and could—be picked up by the disks and programmed with multiplex receivers. The program is on seven nights a week.

"WIFI is a good interpretation of basic emotions. I got kids

WIFI Begins Hot 100 Airplay

photon’s sound and operating procedures. Drade initiated a "Cavalcade of Solar" program, a KWHI which led into its rock format last May. During the interim program, some of the disk jockeys were identified. KWHI has a seven-man air staff. In Drade’s concept, the role in which it is the focal point and which music is slated, KWA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. Clint Churchill is the re- signed his afternoon shift, KVA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. Clint Churchill is the re- signed his afternoon shift, KVA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. Clint Churchill is the re- signed his afternoon shift, KVA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. Clint Churchill is the re- signed his afternoon shift, KVA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. 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Clint Churchill is the re- signed his afternoon shift, KVA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. Clint Church
THE BATMAN ALBUM
FROM THE BATMAN LEADER

THE MARKETTS
—with the LP follow-up
to their Surging Singles Winner *
THE BATMAN THEME

* Tops them all in the current Cash Box and Billboard Charts
**Film Production Plot Gets Hotter As Bertelsmann Enters Race**

**By OMER ANDERSON**

GUETERSLOH — Bertelsmann has joined the race of German disk firms and recording artists to produce opera and concert films for television.

Bertelsmann, probably the largest of Germany’s communications empire, thus enters into competition with the newly founded Polyphon Fernsehgellschaft and the Herbert von Karajan Corporation.

Polyphon is jointly owned by Philips and Siemens (through their 50-50 owned Deutsche Gramophon Gesellschaft (DG) and the Studio Hamburg Aitnerbetriebsgesellschaft, the TV film-producing arm of North German Radio-Television Network.

Karajan’s operation bears close resemblance to the independent film production units organized by Hollywood’s top box-office stars. Karajan will produce opera and concert films using famous opera companies and concert orchestras of Europe, the United States and Canada.

**Own Deals**

How Karajan’s operation will mesh with that of DGG-Polyphon is yet to be revealed. Presumably, DGG will continue to release Karajan’s disks as is now the case under his exclusive recording contract, and the conductor will be free to make his own recording assignments.

No such complications beset Bertelsmann, however. The Guetersloh cultural giant has been quietly preparing some time for invasion of the cultural film market. Indeed, there are indications that Bertelsmann may have stolen a march on Karajan and Philips-Siemens.

It now develops that Bertelsmann has signed a contract giving it exclusive rights to film and television productions for the Vienna State Opera (Werner Staatsoper) for three years. Only exceptions are live TV transmissions over the Austrian ATV for commercial viewing.

Bertelsmann began the postwar era as Germany’s biggest book publisher. It entered a phonograph records through Ariola and within recent years it has entered film production and exhibition through acquisition of key assets from the Universal Film AG (UFA), the famous producer of movie film producer.

Bertelsmann has worked with these gifted- edged assets to develop the concept of “total cultural merchandising” with every unit in the Bertelsmann empire enforcing and amplifying the efforts of the other units.

Bertelsmann has strengthened Ariola’s classical production, which today ranks among the top three in Europe. Eric Elvin, whose exclusive recording association with the London Symphony Orchestra has been terminated, will be the press of the Bertelsmann books and Ariola disks in the motion picture theaters it will acquire from UFA.

In addition, Bertelsmann has said, “There is a tremendous hunger for culture on the part of ordinary Germans. For the first time ever, a German woman now has the leisure and the money to enjoy culture. This is the great achievement of the German prosperity miracle, and this is a great challenge to our merchandising strategy. The results could be colossal.”

The Palladium show is not normally screened in Britain during the summer. Instead, ABC-TV, Columbia Records are releasing an LP of the 1916-1921 period to commemorate the 50th anniversary of the Easter Rising.

The recordings are being compiled here from the records of the country’s Catholic radio station and President de Valera, Senator Hagal, a member of the provisional government, and other survivors of the Rising.

He has collected and recorded many rare Irish songs and has interviewed a wide section of the country’s culture, which was at the center of the atmosphere of the period. He also visited the Abbey Tavern, near Dublin, where songs of the period sung by ballad singers were taped.

A few days ago, Columbia’s Goldmark Lieberman was re- ceived by de Valera.

**Ellington Band in ‘Snapfu’: Drums Up Two Drummers**

**PARI—**Because of a mix-up, the Duke Ellington band featured two drummers—poll-winner Elvin Jones, lately of the John Coltrane Quartet, and Lewis Major—when the Ellington-Fargo-Duke Ellington package played two concerts in Paris.

Paris—Because of a mix-up, the Duke Ellington band featured two drummers—poll-winner Elvin Jones, lately of the John Coltrane Quartet, and Lewis Major—when the Ellington-Fargo-Duke Ellington package played two concerts in Paris under the aegis of Norman Woodard. Woodard was said to have replaced Louis Bellson for the tour, was unable to join the band for the opening concerts in Lisbon, Barcelona, Frankfurt, Paris, Milan and Geneva.

March was signed at the last minute by band manager Mer- cer Ellington, then Duke himself phoned his order in the States with instructions to in- vite Elvin Jones to join the tour.

Jones, who was on a tour in California with the John Col- trane Quartet, jumped a plane for New York this week to fly to Paris next week for a European tour of the Ellington band, which also will visit Mexico, where songs of the period sung by ballad singers were taped.

A few days ago, Columbia’s Goldmark Lieberman was re- ceived by de Valera.
LISTEN PEOPLE
HERMAN'S HERMITS
b/w GOT A FEELING K-13462
(It's still available as a soundtrack performance in the MGM album "When The Boys Meet The Girls," E/SE-4334)
March is Mantovani Month
(15 consecutive years of the industry's most successful promotion)

Feature of the program:
Monty's biggest LP ever!
Backed up with high-powered consumer ad campaign in Life, Esquire, New Yorker, Playboy, Schwann, etc.

DEALER SELLING AIDS:
• Full Color Mounted Displays (22” x 28”)
• Browser Cards
• LP Jacket Kits
• Ad mats
• Full Color Streamers
• Alphabetical Catalogs of Monty's 517 recorded selections

SPECIAL TERMS on entire "Monty" LP catalog
See your London distributor for full details

MANTOVANI...exclusively on LONDON \ffrr\®
FULL FREQUENCY RANGE RECORDING
All Mantovani stereo LP's available on 4 track stereo tape
**Billboard TOP LP's**

*For Week Ending February 19, 1966*

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<td>THE GORDON LEWIS &amp; HIS ORCHESTRA</td>
<td>GREAT COMPILATION</td>
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<td>5</td>
<td>THE GENE KRUPA ORCHESTRA</td>
<td>BIG BANGS!</td>
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Compiled from national retail sales and radio station airplays by the Music Personality Dept. of Record Market Research, Billboard.
**DECCA GUITARS**

**DECCA GUITARS**

**FOLK GUITARS**

**DECCA GUITARS**

**DMI 120**
Steel string guitar with mahogany back, sides and neck. Natural straight grain white spruce top with multiple striping around sound hole. Steel reinforced neck with pearl position markers and slotted head. $17.95

**DMI 122**
Spanish guitar with steel strings. Back, sides and neck have a high gloss mahogany finish. Natural grain white spruce top with sunburst finish, pick guard, inlaid position markers, slotted head, steel reinforced neck. Elaborately decorated sound hole and large concert size. $18.95

**DMI 1262**
True western style steel string guitar with 14 fret steel reinforced neck. Simulated mother of pearl guard, heavy celluloid binding, around top edge and sound hole. The ebonized bridge which is both glued and bolted has an attractive enameled inlay. Natural wood fingerboard. Highly polished, hand rubbed, sunburst finish. $24.95

**DMI 1263**
Western Folk style guitar, grand concert size. Top quality hand rubbed Honduran mahogany back, sides and neck with natural straight grain spruce top. Celluloid binding inlaid on back and top edges and around sound hole. Steel reinforced guard plate, bridge glued and bolted for added strength. Brass frets inlaid on oval, hand finished fingerboard. $29.95

**DMI 313**
Nylon string classic guitar, grand concert size body and neck of choice cherry. Finished in high gloss hand rubbed finish. Straight grain white spruce top, clefted inlay around body. Inlaid fingerboard markers. $32.50

**DMI 319**
Nylon string grand concert size classic guitar. Body of choice zebra striped hardwood Mahogany neck, hand rubbed finish, straight grain white spruce top with inlay on sound hole, back and front edges of body. Bone nut, fingerboard with large inlaid pearl position markers. $37.50

**DMI 311**
Grand concert size classic guitar. Select hardwood body and neck, hand rubbed mahogany finish. Special selected natural straight grain spruce top. Inlaid top and bottom edges, neck and sound hole. Natural rosewood fingerboard. $39.95

**UKULELE**

**DMI 431**
This ukulele is all hardwood construction with a beautiful hand rubbed mahogany finish. Complete with metal pegs, nylon strings and plastic fingerboard. Designed to satisfy the most discriminate musician. $5.95
**DECCA GUITARS**

**ELECTRIC GUITARS**

**DMI 201**
This elegant double cutaway mahogany solid body electric guitar features six in line pick up system giving you the choice of three pickups and giving you the option to select the pickup you want. Two super sensitive pickups with adjustable magnetic poles, separate volume controls for each pickup plus tone control. Individual organ type nocker switches for each pickup provides a touch change of tone.

Price $99.95

**DMI 202**
This solid body guitar incorporates the same features as Model 201 but with the following additions: 2 super sensitive pickups with adjustable magnetic poles, separate volume controls for each pickup plus tone control. Individual organ type nocker switches for each pickup provides a touch change of tone.

Price $54.95

**DMI 205**
This exceptional professional type electric guitar has all the features of Model 202 but has the added advantage of a smooth action vibrato.

Price $59.95

**DMI 203**
This modern, solid body electric guitar is hand finished in a warm sunburst effect showing the grain of the choice rose wood. Detachable steel reinforced neck of rock hard maple has solid rosewood fingerboard, pearl position markers, bound edges and in line tuning keys. Three ultra sensitive pickups with adjustable magnetic poles, high gloss chrome hardware. 3 separate volume controls plus tone control. 3 selector switches for the ultimate in performance, plus a smooth action vibrato. Complete with hard shell carrying case.

Price $89.95

**BASS GUITARS**

**DMI 300**
Solid body four string electric bass. The ultimate in modern styling is found in the carved and bound edged hardwood body. Featuring a special bass pick-up which gives that true, deep bass tone and complete bass scale. The long neck has a genuine solid rosewood fingerboard with pearl inlaid position markers. Complete with hard shell carrying case.

Price $99.95

**DMI 301**
This double pickup four string electric bass is specially designed to meet the exacting requirements of the professional. The same features as Model 300. The two special design pickups can be controlled through the use of the two individual pickup selector switches which make possible a choice of full bass to lighter bass responses. The rosewood finger board facilitates ease of playing. Both Decca electric basses have a highly polished, hand rubbed, finish. Complete with hard shell carrying case.

Price $119.95

**ACCESSORIES**

**DMA 600**
A pure wine zipper bag, complete with a quality tool kit that accommodates all Decca acoustic guitars.

Price $5.95

**DMA 700**
A complete instructional book for the guitar. This book will teach the basic chords as well as how to select a guitar, care for a guitar, how to hold a guitar, play strings, adjust and replace accessories, how many other important facts are included in this very complete instructional book A must for every beginner and advanced student.

Price $2.50

**AMPLIFIERS**

**DMI 60**
High Fidelity amplifier for all types of instruments. Has 3 tubes plus 2 instrument output jacks. Volume control with chrome knobs, 15" x 8" x 6". Price $31.95

**DMI 61**
High Fidelity amplifier for big, concert hall or orchestra. Has 3 tubes plus 3 instrument output jacks. Overall size: 17" x 8" x 6". Controls all volume, tone and tone control. Volume control is mounted on the top. Controls a wide variety of instruments and has a combination of control for all size: 16" x 10" x 6". Price: $41.95

**DMI 62**
High Fidelity amplifier has 3 tubes, 2 instrument input jacks, 1 foot pedal input jack for Tremolo control. Separate tone and volume controls plus separate Treble, Middle and Bass control. Overall size: 15" x 10" x 10". Price: $49.95

SEE FOLLOWING PAGE FOR YOUR NEAREST DECCA BRANCH!
MAGNIFICENT MOVIE MUSIC
Original Soundtrack from and "Gone With the Wind." Themes from United Artists EAG 3478 (M); UAS 6485 (S)

A clever package idea with the top themes from original soundtracks, both great film essays of "Hollywood" past and present. Themes from "The Big Sleep," "The Maltese Falcon," " feed...owners sales and personalization.

