Test Case: May Dealers Dupe LP's to CARRtridge?

NEW YORK — The office of Harry Fox, publishers' agent and trustee, last week filed suit in Southern District Court against Harold Wally, a CARRtridge player installer, and charging that the defendant violated the Copyright Act by transferring performance from records to CARRtridges without permission of the copyright owners. The suit is regarded as precedental, and important in that it seeks to clarify and establish legal patterns for the growing tape industry.

Sources close to the tape CARRtridge scene in Hollywood say that the Southern California area is regarded as the most active center for "backyard duplicating." There are an estimated 30 such duplicators who have sprung up in the last 12 months, operating in electrical and music stores. Generally, they do not advertise and are unsure whether they are in violation of the law. Their operations become known by word of mouth. One San Jose operator is reported to have stated that he nets $1,000 per week. A duplicated CARRtridge generally costs from $5 to $7.

Southern California is regarded as tops in activity (Continued on page 16)

Goodwin Forms Own Set-Up; Racks Map Action Vs. Goliaths

LOS ANGELES — Norm Goodwin has resigned as vice-president and general manager of Hart Distributors to form his own independent distributorship which will emphasize catalog albums, tape cartridges and playback units.

Goodwin, a 20-year veteran of the record industry, has formed Privilege Distributors in partnership with Larry Nunes and Monroe Goodman, two leading rack jobbers whose firms are Record Service here and Tip Top in San Francisco, with branches covering the Western States.

George Hurstine has ap (Continued on page 9)

Miller's Move Seen As the Sunday Punch

By OMER ANDERSON

HAMBURG — If U. S. disk producer Dave Miller in fact is able to bring out a new label of LP stereo records retailing for 5 Deutschehmarks ($1.23), he will sink all major competition in the German disk market.

This is the implied prophecy of one of Miller's major German competitors, Elektrofol Cologne, the EMI affiliate in Germany. Elektrofol did not comment directly on Miller's project, but the EMI subsidiary said that it would not bring out a 7.50 Deutschehmark ($1.87) LP of self-interpreting classical music.

Elektrofol said that investigation has shown that the German disk market is so soft that it would be impossible for it to introduce on the German market the $1.87 LP. Ernestino sales and tape accounts which retail in Germany. EMI offers the $1.87 disk under the "Music for Pleasure" label, which is an enterprise jointly operated by EMI and the pocket book publisher, Hamlyn. The "Music for Pleasure" label offers classical as well as dance and pop music.

The German disk trade is now waiting for Miller's reaction to the Elektrofol announcement. If the U. S. disk producer goes ahead with a $1.25 LP, he presumably could make colossal inroads on the German market. On the other hand, if he withers away, it would be a wide segment of the trade (Continued on page 43)

Bills Counter Counterfeiters

NEW YORK — The second hearing on deception in the record industry was held Tuesday in 18 offices by the State Attorney General Louis J. Lefkowitz, but the hearing turned into a gripe bag for record industry problems in general.

The hearing, attended by more than 50 artists, attorneys representing artists and record companies, and record company executives, follows on the heels of two bills introduced in the New York State Legislature March 14 (1) by the attorney general.

One bill would make it a misdemeanor to label records as stereo that weren't or (all to (Continued on page 10)

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THE MITCHELL TRIO has proved time and time again that good music is "hit." The trio's latest Mercury single couples "Violas of Dawn" (title song from their latest album MGL 21067/SX 61080) with the much played-by-Jill's "Your Friendly, Liberal, Neighborhood Ke Kilo Klum" (also included in their new album). (Advertisement)

THE SUPREMES, Motown recording artists, the No. 1 singing group in the country, returned Thursday, Feb. 17, for their second smash engagement at the Copacabana, New York. Currently they are riding high on the charts with their single release, "MY WORLD IS EMPTY WITHOUT YOU" (Motown M/S 643). Just released is Supremes' newest album, "I HEAR A SYMPHONY" (Motown M/S 643). (Advertisement)
Dealers' Choice
John Gary sings Top Composers' Favorites

The deck is stacked for John Gary's new album 12 all-time great tunes especially chosen as vehicles for Gary's highly personal style. And—with John slated to star in his own network TV show soon—it's an album loaded with timely sales appeal. Stock up now!

Upcoming TV guest shots—March 9, 23, 30—April 6, 13. Watch the John Gary Show on network TV—coming this summer.
GOLD DISK FOR COL.'S "SILENCE"

NEW YORK—Simon and Garfunkel's Columbia Records single of "The Sounds of Silence" has been identified by the Record Industry Association of America as having been given a record for sales of 1 million copies. The award, a Paul Simon original, launched the duo to fame.

EDITORIAL

A Glaring Omission by Narcas

By Paul Ackerman

Atlantic vice-president and general manager Jerry Wexler has pointed out a glaring incon- sistency in the CMA's roster of categories, namely six categories for country music as compared with one for rhythm and blues. (See story.)

There is no denying Wexler's premise—that the growth of rhythm and blues in the music scene cannot be ignored, and we urge NARAS to set up an awards committee as rapidly as possible, to assist people who know how to shape the Malone's sound to a situation which would be so advantageous for everyone.

Jerry Wexler states the rationale of the NARAS awards committee.

We concur. Rhythm and blues was the mother of rock 'n' roll, which for many years has dominated the pop field. The fact that NARAS does not regard rock 'n' roll as pop music is another example of the great and aesthetic levels, and the influence of NARAS in the pop music mainstream.

Bedrock of Jazz

A large part of rhythm and blues, as well as the bedrock of a tremendous segment of jazz, are the blues, which have a musical heritage which has contributed much so much in recognizing the same manner.

The AM operation of KOSP-FM is a hallmark of the pop music scene, and the station has been broadcasting through the decades. The AM operation of KOSP-FM is a hallmark of the pop music scene, and the station has been broadcasting through the decades.

SALTS LAKE CITY—KOSP-FM, a full-time country music stereo station, began broadcasting around the clock last week. The AM operation of KOSP-FM is a hallmark of the pop music scene, and the station has been broadcasting through the decades.

KSOP-FM, which broadcasts from Fort Bragg, N. C., is available for $2.95, which is 37 cents more than the greatest 10 cent per less than 10 cent per.

A catalog listing and describing the line is available at up to 2,000 dealers.

The line includes many albums especially produced for the American market, such as the Musical America Corporation, Ltd., and 3. These are available at $2.95 per title in the exchange.

LEVINE's department. He will report directly to Thomas F. White, president, for finance administration.

William Schreck elected vice-president and general manager of the Capitol Records Corporation. He replaces Paul Simon as the operation's executive administrator; Cavender was finance administrator.

The NARAS Awards represent the opinion of professionals in the music industry. They should be a matter of awards. Let's hope they can become that.

To R&B Fraternity

While on this subject, we must also address some thoughts to the R&B Fraternity.

As border indicates, there is no point in pinning the Blackman's into the group which could be considered, in his field, comparable to the CMA. This can only be achieved through the control of all segments in the R&B field, including artists, producers, labels, and their managers. The job calls for a lot of dedication and patience. We shall do our share.

EXECUTIVE

Sul Peraggi has been promoted to vice-president of management, planning, and merchandising, and Allan Clark, formerly field sales representative in Philadelphia, to VP, being based in the 1964; but the standard for music is higher.

PERUGI singer, sales records. The story.

Harry Jenkins, division vice-president for the West Coast, for the 1964; but the standard for music is higher.

Bruce Howden was appointed returning manager to the Columbia Records Corporation. He will report to Bernard Kalman, manager of the distribution department.

Bob Reno has joined Mills Music as professional manager. Report to Stanley Mills, general professional manager. Reno will work with the shows as catalog as well as new songs. Reno comes to Mills from the Gaither Paxton Corp. where he held the post of general professional manager and promotion manager for Mills.

Howard Levine appointed public relations and promotion manager for the Mills Music, Inc., department.

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NEW YORK—There's nothing to criticize about the Supreme Court's record on recent and
overruling cases. But the performance was aimed at a large, right-oriented target with "More," "Girl From Ipana,
"People" from the Broadway musical "Flower Drum Song," and "Somewhere" from "West Side Story."

The girls zipped through song after song, with only a slight pause for blasts of applause. They provided an exciting
evening that matched plenty of musical spice.

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Man
The explosive new Joseph E. Levine motion picture production, "The Oscar," spotlights two of the greatest Columbia Records® entertainers!

Tony sings Percy's "Song From The Oscar" in both albums...and on a great new single: "Song From The Oscar"

c/w "Baby Dream Your Dream" L-4058
RCA Pulls a Triple Play With TV LP's

Hollywood—RCA's concept of the Clearvue LP, an all-merchandising unit headed by Neal Plumb, spread television shows for record properties has paid off with three new LP's featuring Sunday evening TV shows. The products are Neal Helms' TV show, "Batman," a "Bonanza" original cast and a "Man From U. N. C. L. E." project. "Batman" disks were cut quickly after it was obvious the show was destined to be a hit, the "Bonanza" and "U. N. C. L. E." projects were done long after the programs had proved their popularity.

While one of its prime functions is to push TV products, Plumb still records serious classical and jazz administration. He recently cut eight sessions in London for Yarborough and Helms. He co-produces the Yarborough sessions with Al Schmitt.

RCA's Coast office is actively listening to outside masters. Plumb indicated, and recently signed a San Francisco folk-rock group, Jefferson Airplane, whose first single, "It's No Secret," will be asked by Tommy Oliver, an indie producer.

Polydor Will Issue Atlantic In Britain

London—British Polydor chairman Roland Rennie is closing contracts this week to issue the U.S. Atlantic label here. Atlantic had been with Decca for 13 years and for three albums covering hot British groups. Their present contract was up to expire around May, then there will be a clearance period of six months. Polydor has also acquired the hot British group, the Who, for Atlantic. Decca British were their outlet here. Take any action the contract claims to have with the Atlantic. Now the group's new U.S. outlet will walk; and will release a new single, "Substitute."

These moves are in line with a recent Billboard story which indicated big expansion by Polydor here. The company began its line of Atlantic albums in 1962.

TO BE HELD APRIL 2-3

Jazz Talent Galore Is Lined Up for Texas Fest

By BARRY CANDY

Austin, Tex.—The first annual Longhorn Jazz Festival is scheduled to be held here April 2-3 with the greatest array of leading jazz artists in Texas.

Among the headliners signed to appear are George Wein are tenor saxists John Coltrane and Stan Getz, baritone saxist Gerry Mulligan, the Dave Brubeck Quartet and the Phoenix Quartet with Bobby Hackett. Coltrane and Getz will bring their respective groups to Austin.

Talent is lined up for the festival's special events. On the afternoon of April 2, are the BrubeckJace, with also saxist Paul Desmond, drummer Joe Morello and bassist Gene Wright.

Trumpeters Kenny Dorham and Howard McGhee, saxist Sonny Stitt and Toshiko McKarn, the young Japanese pianist, will appear.

Rounding out the Saturday night bill will be the Newport All-Stars, headed by producer-pianist Wein and including con- center Robbin and bassist Bud Freeman, bassist Jack Lesberg and drummer Barry Feld.

Also on hand will be the Maynard Ferguson orchestra.

In addition to the huge two evening concerts April 2-3, the festival will include a Sunday afternoon workshop featuring Jazz Labor, led by Texas State University. As part of the workshop, critic Leonard Feather and jazz pianist Teddy Wilson will examine the history of jazz at the workshop with Wilson demonstrating its developments from the early days to the present.

Polydor, Its Labels Dropping Cosnaut in Favor of Malverne

NEW YORK—In a dramatic move along the changing patterns of disk distribution, Atlantic Records, last week, pulled its lines from Connait and went into the Malverne label territory. The move has been bringing New York area distributors a larger share of the market since Malverne's five years and for Atlantic for the past 15 months.

In addition to the Atlantic and Atco labels, Malverne will also handle the Stax, Volt, Dail and Monoglow labels.

It's been announced that Jerry Blaine, owner of Connait, is re-entering his distribution set-up.

At one time, Connait had 12 branches and was a major factor in key cities around the country. It now appears that Connait will concentrate on rock and roll product, including one-stopping and rack loading.

The Atlantic pullout is viewed as a trade, as a sell-out for Connait. For years, Atlantic's subsidiary labels had been the most successful in the Connait distribution.

The parting is reported to be amicable and the Atlantic product, on hand at Connait, will be transferred to Malverne.

Coltrane and Getz will bring their respective groups to Austin.

Lined up for the festival's special events. On the afternoon of April 2, are the BrubeckJace, with also saxist Paul Desmond, drummer Joe Morello and bassist Gene Wright.

Coltrane and Getz will bring their respective groups to Austin.

The parting is reported to be amicable and the Atlantic product, on hand at Connait, will be transferred to Malverne.

Coltrane and Getz will bring their respective groups to Austin.

Coltrane and Getz will bring their respective groups to Austin.

Coltrane and Getz will bring their respective groups to Austin.
Lou Christie

Outside the Gates of Heaven!

COE CE 235-

BAM! POW
PITTSBURGH
DENVER
WORCESTER

Whap!

DJ's Flip

Zap!

SALES POURING IN

WHAM
REPORTED IN ALL TRADES

The Vogues

Magic Town

Gosh!

3rd hit in a row...

1601 Fifth Avenue, Pittsburgh, PA. (412) 391-3973

Go & Ce Records
Goodwin Forms Own Set-Up; Racks Map Action Vs. Goliaths

CAMEO-P'KWAY 6-MO. PICTURE

NEW YORK—Net sales for Cameo-Parkway were up sharply in the first six months of 1967. The company's fiscal year ended Dec. 31 was $1,892,842. Net income was $31,444, or 51 cents a share, compared to $920. The earnings came to 13 cents a share on 82,000 common shares outstanding.

WLB Now
Only All-Jazz Outlet in N.Y.

NEW YORK—WLB-FM is making a move into the all-jazz format. General manager Jack Chalfant, who also heads the AM's R&B format operation, said that the station received final approval last Wednesday. The station will broadcast only instrumental music from 8 p.m. to 7 a.m., and will go on the air with a clock tower, probably by the last week in September. The program will feature an instrumental music survey from New York radio stations.

Lewerke-Kaffel Sets 'Concentration Drive' Drive

LOS ANGELES—The Calif. Record Buyer's Association, the Lewerke-Kaffel operation, will be running a new campaign with two additional personal assistants to concentrate on getting catalog stock over the counter and cover broadening tape sales.

The campaign, which will be handled by adding salesmen, will eliminate the salesmen who are selling the catalogs and bring more attention to the drive. Lewerke and Kaffel are the two personal assistants, who will be working with the two salesmen.

H-B Buys Two R&B Masters

HOLLYWOOD—Hanna-Brook Records has purchased the rights to rhythm and blues masters. The R&B disc features Art Green with "When I Get Home" and "He Ever Misses," bought from Hermitage Productions of Nashville.

International Tape Cartridge Corporation

ADVERTISEMENT

TAPE CARTRIDGE TIPS

by Larry Finley

Do any of our readers know whether a single record company has ever been represented by 5 in the "Top LP's" (As for back as we can remembeber, this has never happened. If so, we would like to hear from the record company who can claim this unusual distinction.)

We have a reason for requesting this information. In BILLBOARD's listing of "Top LP's" for the week ending February 19th, ITCC represents 5 of the first 10 albums. This, we believe, is some sort of a record.

The five albums to which we refer are produced by A & M, MGM, Philips and Smash. ITCC is happy to have licenses from these companies, which permit us to produce and distribute merchandise on both the FOUR and EIGHT track configurations.

This is just another reason why ITCC has rapidly gained the reputation of being the leader in the four and eight track continuous loop cartridge industry. 

If you have ever seen an ITCC catalog, you know that all of our selections have been carefully chosen by our buyers. Each week our distributors receive a "Hot Sheet" listing new releases from the various labels in our catalog. As of February 14th, each new release is made available in both the four and eight track systems.

To meet the rapidly growing demand for ITCC cartridges, we will be seen producing at an additional new floor space in Troy, Michigan. As more of the major automotive manufacturers adopt this stereo concept to their lines, ITCC will continue to expand its production facilities.

We have also learned that, within the next few weeks, there will be several new home cartridge players introduced. It is quite possible that availability of these home units, as well as the car units, will make the growth of the tape cartridge field even more phenomenal than it has been in the past.

If you are a distributor who would like to order the largest available catalog in both four and eight track, why not let us hear from you!...
State Bows 2 Bills to Counter Counterfeiters; Talks on Frauds

Continued from page 1

place the name and address of both the record company and the presser on both the jacket and the record label.

The other bill would make it a misdemeanor to copy a record without permission. Both bills could become effective Sept. 1. The bills, if enacted, strike a blow at counterfeiters.

The attorney general is forming a committee of top-level record men to look into possible guide rules for the industry.

London, Lopez appealing

Among the artists appearing Friday at the hearing were Shula London and Vincent Lopez. Both made statements concerning old product released in cheap albums. Miss London spoke out of the 10 selections on an album bearing her name and pictures were actually hers; she said she hadn't known anything about the album until her attorney general's office brought it to her attention.

Vincent Lopez said an album featuring only a few numbers by him was selling local department store doors for 99 cents, yet the album carried his name in large type. The numbers were 10 years old, recorded by another label he was on at the time. He conceded that he didn't know about the rights to the product because of the "time print" in his old contract.

Piracy Discussed

Other problems discussed at the hearing included piracy of records. RCA Victor Records provided a Hong Kong album by Elvis Presley and both Hong Kong and Philippine versions of "The Sound of Music" original cast album, all released without attorney general's permission. The Hong Kong albums were on the First Records label, the Philippine album was on the W Records label.

WASHINGTON, D.C. — Deputy counsel to RCA Victor Records, said his firm has冰雪 investigated and hearings as a basis for recommending deceptives practices in the industry and said that executives of the label would serve on any committee organized by the attorney general of the right, however, of record companies to reuse old product as "the basic asset" of the record business. "It is a right they can hardly afford to yield." He said this reissue of product was in the interest of not only record companies, but the artists involved.

Irving Lewis, attorney for the American Federation of TV and Radio Artists, asked to be on the attorney general's committee. The attorney general's executive secretary of the Record Industry Association of America, commented the attorney general on the need for investigations into State legislature and said his association had been campaigning for similar laws for a dozen years.

Older bills the supporting the bills were Burton Lane, president of the American Guild of Artists and Composers, who said that not only do counterfeit record firms present inferior product technically, they fail to pay proper royalties.

Cohn Statement

Show business attorney Maxres. Cohn placed a lot of the blame for the flourishing deceptions on department stores and dealers for selling the 99-cent caliber of records. But his major complaint was against the royalty payment set-up in general.

He called for the establishment of royalty funds set aside by the record companies and out of their control. He pointed out the problems encountered when an artist wanted to check his royalty payments and high cost of the auditing, claiming that few accounts are accurate and the record companies also have the use of these royalties until the payment time, he said. If the royalty money had to be deposited in special funds, the interest the money would accumulate would go to the rightful persons, he said. He advocated that funds for artists as well and writers and composers.

Chess Rushing Anderson Single

CHICAGO — Chess Producing Co. is rushing into release a single by Kip Anderson singing "When Do You Make Me Love You Like You Do?"

To be released on the company's Checker label, the master was acquired last week from Spot Records, Chicago, through negotiations by Chess sales manager Max Cohn.

Chess officials reported that the single has aroused great interest in the South," and the master was bid for by several record companies.

CADET 5526

Bobby Moore

SEARCHING FOR MY LOVE

CHECKER 1129

Etta James

ONLY TIME WILL TELL

CADET 5526

Mitty Collier

SHARING YOU

CHESS 1953

The Entertainers

TOO MUCH

CHESS 1951

CHESS RECORDS

Ramsey Lewis Trio

A HARD DAY'S NIGHT

February 26, 1966, BILLBOARD
Sales! Sales! The gang's all here!
You couldn't ask for a greater group of sellers than these four hits on Epic Records!

THE BACK PORCH MAJORITY
"Second-Hand Man"

THE DAVE CLARK FIVE
"At the Scene"

RONNIE DAVID
at the piano
"A Lover's Concerto"

BOBBY VINTON
"Tears"

You couldn't ask for a greater group of sellers than these four hits on Epic Records!
TOP 20—Predicted to reach the top 20 of the Hot 100 Chart

**BEATLES—WHAT GOES ON** (McLear, BMI)—NO-WHERE MAN (McLear, BMI)—Two powerhouse rhythm and blues songs that will follow up "We Can Work It Out" and "Day Tripper." First side features a tight outing with the best of George and second side seems to promise a rocking rendition with more excitement and drive than their initial "Tommy." Mervyn Turner ...

**THE RIGHTEOUS BROTHERS—YOUR SOUL AND INSPIRATION** (Screen Gems-Colombia, BMI)—Well-written ballad by Maurice and Nickolas Well serves as a strong Verve debut for the duo. With the sound of their early hits, this builds into an interesting "B Side Blues" (Righteous Enterprises, BMI).

**MITCH RYDER & THE DETROIT WHEELS—LITTLE LATIN LUPE LU** (Maxwell-Conrad, BMI)—The hard-edged, little-girl inspired bit on this Top 5 contender is treated like a sock hop with a more modern sound. Flip: "I Hope" (Saturday, BMI).

**HOLLIES—I CAN'T LET GO** (Blackwood, BMI)—Having proved successful with their "Look Through Any Window," the group has a top of the chart contender in this pulsating number with driving dance beat. Flip: "I've Got a Way Of My Own" (Maribou, BMI).

**KIM WESTON—HELPLESS** (Jobete, BMI)—This exceptional rhythm number should put Miss Weston on the charts for fast and with high. Powerful vocal work and driving beat. Flip: "I Don't Know If I Can" (Buffet, BMI).