SOLID GOLD SOUL
Various Artists: Atlantic 8116 (S); SD 8116 (S)

The stars and the bit material speak for themselves in this package aimed at a black SPOTLIGHT profile.

The Vibrations, Claxton OKAH 12112 (M); OKS 14112 (S)

Now successful in both the pop and R&B markets, the group has a hit chart song currently, "I Got It." The group is in the standard of voice pairs, the love songs, "Mr. and Mrs." as well as "Give" and "Laugh." Well performed, arranged and produced.

VIBRATIONS

THE MISTERS

MISTY

THE SHACKLEFORDS' SING

THE WILSON BROTHERS SHOW

WILLIAM BROTHERS & VARIOUS ARTISTS: DECCA DL 4771 (S); DL 74257 (S)

This exciting live performance album can't exist being a solid album on the country chart. Opening with their hit single "It's All Over," the final item is the song, "I'll Be There For You," their performance of "The House That Jack Built." and the jubilant comedy of "Honey Honey She's a Must."

THE WILDERNESS SONGS

WILLIAM BROTHERS & VARIOUS ARTISTS: DECCA DL 4771 (S); DL 74257 (S)

A suspicious package featuring the opera great on a collection of well-known selections. This one should prove to be commercially successful.

CLASSICAL SPOTLIGHT

THE MADDEN FLUTE HIGHLIGHTS

Otto Klemperer: Angel SLPM 36315 (M); SLPM 36315 (S)

This sampling of the best known arias from the popular opera is certain to find a strong following; its sales strength is further enhanced by the name appeal of the artists.

STAFF SPOTLIGHT

DE FALLA: EL AMOR BRUJO/DANCES FROM THE THREE-CORNERED HAT

Grace Bumbry, Deutscher Opernhaus 129 115 3878 (S)

A brilliant recording of the well-known opera brings into full focus a mar a violent reception. Strong version, well produced, stereo channel fan. LP is equally suited for disc phone instrumented readers.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is held by Bill- board's Review Panel, and its sales potential is noted within its category of music. Full reviews are presented for Spotlight Picks or Special Market Picks, and all other LPs are listed under their respective categories.
A Mancini double feature
(31 "Oscar" winners in a new two-record album)

Henry Mancini
presents
The Academy Award Songs
31 "Oscar" Winners

LPM/LSP-6013
RCA VICTOR
The most trusted name in sound
German Firms Giving Big Play to Small-Fry Records

HAMBURG — An unusual record has just been released by Philips' "Der Letzte Mohr-kaner" from James Fenimore Coopers Leatherstocking Tales. The disk was done in German, and it has proved to be a hit. German disk firms are exploring the mainland market with increasing success, and there is a series of new releases from the major record companies. Arida has five disks in its "Das Sandmannenchen" series, one LP and four singles. Ariola also is offering "Uncle Tom's Cabin" (Oksel Toms Huette) in a multipurpose LP priced at $5.40.

Polydor has a new record series for children built around the adventures of "Robby and Tobby." The flavor of these small-fry productions is suggested by the "Robby and Tobby" titles: "Robby Believes" Himself Threatened by a Smuggler and "Robby and Tobby Bring Two Thieves to Justice." "Robby Believes Himself Threatened by a Smuggler and Tobby Bring Two Thieves to Justice" has been issued by Decca's distribution subsidiary, Selecta. Seagull and Sear have previously produced independently and leased to the BBC-Paramount and other labels. They had a British hit last year with the Screws' "Take A Heart." The new company will not only record artists and publish much of its own material but also offer management and agency services to the artists. Release deal (not exclusive) have been arranged with Deutsche Vogtshall, Upper West Berlin, France, and a U. S. outlet.

All-Service' Label Bows

LONDON — Another British record label has been launched here with American-inspired techniques. The label, Strike, has been formed by Millwall Music chief, Lionel Segal, and his general manager, Jack Heath. It will be distributed by Decca's distribution subsidiary, Selecta. Segal and Heath have previously produced independently and leased to the BBC-Paramount and other labels. They had a British hit last year with the Screws' "Take A Heart." The new company will only record artists and publish much of its own material but also offer management and agency services to the artists. Release deal (not exclusive) have been arranged with Deutsche Vogtshall, Upper West Berlin, France, and a U. S. outlet.

Powell Tapes Issued as LP

PARIS—Tapes privately recorded by pianist Bud Powell during his Paris trip have been issued as an album by Fontana as "Bud Powell at Home—Strictly Confidential." This is an excerpt of a vast amount of material recorded at home by French commercial artist Francis Paradis in 1962, when Bud was a house guest and enjoying one of the happier periods of his life, include such old Bud Powell favorites as "Cherokee," "All God's Children Got Rhythm" and "Thou Swell."

Ellington Band

Continued from page 28

in each category being the rhythmic problems, the band played well and got a storming reception at the Rainbow Ballroom.

But it was Ella who pulled the probe deep enough to sing better. She was backed by some of the other eros of Jimmy Jones, pianist, Gus Johnson, drums, and Joe Conforto, the Ellington band, minus the rhythm section.

Both concerts were sellouts and two additional performances were fixed for June. Jones finally left the band in Germany and was due to return to New York after a brief engagement in Tokyo. Woodward joined Duke in Basel

PROFITS OF U.K. DECCA ZOOM

LONDON—Sir Edward Lewis, chairman of Decca, has announced that the U. K. company made profits of $3,300,000 for the current financial year, an increase of almost $750,000. He tipped the interim dividend from 10 to 11 1/2p per share, a figure which now shares rose approximately 20 cents.

The key to Decca's leap seems to be a steady rise of the land market price for $11 million. There is no break whatsoever on the record side of the business but Decca started the year poorly on singles with a three-week absence of hits from the Top Ten.

FROM THE MUSIC CAPITALS OF THE WORLD

Hollywood

Supreme Recordings custom division has done an LP for evapora, a new direct distribution among the minister's nationals. Decca's artist, Supreme President Paul Mickel-

son's first disk for Roberts was a compact EP with "Bobby Darin and the Coconut Grove" that was released in the UK in March. The "Your Juliet Town," backed by "Bobby Darin's Debut" is on the Radio "was not a hit but the enthusiasm..."

In addition, Billboard has announced that "The Piano Man" is on the same number as "To Make a Big Man Cry" by Adam Faith which was rushed out by EMI last October. "To Make a Big Man Cry" was also withdrawn from the following week's Decca schedule. The disk was done in German, and it has proved to be a hit. German disk firms are exploring the mainland market with increasing success, and there is a series of new releases from the major record companies. Arida has five disks in its "Das Sandmannenchen" series, one LP and four singles. Ariola also is offering "Uncle Tom's Cabin" (Oksel Toms Huette) in a multipurpose LP priced at $5.40. Polydor has a new record series for children built around the adventures of "Robby and Tobby." The flavor of these small-fry productions is suggested by the "Robby and Tobby" titles: "Robby Believes" Himself Threatened by a Smuggler and "Robby and Tobby Bring Two Thieves to Justice." "Robby Believes Himself Threatened by a Smuggler and Tobby Bring Two Thieves to Justice" has been issued by Decca's distribution subsidiary, Selecta. Seagull and Sear have previously produced independently and leased to the BBC-Paramount and other labels. They had a British hit last year with the Screws' "Take A Heart." The new company will only record artists and publish much of its own material but also offer management and agency services to the artists. Release deal (not exclusive) have been arranged with Deutsche Vogtshall, Upper West Berlin, France, and a U. S. outlet.
...and here it is
MILAN

Giuseppe Velotta, Rifi international manager, announced yesterday that he had signed United Artists for distribution in the Canadian, Canada, Ontario area, Great Britain, Australia, and New Zealand. Mina, Rifi's leading artist, will score the soundtrack to the United Artists picture. Distribution in contact with both Record and CBS, regarding distribution. Rifi signed and distributed CBS artist with the Minstrel in the Major and Chord, and Jeremy was backed at the San Remo Festival. CBS issued eight cover records with in order to get the sponsorship of Harold Levenson, a Polish Job. Krupa appearing nightly, except Monday, at the Fifty Hotel in Greenwich Village.

NEW YORK

Steve Martin, artists relations director for the Court, has become the father of a son, his second, on Feb. 17. Although a Rolling... Garnier is continuing along the college circuit with dates at Dade Junior College in Miami on Feb. 18, and Kent College in Ohio on Feb. 19. Bobb... Martin, Coral Records, and the William Morris Agency. The Un-Forgiven, group recently formed, has been best known here for his rendition of "The Winner in the Pop Contest" at the Royal Festival Hall in London.

OSLO

A S. A. man Ivan Nordstrom of Slimax in Norway visited Stockholm, the Swedish EMI rep. He met with his surgeons, Marianne and Nils Hjemboltholm. The artists participated in a TV program and a radio interview. Bobb... Krauss and "Tanza Mit der Insel" are best known here for his rendition of "Soul Winner in the Pop Contest" at the Royal Festival Hall in London.

PARIS

Promoting the new dance language, he visited Madrid last week. At the end of the year, Bazzard is recording "Le Vendeur" by the late J. A. Mathieu. The recording of the "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"..." and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La Vieille"... and "Pourquoi le Cri" of the units "La 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"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.
FROM THE MUSIC CAPITALS OF THE WORLD

- Continued from page 38

cordings from the Prestige-Bluenote catalog. First three disks feature Manu徐x Slim, Sonny Terry and Otis Spann. Others by Jimmie Houston, Curtis James, Big Joe Williams and Lonnie Johnson will follow.

Sugar Music has acquired French rights of six of the songs featured in the Pete, New York Times Sunday Review of March 13, "La Carta Vincenre" (Gino Paoli-Ricardo), "Nessuno Mi Pago Gaidi- cete" (C. Castelli-Gene Pitney), "Ma, Mai, Mai" (Tony Renis-Pat Bonne), "To Ti Amo" (Plinio Mag- ni-Amara Marchetti, "Di Cosa Ti Amo" (Medugno-G. Cinquetti) and "Il Ragazzo DELLA Via Giudea" (Adriano Celentano). The company has also acquired France's other two songs by Celentano: "La Fea," the current No. 1 in Italy and "E Voi Ballate?" Celentano is shortly expected to record his hits in French.. Pellestrina-

Pellestrina has released a new Sachi Diale EP with, and Jee Saeb singer-lyricist Jean-Noit Michel has written and recorded a new song for Donavon "The Ballad of the Beatles." He has been recording in new offices at 28, Boulevard Poissonniere, Paris, 9. He has now the French version of the Byrds' No. 1 U. S. hit, "Turn, Turn, Turn." Turn, Turn, Turn,...

French lyrics by Georges Ahlers. The song has been recorded by Sylvio Vartan for RCA and for Italy's popular Mauro Mellet.

Nancy Holloway's latest EP for Decca includes a French adaptation of "Stop the Wedding." The French-compatible EP, from Palle-Marchon include "I Hear a Symphony" by the Byrds, "Do Something About You," by the Four Tops, "Rain Rain Go Away" by Stevie Wonder,...

Pierre Delaunay, assistant to Decca, spoke about the lyrics of his latest song for Decca, "Il Est Bebe, et c'est La Chance," Eddie Murray's adaptation for ens of the Jean Race hit "There But for Fortune." Georges Jovin has recorded the Rolling Stones' hit "Honky Tonk Women" for Barclay-

Marconi. "Marianne Faithfull has recorded "I Don't Want to Be the One" for Atlantic, and "Jジャン・アーガートン of Les Chaussettes Noires in France. The Durante new single on Reproise "One of Those Songs," is receiving heavy air exposure, and could quickly become the hit of the spring. Jack Argaut of Les Chaussettes Noires ex-

pects his hit "The Call of the Wild." It is shortly expected to be taped in English. Those Songs," the current No. 1 is sung by the Walker Brothers single, "My Ship is Coming In," and their album, "Take It Easy." The Mercury single, "Play That Simple Melody," has proved a successful follow-up to "Walk in the Street's Forest," now in new offices. (18 and

Nessuno Mi Pago Gaidigade," scheduled for release in early February. To introduce the latest cdw artist Wayne Stevens, EMI released a single featuring two cover versions, two cdw chart topper "Situate on a Rock" c/w "Write Me a Picture." The original versions have not been released here to date.

Buddy Williams, top cdw artist, recorded a country-and-all-material, before departing on a 12-month tour of Australia. The Bangor town Williams signed RCA artist Vic Taylor to tour with his all-star Western Show. Due to heavy airplay in Melbourne, Victoria EMI has released "Swarm." (Can't Be Love" by Brenda &

Johnny on English Decca. London Records is releasing the Sun Record "Original Sun Sounds of Johnny Cash." The album is recorded by a great seller in country districts. RCA, who had four chart toppers at their credit have issued a terrific version of the oldie, "Tennessee Waltz." His TV program on London Records. New Zealand artist Roy Crush also tours in Australia and has completed a tour with Herman's Hermits and Tom Jones, has signed up with the new label, Spin Records. His first produced by Joe Kimper is titled "All Through the Pride."" Harry M. Miller's new tour-to-tour show to tour commencing here Feb. 6, and one of the Rolling Stones and the Searchers. Other visiting artists include the group for appearances here with the next few weeks includes Rolf Harris, Johnny Ray, Earl Grant and Sidney Bechet. The U. S. State Department is weighing in with $120,000 towards the cost of the forthcoming tour of Australia by the New York Philharmonic Orchestra and Leonard Bernstein. GEORGE HILLER

TOKYO

Edmundson Ross and His Orchestra were booked for performances from March 18 to April 2 by CBC Radio and Television. In conjunction with the orchestra's live performances, King Records is launching an all-out campaign to further boost the orchestra's 17 albums marketed under the London label. Time and Life International will reportedly start to sell Deutsche Grammophon rec-

cds by mail order after the pat- tern of what the publishing house is already doing in France, England and Australia. The initial package, "Home Classic Collec-

tion," contains 10 albums and is sold for 10,000 yen (about $28) on five monthly small-ticket Class forieder. The third album is the fourth firm to enter into a mail order campaign on the heels of Concert Hall Society, World Record Club and Rennaisance Digest Club in Japan.

Other top pop and jazz artists and the ones of a special appeal to Music Composers Society attended the San Remo Festival to take a survey regarding a Japanese Song Festival in the future. The project is to hold a festival of songs similar to the ones of visiting artists at least three times every year and is the participation of several names artists from abroad.

The Sugar Records, a top jazz and rock record company of Italy, has been released here "Some-
ARGENTINA

This Week's Local hits

This Week

1. AVE-Charles Amorenu (Bianchi) - Frank Poss, (Odeon)
2. 3 LA LETICIA-Pedro Moreau (Odeon), Aldo Percetone, RCA (Fama, RCA (Fama), Mike Mita (Dinjo, David Davis, RCA)
3. 3 EL RUMOR-El Ruido (Philips, RCA)
4. 3 EL RUMOR-El Ruido (Philips)
5. 3 EL RUMOR-El Ruido (Philips)
6. 3 EL RUMOR-El Ruido (Philips)
7. 3 EL RUMOR-El Ruido (Philips)
8. 3 EL RUMOR-El Ruido (Philips)
9. 3 EL RUMOR-El Ruido (Philips)

AUSTRALIA

This Week's Local hits

This Week

1. DAVE TRIPPER-The Beatles (Parlophone)-n-19 The CARNIVAL IS OVER-The Seekers (Columbia)
2. 3 LETTERHART-The Seekers (Columbia)
3. 3 HEARTBREAKER-Charles Boyer (Sunbury Music)
4. 3 WOMEN-The Tamworths-Adams (Cassette)
5. 3 AM ON A MIKE TO AVOID-Shen's Heroes (Columbia)
6. 3 SUNDAY MORNING-Nino Ferreira (Columbia)
7. 3 SPANISH FLYE-All About You (Cassette
8. 3 SPANISH FLYE-All About You (Cassette
9. 3 SPANISH FLYE-All About You (Cassette
10. 3 SPANISH FLYE-All About You (Cassette

BRITAIN

(Courtesy New Musical Express, London)

This Week's Local hits

This Week

1. MICHELLE-Overlappers (Polydor)-n-19 The CARNIVAL IS OVER-The Seekers (Columbia)
2. 2 KEEP ME COMPANY-Clive Tindall (Fontana)-
3. 2 LOVE-Annie Lennox (Chrysalis) (London)
4. 1 SPANISH FEATHER-All About You (Chance)
5. 1 SPANISH FEATHER-All About You (Chance)
6. 1 SPANISH FEATHER-All About You (Chance)
7. 1 SPANISH FEATHER-All About You (Chance)

DENMARK

This Week's Local hits

This Week

1. 2 YESTERDAY MAN-Chris Tomalin (Columbia)
2. 1 THE CARNIVAL IS OVER-Clare King (Columbia)
3. 4 WE CAN WORK IT OUT-Joseph G. Olsson (CBS)
4. 4 WE CAN WORK IT OUT-Joseph G. Olsson (CBS)
5. 4 WE CAN WORK IT OUT-Joseph G. Olsson (CBS)
6. 1 HELP-The Beatles (Parlophone)
7. 1 HELP-The Beatles (Parlophone)
8. 1 HELP-The Beatles (Parlophone)
9. 1 HELP-The Beatles (Parlophone)

EIRE

This Week's Local hits

This Week

1. LOVELY LEITRIM-Mighty Joe (Columbia)
2. 1 OLD MAN TROUBLE-Royal Blues-Rubbish-Tin Pan Alley
3. 1 ACROSS BREAKING HEART-De Fries (Parlophone)
4. 2 KEEP ON RUNNING-Peter De Fries (Parlophone)
5. 3 THE GLORY-De Fries (Parlophone)
6. 4 TO HELL YOU COME-Dublin (CBS)
7. 4 TO HELL YOU COME-Dublin (CBS)
8. 4 TO HELL YOU COME-Dublin (CBS)
9. 4 TO HELL YOU COME-Dublin (CBS)
10. 4 TO HELL YOU COME-Dublin (CBS)

FLEMISH BELGIUM

This Week's Local hits

This Week

1. 3 SING C'EST LA VIE-Sonny & Cher (Parlophone)
2. 1 LA MER-Clive Dunn (CBS)
3. 1 LA MER-Clive Dunn (CBS)
4. 3 THE CARNIVAL IS OVER-Clare King (Columbia)
5. 3 THE CARNIVAL IS OVER-Clare King (Columbia)
6. 3 THE CARNIVAL IS OVER-Clare King (Columbia)
7. 3 THE CARNIVAL IS OVER-Clare King (Columbia)
8. 3 THE CARNIVAL IS OVER-Clare King (Columbia)
9. 3 THE CARNIVAL IS OVER-Clare King (Columbia)
10. 3 SING C'EST LA VIE-Sonny & Cher (Parlophone)

JAPAN

This Week's Local hits

This Week

1. 1 FUTARI NO SEKAI-Beach Boys (Parlophone) 18 The CARNIVAL IS OVER-Clare King (Columbia)
2. 1 NAMUPE NAMU KAIHANRU-Beach Boys (Parlophone)
3. 1 NOHJO OSHI NO SEKAI-Beach Boys (Parlophone)
4. 1 TENGU NI HOOD OF MIJH-Beach Boys (Parlophone)
5. 1 YAMAIKO-Beach Boys (Parlophone)
6. 1 YAMAIKO-Beach Boys (Parlophone)
7. 1 YAMAIKO-Beach Boys (Parlophone)
8. 1 YAMAIKO-Beach Boys (Parlophone)
9. 1 YAMAIKO-Beach Boys (Parlophone)
10. 1 YAMAIKO-Beach Boys (Parlophone)

PHILIPPINES

This Week's Local hits

This Week

1. 3 WOOLY BULLY-Beanie (Parlophone) 18 The CARNIVAL IS OVER-Clare King (Columbia)
2. 1 WOOLY BULLY-Beanie (Parlophone) 18 The CARNIVAL IS OVER-Clare King (Columbia)
3. 3 Boom Boom (CBS)-Clare King (Columbia)
4. 4 MEMPHIS TENNESSEE-Phillips Record Corp.
5. 4 MEMPHIS TENNESSEE-Phillips Record Corp.
6. 4 MEMPHIS TENNESSEE-Phillips Record Corp.
7. 4 MEMPHIS TENNESSEE-Phillips Record Corp.
8. 4 MEMPHIS TENNESSEE-Phillips Record Corp.
9. 4 MEMPHIS TENNESSEE-Phillips Record Corp.
10. 4 MEMPHIS TENNESSEE-Phillips Record Corp.

RIO DE JANEIRO

This Week's Local hits

This Week

1. 4 QUERO QUE VA TUDO PRO MESMO-Dick Richards (CBS)
2. 4 HELP-Beatin' (Odeon)
3. 4 HELP-Beatin' (Odeon)
4. 4 HELP-Beatin' (Odeon)
5. 4 HELP-Beatin' (Odeon)
6. 4 HELP-Beatin' (Odeon)
7. 4 HELP-Beatin' (Odeon)
8. 4 HELP-Beatin' (Odeon)
9. 4 HELP-Beatin' (Odeon)
10. 4 HELP-Beatin' (Odeon)

SINGAPORE

This Week's Local hits

This Week

1. 3 THUNDERBALL-Tom Jones (CBS)
2. 1 WISH YOU WERE HERE-The Beatles (Parlophone)
3. 1 WISH YOU WERE HERE-The Beatles (Parlophone)
4. 1 WISH YOU WERE HERE-The Beatles (Parlophone)
5. 1 WISH YOU WERE HERE-The Beatles (Parlophone)

SPAIN

This Week's Local hits

This Week

1. 3 CAPRI CEST FIni-Here (CBS)
2. 1 YESTERDAY-The Beatles (Parlophone)
3. 1 YESTERDAY-The Beatles (Parlophone)
4. 1 YESTERDAY-The Beatles (Parlophone)
5. 1 YESTERDAY-The Beatles (Parlophone)
6. 1 YESTERDAY-The Beatles (Parlophone)

SWEDEN

This Week's Local hits

This Week

1. 1 CAN WORK IT OUT-Beatles (Parlophone)
2. 1 CAN WORK IT OUT-Beatles (Parlophone)
3. 1 CAN WORK IT OUT-Beatles (Parlophone)
4. 1 CAN WORK IT OUT-Beatles (Parlophone)
5. 1 CAN WORK IT OUT-Beatles (Parlophone)
6. 1 CAN WORK IT OUT-Beatles (Parlophone)

Norway

This Week's Local hits

This Week

1. 3 LET'S (Vip)
2. 3 LET'S (Vip)
3. 3 LET'S (Vip)
4. 3 LET'S (Vip)
5. 3 LET'S (Vip)

Norway

This Week's Local hits

This Week

1. 3 LET'S (Vip)
2. 3 LET'S (Vip)
3. 3 LET'S (Vip)
4. 3 LET'S (Vip)
5. 3 LET'S (Vip)

Sweden

This Week's Local hits

This Week

1. 1 WE CAN WORK IT OUT-The Beatles (Parlophone)
2. 1 WE CAN WORK IT OUT-The Beatles (Parlophone)
3. 1 WE CAN WORK IT OUT-The Beatles (Parlophone)
4. 1 WE CAN WORK IT OUT-The Beatles (Parlophone)
5. 1 WE CAN WORK IT OUT-The Beatles (Parlophone)
SPECIAL SURVEY FOR Weekend ending 2/19/66

| Woodstock | 27 | Before the Ring on Your Finger | 12 | TURNING GREEN | 30 | 10 | A Woman Half My Age | 3 | 24 | My Dreams | 13 | 19 | Need A Bumper Sticker | 6 | 23 | BUCKAROOS | 17 |

Buck Owens & His Buckaroos, Capital 5517 (Seashell, BMI) 3

"...country music record..."

Country Music
Ambassador Expands C&W, Opens Nashville Office

NASHVILLE—Ronnie Page, member of the Rangers gospel group, announces that Ambassador
Records of Newark, N. J., which has several subsidiary labels, is expanding into country music.
Page has been retained on a salary basis by Ambassador and will be the firm's Nashville chief.
Page said his first artist is Ray King, and his first single, "Another Mountain to Climb," is due next week. King is co-
writer of the hit "Truck Drivein' Son of a Gun."

He said what they produced was cut in New York and now all country music product will be cut in Nashville.
Page opened an office in Faron Young's building at 1314 Pine. Page will also represent The Music Masters, publishing firm owned by the New Jersey complex.