**RED WAVE—GOOD LOVIN'** (Trotter, BMI)—Culled from her current LP by popular demand, this is the latest release of this former Sonny James/Tab Hunter hit has strong possibilities for today's pop market. Flip: "I Don't Know If I Can" (Sunn, BMI).

**LOU CHRISTIE—BIG TIME** (Wesley, BMI)—Having hit it with "Lightnin' Strikes" on the MGM label, Christie is currently enjoying releases on several labels, including this easy rocker with strong dance beat backing. Flip: "Cryin' On My Knee" (Wesley, BMI).

**YOUNG SOULS—GOOD LOVIN' (Trotter, BMI)—Hot follow-up to their initial hit, "I Ain't Gonna Eat Out My Heart Anymore," the exciting group has a definite winner in this smooth, wailing rock number. Flip: "Monty Sally" (14th Hour, BMI).

**LOU CHRISTIE—OUTSIDE THE GATES OF HEAVEN** (Unart, BMI)—With the excitement and high pitched vocal work of "Lightnin' Strikes" (the one has the hit potential of all the Christie records currently in release. Flip: "All That Glitters Isn't Gold" (KTD, BMI).

**OTIS REDDING—SATISFACTION** (BMI)—By request, this hard-driving and driving blues version of the Rolling Stones hit is pulled from the current Redding LP. Song could repeat its success all over again in the pop field and prove a giant on the R&B chart. Flip: "Any Ole Way" (East-West, BMI).

**HEDGEHOPPERS ANONYMOUS—DON'T PUSH ME** (Mainstay, BMI)—Hot on the heels of their "It's Good News Week," this group takes another rhythm number from the pen of Jonathan King and comes with a winner aimed at a high spot on the chart. Flip: "Please Don't Hurt Your Heart For Me" (Mainstay, BMI).

**CHARLIE RICH—HAWG JAW (Blue Crest, BMI)—**With this pulsating blues material written by Dallas Frazier, Rich should have no trouble running right back up the charts as well as the piano featured. Flip: "Something Just Came Over Me" (Makemillion, BMI).

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

**PAUL ANKA—It's Only (Faison, ASCAP); RCA VICTOR 6760**—"It's Only Time" is a slow, romantic ballad that should take its place as one of Anka's best songs. Second side is a slower treatment which could find a home in the Top 40. Song: "It's Only Time" (RCA Victor, BMI).""(Faison, ASCAP); RCA VICTOR 6760**—"It's Only Time" is a slow, romantic ballad that should take its place as one of Anka's best songs. Second side is a slower treatment which could find a home in the Top 40. Song: "It's Only Time" (RCA Victor, BMI).""

**CHART**—Predicted to reach the HOT 100 Chart **THE CRYSTAL—You Take The Best Girl Of My Baby** (Baby Monica, BMI)—A hard-hitting rhythm and blues number that will follow up "The Best Girl In The World." Song: "Don't Leave Me" (Columbia, BMI). **THE LONESTAR—Everybody Wants To Go To Heaven But Nobody Wants To Leave It** (Alois, BMI)—A driving beat number that should hit the Top 40. Song: "Everybody Dreams" (Alois, BMI). **THE RIGHTEOUS BROTHERS—Your Soul And Inspiration** (Screen Gems-Colombia, BMI)—Well-written ballad by Maurice and Nickolas Well serves as a strong Verve debut for the duo. With the sound of their early hits, this builds into an interesting "B Side Blues" (Righteous Enterprises, BMI). **WATERFORD—It Was Easier To Write Him (Boxhall-Weevil IV, BMI)—"** With this pulsating blues material written by Dallas Frazier, Rich should have no trouble running right back up the charts as well as the piano featured. Flip: "Something Just Came Over Me" (Makemillion, BMI). **SUNSET—** **GET THE SPOTLIGHT**—Predicted to reach the HOT 100 Chart **BLUEBERRY HILL** (Randy Williams, ASCAP); GLEN MILLER—"** The song has been taken by many other artists, and it is widely believed to be one of the top songs of the year. **COUNTRY SPOTLIGHTS**—Predicted to reach the TOP 40 EASY LISTENING Chart **WARNER MACK—I'M ALONE TO THE WALL (Page, GIBSON)—"** Change of pace and far this one of Mack's strongest efforts to date is this ball beautiful and exceptionally lyric song. Song: "Tell Me" (Page, BMI). **DAVE DUDLEY—VYET NAM BLUES (Buckem, BMI)—"** THEN I'LL COME HOME AGAIN (New Keys, BMI)—With "What Were Flying For" starting to slip down the charts, Dudley has two equally strong sides to follow it up. Clever story line in the first side while flip is strong and timely ballad material. **MELBA MONTGOMERY—"** I KNOWING THE MAN (Gladd, BMI)—Marking her move to the Musicor label, Miss Montgomery is destined for a big chart hit in this well-done rhythm ballad. Flip: "Don't Keep Me Lonely Too Long" (Gladd, BMI). **DOTTIE WEST—YOU HOLD IT AGAINST ME (Tree, BMI)—"** Hot follow-up to "Before The Ring On Your Finger Turns Green" this tender and plaintive ballad with strong rhythm support. Flip: "You're the Only World I Know" (Marson, BMI). **JIMMY KANDY—CHAUTERS NEVER WIN (Talmon, BMI)—*Well-written and performed country ballad has all the earmarks of a top of the chart contender. Strong lyric material. Flip: "A Cos I Bl** (Marson, BMI). **JIMMY BRYANT—BLow Your Hat In The Creek (Central Songs, BMI)—"** This happy rouser from the pen of Tony Hatch apes a British rhythm and blues singer, and should be issued on a strong radio station. Song: "While My Guitar Gently Weeps" (EMI, BMI). **R&B SPOTLIGHTS**—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart **TED TAYLOR—DADDY'S BABY (Ronut, BMI)—"** Waiting rocker with powerful Taylor vocal should hit the Hot 100 fast. Song: "Mercy Have Mercy On Me" (Ronut, BMI). **BOBBY POWELL—DO SOMETHING FOR YOURSELF (SID, BMI)—"** A powerhouse rendition with powerful Taylor vocal should hit the Hot 100 fast. Song: "Mercy Have Mercy On Me" (Ronut, BMI). **CLARA WARD—HELP! (Macra, BMI)—Producers Jack Lewis and Monte Kaye have combined with arranger Charlie Calello to bring the gospel star into the pop commercial vein, rip far both pop and r&B fields. Miss Ward rocks the Beatles' hit from start to finish with excitement. Song: "Help!" (Bourne, ASCAP). **JOHNNY NASH—ONE MORE TIME (And, BMI)—"** Another well-written and winning Nash performance with powerful ballad material that builds to a frenzy. Should prove a big one. Flip: "Try To Find Her" (And, BMI). **CHART**—Predicted to reach the R&B SINGLES Chart **D. W. Wright—Come For You (Rain, BMI); BACK BEAT 258** "GABRIEL HAMMERSIDE-Take Good Care Of You (Bentley-Hawthorne, BMI); UNITED ARTISTS 993** **DEAN MARTIN—\"You're A Big Thing (Boomer, BMI); BOOGIE 660**}
THIS GIRL MEANS BUSINESS!

BRENDA LEE

SINGS A GREAT NEW SINGLE

TOO LITTLE TIME | TIME AND TIME AGAIN

DECCA
Super K to Add Office on Coast

HOLLYWOOD—One-year-old Super K Enterprises plans a local office staffed by associ-ate Steve Hackin. The New York-based production-management-publishing firm’s first artist gaining national acceptance is Christine Cooper, whose Parkway single is “SOS, Heart in Distress.”

Under contract to the firm are Miss Cooper, her sister Isab-ella, and her brother Tom. Miss Cooper also tours under the name “Steve Hackin.” You Know Who and Freedom and the Challenges are principals. principals are Junior Kasen and Ethel L. Berger Rites

NEW YORK—Funeral services were held in Chicago Thursday (17) for Ethel L. Berger, secretary for the past 12 years to Vic Strom, president of Saalman. She worked in the Saalman organization for approximately 30 years in Chicago for Paramount Pictures and for itself, is famous. She died Mon-day (14).

president; Jeff Katz, vice-president; and Arlene Stein and Cliff Fanzel plus producers, writers and arrangers. The group includes Lawrence, Bob Cordell, Sam Tramich and Silvester Bradford.

SEARS AWARD TO PICKWICK

NEW YORK—The Sears, Roebuck & Co. Symbol of Excel-lence Award ceremo-ny was held at the Friar’s Club here March 2. The award was presented to 140 award winners selected from 10,000 suppliers to Sears, Roebuck to sponsor the company named.

The annual award is given by the Sears Roebuck & Co. to outstanding suppliers to the company.

Represents a “Booster sock” for Wakin (Continued on page 15)

Lear Jet Adds 2

DETROIT—Two new dis-tributors have been appointed to handle Lear Jet players. One is Music Distributors, Inc., Chi-cago, and the other is Advanced Stereo Systems, Inc., North Central Texas distrib, Fort Worth.

During the last six weeks, 19 other distribri were named by the previous distributor and electronics tape cartridge player manu-facturer.

February 26, 1966, BILLBOARD
Test Case: May Dealers Dupe LP's to CARtridge?

- Continued from page 1

cause it is the largest car market in the United States. Other areas of considerable and growing activity are New York, Detroit, Boston and New Orleans.

Examples Cited

The suit, brought on behalf of a group of publishers including Robbins, Feist and Miller, alleges that the defendant is infringing by copying copyrighted arrangements and by failing to conform to the mechanical rights provisions of the Copyright Act. Instances cited were the duplication of two LP recordings, "The Longines Symphony Presents Recording Themes of the Big Band Era" and "The Longines Symphonette Presents Dixieland Jazz from the Terrible 70's." The records were specially pressed for Longines by MGM. Abeles & Clark are handling the case for the plaintiffs.

Abeles termed the case precedental and "very important in view of the growing potential of the cartridge industry." He stated that illegal duplication is being done "all over the United States." It is a new gimmick," he stated, "and it must be policed in order to protect both the copyright owners and the legitimate duplicators who secure permission of the copyright owners.

Al Berman, of the Harry Fox office, stated that "whenever the office learns of a duplicating firm who is doing business without the permission of the copyright owners, that firm is promptly put on notice. The law calls for the payment of a 2-cent mechanical royalty per song.

Berman added: "We deal constantly with legitimate cartridge producers who pay their royalties. These people should not be undercut by those who do not. This is one of the reasons for which we filed this suit. Currently, everybody is excited about the tape industry, and it is necessary at this time to establish proper business procedures.

Abeles stated he is asking damages of $5,000 per song for alleged illegal copying of the arrangements. The suit also seeks 8 cents per song damages for each cartridge manufactured, for alleged violation of the mechanical rights provisions of the Copyright Act. The suit also seeks attorney's fees and costs, and an accounting and injunction.