C&W Shows Build Fund For Firemen

NASHVILLE—Moeller Talent, Inc., here, has booked a country music show for the Houston Coliseum, March 25-26, for the Houston Fire Department's Burn and Pension Fund. It makes the sixth year Moeller has pack-
gaged a show to benefit the fund.

Talent for this year's show will include Ray Price, Pierre Wagoner, the Wilburn Brothers, Sonny James, Red Sovine, Loretta Lynn and Merle Travis.

W. E. Moeller, president of the talent agency, said the fire department fund had received a
total of $118,303.35 from the shows to date. The breakdown: 1961—$1,573.35; 1962—$177,
547.62—1963—$25,365; 1964—$27,701.90, and 1965—$129,
64.62.

Jack Andrews, Moeller vice-president, will go to Houston to give the show a lot promotion 10 days in advance.

Van Dyke's Son Drowns

NASHVILLE — Ray Leroy Van Dyke, Jr., son of country music star Roy Van Dyke, fell through the ice on a small lake behind the Van Dyke home Feb. 5 and drowned. A playmate, Phillip Godbold, eight, was drowned in the same accident.

Van Dyke was playing an en-
gagement in Chicago at the time of the drowning and flew home as soon as he was notified of the tragedy.

Mrs. Van Dyke was inside
the house with the couple's four-
month-old baby when the two boys, skidding about the ice, crashed through. A youth who had been watching ran and told Mrs. Van Dyke, who summoned a neighbor for help.

By the time the boys were pulled from the icy water, it was too late. Mouth-to-mouth res-

KROB Tops 10 Stations

ROBSTOWN, Tex. — Radio Station KROB, daytime which switched to country music policy more than a year ago, re-
ports the 10-station Pollsale rating shows it is the No. 1 station in the area from 9 a.m. to 3 p.m. daily.

Program director Karl Lentz said KROB's audience is almost twice that of the second-rated station. KROB is one of 10 sta-
tions in the Corpus Christi met-
ropolitan area. KROB deejays are Lenota, Jimmy Bell and Roy Bales.
Announcing the New

BUCK OWENS

*Show*

BUCK OWENS AND THE BUCKAROOS

DICK CURLESS
Voted most promising male C&W artist of 1965.

TOMMY COLLINS
Latest hit is: "IF YOU CAN'T BITE DON'T GROWL."

MERLE HAGGARD
Latest hit is: "THE GIRL TURNED RIPE."

BONNIE OWENS
Latest single hit is: "SOUVENIRS."

KAY ADAMS
Latest hit is: "ROLL OUT THE RED CARPET."

RED SIMPSON
Latest hit is: "ROLL TRUCK ROLL."

* A COMPLETE 2½ HOUR SHOW *

BUCK OWENS’...

Latest Single Hit:
“WAITIN' IN YOUR WELFARE LINE”  *  Latest Album Hit:
“ROLL OUT THE RED CARPET”

Bookings: JACK McFADDEN
1904 Truxtun Ave., Suite 7, Bakersfield, Calif. 805-FA 7-2901 or 805-FA 7-1000
SNOW GLOW—Country music gets a warm welcome in Erie, Pa., even though the thermometer was below zero and snow was piling up. It was Erie's biggest snow show. There were 1,250 seats, but 1,700 chairs were piled in to seat a crowd of 7,300. Featured were Buddy Darke, Edith Delau, and Her Buckeye Strings, Don Edwards and the youngsters of the Vanderbrogt Brothers and Eucers. Eucers was Virge Brown, country dancer on WGRP, Greenville, Pa.

Eric Chapter of the Pennsylvania Federation of Blind benefited.

THREE-WEEK ROD. Buck Owens and His Buckaroos will play the Pacific Northwest through February—Carnegie Hall, New York, Feb. 19, Symphony Hall, Newark, N. J., March 26, and Brooklyn's Academy of Music March 27. Dick Flood leaves March 26 for a three-month tour of the Far East, including Japan, Philippines, Okinawa, South Korea, South Vietnam and Hawaii. Dick Strip Berg, Alexandria, Va., formerly "Grand Ole Opie" musician, will leave with the Stanley Brothers Feb. 27 for a four-week tour of Europe.

TV TAPERS—Warner Mack for "The Jimmy Dean Show" this week, for airing next week. Don Gibson tapes next week. His third appearance on the show is scheduled.

February 20, 1961

YESTERYEAR'S COUNTRY HITS

Charge-of-pace programming from your librarian's shelves, featuring the disks that were a hit in the Country field 5 years ago and 10 years ago this week. Here's how they stack up at Billboard's shut of last week.

COUNTRY SINGLES—5 Years Ago, February 20, 1961

1. On the Wings of a Dove, Ferlin Husky, Capitol
2. Window Up Above, George Jones, Mercury
3. I Missed Me, Minn Reeves, RCA Victor
4. North to Alaska, Johnny Horton, Columbia
5. Don't Worry (Like All the Other Times), Hank Williams, Jr., Columbia

6. My Last Date (With You), Skeeter Davis, Columbia
7. Fallen Angel, Webb Pierce, Decca
8. Foolin' Around, Buck Owens, Capitol
9. I'll Have Another Cup of Coffee, Claude Gray, Mercury
10. Loving You, Bob Galliey, Hickory

COUNTRY SINGLES—10 Years Ago, February 18, 1956

1. I'm Happy, Tennessee Ernie Ford
2. I Forgot to Remember to Forget, Elvis Presley, RCA Victor
5. Eat, Drink and Be Merry, Porter Wagoner, RCA Victor
6. I Don't Believe You've Met My Baby, Louis Lorin, Brother, Columbia
7. I Feel Like Crying, Carl Smith, Columbia

8. You & Me and Red Foley & Kitty Wells, Decca
9. Those Hands, Hank Snow, RCA Victor
10. Fuelleton Prison Blues, Johnny Cash, Sun

BIGGEST YET—Red Sovine (left) and Larry Mueller, vice-president of Moeller Talent, Inc., admire Sovine's plaque presented by Billboard for his No. 1 single, "Giddyp!” biggest hit of Sovine's career.

Gibson Sets P.A. Record

KNOXVILLE—Don Gibson was honored in his hometown last week with a special "Don Gibson Night," which broke attendance records for any kind of show here and stirred traffic for hours.

A thousand filled Municipal Auditorium and hundreds were turned away. Ray Charles had previously held the record. Gibson, who started in the big country music show promoted by Statien-WIVK, was presented a citation by Bob Cleeman on behalf of his father, Gov. Frank Clement, for his many contributions to country music.

Gibson was also presented a key to the city by Knoxville officials. Chet Atkins, RCA's Nashville a&d chief, also presented Gibson a guitar and citation on his giold has had on RCA Victor in the past 10 years. Wesley Roper, president of Acuff-Rose Publications, Inc., for whom Gibson is an exclusive writer, also attended and made a speech honoring Gibson.

Curless Signs With OMAC

BAKERSFIELD, Calif.—Dick Curless, a country music favor- ite in New England, has moved his base of operations to the West Coast.

Curless, of Bangor, Me., has signed for booking with the OMAC Artist Corporation of Bakerfield. He was signed recently by Buck Owens and his manager, Jack McDadden. OMAC is currently promoting "The Buck Owens American Music Show," a package star- ter preter.

Gibson, Curless and Kay Adams

NASHVILLE—Bobbi Helms, Kapp Records artist, has signed for booking with the Bobbi Helms Agency. On other artists he books, Neal reported.

Helms will be in New York this week for negotiations

on guest appearances on net- work TV shows.

Curt Helms flown to Ger- many for appearances the rest of this month and part of March.

Werner Mack will sing his new release, "Lying at the Wall," when he tapes "The Jimmy Dean Show" this week for airing Feb. 25.

Jerk is my iser
DGG Enters Battle For "Curtain Artists"

By OMER ANDERSON

H A M B U R G — Deutsche Grammophon has joined the scramble for Iron Curtain re-
cording artists.

Grammophon's masterworks plant in Germany sputterspace in the hot German disk firms com-
petition for Iron Curtain artists and repertoire. Moreover, it complicates efforts by certain of Gram-
phon's competitors to claim primacy in this particular facet of Communist interpretation of the classics.

Igor Markevitch, a Russian emigré conductor living in Paris, recently flew to Moscow to pro-
duce the first disk with Soviet artists. Markievich used 120 singers from the Bolshoi in rec-
ording Verdi's Requiem. Philips is distributing the Markievich-Bolshoi recording.

Meanwhile, the West German firm feels it has been beating the drums for the Czech market to gain it the distribution rights to which the Motz firm disposes. Now, Gram-
phon has released the Goun-
oud disk, thereby demolishing productions of exclusive rights built on either Markievich or Czech artists via Supreme Releasing. The Communists, in fact, are demonstrating their capitalistic initiative in that Wester-
ern market for all that the traf-
cicns are busy with the classical.

Markievich's access to Mark-
evich and top Czech classical recording artists has a parallel in Aria's success in challeng-
ing the exclusive position which Electrola was believed to have with a number of top Soviet artists. Arloa was able to circ-
ulate whatever exclusivity Electrola appeared to have in the Soviet market by ac-
quiring the repertory of Melodi-
ca, the Soviet state disk firm.

Wm. Morris Widens Scale

NEW YORK—With the sign-
ing of concert pianist Alexander Bratkovsky, the Concert and Special Attractions Division of the William Morris Agency in-
tends to broaden its representation to encompass the entire range of musical concert.

The agency, which has been fostered by Klaus Kolmar, director of the division headquar-
ters in New York, which is con-
centrating on adding a select but limited group of top class-
cial artists to the agency's roster. Scheduled for the 1966-1967 season, under the William Morris banner for international tours, are Finnish basso Martti Tal-
vala, the National Orchestra of Belgium under the direction of Andre Cluytens, and La Verone Opera Co. from Venice.

The concert division intends to limit its representation in this field in order to provide close personal attention to serv-
cing artists, their bookings and engagements in TV and other entertainment media. Represent-
atives of the division are present-
ent at all top events in New York and elsewhere, re-
ports Kolmar, to obtain repre-
sentation of artists in addition to the half-dozen artists with substan-
tial classical potential.

The division currently rep-
resents Jose Greco & Co., Fer-
issimo, the Tonkino Fol- 
Montoya, Fred Waring and the 

car, Les Halsey, Patti 

February 19, 1966, BILLBOARD
NEW ALBUM RELEASES

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

ABIGAIL (SPIKENMORE)

MICHAEL BERNARD & OTHERS—English Poetry, MC 4511, 5/1966

MICHAEL BERNARD & OTHERS—English Poetry, John Milton, MC 4512

WILLIAM DEVLIN & OTHERS—English Poetry, MC 4513

ROBERT DONAT Read Selected Poetry, SG 35061

ROBERT DONAT & OTHERS—English Poetry, Samuel Taylor Coleridge, RG 428

ACOF

MANFRED MANN—Mann Made, AL 10342

BROWNIE CUFF

JACKIE WILSON—Soul Gatherer, BL 56120, 5/75420

COLUMBIA

JOHNNY CASH—Man at Holli, CL 2440, 5/7546

RAY CONNIF—Happy Hands by CL 2441, CS 4046

MILES DAVIS—“(You” & “Me” CL 2433, CS 5035

ROBERT HORTON—The Man Called Jeremiah, CL 2499, TS 9008

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R&B & Catalog Merchandise. Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Call must accompany order from all international accounts.

Barney’s One-Stop

2324 Rosewater, Chicago, IL 60640

PHONE: (312) VA 6-1928

ROSALYN TURECK—BEETHOVEN: The Well-Tempered Clavier, GD 73027

ROSALYN TURECK—BEETHOVEN: The Well-Tempered Clavier, FD 73027

RIGEL FRANCES—Fugues Nos. 1-16, Book I, GD 73027

RIGEL FRANCES—Fugues Nos. 1-16, Book II, GD 73027

CONWAY TWitty, CL 4724, CL 74754

VARIOUS ARTISTS—Colos—ECDA 7196

VARIOUS ARTISTS—The New Orleans and French Quarter Story, BL 5115, CL 79173

KITTIE WILLS SINGS Songs Made Famous by Patsy Montana, BL 57425, CS 74745

WILBORN BROOKS & VARIOUS ARTISTS—The William Brothers Show, CL 4722, CL 74721

5 BIG ONES

on MODERN-KENT

“DO YOU FEEL IT” (PART 1-PART 2)

Little Richard Modern #1019

“HOLY MACKERAL”

Little Richard Modern #1018

“HAPPINESS IS ALL I NEED”

Z. Z. Hill Kent #439

“SHATTERED DREAMS”

Lowell Fulsom Kent #440

“EYESIGHT TO THE BLIND”

B. B. King Kent #441

Self-service Sales Improved with Proven Overwrap

The impulse package for self-service sales!