NEW YORK — Larry Finley, head of International Tape Cartridge Corp., stated late last week that he is turning down orders on blank tape form. "We don't want this to get into hands of bootleggers — this would be unfair to publishers, record manufacturers and artists." Finley added that the demand is so great he could sell as many as 5,000 a week.

Vault Sets Up Record Studio

LOS ANGELES — Vault Records is installing a recording studio for its own artists and custom clients plus locking up additional foreign distribution. President Jack Leverette said the equipment and facility would be completed within two weeks with Dick Delvi handling studio operations. Vault is the recording wing of the California Records-Merit-Hit-Avette distributorship.

The two-year-old label has just signed with King for representation in Japan. Seven albums by the Challengers will be the first product made available to be followed by Chambers Brothers and Jack Vetinari product.

Vault's other licensees are British Decca for England and the Commonwealth, DGG for Germany, France, Spain, Scandia, France, Spain, and Blue Bell for Italy.

Offered for the first time!...The well-known Miller International Co. plant convenient to New York City...immediately available for custom pressing, lease or purchase!

Because of the recent sale of the Miller International Co. to a West Coast concern...you can order custom pressings from their former plant...or take the plant over completely through lease or purchase...and start enjoying every one of these outstanding benefits immediately. In close proximity to New York City and its East Coast customers, Miller is capable of producing 125,000 LP's per week (min.)...facilities for manufacturing 250,000 jackets a week in 3 A storage area that's fully racked to hold a million LP's...Equipment for labeling, printing, plastic front cover wrapping, Pently of five parking space...30,000 feet of space...Modern sprinkler system...Easy tail-
gate loading.

Call or write Joseph Bott or Eric Buckland

Audio-Products Mfg. Co.

901 E. Clements Bridge Road, Runnemeade, New Jersey 08078
(5 Minutes from the New Jersey Turnpike) AREA CODE (609): 278-7242

CONVENIENT TO EVERY MAJOR CITY IN THE EAST

Money AVAILABLE

Unlimited funds available for participation in cooperative record company with talent, product and distribution. Also interested in producers with same talent. Replies held in strict confidence.

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162 Madison Ave.

New York, N. Y.

FASTEST PLATING IN THE BUSINESS

OVERNIGHT 3-STEP PROCESSING (OR FASTER)


February 26, 1966, BILLBOARD
A *SHAMASH

1st ALBUM RELEASE
BY THE SUNRAYS

(S) T-5017

Funk & Wagnalls Standard College dictionary—Shamash—"according to Assyro-Babylonian religion, the Sun God regarded as the Deity personifying righteousness."

Thank you for the wonderful acceptance of the Sunrays on "ANDREA"
The Animals have another hit single to go with their two chart Albums!
Record Hops Slowing To a Crawl in Ariz.

PHOENIX — Record hops—once a substantial source of pocket money for disk jockeys and a fairly good exposure medium for records—have almost disappeared here. The thing that led to the downfall of record hops, said KRIZ program director Tony Evans, is the popularity of live performances by local groups.

Stations here that most of the live bands will work for the same rate as a radio deejay, so deejays can no longer call for a $50 fee to do a record hop. But people would continue calling the radio station asking Evans to recommend a group to play at a dance. So Evans found a group he could manage—Floyd and Jerry Westfall and the Counter Points. He even goes along on most of the dance engagements as host—for a price.

“I believe that deejays have to get out and meet the public personally. You have to get your name in the newspaper...be seen. Otherwise the kids will forget you,” he said.

KRIZ is a dynamic station that has a deejay to keep in the public’s attention. With the advent of Banam records released — and other comic book-aimed records—recently, the station followed by having a deejay use the name of Cap-rain Marvin (Tom McGurr). The tabloid eight-page news feature, started in the fall, is a must-read for fans of Cap-rain Marvin.

WSAN’s Switch Is Paying Dividends

ALLENTOWN, Pa.—WSAN has switched to an Easy Listening format. The changeover was effective Jan. 31, said Program Director Bob Kratz, “and we’re already beginning to make a difference.” An early morning show features country music artists who are on the Hot 100 chart, plus Easy Listening records. The rest of the day is devoted to records like “Big Spender,” by Peggy Lee and artists like Nancy Sinatra, Dean Martin and Al Hirt, plus some of the “better Hot 100 Chart records.” This is the first time in the station’s 40-year history that contemporary music has been programmed on an all-day basis.

KXOK Rock King in St. Louis

ST. LOUIS — KXOK was voted top radio station in St. Louis—the nation’s 10th largest radio market—for influencing the sale of Hot 100 singles. Billboard’s latest Radio Response Rating survey showed the station with .58 per cent of the votes of record dealers, distributors, one-stop operators, and record company executives.

The station leads also in Pulse ratings, said operations manager Bud W. Connell. Connell, who joined the Hot 100 outlet in 1961, has been largely responsible for building the station’s sound that drove it into the top Pulse position, but the station has a personality that’s as good as any rabbit’s foot—Jerry Kratz, the station manager.

Rabbit, whose real name is B. A. Schnitzel, controls a 50 per cent share of the votes in the Rubber Rabbit Survey. Schnitzel said that Rabbit’s share of the audience ranges anywhere from .25 to .45 per cent, depending on the weather—“He’s strongly identified with the area,” said Schnitz. “Even though he may not be first to play a record, he’s the world’s number one deejay.”

One of the top 100 stars is NORMA TANEGA. She is a regular on the Voice Records roster and has a new record on Billboard’s Hot 100 Chart with a star, indicating that the record is climbing rapidly.

SONNY JAMES, LEFT, AND BILL ANDERSON, right, present Ken Speck, program director of WSUR, Akron, Ohio, with a plaque saluting the first anniversary of the station's music country format. The two artists headlined an anniversary spectacular Feb. 5 that drew an SRO crowd of 3,200. Speck fronted the show. WSUR air personality Jay Drinnon also did stage duties. WSUR's next shows, in collaboration with Gerard W. Purcell Associates, will be held March 19 in Cleveland and the next day in Akron.

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WEW Is Winner by Nose in Good Music

ST. LOUIS — Three radio stations are among the contenders for the Easy Listening crown of St. Louis, but the leader is WEW, according to Billboard’s latest Record Response Rating survey of the market. WEW received 36 per cent of the votes for influencing the sale of pop albums. The vote was by record dealers, distributors, one-stop operators, and local and national record company executives.

Lee Coffee, program director and air personality at the Easy Listening outlet, received 36 per cent of the votes to take No. 1 ranking as the deejay with the most influence on album sales. WEW is just a day-timer. Its success, Coffee said, at a little to think, is based on the fact we work at it a little harder than our competition. We try to keep abreast of the music. . . . try, in fact, to stay in front. We’ll play the newest non-frantic singles.

I would suppose that most of them in this market are played first on WEW.

Coffee picks all of the singles (Continued on page 26)

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Rabbit, whose real name is B. A. Schnitzel, controls a 50 per cent share of the votes in the Rubber Rabbit Survey. Schnitzel said that Rabbit’s share of the audience ranges anywhere from .25 to .45 per cent, depending on the weather—“He’s strongly identified with the area,” said Schnitz. “Even though he may not be first to play a record, he’s the world’s number one deejay.”

One of the top 100 stars is NORMA TANEGA. She is a regular on the Voice Records roster and has a new record on Billboard’s Hot 100 Chart with a star, indicating that the record is climbing rapidly.

SONNY JAMES, LEFT, AND BILL ANDERSON, right, present Ken Speck, program director of WSUR, Akron, Ohio, with a plaque saluting the first anniversary of the station's music country format. The two artists headlined an anniversary spectacular Feb. 5 that drew an SRO crowd of 3,200. Speck fronted the show. WSUR air personality Jay Drinnon also did stage duties. WSUR's next shows, in collaboration with Gerard W. Purcell Associates, will be held March 19 in Cleveland and the next day in Akron.

SONNY JAMES, LEFT, AND BILL ANDERSON, right, present Ken Speck, program director of WSUR, Akron, Ohio, with a plaque saluting the first anniversary of the station's music country format. The two artists headlined an anniversary spectacular Feb. 5 that drew an SRO crowd of 3,200. Speck fronted the show. WSUR air personality Jay Drinnon also did stage duties. WSUR's next shows, in collaboration with Gerard W. Purcell Associates, will be held March 19 in Cleveland and the next day in Akron.

WEW Is Winner by Nose in Good Music

ST. LOUIS — Three radio stations are among the contenders for the Easy Listening crown of St. Louis, but the leader is WEW, according to Billboard’s latest Record Response Rating survey of the market. WEW received 36 per cent of the votes for influencing the sale of pop albums. The vote was by record dealers, distributors, one-stop operators, and local and national record company executives.

Lee Coffee, program director and air personality at the Easy Listening outlet, received 36 per cent of the votes to take No. 1 ranking as the deejay with the most influence on album sales. WEW is just a day-timer. Its success, Coffee said, at a little to think, is based on the fact we work at it a little harder than our competition. We try to keep abreast of the music. . . . try, in fact, to stay in front. We’ll play the newest non-frantic singles.

I would suppose that most of them in this market are played first on WEW.

Coffee picks all of the singles (Continued on page 26)
NOWHERE MAN
b/w What Goes On
5587
262 DISC JOCKEY'S NEEDED NOW!
OPENINGS IN ALL SIZE MARKETS
1. 50,000-watt top forty station needs air personality who is really good $10,000.00 to start.
2. West Coast major market station wants middle-of-the-road air personality, $12,000.00 starting salary.
3. First phone top forty job for 6:00 p.m. to 9:00 p.m. slot on number 1 rated station, $100.00 per week!
4. Large market middle-of-the-road station will hire air personality presently in small market and ready to move up, $160.00 per week to start for right man.
Confidential Registration. Your application will be sent upon receipt of tape and resume.
WRITE OR PHONE TODAY!
NATIONWIDE RADIO-TV EMPLOYMENT AGENCY
645 North Michigan Ave. Chicago, Ill. 60602
935 Federal Blvd. Denver, Colo.

More will the more you give
HEART FUND

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CONTACT: JIM GOLDEN
USA RECORD CO.
1448 So. Michigan Ave., Chicago, Ill. 60605
(312) 539-3699

RADIO-TV PROGRAMMING

WNWC Bows to the Voice of the People

By RAY BRACK

CHICAGO—WNWC-FM in northwest suburban Arlington Heights has bowed to "audience pressure" and switched from easy listening to Hot 100 programming during the 7-11 p.m. period.

Should the switch catch on—and indications at the end of a week are that it has—WNWC will likely go rock throughout its entire 6 a.m. to midnight broadcast day. WNWC-FM could become the first commercial FM station in this area to adopt a Hot 100 format.

The format change, as described by deejay George Carl, was the direct result of a recent contest sponsored by the station. "We asked listeners to my rock and roll show—then on the air from 9 to 11 p.m. —to write and tell us why the George Carl show should be made longer," he said. "We were swamped with letters from 27 suburbs in addition to Chicago."

Management was convinced that the audience was there—an estimated 10,000 teenagers—and the "G. C. Spore" as Carl's show is called, was extended two hours. Carl claims that during his stint he plays "more rock and roll music than the Chicago giants, WCFL and WLS."