W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S.C.

February 19, 1966, BILLBOARD
McCOYS' LINE ON THE RIGHT

NEW YORK—On the basis of three consecutive hits on the Band label, "Hang on Sloopy," "Fever" and the current "Up and Down," the McCloys have been set for a solid string of personal appearances dating through May with a December Day weekend date at Atlantic City's Steel Pier.

The McCloys are the personal management revealed he's willing to commit the group beyond the end of May from that time and that he is currently considering TV and Asian tours during the summer and fall.

Herald Dennis Fund

McFarland, All-Stars Give Record Performance

NEW YORK—Gary McFarland brought his space jazz orchestra into Philadelphia Hall Sunday (6) in a one-night concert to announce the "Willing Dennis Scholarship.

The young arranger, composer and musician led the all-star group in a program of "Profiles," original compositions written specifically for this performance.

The program was a showcase for the material McFarland had composed over a six-month period. The compositions highlighted a number of the most significant jazz notables in the orchestra. Clark Terry and Joe Newman on trumpets, Bob Brokemeyer and Jimmy Cleveland on trombones, Zoot Sims, Phil Woods and Louie Bellson on drums were all spotlighted and played most impressively. Terry was particularly effective on his solo in McFarland's "Re-Instatement Blues," an up-tempo swinger that relied heavily on concepts derived from the brass section. Guitarist Gabor Szabo, from McFarland's regular contingent, and bassist Richard Davis were also outstanding.

McFarland conducted in a relaxed manner, frequently dis- playing enjoyment with the treatment given his material by the musicians. Casual dressed in a turbaned sweater and gray suit, the Impulse recording artist infected the group with his easygoing manner and devel- oped a rapport with the audience. No one, of whom he had never played together.

The concert, presented by Norman Granz, and recorded by Impulse, was a success on several counts. It was a financial viewpoint for the promoter and a welcome in the audience's viewpoint as an encore and a success for both McFarland's work and his career.

Guillaume Has the Goods

NEW YORK—Robert Guillaume, an explosive singer with strong musical stage credentials, made his New York debut at Paul LaVergne's Paradise last week, and he demonstrated qualities that could establish him as a winner in the pop recording field.

Guillaume's material was varied—a Tom Jones medley, two spirituals and "A Wonderful Day Like Today." Throughout, his voice had a dramatic quality, and he demonstrated a surprising dramatic range. With the assistance of a piano accompaniment, Guillaume is able to communicate with the audience. He knows when to talk and when to shut up.

Guillaume recently appeared in "Golden Boy" and had singing roles in "Kwamina" and "Fly Blackbird." He has the voice, the training and the feel for entertaining. All he lacks is a record date, and this should be a temporary condition.

Sharing the bill with Guillaume was Carol Rice, a pretty girl with a nice voice. She started off slowly with a "Fair Lady" medley, but picked up confidence with "Irresponsible" and "Morn."

Miss Rice has the physical and vocal equipment to make it as a club singer and recording artist. She needs arrangements badly, she needs club exposure—and most important, she needs an audience.

Together, Guillaume and Miss Rice provide a relaxing and occasion- ally a rewarding evening. Their shortcomings are not in talent but in management.

Miss Rice does have the stage experience that is vital in the recording or television company of "Fair Lady." The two demonstrate there is an untapped reservoir of talent among some of the not-so-well-known musical stage names, and that this talent is potentially better than many of the pop acts.

LENA HORNE

The Doubleday Book Shop on Fifth Avenue, UA is also listing in it with the showing the syndi- cation of her three-part one- woman Special by Metro- news. Two elements are already on the rounds of the TV networks and it is expected the third is expected to be aired in national over the summer.

To further its push on the LP, UA is now mailing a single release made up of two numbers from the album. Talks were being held last week on which two sides to pull out for the single.

In explaining all this renewed sales effort, UA's Andy Lejuez, Miss Horne said, "United Artists began to get something good from me.'

LEON STERNFIELD

LEWIS BOWS THE JAZZ BAND AT VANGUARD

NEW YORK — The Jazz Band, a new group with some top jazz names, made its debut at the Village Vanguard Mon- day (7). The band was organized by trumpeter Mel Lewis, who began by recruiting Thad Jones, former Count Basie trumpeter.

Lewis, who works for ABC, crossed network lines to get trumpeter Jimmy Nottingham, trombonist Jack Rain, bass trombonist Cliff Haider and pianist Hank Jones, all from CBS, and trumpeter Snooky Young from NBC.

Bob Brookmeyer, trombonist, and Bill Berry, trumpeter, were recruited from the Mrv Griffin TV band. The rest of the group includes Richard Davis, bassist; Mary Holliday, baritone sax; Joe Farrell, tenor sax; Jimmy Owens, trumpet; Garnet Brown, trombone; Richard McFarland on piano, guitar, and Jerry Dodgion, Eddie Daniels and Jerome Richardson themselves.

Interviews from six recent jar box labels were on hand at the Monday opening. The group has been booked for three more Vanguard Mondays and is ar- rangeing a two-week booking this spring.
'Ivanov' Caster to RCA

NEW YORK—RCA Victor has acquired the original cast album rights to "Ivanov," the Chekhov play which will open on Broadway May 3. The Alexander Cohen production stars Sir John Gielgud and Vivien Leigh.

AFM Changes Agents Rules

NEW YORK—The American Federation of Musicians' International Executive Board has changed the AFM regulations on booking agents. The effect of the new regulations is: 1) To eliminate the "personal manager" classification; 2) To define "regulated booking agents" as those persons who procure engagements for musicians and who are available to represent three or more solicitors, orchestras, bands, or groups; and 3) To replace old forms of exclusive three-year and five-year booking contracts.

Presently licensed booking agents and personal managers will have the opportunity to become "regulated booking agents" on March 31 to become parties to new agreements with the Federation. In announcing the new regulations, AFM president Herman Kenis said, "It is hoped that these procedures which are the result of several years' intensive study, will streamline the administration of this important division of the Federation's activities to the satisfaction of Federation members and their booking agents."

Collegiate Block Bookers Meet on N.C. State Campus

RALEIGH, N. C.—Delegates from more than 60 southern colleges and universities met with 20 talent agencies and personal managers here Thursday and Friday (3 and 4) for the annual Block Booking Conference. Meetings were held at the Erskine-Cloyd Union of North Carolina State University.

Aim of the conference is to coordinate talent booking among member schools, this reducing travel time and transportation expense, and getting better talent fees for the member schools.

Fred Weintraub, owner of the Bitter End in New York and manager of the Bitter End Singers, the Serendity Singers and the Womennfolk, suggested to the conference that new talent could be booked on campus for a week at a minimum rate to perform in a coffeehouse atmosphere. This method, he added, would serve the entire student body as an opportunity to see art and provide adequate exposure.

He also suggested that when the school books a major act, a lessor-known act come with the package.

Harold Hopf, chairman of the artists representatives committee of the Association of College Unions,万象 songs of dealing with national recognized agencies. He told of ACU's reference file of talent agencies and talent with regard to college concerts, a system which enables colleges to check on performances by agencies.

Hopf said that at ACU's annual convention, to be held in New Orleans March 19-22, a panel discussion on "Know Your Agents and Render Your Contracts" will be held.

The Block Booking Conference was first held four years ago with 13 schools and five agents. This year, however, there were 19 schools and some 20 talent agencies attending. Hosting this year's event was David W. Phillips, student union director at North Carolina State University. C. Shaw Smith of Davidson College was emcee.

A special feature represented included Pencranio, Associated Booking, William Morris, Ashley Famoso, General Artists, Queens Booking, Shaw Artists, Universal Attractions, Willard Alexander, Harry Walk er, Jan Thompson, Beesay Productions, Leonard Rosenberg, APA, Atlantic Attractions, Freedman Management, American Program Bureau, Bliss Celebrity Bureau and CAME.

Talent appearing at the show included Dave della Rosa and Brooks, the Minute Men, the Staple Singers, Jerry Butler, Bitter End Singers, War, Porter and Warner, the Town Criers, Josh White Jr. and the Drifters.

The fifth annual Block Booking Conference will be held in February next year, same place.

February 19, 1966, BILLBOARD
CARtridge Will Boom, Says Marx

Tarr joined Victor in 1952 as manager of Red Seal promotion. In 1953, he became manager of special publicity. At that time, Tarr sparked the broadening of record distribution to include new accounts for approximately 40 to 50 percent of all record sales. In 1962, premium record and educational record sales were added to the activity. This was initiated by his appointment in 1963 as manager of planning and merchandising.

No NEW ACTION SINGLES THIS WEEK
Services for Billy Rose

On Sunday

* Continued from page 4

Thetan. Rose died Feb. 9 in Montego Bay, B.W.I.

As a songwriter, he was in the vanguard of the composer and lyricist and was instrumental in founding the Songwriters Protective Association in 1931. He was SPA's first president and has since changed its name to the American Guild of Composers, Authors & Publishers.

His songwriting career spanned more than four decades and his credits include "Barney Google," "That Old Gang of Mine," "More Than You Know," "Gee Whiz!" and "Without a Song." As a film composer, Rose became famous for his spectacular musical parodies, such as "Jjumbo," "Casa Manana" and the o d o o r extrava悬挂 Admiral Broadway Theater, New York City.

On December 29, 1939, Rose died at the age of 48, having left behind a reputation for being one of the greatest songwriters in Hollywood history.

When answering ads...

Say You Saw It in Billboard

February 19, 1966, BILLBOARD
Radio spots rate highest with dealers

REVOL, one of the nation's leading electronics manufacturers, reported a huge sales increase last year, according to a retailer who interviewed several store owners. The 1966 figures have been released to dealers by the firm, and it is expected to play a key part in the predicted radio tape cartridge business this year.

Portable transistor radios have become popular in recent years in many business offices in the United States, according to a survey by the Advertiser. Approximately 75 percent of business offices queried said that transistor radios were sold in their stores. Nearly 66 percent of the radios were there to stay, while 15 percent were sold as a promotional gimmick, taken home at night or on weekends.

Muntz STEREO-PAK (Canada) Ltd., Midland, Ont., recently interviewed Carl Muntz STEREO-PAK four-track solid-state stereo tape cartridge players for use in both cars and homes. It will also market recorded stereo-tape cartridges from a library that includes over 25,000 prerecorded selections. Head office of the new company will be in Hamilton, Ont.

Viking of Minneapolis will have a bank of recorders in continuous operation at its store, said ad director, Mr. John Muntz. The recorder is a four-track stereo tape cartridge player that can be played in turns by customers. The recorder can be played at the store, and customers who wish to purchase it can take it home.

The new company was formed by Muntz STEREO-PAK, a subsidiary of Vidar Electronics Manufacturing Corp., which has announced the release of its new extended play reel-to-reel reel-to-reel tape cartridges. The tapes are four-track stereo, 3% inches and have a playing time of five minutes. The manufacturer states that the tape will last for 30 minutes, and will not lose its fidelity over the complete audible range.

The M3 Co. recently reported in its ad for 1965 to have exceeded $1 billion for the first time in the firm's 65-year history. Net income, including all other costs, reached $1 million in the past year.

The Electronics Industries Association's 42nd Annual Convention has been scheduled for June 7-9 in Chicago, Continental Plaza Hotel.

Radio dealers will have the opportunity to talk to a number of important music personalities. The 86-page guide to the convention, distributed by Eric Ebert, Director of Educational Services, has been released. The guide is for use in the hotel, and it includes a music personality roster and a musical career guide. (Continued on page 53)
Radio Spots
Rate Highest

Continued from page 52

media, while others thought that community papers, school publications and even yearbooks were the best places for ads.

Dealers playing music over a loudspeaker outside the store to attract customers from the sidewalk were all very happy about this method of promotion. One dealer was so enthusiastic that he began using a sound truck to tour the streets and play his records.

Of course, many dealers do a little of everything. Ads in newspapers, yellow pages, radio programs, store displays, shopping bag stuffers, direct mail, record clubs, special sales, hit-of-the-week promotions, across the board discounting and many other types of promotional ideas have been implemented two or three at a time by many of the dealers interviewed. Most dealers were optimistic about their current programs, giving the general feeling that their trial-and-error methods had led them to satisfactory solutions for their stores.