What Carl plays is based "30 per cent on our survey of three key record shops and 70 per cent on telephone pressure. We open the lines every night and have received as many as 3,500 calls," he explained. The calls are frequently spurred by the appearance of live acts on the show. David and Jonathan stopped by last week. Some 500 kids jammed the premises recently to meet the New Colony Six.

Keyed to its call letters, WNWC gears its programming to the "Wonderful Northwest Communities," where some of the country's largest suburban high schools are located. Carl is in constant demand for hops at the major township high schools, where student bodies run to 60,000.

The 1,000-watt outlet was established five years ago with a country format by Bob Kummer, best known for his affiliation with the WGN Radio "Saturday Night Barn Dance." Eight months ago the station was acquired by Art Shepperd, who converted it to an Easy Listening format.

VOCAL JOY

Carly L. Fontana, formerly with WRFN, Albuquerque, N. M., is now with WTBO, Cambridge, U. S. A. Personalities, program directors, music directors, and general managers might keep close watch on Billboard's classified advertising section, as Radio "Vocal Joy" has been named general manager of WTLB, the Utra-Paris, N. Y. outlet recently acquired by the Strauss Broadcasting Group which owns WMCA, New York.

Phil Brooks, program director of WAPF and WYDD-FM, New Kensington-Pittsburgh, was the narrator recently of the first in a series of jazz workshops sponsored by jazz musician Walt Harper. VOCAL JOY filmed portions of the event for a documentary film on 16-year-old Eric Kohn. Blind saxophonist who records for the Prestige Records label.

Jack Lazare will host the "Mass- "Till Davi" show on WDEL, Boston; he was the all-night man on New York's WNEW for nine years and has recently served as program director of WNHC, New Haven, Conn., and WCOP, Boston. Bob Leonard, operations manager of WJWR, Newark, for the past four years, has been purchased WALT, Tampa, Fla. With him as day director is Paul Fedor; Mr. Fedor has been vice-president of Universal Broadcasting at Theodore Weindl, Peterson, N. J., and Melvin Schoen, Passaic, N. J. Leonard will take over as general manager of WALT, a 10,000-watt daytimer with a Hot 100 format.

Rum Syrics has joined the KNBR, San Francisco, air staff. He was formerly with WPKA and KYA. Dick Shepard returns to "Makin' Waves" Monday night show on WNEW, New York. He was with WHN, New York. Jim Tate, who had been holding down the nine to midnight slot on WNEW, has transferred to Metromedia's WABC. Tate will handle the show except for Tuesday and Wednesday when Ned Powers sits in.

Rum Joseph has joined WDMY, Lynchburg, Va., as program director; he was with WMRE, Chase City, Va., as station manager and account executive of WJXK, Nashville, for his last couple of years ago while working in advertising. It was his boss there, Kenneth Wink, who has been with WSM since 1955. "I have been a up-pointed station manager of WDMY Broadcasting Corp. for some time with KULD, Kansas City, Mo.

Ed Sheapherdy has been named program director of WARC-FM...

(Continued on page 26)
"GRAZIE, SAN REMO!"

for the wonderful reception given to

GENE PITNEY

for his prize winning performance of

NESSUNO MI PUO’ GIUDICARE

Number 1 in Italy ... over 300,000 sold to date!

AND CREATING A STORM HERE IN THE UNITED STATES ...

Musicor 1155

MUSICOR RECORDS: A DIVISION OF TALMADGE PRODUCTIONS, INC. 826 SEVENTH AVENUE, N.Y. 10019
KSTL No. 1 Country Station in St. Louis

ST. LOUIS — KSTL, a country music outlet, hinged its success on the success of its sister station, "KSTL No. 1. This is a very big industrial area," said Skeets Yeakle, on air personality with the station. "The people are primarily blue collar, uneducated, working-class type people who moved here from little towns to work in the factories. Country manufacturers appeal to this kind of people, he feels."

KSTL was named the No. 1 station in the market for influencing country music sales, according to Billboard's radio rating survey. The station received 80 per cent of the votes of dealers, record promotion men, and record company executives. Yeakle, among the disc jockeys, received 92 per cent of the votes for influencing country music record sales. He has been with the station seven years and in radio in the market for 35 years. He was a member of the Famous Skeets and Frankie team on KMOX for 22 years when live music was in vogue on radio. He still has his own band and performs two to three nights a week.

Yeakle will ensure a country music spectacular March 20 at Kiel Auditorium that will feature George Jones, Sherrill Jordan, Loretta Lynn, Bobby Craig, Firefly, Frances King, Paycheck, Merrill Mack, Bill Carlisle and the Wadestown Quartet. Will Yeakle also perform.

YESTERDAY'S HITS

Change-of-program percentage from your listener's selection, featuring the disc that wane the hottest in the hard 3 years and 10 years ago this week. Here's how they ranked on Billboard's sheet at that time:

**POP SINGLES—5 Years Ago**

February 27, 1961

1. Pony Time, Chas. Checker, Parkway
2. Love Is A Lovin' Thing, Columbia
3. There's A Moon Tonight, Capitol
4. The Letters, Charlie Byrd, Imperial
5. Don't Worry (Like All The Other Times), Loria, C:

February 27, 1960

1. Love Is A Lovin' Thing, Columbia
2. There's A Moon Tonight, Capitol
3. The Letters, Charlie Byrd, Imperial
4. Don't Worry (Like All The Other Times), Loria, C:
5. Love Is A Lovin' Thing, Columbia

**POP SINGLES—10 Years Ago**

February 25, 1956

1. Lisa Nilsson, Nielsen, Capitol
2. Rock and Roll Waltz, Kay Starr, RCA Victor
3. Great American Slay, Platters, Mercury
4. Memories Are Made Of This, Nat King Cole, Capitol
5. No, Much, Four Lads, Columbia

See You Later, Alligator, Bill Haley, Mercury
7. Band Of Gold, Don Cherry, Columbia
8. I'll Be Home, Pat Boone, Dot
9. Walk, Down, Tennessee Ernie Smith, Capitol

R&B & SINGLES—5 Years Ago

February 27, 1961

1. Steep Down, Miracles, Tamla
2. Al In My Mind, Motown, Brown
3. Pony Time, Chas. Checker, Parkway
4. "Oh Will You Love Me Tomorrow", Stanfields, Imperial
5. "I Don't Want To Cry", Chuck Sorensen, Imperial

February 27, 1956

1. At Last, Etta James, King
2. What A Piece, Four Daughters, Imperial
3. "For My Girl", Frank Bates, Mercury
4. "Look At His Eyes", Tomat, Charlie Thomas, Imperial
5. "On A Different Stroke", Stanfields, Imperial

Ad vertisements In Businesspapers

MORE THAN

Advertising Speciﬁcations

February 26, 1966, BILLBOARD
BUY THE OUTSIDERS
THEY’RE IN—
climbing the
charts fast with
TIME WON’T LET ME
b/w Was It Really Real
5573
**Radio-TV Programming**

**Monitor Mover on Record Front**

**Continue from page 20**

- New York, a classical music outlet, is WPKN-FM, New York. 
- Charlotte, N.C., offers WFMA-FM.

**More will live...**

**You give...**

- I'm ready to accept it as a result of the performance.

**Monroe**

- We're happy to hear that.

**Vox Jox**

**Continue from page 22**

- Frank, a librarian at the University of Texas, is a radio personality on WAMC, New York.

**Bill Clark**

- He is currently主任 of WFDU, New York.

**KXOK Rock King**

**Continue from page 20**

- Department stores in St. Louis.

**WEW a Winner**

**Continue from page 20**

- Gene Grosbeek, the managing editor of the New York Times, is a radio personality on Wyclef, New York.
All aboard the Columbia bandwagon with Woody Herman and Ray Conniff!

The selling sound of the big bands on COLUMBIA RECORDS®
HAMBURG—Professor Karl Richter, appointed to the faculty of the School of Music in Munich 15 years ago, has signed a long-term exclusive contract with Deutsche Grammophon Gesellschaft.

Richter, organ virtuoso, harpsichordist and conductor, was a pupil of Karl Straube and Gunter Ramin in Leipzig. He is credited with establishing the world-wide reputation of Munich as a center of Bach interpretation.

Richter has been associated with Grammophon continuously since 1958. He founded the Munich Bach Choir and Bach Orchestra. The contract calls for recordings of other important works of Bach and Handel, in addition to Richter's 25 recordings which have been issued until now. Future works will include numerous cantatas as well as the symphonies of Mozart and Haydn and major organ and chamber music works.

Richter will continue to lead the annual Munich Bach festival, founded in 1965. He will make guest appearances with his Munich ensemble during 1966 and 1967 in Amsterdam, London, Vienna and other music cities. In addition, he will give a series of organ recitals in West Germany and neighboring countries and will undertake a tour of Switzerland and Spain. Richter will direct a Bach festival in Buenos Aires in 1966 and 1967. He also has been invited to conduct the State Opera in New York and in Montreux during the 1967 fair.

Lawrence Attends Talks of Phils in Amsterdam

NEW YORK—Harold Lawrence, director of the classical division of Philips and Mercury Records, flew to Amsterdam Saturday (12) to attend a series of discussions at Philips' headquarters in Buitengracht, a concert hall for appearances by various stars of the world.

Lawrence makes his schedule up to London for discussions of recording plans with Col. Richard Walther, senior adm.

A four-day visit will include a review of talks and lectures in London and provinces. This annual series covers music of the Occident from Gregorian chant up to early Mozart, and the lectures are illustrated by recordings and colored motion pictures.

He will work with two record dealers, Keith Provost of London, Kinglsey Hotel, March 7, and a Wiltshire dealer, Duck Son & Pinker, at the Swindon Arts Center, March 7.

DGG's Hickmann To Give Lectures

LONDON—Dr. Hans Hickmann, artistic director of Deutsche Grammophon's Archives production in Hamburg will visit London early in March for a series of talks and lectures in London and provinces.

This annual series covers music of the Occident from Gregorian chant up to early Mozart, and the lectures are illustrated by recordings and colored motion pictures.

He will work with two record dealers, Keith Provost of London, Kinglsey Hotel, March 7, and a Wiltshire dealer, Duck Son & Pinker, at the Swindon Arts Center, March 7.

BADMEN

The music capitals of the world

AMDAMSTEN

Dutch RCA Victor producer Gounlet has just returned to New York for two months training in recording technique at RCA. He replaced under the RCA label, "The Barman Theme." Holland is the first European country where the U.S. success has been released. Dutch TV bought the series for broadcasting.

The finals for the Dutch entry for the coming Eurovision Song Contest atLuxembourg was won by Dutch songwriter Menno Scott. The winning song was written by April in the studio of Dutch composer Harry G. Smith. The song won by Menno Scott was composed by Cees Bruyn and written by Bert de Werd.

HOLLANDER AS CINCY SOLOIST

NEW YORK—Pianist Lorin Hollander will be in Cincinnati with the Cincinnati Symphony Orchestra on its forthcoming tour.