In the next installment of the Dealer's Panel, Billboard will report on guitar sales in record stores. Guitars, currently played by more Americans than any instrument except the piano, are sold all other musical instruments in Philip's catalog. Also, it is an important sales item for many record dealers. If you care to contribute your comments to this subject or to suggest topics for discussions write to the Retailing Editor, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

Scanning
The News

Continued from page 52

their high school and college career counselors. The book will retail for $1.

The Philco Corp., in the midst of an expansion program, has broken ground recently for several of the 10 regional consumer-products distribution centers planned tospan the country. The firm's objective is to improve its factory-to-dealer warehousing and distribution system. J. W. Weinberger has been named Eastern zone manager for General Electric's new Electronics Sales Operation. Weinberger is responsible for sales of General Electric radios, portable phonographs, portable tape recorders, and Show 'N Tell through the company-owned portion of the distribution system for these products.

William Oppenheim has been appointed manager of the Newark (N.J.) District, Sales and Distribution Division of the Philco Corp. Oppenheim succeeds Robert G. Furling who recently resigned. The Magnavox Co. reported a 50 per cent increase in sales during the past year. Company spokesman reported programmer accounted for about 75 per cent of the $333 million sales in 1965.

The Sonotone Corp. has entered the dynamic microphone field with a line of seven basic models ranging in price from $32.50 to $175.50, in four different pressure choices. Chancellor Electronics of Newark, N.J., distributor of OKI solid-state tape recorders, has announced details of a new promotional program for the OKI line. The campaign is built around a four-color mailing piece, which will be custom designed for each of the participating dealers. The mailers' special feature to get customers into the stores will be the offer of a four-track pre-recorded stereo tape free for bringing moiler to the dealer.

Motorola has moved into the lower price range in its car radio with the introduction of model FM-106M, a manual tuning unit with the manufacturer's suggested list price of $79.95, some $60 under its previous car radio in the dual broadcast band category.

19 Stereo Tape
Albums Added
To 3M Catalog

NEW YORK—RCA Victor has issued 26 new titles in January and February for its Stereo 8 Tape Cartridge catalog. This brings the number of titles available in Stereo 8 cartridges to 226. The initial 175 titles were released last September and October. Another 23 were released before the end of the year.

Of the new titles, nine are pop, three Broadway or motion picture original cast or soundtrack, seven Red Seal, one pop Twin-Pak, three Red Seal Twin Pak and three Cameron Twin-Pak. RCA Victor plans to add at least a dozen new titles to its catalog monthly.

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RCA STEREO 8
CARTRIDGE
TOTAL 226

ST. PAUL—The M Co. has recently added 19 new musical releases on its stereo tape album catalog, bringing the total to 357 releases available on 24 different recording labels.

The tapes are designed for use with the Wollensak Automatic Tape Recorder, which makes changes and tape albums without any mechanization and provides up to 15 hours of continuous play.

The new release offers a good range of selection, going from current pop hits to several classical favorites. Big pop names of the new issue include Frank Sinatra, Trini Lopez, Ray Charles, Horst Jankowski, Duke Ellington and Sammy Davis.


From Command: "Magnificent Movie Themes," Enoch Light; and "Mexico S.A.," Tony Mottola.

Billy Vaughn's "Moon Over Naples" is featured on the Dot label.

Tchaikovsky's "Swan Lake" by the London Symphony, 45x- texa conducting, is offered on the Phillips label.

"La Boutique Fantastique and Rosina" by Rossini-ight performed by the Vienna Fes

tival Orchestra, conducted by Antonino Janigro and Jan Pierce Arias are the Vanguard offers.
BULK VENDING news

Discounters Find Friend and Foe to This Vendor-Record Dealer

By RAY BRACK

TEMPLE, Tex. — Wearing one hat, Bill Harrell is rated with this town’s two big discount houses. Wearing another he is displeased.

Harrell is one of the country’s few retail record dealers with a bulk vending route on the side. As a vender he views the dis-
count stores as his most pro-
fitable stops. As a record dealer he’s forced to cut album prices 2 to 3 cents to meet the discount house competition.

“I’m probably your only read-
er who avidly pores over both
the music and bulk vending depart-
ments of Billboard,” Harrell
said.

Dejay

Harrell opened House of
Sound, Inc., three years ago as
a logical extension of his avoca-
tion as a dxw disk jockey on
KTON-Radio here. He still
holds down the sign-on-till-10
a.m. slot on the same station.
House of Sound records the bulk of its sales in the country music category, Buck Owens and Roger Miller leading the pack during 1965. Harrell also has a record mail-order business—customers all over the U. S. and even overseas—that accounts for 20 per cent of his volume.

Harrell also handles fretted instruments and portable phono-

ographs.

180 Machines

His entry into bulk vending occurred a year ago, largely on

impulse, with the acquisition of a local route. He now operates—as Temple Vending Co.—his own business, which serves a town of 30,000 population.

Harrell vendi, tab gum, ball
gum, peanuts, capsuled man-
dise and Boston baked beans.

“Yes, the dinosaur house is my
best locations.”

The bulk vending operation and record store are housed in

the same building at 1309 West Adams. Harrell employs three

persons.

“I’m in the bulk vending business for real,” Harrell said.

“I’m expanding my route, making it pay as it goes.” He

buys merchandise and machines from Graft Vending Supply Co.

in Dallas.

Marketing Expert Says Children Have Changed

BOULDER, Colo.—“Children are different today than when we were young,” observed Matt-
tel, Inc., marketing services di-
rector Jack Jones in a speech before the American Association of Advertising Agencies here early this month.

“They have the benefit of in-
stant mass communication and
new teaching methods, resulting

in a greater awareness of every-
thing around them.”

Ad Drive

Mettle, Jones said, decided in

1955 to launch an advertising drive directed at the child “cy-

nic.” Before this drive, he said, the company was doing about $5 million annually. “This year our annual sales are in the neighborhood of $100 million,” he reported.

He also observed: “It’s inter-

ting to note how TV has changed as a result of the im-

pact of children’s viewing habits. When a scan 10-12 years ago

children were allotted a small amount of television time on

only one network in the late

afternoon, now the bulk of the
daily TV fare is scheduled with

them in mind. No network can

compete for leadership without

strategic scheduling of kid

appeal shows.”

NCA Releases Its Own Candy Film

NEW MOVIE just released by the National Confectioners Association has many scenes such as this showing how candy is the ideal supple-

ment food for children and adults.

CHICAGO—A non-commer-
cial movie entitling the benefits of candy-eating has been pro-

duced for the National Confection-

ers Association and will be

made available to NCA mem-

bers and the general public.

The film is being made avail-

able on loan—no cost—to

schools, theaters, television sta-

tions, service clubs, business

and fraternal groups, women’s clubs, PTA groups and other organiza-

tions. Loan requests may be sent to Modern Talking Picture Serv-

ice, Inc. 10 Rockefeller Plaza,

New York, N. Y. 10020.

NCA descriptive literature reads: “The film explains why candy is a wholesome, nourish-

ing and quick-energy food, ideal

for growing children and adults,

for athletes, as well as a safety

factor for motorists as it relieves

fatigue by raising the blood-

sugar level.”

Music

The film features “a typical

American family . . . also con-

tains some delightful, original

music and songs.”

Called “Wonderful World of Candy,” the movie is in full color and is said to “portray

candy as a colorful, appealing

and mouth-watering food sup-

plement. It means a wide variety of candy may be purchased around the clock at supermar-

kets, school lunchroom counter,

office and factory vending ma-

chines, drugstores, airports, and retail candy outlets.

An estimated 4 million per-

sons will view the film during 1966. In addition, NCA officials are hopeful that the original music in the film, recordings of which are being made available for radio and TV spots or disk jockey shows, will catch on with the public and provide an added

bonus to the film.

BUY YOUR
EMPY
CAPSULES
FROM A RELIABLE SOURCE

$3.50

Per M

PAPCO
PAUL A. PRICE COMPANY
5 Starline

360 W. 31st St.

St. Louis, Mo. 63105

(314) 725-0050

BUILT FOR BUSINESS!

MARK-BEAVER

Bulk Vending Machines

Full of built-in advantages for longer life and

greater profits.

VENDOR

MFRS., INC.

C. V. (Red) Hitchcock,

President

601 S. Main St.

Chattanooga, Tenn. 37403

PHONE: 615 256-4148

(Distributor areas available

throughout the world)

February 19, 1966, BILLBOARD
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 Convention, Sheraton-Chicago Hotel, Chicago, 10 a.m.
April 22-24—National Vendors Association Annual Convention and Trade Show, Sheraton-Chicago Hotel, Chicago.
Oct. 29-Nov. 1—National Automatic Merchandising Association Annual Convention and Trade Show, McCormick Place, Chicago.

NEWSPAPER TELLS FOLZ SUCCESS STORY
OCEANSIDE, N. Y.—The FOLZ Vending Co.'s operation was the subject of a full-page feature story in the Jan. 31 issue of Newsday, the Long Island daily newspaper.

The story, which led off the Tuesday editorial page, told how Roger and Harold Folz parlayed their operation into a $100,000-a-month business and how, through their efforts, the 1965 session of the New York State legislature amended the 1964 session law. The story said the Interstate Vending Co. also sees vending machines as an increasing source of revenue.

The story says that the Folz brothers are a success story in the vending business.

Survey of State Business Laws Relating to Vending

EDITOR'S NOTE: We continue a series of articles reporting on State regulations related to the bulk vending industry. By no means exhaustive, each article carries the name and address of the State official from whom full information on vending regulations may be obtained.

Texas

AUSTIN—The State has an annual operation and personal income tax on the operators of "coin-operated machines." Under the coin-operated machines tax, cities and counties are permitted to levy an additional tax not to exceed half the amount of the State tax. However, the statute specifically excludes the operators of the following types of equipment from this particular levy: gas meters, pay telephones, pay tollbooths, public dispensers, coin-operated machines, and vending machines. These machines are subject to a gross receipts tax.

For additional information contact the office of the Comptroller of Public Accounts, Austin, Tex.

SALT LAKE CITY—State Sales and Use Tax Regulation Number 74 reads as follows:

"Persons operating vending machines are required to be retailers and selling articles of tangible personal property which are disposed of in connection with the coin-operated machines."

The "total receipts from the operations of the above will be considered as the total selling price of the tangible personal property distributed in connection with their operations and must be reported as the amount of sales subject to tax."

Texas laws provide that vending machines are owned by persons other than the proprietor of a place of business in which the machine is placed and the person owning the machine has full control over the sales made by the machine, of the collecting of the money, etc.

This machine is operated under Utah Sales Tax License No. "

Utah

RICHMOND—Article 12 of the Revised Code of the Code of Virginia reads:

"Every person, firm and corporation doing business by means of selling pools, wares and merchandise through the medium of coin-operated vending machines shall be charged with a tax of 20 cents on every $100 of gross sales through such vending machines, not to exceed in any one calendar year, or part thereof."

The Code further reads: "Where vending machines of the following types of use of the vending machine is not prohibited by statute or ordinance:"

Now is the time to upgrade your top-notched location with NEW VICTOR MULTIPLE STANDS AND EQUIPMENT You'll immediately get BIGGER COLLECTIONS.

Logan Distributing, Inc. 1300 W. Division St., Chicago, Ill. 60622 Phone: (312) 814-4255

ELCETRONICS

February 19, 1966, BILLBOARD

WRAPPED GUM VENDOR

This new concept in vending dispenses paper wrapped merchandise without sticking. Think of the time you save in service. Just pop it off the merchandiser as you would a gum, nuts or charms. Attractively designed with all the popular features of the Vista Model merchandiser, the new wrapped gum vendor accommodates any of the many wrapped items soon to hit the market. The dispensing unit is precision engineered and crafted of long life Tufo which assures your trouble-free operation. Oak's wrapped gum machines measure 14½ x 8½ wide, and 9½ deep. Wt. 3 7/8 lbs.

F. D. B. Los Angeles

Oak Manufacturing Co., Inc. 107 South 22nd Street, Los Angeles 5, California (USA) 55
Increased LP Output Reported
A Trade School Is Founded

HADDONFIELD, N. J.—"Greatly increased output of Little LP's for juice boxes," was reported last week by William B. Coggan, chairman of the Music Operators of America Record Co. Communication and Programming Committee.

Coggan noted the release activity at Capitol, Seeburg, Columbia, Epic and other companies "continue their regular release pattern."

Urge Support
Monument Records, Cannan said, "has been working closely with the committee on its current new releases for juke boxes." He reported that Monument's recent LP release—"specifically designed for juke-boxes"—was very successful.

"The committee urges MOA members to support all new LP releases," Cannan declared, "as the companies cannot continue if sales are unprofitable."

Cannan, MOA treasurer and owner of Cannon Coin Machine Co. here, was named to head the newly formed MOA record programming committee following the association's national convention in Chicago last Fall. At that convention committee and record men joined in unprecedented returns on juke box record supply problems, with both interests resolving to better the market situation.

Other Releases
In other Little LP development last week.

The Seeburg Corp., in an announcement from national promotion manager Stanley W. Jarecki, reported that since the beginning of the Little LP program the company has released 950 commercial disks conflict with Seeburg's leased disk program in co-operation with 60 record companies.

Newest Seeburg stereo LP releases include Herb Alpert & Tijuana Brass, "Going Places," 924 (A&M); Len Barry, "1-2-3," 941 (Decca); The Three Sounds, "Beautiful Friendship," 947 (Linscott); Johnny Wright, "Hello Vietnam," 940 (Decca); Pat Daly, Paddy Noonan, "De-lightful Irish Music and Song," 724 (Dullhill); Pat Daly, Tom DeLeren, "Ireland's Favorite Entertainers," 779 (Dullhill); Phil Regan, "When Irish Eyes Are Smiling," 792 (Coral); Dennis Day, "Shamelessly and Shilla-lumina," 5281 (Reprise); Sammy Kaye, "Swing and Swallow Away," 937 (Decca); Lawrence Welk, "Today's Great Hits," 943 (Decca); Lawrence Welk, "Golden Trumpet Classics," 944 (Dot); Henry Jerome, "That New Country Feeling," 938 (Decca).

Additional recent Seeburg releases include Gloria Lynne, "Love and a Woman," 945 (Continued on page 65).

Gov. Unfair to Industry, Kentucky Assn. Charges

By PAUL ZAKARAS

LOUISVILLE, Ky.—The Automatic Amusement Association, which has a membership of approximately 70 local operators, has taken a public stand against Gov. Edward T. Breathitt's attempts to outlaw pinball machines in Kentucky.

Breathitt's measure, Senate Bill 104, was introduced last week, and operators oppose the bill to revive a 1950 law which specifically exempts pinball games from areas of bookkeeping. Operators charge that the legislation is unfair, says the association, because SB 104 would revoke the very law that the Governor has attempted to test in court.

Breathitt replied to the statement by saying "We propose to meet me yesterday by the pinball gamblers was not unexpected. I imagine that during the next few days the protests of the lobby, both privately and publicly, at Frankfort (Kentucky's State capital) will be loud and splendid. They will attack the legislators and the public to accept their so-called amusement devices as simply innocent servants of whim. Just a harmless means of sport and entertainment, they will say."

"However," continued the Governor, "nothing could be further from the truth. Pinball gambling is cancerous and widespread in sound locations of Kentucky, State, and like any malignancy it must be cut out at the roots."

The Governor said he intends (Continued on page 58)

Revision Is Going Slowly

and BMI. Copyright Office lists suggestion by National Licensed Broadcasters for a moratorium on all hearings for fees of up to $5.70 per box, depending on number of players offered. (Music Operators of America have consistently opposed the move.)

Since the hearings, MOA has presented an acceptable proposal to serve in lieu of perform- ing work in the category of "labor must be handled by a selected party, possibly the Harry Fox office. A Royalty Board of an entirely different composition played in juke boxes, but record manufacturers are not involved in bookkeeping. Opera- tors do not want to be saddled with the Copyright Office and make periodic payments and accountings to copyright owners. Suggested payment is 2 cents per side.

Making Money With Games, Part Two-Pool

EDITOR'S NOTE: We present the second in a series of articles on ways of improving income from amusement game operation. The next installment, to appear in March, will deal with bowlers—shuffleball and ball varieties.

By EARL PAIGE

KANSAS CITY—There are numerous locations around the greater Kansas City area where pinball pool tables are grossing in excess of $100 per week, according to John Masters, owner of Missouri Valley Amusement headquarters in suburban Lee's Summit here.

According to Masters the formula for making pool tables pays off is simple: good equipment and aggressive promotion. Masters, who has operated six-pocket tables for the past 10 years, says the best locations for pool tables are taverns. "These can be the small neighborhood-type bars," he said, "or the more plush nightclub places. And," he added, "the location of the table inside the spot is very important. We often point out to location owners that tables should be located in prominent spots because pool is still a spectator sport, and spectators will buy drinks for the location out of interest in lively, exciting games."

The problem of locations that complain they do not have enough room for a pool table can often be solved by the resourceful operator. Masters said: "We found a bowling alley where we knew a pool table would do well." Masters explained, "In stead of using the usual 57-inch length cue sticks, we cut some sticks down to 44 inches, a length that will still accommodate players on a seven-foot table. The table did so well the first week that the bowling alley owner had us move it out into the lobby where we would gain something like an extra foot of space."

"We've had no complaints," Masters said.

Promotion
It is unusual to find a pool table in one of Missouri Valley's bars. "We promote by advertising," said Masters. "We have a location, as mentioned, that is small, but usually large enough for pool table, be it a 6-foot, 8-foot, or a 10-foot table," Masters said. "If there's one customer in the place, there'll be another customer looking on, and the customer and the barmaid. We can usually find someone to play pool. We've had the barmaids hustle pool just like they do music, and we find that the girls can help keep (Continued on page 61)
Massachusetts Association Reborn; Mawdsley is Presy

BY CAMERON DEWAR

BOSTON—Massachusetts mu-

sic machine owners were

attempting to reorganize since the

Massachusetts Music Operators

Assn. died in the '50s. Founded at

a convention last week.

Some 50 operators and dis-

tributors met here to organize

under the same Massachusetts

Coin Machine Assn.

The immediate aim of the

group is to keep members of

the industry aware of current

legislation that may be deemed

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Govt. Unfair to Industry, Kentucky Assn. Charges

* Continued from page 56

"to put the full weight of my administration behind passage of Senate Bill 104. This bill, if passed, will re-establish the pinball law as it existed in 1950. It will eliminate the measuring device which records free games in each machine and will outlaw the multiple-coin bingo-type slot machines."

The Governor's statement did not make clear whether SB 104 would allow flipper games to operate in the State. In one of the four current court cases involving pin games, the Franklin County Circuit Court has been asked to declare that flipper games are not in the same legal category as bingo or in-line pin games. The suit was filed by that segment of the industry which operates only flipper games.

Such a decision, which would most likely be meaningless if

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- Williams Hi-Top $2000.00
- Williams Midway $2000.00
- CC All Star Baseball $275.00
- CC Big Hit $195.00
- Midway Top $235.00
- Williams Official $255.00
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SB 104 were to pass, would prevent the State from confiscating flipper-type machines under provisions of existing law.

The State's confiscating of a number of machines in 1965 actions reportedly intended to prove the illegality of the 1950 pinball amendment, were doomed to failure in the courts, according to informed Kentucky sources. SB 104 is apparently an attempt to accomplish the same purpose by using legislative means rather than judicial ones.

South Jersey Amusement Association told Billboard that they are fighting to keep both bingo-type and flipper-type games in the State. Bernard S. Berman, president of the association, said that "there is no difference between bingo and flipper games. They pay off in free games, not in money, therefore they are legal in Kentucky. It is illegal under State law to pay off winning games with cash and we warn our operators that such would be the breaking the law if they encourage such payoffs.

Gambling Detailed

Leon J. Shaikun, one of the attorneys of the association, said that "there is no widespread and large-scale gambling problem in the coin-operated amusement field in this State. The few people who are wrongfully using these devices can easily be apprehended and prosecuted." If the Governor is sincere in his attempts to wipe out gambling, and concerned about the effects of gambling on the morality of the people, although we do not advocate such legislation, why does he not propose legislation to eliminate pari-mutuel betting at the race tracks of Kentucky?"

The association stated that money spent on pinball play in Kentucky was "inestimable" when compared with 386 million wagered at State racetracks in 1965, and the $803 million wagered at Kentucky tracks since 1950. When asked to give the precise difference in dollars between money taken in by pin-games and racetracks, Frank E. Hadad Jr., another association attorney, said, "we have no such figures." Hadad added he would not be willing to venture a guess.

Berman, however, did say that he feels "98 per cent of the people of Kentucky are opposed to banning pinball machines."

Attorney Shaikun added that there has been "no mandate from the people for the Legislature to take any action in this field." He gave two examples which indicated that "the people are in favor of the pinball industry."

-Governor Breathitt and the Democratic Party made pin games an issue in a recent election. Jefferson County Judge Marlow W. Cook, a target of the political attack, was re-elected by a majority of 50,000 votes, perhaps the largest plurality of any COO ever elected in Jefferson County.

-In Fayette County, where pinballs were also made a political issue, Republicans did succeed in electing the county judge notwithstanding.

"And in other areas where pinball games are currently operated," Shaikun added, "the Democrats were roundly beaten by a very narrow margin compared to their previous victories."

According to Shaikun, adverse legislation would threaten the jobs of more than 50,000 people in the State.
Brabo Corp. Active In Music Promotion

ANDRE BRASSEUR, organist-composer who is one of Belgium's hottest recording artists, is seen during a recent visit to the Brabo Corporation showrooms in Antwerp. Brabo is the sole outlet in the Benelux countries for the Rock-Ola line of phonographs and vending equipment, and is headed by George Chartier. Brasseur, who records on the Palette label, has a hit called "Early Bird."

A ROCK-OLA PRINCESS ROYAL phonograph (foreground) was featured at a recent Belgian Radio exhibit by the well-known show business magazine "Humo." Pictured at the exhibit are participants in the "Vlaams Schlager Festival" (Flemish Hit Parade). Enlarged picture at left is of Little Joe Cartwright, winner of prize for the most popular Belgian TV show.

AT THE HORECACA FAIR in Amsterdam in January, Brabo was very much in evidence with this handsome display of music and vending equipment. The exhibit coincided with the announcement of Van Dessel & Company, headed by D. P. Van Dessel, as Brabo's newly appointed representatives for the Rock-Ola line in the Netherlands.

JIMMY FREY, another popular Belgian recording star, is shown with the Rock-Ola wall-model phonograph in the Brabo showrooms in Antwerp. A regular Brabo visitor, Frey's hit tune "Niemand" (Nobody) is—due to a recent hike in juke box play fees—making 5 cents per play for Belgian operators rather than the 2 cents formerly collected per play. Brabo, which sells the recordings of Frey and other top artists, is one of the country's largest record outlets, air freighting large quantities of U. S. hits into Belgium daily.

February 19, 1966, BILLBOARD

Granger to Address South Dakota Assn.


Granger is expected to continue the series of briefings on national copyright legislation that he has presented during recent weeks to trade associations in Indiana, North Carolina and Illinois.

The topic of industry trade schools will be much discussed at the meeting as well. Billboard was informed.

Hosting the convention—one of the association's regular quarterly gatherings—will be vice-president Mac Hasvold. Business meetings and closing banquet will be held in the Sheraton Hotel.

The program:

Sunday afternoon, Feb. 27—Business forum on background music and vending.

Monday morning, Feb. 27—Business forums on phonographs and amusement games.

Monday afternoon, Feb. 27—General membership meeting.

Monday evening, Feb. 28—Banquet.

Wielding the gavel at all business sessions will be association president Darlow Maxwell of Pierre. Other officers and directors are Earl Porter, Mitchell, secretary-treasurer; John Trucano, Deadwood; Herman Warn, Salem; Ronald Manolits, Huron, and Dean Schroeder, Aberdeen.

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Our 18th Year

Bob Slifer
Executive Director

Bob Slifer
Another French Firm Enters The Cinema-Juke Box Market

By OMER ANDERSON

PARIS—A new French company has entered the film phonograph market and its executives are organizing a big sales drive in the U. S.

The company is Societe Francaise de Radio Television, and its product is the Cinematic, which has a number of unique features.

Its so-called "panoramisme," with a 25-inch screen, has a "luminous-power" screen guaranteeing high quality projection even in illuminated rooms.

The magazine contains 28 color films, which can be played. There is a 15-watt hi-fi amplifier. The unit plays 16mm films with magnetic soundtrack.

Cinematic, in format, resembles a console (housing the mechanism) with the speaker and screen arranged neckshape above the console. The manufacturer has opened a big promotion campaign in Europe stressing the machine's "high quality pictures, unequalled sound and elegant form."