The Cincinnati Symphony will visit Europe, the Western Hemisphere and the Far East for the U. S. State Department's cultural missions from Aug. 1 to Oct. 9. Hollander records for RCA Victor; the Cincinnati records for Decca.
JOHNNY MATHIS singles out the movies

*Moment To Moment* 72539
Title Song from the Mervyn LeRoy Production
B/W
*The Glass Mountain* 72539
From the Joseph E. Levine Film "The Oscar"

Moment To Moment is included in Johnny's latest album,
*The Shadow Of Your Smile*
MG 21073/SR 61073

Produced by Global Records
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<th>Artist</th>
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<td>MAMA ALWAYS LIKED YOU BEST</td>
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<td>I'M THE ONE WHO LOVES YOU</td>
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<td>ROZANA</td>
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<td>KINKS KINGDOM</td>
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Everybody gets the message!

The latest word:
"One of Us Must Know
(Sooner or Later)"
Written and sung by Bob Dylan
ON COLUMBIA RECORDS
The Sweet Sound

RCA Stereo 8 Cartridge Tape proves to be Industry’s Hottest New Item in Years!

Launched with nationwide advertising and publicity in October, RCA Stereo 8 Cartridge Tapes have quickly become the most exciting new product in the recording industry since the microgroove record! It has likewise won eager acceptance by car owners and the automotive industry itself.

Ford Motor Company is now factory-installing player units in their new '66 models as well as offering kits for dealer installation. The Mopar Division of the Chrysler Motors Corporation is also making players available to dealers for local installation. Sears, Roebuck & Co. and the Stereo Division of the Lear Jet Corporation are now making player units available to car owners. 8-track stereo is indeed the system of the future that is available today!

Trade and consumer response to RCA Stereo 8 Cartridge Tapes is already one of the outstanding success stories of recent years. Retailers report initial sales of as many as six tapes per player! Today — with 80 million cars on the road — the potential market for RCA Stereo 8 Cartridge Tapes is sky high! And it’s an entirely new and big-profit business opportunity for you!

RCA Stereo 8 Cartridge Tapes offer car owners a wide choice of music and entertainment by the world’s greatest artists — such stars as Al Hirt, Perry Como, Harry Belafonte and many, many others — music from Broadway and the movies, classical selections as well as popular. And — with the catalog growing daily — this is only the beginning!

Each RCA Stereo 8 Cartridge Tape carries a warranty guaranteeing factory replacement for manufacturing defect for one full year. Get complete details about new RCA Stereo 8 Cartridge Tapes from your nearest RCA Stereo 8 distributor today!
OVER 200 TAPES
NOW AVAILABLE
and the catalog is
growing daily!
This catalog gives complete
listing of tapes available
through December 1965.
Recent releases are shown
below. Ask your RCA
Stereo 8 distributor for
additional copies.

of Success

New RCA
Stereo 8
Cartridge
Tapes for
January and
February 1966
**BREAKOUT ALBUMS**

**NATIONAL BREAKOUTS**

**BALLADS OF THE GREEN BERETS**
S/Hrg. Barry Sadler, RCA Victor LP 3547 (M) USA 3547 (S)

The **"NEW" LOOK**
Farnell Rose, Checker LP 2977 (M); ST 2977 (S)

**NEW ACTION LP's**

These new albums, not yet on Billboard's Top LP's Chart, have been recently getting record stores attention by Dynamo in major markets.

The **PRIME OF MY LIFE**
Billy Eckstine, Motown 632 (M); 632 (S)

**LOW PRICE CLASSICAL PICKS**

**ENDED**

**SPECIAL MERIT PICKS**

Special Merit Picks are new releases of outstanding work which deserve national attention, four-star reviews, and cannot be overlooked.

**SPOKEN WORD SPOTLIGHT**

**CRISIS**
Various Artists, Decca DLX 7094 (S)

**POP SPOTLIGHT**

**THE TWO WORLDS OF KURT WEIL**
Alfred Gwynne & His Orchestra, RCA Victor LP 7863 (M) USA 7863 (S)

**COUNTRY SPOTLIGHT**

**SWEET MEMORIES**
Wobb Pierce, Decca DL 4739 (M); DL 4739 (S)

**COUNTRY SPOTLIGHT**

**ROY CLARK SINGS LONESOME LOVE BALLADS**
Capitol T 2452 (M); ST 2452 (S)

**CLASSICAL SPOTLIGHT**

**BRAHMS: SYMPHONY NO. 1**
Berlin Philharmonic, Filmow 237 (S)

**BACH: ART OF THE FUGUE**
Hermin Scherchen, West German Radio Orchestra WRT 237 (S)

**INTERNATIONAL SPOTLIGHT**

**HERE'S TO THE IRISH**
Various Artists, Capitol CR 75475 (S); CR 75475 (M)

**SPOKEN WORD SPOTLIGHT**

**CRISIS**
Various Artists, Decca DLX 7094 (S)

**POP SPOTLIGHT**

**THE MAN CALLED SHEMNADDO**
Robert Horton, Columbia CL 2408 (M); CS 2908 (S)

**CLASSICAL SPOTLIGHT**

**BRAHMS, SCHUBERT & GRIGOR**
Walter & Erselien, Turnabout TV 4041 (M); TV 4041 (S)

**E&D SPOTLIGHT**

**TED TAYLOR'S GREATEST HITS**
Chick O'Brien, DLP 13113 (M); OKS 14113 (S)

**SPECIAL MERIT PICKS**

**THE ORBISON WAY**
Roy Orbison, MGM E 4372 (M); SE 4372 (S)

**BYE BYE BLUES**
Various Artists, Dot DL 4695 (M); DL 74693 (S)

**CHAMPAGNE ON BROADWAY**
Lawrence Welk, Dot DL 5848 (M); DL 5868 (S)

**SPECIAL MERIT PICKS**

**THE WAY IT'S GONNA BE**
Rick Fiezi, Epic LN 24184 (M); BN 26184 (S)

**SPECIAL MERIT PICKS**

**NIGHT SOUNDS—SAN FRANCISCO**
Jas Binkin, Decca DL 4731 (M); DL 74731 (S)

**SPECIAL MERIT PICKS**

**DISCOTHEQUE, THE DISCOTHEQUE DANCE ALBUM**
Various Artists, Command RS 892 (M); RS 8952 (S)

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is heard by Billi- board's Review Panel, and its total potential is rated within its category of music. Full reviews are presented for Special Merit Picks and Special Merit Picks, and all other LP's are listed under their respective categories.

(Continued on page 51)
To every DEALER,
RACK JOBBER, ONE-STOP
and, of course DISTRIBUTOR,

WHO HANDLES ABC-PARAMOUNT, IMPULSE, COMMAND, GRAND AWARD,
WESTMINSTER, MUSIC GUILD, SIMON SAYS, BOOM, TANGERINE, DUNHILL
AND JERDEN RECORDS,

All of Us Thank
All of You

FOR YOUR TREMENDOUS REACTION TO OUR NEW JANUARY ALBUM
PRODUCT.

SINCE THE WEEK OF OUR DISTRIBUTOR CONVENTION IN SAN JUAN,
PUERTO RICO, AS SALESMEN HAVE SPREAD OUT THROUGH THE UNITED
STATES, OUR OFFICES HAVE BEEN FLOODED WITH ENTHUSIASTIC
TELEPHONE CALLS, TELEGRAMS AND LETTERS, CONFIRMING OUR OWN
OPINION THAT THIS IS ONE OF THE FINEST RELEASES WE HAVE EVER
PRESENTED.

IF BY CHANCE YOU HAVEN'T YET HAD THESE NEW ALBUMS BROUGHT
TO YOUR ATTENTION, WE RECOMMEND THAT, FOR EXCELLENT PRODUCT
AND INCREASED SALES, YOU CONTACT OUR DISTRIBUTOR IN YOUR
AREA—AND REMEMBER THESE OUTSTANDING LABELS AND THE QUALITY
RECORDS THEY REPRESENT.

ABC-PARAMOUNT RECORDS, INC.
A Subsidiary of American Broadcasting Companies, Inc.
1330 AVENUE OF THE AMERICAS, NEW YORK, N.Y. 10019
These Talented KAPP Artists Are Featured in the March American Airlines ASTEROSTEREO Program:

ROGER WILLIAMS
Piano & Orchestra

LOUIS ARMSTRONG
Orchestra & Chorus

BURT BACHARACH
& His Orchestra

HUGO WINTERHALTER
& His Orchestra

JIMMY SEDLER
Trumpet & Orchestra

THE WAIKIKIS

Kapp Recording Artists Join American Airlines
in Saluting New York

Compliments of
AMERICAN AIRLINES

Record-Selling Facts about this unique American Airlines-Kapp Records Cooperative Merchandising Program:

Remember the listening booths of a few years back, when record customers could hear the record before they bought it? American Airlines Astrovision provides the record industry with virtually the same type of service—with private earphones for each passenger on the airplane, and with continuous play of stereo music, while the airplanes are on the ground or in flight.

Airline passengers are recognized to be far above average income level. They have the money to buy the records they hear and like—and they do!

It's like Kapp Records having the equivalent of an exclusive for stereo pop LP sales in a
Salutes the Stars of...

KAPP RECORDS
FEATURED EXCLUSIVELY IN AN OUTSTANDING ASTROSTÉREO PROGRAM OF POPULAR MUSIC FOR MARCH

Display...Sell...Profit
This colorful eye-catching display piece for window and in-store display puts you on the co-op profit team. Count on it to attract attention...sell more records...and make more money for you. From your regular Kapp distributor, or airmail Astreosonic Music, P.O. Box 14246, Cincinnati, Ohio 45214.
Grammy Awards

BEST ALBUM COVER NOMINEES

BEST ALBUM COVER

Photography

The Aznavour Story

Bringing It All Back Home

Jazz Suite on the Mass Texts

Kenny Burrell: Guitar Forms

Monk

My Name Is Barbra

Whipped Cream and Other Delights

BEST ALBUM COVER

Graphic Arts

Bartok: Violin Concerto #2

Concert in the Virgin Islands

Gould: Spirituals for Orchestra

Horowitz at Carnegie Hall

Solo Monk

William Tell

NARAS members are now voting for this year’s Grammy Awards in 47 categories. Winners will be announced at NARAS chapter awards ceremonies on Tuesday, March 15. Many winners will be starred on the Academy’s TV spectacular, The Best On Record, over NBC on Monday, May 16, from 9:00 until 10:00 p.m.