Cinematic executives are focusing their export drive on the United States because, as one executive explained, "That is where the market is—that is where the money is. If the machine won't sell in America, it won't sell anywhere."

With Gallic logic, the Cinematic management is trying to divide sales 50 per cent in Europe, 40 per cent in North America and 10 per cent in other foreign markets. "We are trying to stand on two feet," the firm says, "one in Europe and the other in the North American market."

Cinematic will not release information on its U. S. and other foreign sales arrangements until the shipment of equipment to distributors commences. This is expected to be in the autumn.

Meantime Societe Francaise de Radio Television, a major producer of radios and television sets, with its manufacturing plants at Montreuil, is test-marketing its new set over Europe. Cinematic is the fourth European film phonograph on the world market. The others are Scopitone, Cinebox and Telebox Caravelle.

Note of the three machines has clear predominance in the European area, and Cinematic executives regard the field as still wide open.

One of Cinematic's strongest competitive assets is a reported link-up with TV film producers in France and Italy which will enable the company to offer a large supply of films.

Rhodesian Operator Calls in Cleveland

CLEVELAND COIN INTERNATIONAL played host recently to Rhodesian operator William Chapman (left), whose machines are located over a 300-square-mile area. Here he tells Cleveland Coin's D. H. Liebling about the merits of traversing jungle trails in the Rhodesian bush to service his music and amusement game route. Chapman's two-day visit included talks on industry expansion in Africa. He returned to Rhodesia via England.

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February 19, 1966, BILLBOARD
Chicago Association Re-Elects Earl Kies

CHICAGO — Seventy-five members of the Recorded Music Service Association re-elected President Kies, and nearly all other incumbent officers and directors in a meeting here last week.

Guest speakers at the meeting were Fred Granger, Music Operators of America executive vice-president, who briefed the operators on the national copyright legislation; and Jack Moran, director of the Denver Institute of Coin Operations, who discussed the establishment of a coin machine industry trade school in Chicago.

"This is one of the most impressive operator meetings I have ever seen," Granger remarked to the group, "and I have attended many association meetings during the past two years.

Returned to the association as vice-presidents were Sam Greenberg, Elliot Music Co.; Moses Proffitt, South Central Novelty Co., and Dan Gaines, Gaines Music Co.

Re-elected secretary-treasurer was Louis Aplus, Aplus Music Service.

Making Money With Games

Continued from page 36

the game more orderly, interesting, and discouraging ball," further. Masters sometimes offers the location a 10 per cent play on 50-50, but in most cases we give the spot 10 per cent off the top as money to use in promoting play," Masters explained.

Maintenance

Masters has found that up keep on pool tables and equipment is no great problem. "As for cue stick breakage and ball loss," Masters explained, "this is something you have to iron out with every location. We have one pool where the owner lays the law down—she collects right on the spot for any broken cue sticks."

Keeping tables in good condition is very important when depression is considered, Masters explained. "We use an independent contractor here who re-opens our tables three times a year. His fee is pretty reasonable, he furnishes all the materials, and he can cover a table in two and a half hours. This means we don't have our tables tied up too long for out of service."

Rotation

A practice that decreases the depression problem for Missouri Valley Amusement is their reconditioning of older tables for sale to individuals. "We rotate our tables just like jube boxes," Masters said. "We try to keep a table in a top spot for a year, and a half before rotating it down the line. When we do rotate the table, we watch that the coin mechanism and completely recondition the table. Then we get a shock half of what we originally paid for the table by selling it at a premium for his recreation room. And this means that more people will be discovering pool."

Rosen Bringing Operations Under One Roof

PHILADELPHIA—David Rosen has expropriated the present quarters of his David Rosen, Inc., to bring all branches of the company under one roof. As a result, his record distributing department will move in this month with the coin machine distributing departments.

David Rosen, Inc., is one of the largest distributing firms in the East, handling Rowe AMI music and vending machines, along with a varied line of amusement machines, arcade, specialty and kiddie ride machines. The Rosen firm is also one of the largest independent record distributors in the country.

The central operation is at 851-853 S. Broad Street.

Rosen is moving his warehousing and shipping department to the recently acquired factory site at nearby 22d and Master streets. Under the present reorganization plan, the Rosen factory will house the company's engineering department, research and development division and machine storage facilities.

The machine parts and service (Continued on page 62)
Long-Tailed Primates . . .

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LOS ANGELES

The Wurlitzer Co. was on the move last week with Clayton Ballard, branch manager, in San Francisco. Johnny Morris in Berkeley and Leonard Hicks, California field service engineer in Phoenix, Ariz. Hicks on his return to California from a four-day trip to San Francisco . . . George Muraka, Simo Distributing Co., expects a large shipment of Valley pool tables, which he says is a "toll item." Muraka also reports the used coin machine business is starting the year off "with a bang." . . . Allen Luber, vice-president of Coin Machine Service Co., broke his leg skiing . . . Diane Tujis, secretary at Coin Machine Service, is on vacation. . . . The show has joined Coin Machine Service in the business office.

Dallas Sills, Coin Machine Service, off on a week's business trip to the San Diego area. The company, says Marvin Miller, will soon announce a "Get Acquainted" sales campaign for February . . . Lino Simone, sales manager for Badger Sales & Vending Co., back from his Phoenix business trip . . . Shopping at Badger were Tax Miller of Bishop, Charlie Daniels, of the Pilot Lumber Co., out sick. . . . Operators visiting Layton are Pete Morow of Burbank, Bad Bemer of San Jacinto, L. Olsey of San Bernardino, Tom Henderson of Arcadia, Bill Bradley of Covina, Jenny Drunker of Upland, Bill Venzel of San Marcon. Ed Ekmo of Desert Mineral Springs, Tom Catana of Maywood. Pete Stropp, a long-time operator from Downey, died Jan. 11 of a heart attack.

Operators shopping at the C. A. Robinson Co. include Dave Wright of San Gabriel, Jack Gunball of Corona, Claude Sharp-of Yuma, Lee Ellingson of Lancaster . . . Stan Larsen, Service Distributors, back from Arizona business trip for a few days before returning to his area to drum up business.

CHICAGO—The emphasis of the Music Operators of America (MOA) is on "reviving" the coin machine operator) will be on providing new services during this year's convention here, John Wall has declared.

One of the services to the operating firm likely to come to fruition during the year is the industry's first "cost of doing business survey," an invaluable help to many young operators seriously interested in cutting overhead and hiring efficiency.

This and other new services will be available to MOA members firms only. "So quality," urges MOA membership committee chairman Jack Bess, Richmond, Va., "by joining now . . .

Operators in the MOA's membership directory (West Virginia, Virginia, Kentucky and Tennessee) may obtain full information about joining MOA from area membership chairman William B. Wiles, W. Va., or from any of the following members of MOA situated in District Three:

Price Music Co., Barboursville.

Music in Motion, Beckley.

K&K Music Co., Beckley.

Anderson Amusement Co., Bel air.

West Virginia Amusement Co., Bluefield.

Cruze Music Co., Charleston.

Derek Amusement Co., Charleston.

Elkins Music Co., Charleston.

Dana M. Hicks, Charleston.

Taber Music Co., Charleston.

Clarksburg Amusement Co., Clarksburg.

Am. Herbert Woodard, Clarksburg.

Mid-State Distributors, Fairmont.

Mid-Tex Distributors, Fairmont.

Ferrar Music Co., Huntington.

Richardson, Huntington.

Smith Music Co., Huntington.

Emerson Amusement Co., Huntington.

Weekly Palace Amusement Co., Huntington.


Tri-State Amusement Co., Wheeling.

Virginia

Bryan & Lummis, Ashland.

Vending & Coin Machine Co., Bristol.

Connell Music Co., Charleston.

Clarksville Music Co., Clarksville.

Brovontoz Co., Covington.

Covington Music Co., Covington.

Danville Amusement Co., Danville.

Danville Scottland Music Co., Emory.

Electric Phonograph Co., Emporia.

Badey Amusement Co., Gloucester.

George's Automatic Music Co., Hampton.

Pearson-Wampler Music, Harri sburg.

Showalter Music Co., Huntington.


Southeasters Distributors, Inc.

B. Culver, field engineer for Rock-Ola, conducted a school on coin machines . . . H. O. Clapp, Kings Distributing, back from a four-day trip to San Diego, where he accompanied George Muraka, Simon Distributing Co., with his family in the snow at Mt. Shasta and Mt. Shasta . . . Jack Fink of Pomona Beach . . . Bob Caldwell of Salinas and Bill Olson of Bakersfield . . . Operators visiting the Paul Layton Co. included Richard Doll of Long Beach and George Mahlone of San Diego . . . Heavy gun . . . A. Robinson, reports good sell on gun department . . . Dale Vending Co., gaff a golf machine and also joined Bill Happel, Badger Sales & Vending Co., at 10 holes at the Whitley Country Club.

Mal Wonsinger, W. Amuse ment Co., Las Vegas, shopping at Badger Sales . . . Alicia Guzman of the Philippines also shopping at Badger . . . Operators shopping at the Paul Layton Co. included Tom Catana of Maywood, John Kooter of Long Beach, R. B. Ellison of Lancaster, Harold Shurley of Long Beach, Ken Coll of Long Beach, Ed Elmore of Buena Park and Clark Eich of Montebello . . . Billy Williams (shop) . . . Schussingco (movie) . . . and Jenny Cook (secretary) have joined MOA . . . Stan Larsen, Star Service, will spend the week in Arizona, fielding operators' calls . . . Fett Tottle here from Strue, Nashville, Tenn., while Dorothy Leavells travels to Salt Lake City on business.

Joining Advance Automatic Sales are Larry Bredette (shop) and Liz Krigerman (office). . . Wright & Jones Music Co., Chicago, also going into the service business, reports the company will begin selling coin machines and supplies . . . He also says the All-Tech Co., is set to open a new location . . . Coin Machine Service exported a truckload of equipment to Latin America.

BRUCE WEBER
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ALBUM REVIEWS

POP SPOTLIGHT

SAVANNAH SINGS
A Time to Remember
Capitol T 2454 (M); ST 2454 (S)

With her beautiful voice and emotional delivery, Savannah captivates listeners with a collection of classic songs that take them back to a simpler time. The album features a mix of popular standards from various eras, showcasing Savannah's versatility and range. Her interpretation of "I'll Remember April" is particularly moving, capturing the essence of the song with precision and depth. Savannah's emotive performance makes it a standout track on this thoughtfully curated collection.

CLASSICAL SPOTLIGHT

WILLIAM BYRD
Masses & Motets
New Philharmonic
Karl Jenkins (conductor)
Nonesuch 79154

Jenkins' deft direction brings new life to these timeless works, presenting them with clarity and sensitivity. The performances are faultless, with each voice and instrument contributing to the overall musical tapestry. The result is a deeply moving experience that speaks to the enduring beauty of Byrd's music.

In the spotlight:

ELLA AT DUKES PLACE
Ella Fitzgerald & Duke Elling- ton: Verve V 4070 (M); V 4070 (S)

Ella and Duke's collaboration on this album is a true landmark of jazz. Their performances are filled with joy and spontaneity, making each piece feel like a unique musical journey. The album features a mix of Ellington's compositions and standards, with Ella's pure vocals perfectly complementing Duke's lush orchestrations.

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COUNTRY SPOTLIGHT

WHAT GOD HAS DONE
McClure/Spencer/Williams
Sony CSM 11102 (S)

A heartfelt tribute to faith and resilience, McClure/Spencer/Williams' "What God Has Done" captures the essence of strength in difficult times. The trio's harmonies are warm and inviting, while their songwriting is both relatable and inspiring. This album is a powerful testament to the power of music to uplift and connect us.

JAZZ SPOTLIGHT

"OUR" LP
Miles Davis
Columbia CS 4283

Davis' innovative and groundbreaking "Our" LP follows the "Birth of the Cool" concept with a suite of complex compositions that showcase his mastery of the instrument and his ability to create a cohesive musical narrative. The album features Davis in a quintet format, allowing him to explore the full range of his technical and creative capabilities.

Classical SPOTLIGHT

J.S. BACH
Six Cello Suites
Barry Shiffman (cello)
Astral 1970

Shiffman's interpretations of the Cello Suites are both technically assured and deeply expressive. His playing is characterized by a rich, resonant tone and a keen attention to detail. The Suites are presented in a clear and logical manner, allowing listeners to appreciate the compositional beauty and structural integrity of these masterpieces.