These nominated covers are printed and published as an industry service by Billboard which urges every active member of NARAS to vote very carefully and selectively in those categories in which he feels qualified to vote. Choosing the recipients of these highly coveted awards becomes a trust which, Billboard hopes, like the Academy itself, each NARAS member fervently cherishes.
## BEST SELLERS

### SINGLES

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<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>16825</td>
<td>Judith</td>
<td>Pat Boone</td>
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<tr>
<td>16813</td>
<td>Twilight Time</td>
<td>Dick Contino</td>
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<td>16824</td>
<td>They Call The Wind Maria</td>
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<td>16811</td>
<td>I’m Living In Two Worlds</td>
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<td>16809</td>
<td>Michelle</td>
<td>Billy Vaughn</td>
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<tr>
<td>16819</td>
<td>Nashville, Tennessee</td>
<td>Since You Have Gone From Me</td>
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### ALBUMS

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<tr>
<td>3654</td>
<td>Moon Over Naples</td>
<td>Billy Vaughn</td>
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<td>3628</td>
<td>Mexican Pearls</td>
<td>Billy Vaughn</td>
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<td>3605</td>
<td>Pearly Shells</td>
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<td>3688</td>
<td>Champagne On Broadway</td>
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<td>3663</td>
<td>Today’s Great Hits</td>
<td>Lawrence Welk</td>
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<td>3629</td>
<td>Apples And Bananas</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>3672</td>
<td>One Has My Name</td>
<td>Barry Young</td>
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### & NEW RELEASES

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<th>No.</th>
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<tr>
<td>16831</td>
<td>Fool About A Cigarette</td>
<td>Sydney Bailey</td>
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<td>16827</td>
<td>Overture--The Ten Commandments</td>
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<td>One Of Those Songs</td>
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<td>Freckle-Faced Soldier</td>
<td>Colleen Lovett</td>
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<td>HLP 161</td>
<td>1965's Great Hits</td>
<td>George Cates</td>
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<td>3692</td>
<td>Giddyup Go</td>
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PONTY, JAZZ VIOLINIST, WINS FRENCH AWARD

PARIS — Twenty-three-year-old French jazz violinist Jean-Luc Ponty has been awarded the 1965 Prix Django Reinhardt as the French musician making the greatest contribution to jazz last year.

The award, made by the 32-member jury of the Association of Jazz, was presented to Ponty at a reception in the Slow Club on Feb. 14.

Disk awards announced by the Academy were:

Best jazz record issued in France in 1965: "Life Line" by Tony Williams (Blue Note)

Runner-up: "Ragtime Piano" by Scott Joplin ((Riverside-Phillips)

Best record in spiritual, gospel, blues category: "Memphis Slim and the Repentant Holy Man" (Blue Note)

Runner-up: "Sonny Boy Williamson II: Blues苦苦" (Blue Note)

The French Jazz Academy, presided over by jazz critic Maurice Cullaz, has made these annual awards for 12 years. The jury includes writers, critics, artists, classical and jazz musicians and jazz enthusiasts among them Georges Auric (president of Honour), who is Director of the Paris Opera, pianist Santos Abreu, jazz violinist, Eric Greco, Bill Coleman, Stephen Grappelli and Andre Hodeir.

Newcomers to the Academy this year include Pierre Mordy, jazz photographer Jean-Pierre Leroy, jazzman Mezz Mezzrow and critic Philippe Adler.

1965 DISK PICTURE IN GREECE

ATHENS — Although Greece is still a country where the record market is controlled by local repertoire which accounts for 80 per cent of total manufacture, business for 1965 ended at 4.5 per cent over 1964. This increase shares a trend common in most European markets, and continues in Greece to be partly due to political crisis.

Early this year, some definition measures were taken by the government involving higher personal taxation, higher duties on automobiles, etc., and the effects of these measures have yet to be felt. It is expected that the rate of increase in the disk business will slow down in the future.

Imports of foreign records are made up of classical and international pop albums, to the annual total of about $50,000. Duty is high, and with Greece's big deficit in balance of payments there appears little hope of reduction and therefore any increase in imports.

Exports Up

However, exports of Greek product have increased by 25 per cent, mainly due to the general increase of business, to those areas to which Greeks have emigrated: U.S.A., Australia and the U.K. The "Zorba" theme has been recorded and is doing much to push Greek representation in the world. Jazz groups report to be most popular with Greeks are all the top London groups plus Cliff Richard, from Italy Adriano Celentano, Rita Reys and Modugno, Sergio Endrigo, from France Charles Aznavour, Adano, Sylvie Vartan, Gilbert Becaud, Petula Clark, Francoise Hardy.

Dionne Capturing Europeans' Hearts

BY MIKE HENNESSY

PARIS — Following her recent show at the Olympia Theater, and with the imminent release of her latest Bacharach-David album, "Are You There," in French, Italian, Spanish, German, Dionne Warwick is well on the way to conquering Europe.

In a week when the thermometer has been wretchedly low, the Olympia was packed for every performance, including matinees. Business was tremendous, unbelievable. "Dionne told Billboard, "Since we started, there was only one bad house."

"This is my third season here—and they've all been great. I first played here in 1963 when

DORIS TROY seen here with Pye Records' Motorized Airliner's Captain, Cooks at a reception held in London recently for Mis Tiny, who appeared on a U.K. tour during February 1966. BILLBOARD

DGG'S ANNUAL EUROPEAN SALES MEETING was held in Hamburg recently with members of DGG's home office and European subsidiaries attending. Those attending are: Left to right, front row: Helmut Hambach, head of advertising department at DGG headquarters; Hendrik Riechof, administrative director Polydor Records Ltd., London; Dr. Wolfgang Hix, head of legal and personnel at DGG headquarters; Kurt Komnitz, administrative director Polydor S.A., Paris; Peter Erdmann, administrative director of DGG's German headquarters; Werner Hagen, managing director Polydor GmbH, Hamburg, managing director Polydor Ltd., London; Wolfgang Wehman, managing director Polydor GmbH, Amsterdam; managing director Polydor S.A., Paris; Peter Erdmann, managing director Polydor, Vienna; Eugen Vogler, record manager, Siemens EAG, Zurich. Second row: Totto Johannessen, managing director Nordic, Oicke; Johan Hendrik Bunink, managing director Polydor NV, The Hague; Vico Antigap, managing director Hellas; Africa; Klaus Hoier, administrative director Karussell, Stockholm; Werner Riemer, administrative director Polygram of Sweden; Rolf Ropers, administrative director Polydor GmbH, Hamburg; Komnitz; Peter Erdmann; Henning Rentrop, deputy head of sales at DGG's headquarters; Jacques Kerner, managing director Polydor GmbH, Hamburg; Komnitz; Peter Erdmann, managing director Polydor, Vienna.

Third row: Walter Krug, head of research at DGG, Hamburg; Heinz Kamowski, head of advertising department, DGG headquarters; Vico Antigap, managing director Polydor GmbH, Amsterdam; managing director Polydor S.A., Paris; Peter Erdmann, managing director Polydor, Vienna.

Fourth row: Heinz Vogt, head of Polydor international, Polydor GmbH, Hamburg; division sales manager Eastern Europe and Near East at DGG headquarters; Richard Bosch, director of sales of DGG's German subsidiary.

February 26, 1966, BILLBOARD

GOLD DISK TO HORT 'FOREST'

HAMBURG — Philips announced that Stuttgart's popular trio Hort Jankowski's "A Walk in the Black Forest" has reached the gold disk award.

Ria Grazio's single has passed the million mark in disk sales.

Jankowski, just returned from the United States, plans to return to London for the rest of his entire tour of 120 Jankowski's dates. His tour is part of a U.S. tour as a refutation of charges by German press that he is the top German pop singer, that the German bass make it impossible for him to continue his tour and to make it big in America.

"Continued from page 1

price definition has generated problems for the recording industry, where trade may switch tactics and battle him to a disk dump. There is widespread resentment at his acumen in depressing prices.

Miller's success is being achieved, moreover, at a particularly sensitive period for the German trade. Disk sales are under increasing pressure from taping. The Bundesrat's new copyright law, which took force Jan. 1, expressly sanctions private music taping.

'Thing of the Year': A Vote for Jankowski's 'Black Forest' Jankowski's "A Walk in the Black Forest" has surpassed the million mark in sales and is expected to be a moppet hit. German disk firms are exploring the possibilities of a "robbie" or "trampie" success, and there are a series of new releases by the major record companies. Aridia has five disk records, "Blue Men- manchen" series, one LP and four singles. Aridia also offers "Onkel Tom's Horse" — in a moppet LP format priced at $4.50.

Polydor has a new record series for children built around the adventures of "Robbie and Tobby." The flavor of these small fry productions is sug- gested by the "Robby and Tobby" titles, "Robby and Tobby Bring Two Thieves to Justice;" "Robby and Tobby, Attacked by a Smuggler and Alarms the Airliner's Captain;" and "Robby and Tobby, Odd Days and a Bank Robber." A further Poly-

(Continued on page 46)

MILLER SEEN PICKING UP ALL THE MARBLES IN BONN PRICE WARS

Taping clubs are proliferating rapidly in response to the new measure, these clubs existing for the purpose of acquiring and exchanging master records for taping by club members.

In this situation, Miller is not at a disadvantage, but his dissenters say, although his position, and yet reasons, that he is helping nullify the taping menace by making plats ters competitive in price with the tape.

'Pirate' Hoists White Flag

two and three in the Dutch and Belgian popularity polls. Radio London, following the strongest reception of any foreign group in both Hamburg and Amsterdam, and good reception in Czechoslovakia, where young listeners' appeals to the Czech authorities are reported to have resulted in a more lenient attitude to West ern "pop" music.

Philip Birch, managing di rector of Radio London, com mitted to Billboard that although complaints about offshore radio stations included interference with other radio com munications, investigations into many cases proved the charges unfounded. Birch's account was really taken seriously was one of Maya, the Greek Diskos, to the PRS for copyright material used. This was now satisfactorily concluded as far as they were concerned.

(Continued from page 1)
'New Blood' Throws German Fest Open to All; Writing Stressed

BONN—A new organization has taken over sponsorship of the dissension-racked German Hit Music Festival, which has been under heavy criticism for allegedly promoting sales by German disk firms instead of inspiring the writing of new pop music.

The old festival sponsors—GEMA and the German record companies—have withdrawn entirely. The new festival organization consists of German radio and TV stations, the Baden Baden spa administration, and the Association for the Promotion of German Dance and Entertainment Music.

The new organization has thrown the festival open to all comers, and the festival will stress the writing of new music and not the interpretation of tunes contributed by a hand-picked circle of composers (as was charged in the case of the former festival organization).

Specifically, the festival is open to any composer and lyricist who is a German citizen or who pays taxes in West Germany at West Berlin. There is no limit on the number of tune entries, which, however, may not exceed three minutes. Entries must deal with dance music and chanson. Lyrics must be in German, and a composition may be copyrighted by one or two composers but not more. (Continued on page 47)

Rumania: 
A Shafto View

LONDON—One of Britain's few artists to sing behind the Iron Curtain is 21-year-old Bobby Shafto. He recently returned from Rumania where he played before audiences of up to 3,500 twice nightly.

Of the pop scene there he told Billboard, "Rumanian teenagers know about the Beatles, Stones and Animals, etc., but find it difficult to purchase their records. During my act I was told I could sing a Beatles number, but that I was not to announce it because it would excite the crowd. "Musicians out there use their guitars to play folk music rather than pop, and beat groups are almost non-existent, but the teen-agers are very keen to learn all about the British pop scene."

He continued, "They don't wear mod clothes or anything like that and the main ones they do have are of very poor quality. In fact I was offered $28 for my jeans."

Philips Cuts LP Price in France

PARIS—Philips of France has dropped the price on almost all albums from 30 francs ($6) to 19 francs 95 centimes (about $4). Formerly the 19 francs price was limited to a special series and reissues. Now LP's by such major French artists as Georges Brassens, Juliette Greco, Johnny Hallyday, Claude Francois, Barbara and Yves Montand will be available at the lower price.

With very few exception all albums produced by Philips will retail at the lower price beginning on Feb. 14. The reactions from other disk companies after the announce-ment of the price drop have been mixed. Some have welcomed the move, others have dismissed it as doomed to failure. But some has indicated any intention at the moment to follow Philips' example.

Beatles ITV Entry at Fest

LONDON—The Beatles will represent Britain at this year's Golden Rose of Montreux Festival from April 22-30. The Granada-TV spectacular, "The Music of Lennon and McCartney," shown to British viewers last December, has been chosen at ITV's 1966 entry and will compete against shows from 25 other countries.

The spectacular also features Cilla Black, Peter & Gordon, Marianne Faithfull, Lulu, Billy J. Kramer and Peter Sellers.

The Beatles starred in an entry two years ago which was a special edition of ABC's "Thank Your Lucky Stars," but it failed to win an award.

Ventures' Office

TOKYO — Alan Avalone of the Ventures announced last week the group has set up an office at Tokyo Hilton Hotel to assist their activities here. The operation is said to be firming up the National Ventures Fan Club already in existence.


Arlo Guthrie conquered Old Town and was bailed at Poor Richard's an additional week. . . . The Shadows, attraction at a suburban teen club, recorded for Danwich Productions and immediately hit the top of WILY request list. The disk will get national distribution by Atco.

Jerry Mann, at International, brought in the Little Boy Blues on short notice to fill in for the snow-bound Paul Revere and the Raiders at a Triangle Theatrical production. Emcee Jim Stag then aired one of the boys' records, 'I'm Ready,' and it was voted WCFL's best record of the week.

February Ebony biens Barry Gordy Jr. from planters to multimillionaires. MGM's the Royalties are in the middle of an engagement at the Regal Theater. . . . For St. Louis teens, thelifts have been signed by Ballad Records and have received "Love It." LTV Wally (Guy) and Drum Boy Records will appear on the Lawrence Walker show March 19 and will entertain 15,000 Polish American Veterans at the Fontainebleau Hotel, Miami Beach, Fla., Sept. 2.

The Columbus Records birthday day contest first prize—$10,000, Mustang, mink coat, motorcycle, stereo systems and other trinkets—was won by Mildred Ingram, a scheduling clerk at Mercury Recor- dor Corp., Richmond, Ind., manufacturing plant. Mildred registered at the Spirit Record Shop there. The boss added a day off to the haul. . . . Epix's Enzo Stuart is at Ray Coleman's for two weeks. RAY BRACK

HAMBURG

Polyder has just released two singles with Willi Millowitsch. Ger- many's top comedic and pop act—'Ich hab Musik so gern.' . . . Deutsche Vogue has a new top teen-age singing duo, Regina and Boy. Their current hit is "Das ist Klasse," Paul Singel, disk Jockey at Seident Freier Lin- gen, (SFB), is starting a new series of celebrity programs over the West Berlin TV-radio station "Live Direct." The programs will be broadcast from West Berlin's "Europe Center," the Berlin counter- part to New York's Radio City. Guest for the debut will be Hildigard Knef, Philips is giving the Whistle tournament—promotion wise—to Rico Cordel, bond singer from Mannheim. The promotion concerns her new disk "Magic Land," which radio listeners say moves them to want to whistle. The disk has changed Rico's professional name to "Elana," which Philips feels is close ski to a whistle. . . . Asia's Nina Reno is currently Europe's hottest model recording artist. Reno's "El Sil- verino" has sold over 1 million copies in Germany and her latest release, "Schlimm Princhen," has sold 150,000 copies in six weeks.

President Johnson's trip to Hawaii is credited with having boosted sales of Hawaiian music in West Germany. All major German disk firms are taking a new look at Hawaii. They are ready to launch disk sales. Typical of the new look is a release of Schlett's "Honky Tonk Schuschnick nach Hawaii" with Ray McKinley.

Top Texas transistor programmer Kae Kuekpert is scoring out a-request to his "Red Roses for a Lady," a blues-chaser. "Bye Bye Blues." The new title is already released in England, where it soared to the top of the hit parade. It's Kempferlost's biggest hit in England since his 1964 "Ki- tányol Melody." . . . Sam the Sham and the Pharaohs, Germany's top vocal group, according to the Deutscher Musikrat, the record award.

OS WICH

J ack Ackerman, Ingolstadt, Calif., radio-TV manufacturer, and musicians Lena Nelms and Red Brubolis, one of Jerry Mann's best known talents, have received the first disk from Medley, with the first disk, "Annie's Dance," a rock featuring trumpet player Biebo. Trio also plans publishing firms and will be set up to distribution for future disks. Ackerman's concern is Guild Ra- dio & TV Corp.

Hank Bryan, formerly a partner in International Talents in Hawaii, has returned to the Mainland to enter personal management and is working with Forrest Geiger and Shari Kaye, arrangers he brought over from the Islands. Publisher Al Kavillo has first crack at their dubs. Bryan's office is at 640 S. 21st Street, Honolulu Beach Cafe.

Andy Russell cut seven singles side at Capital last week, one of which is titled "I'm Here." . . . Al DeLory asking. Vocalist is making his debut in U.S. after working the past 10 years in Latin America. His first temporary disk, a far cry from his first releases, "What a Difference a Day Makes." Vocalist is also. . . . Vincent Howard plus comics McCall and Bill Dana at the London Palladium. . . . Kitty Kallen and Mike Rock, He is also known as a member of the London production of "Funny Girl," which is due to open April 13. A special preview performance of the show opening will be attended by Princess Mar- garet. She is also scheduled to open the show in the West End. . . . Ivory is also a hit in New York. . . . Eddie Fisher's "The Edge of Love," a sequel to his last big hit, "Taty the Tape," has been released by Columbia in the U.S. and over 100,000 LP's have been sold over the past six weeks. . . . Jimmy Dean's new disk, "The First Time," is a sequel to his last big hit, "The First Time." . . . Forthcoming special on NBC-TV, March 13, salutes country and western music. Guest are Eddy Arnold, Pat Buttram, Kay Egan and Bing Vann.

Kew, UCLA's campus radio station, is programming the best of contemporary pop music from 3 p.m. to midnight, Monday through Thursday.

NBC-TV will air the "Monkees," a half-hour weekly show, a nickel nickel show during the next six months. Starring are David Jones, of "Oliver," Mickey Braddock, original "Charlie's Angels," and folk singers Peter Tork and Mike Smith. Show will be written by Barry Tucker and Paul Mansfield, for the Danny Kaye staff.

Ice Cole, younger brother of the late entertainer, makes his national TV debut March 8 on the Red Skelton show over CBS. New program for Foremost International and Benefic Music is "Eliot Tiegel."
Records, back from Spain where he received the San Remo num-
ber "Quanta Volta" in Spanish and sing-
it at the show "La Noche De Salobre" (Saturday night), immedi-
ately into his Italian arrangements, and will receive a number one for a tov-
iting new song. The group's record, "Stili," appeared on the EMI label in Italy.
Remo Durium, Italy's main theatre, honored his part in the EMI's Italian

generale to our San Remo for their International Del Capitols and recog-

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ARGENTINA

*Denotes local origin

This Week

1. AYE—Charles Arranz
2. LA RASPA—Carlos Gardel
3. TRIO DE AYRES—Carlos Gardel
4. TANGOS DE MUSICA—Carlos Gardel
5. DE LA RIVERA—Carlos Gardel
6. SANTA ROSA—Carlos Gardel
7. TALENTO DE AMBROSI—Carlos Gardel
8. JUAN DEL PESCADO—Carlos Gardel
9. LA ARENA—Carlos Gardel
10. UNA SHAKA—Carlos Gardel
11. TUNGUITO—Carlos Gardel

12. ANDRES—Carlos Gardel

13. VIVIR—Carlos Gardel

14. EN EL CORAZON—Carlos Gardel

15. LA ROSA—Carlos Gardel

16. EL CINCO DE MAYO—Carlos Gardel

17. EL VIOLIN DE ANDRES—Carlos Gardel

18. EL STRATO—Carlos Gardel

19. LA RASPA—Carlos Gardel

20. LA PANDORA—Carlos Gardel

21. LA ROSA—Carlos Gardel

22. EL CINCO DE MAYO—Carlos Gardel

23. EL VIOLIN DE ANDRES—Carlos Gardel

24. LA RASPA—Carlos Gardel

25. EL STRATO—Carlos Gardel

26. EL VIOLIN DE ANDRES—Carlos Gardel

27. LA RASPA—Carlos Gardel

28. EL STRATO—Carlos Gardel

29. EL VIOLIN DE ANDRES—Carlos Gardel

30. LA RASPA—Carlos Gardel

FRANCE (WALLOON) BELGIUM

*Denotes local origin

This Week

1. LES MARGOUPHETES:

2. LES MARGOUPHETES:

3. LES MARGOUPHETES:

4. LES MARGOUPHETES:

5. LES MARGOUPHETES:

6. LES MARGOUPHETES:

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27. LES MARGOUPHETES:

28. LES MARGOUPHETES:

29. LES MARGOUPHETES:

30. LES MARGOUPHETES:

MEXICO

*Denotes local origin

This Week

1. THE BEATLES—Brian (Decca)

2. THE BEATLES—Brian (Decca)

3. THE BEATLES—Brian (Decca)

4. THE BEATLES—Brian (Decca)

5. THE BEATLES—Brian (Decca)

6. THE BEATLES—Brian (Decca)

7. THE BEATLES—Brian (Decca)

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27. THE BEATLES—Brian (Decca)

28. THE BEATLES—Brian (Decca)

29. THE BEATLES—Brian (Decca)

30. THE BEATLES—Brian (Decca)

NEW ZEALAND

*Denotes local origin

This Week

1. THE CARNIVAL IS OVER—Skeet (CBS)

2. THE CARNIVAL IS OVER—Skeet (CBS)

3. THE CARNIVAL IS OVER—Skeet (CBS)

4. THE CARNIVAL IS OVER—Skeet (CBS)

5. THE CARNIVAL IS OVER—Skeet (CBS)

6. THE CARNIVAL IS OVER—Skeet (CBS)

7. THE CARNIVAL IS OVER—Skeet (CBS)

8. THE CARNIVAL IS OVER—Skeet (CBS)

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25. THE CARNIVAL IS OVER—Skeet (CBS)

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27. THE CARNIVAL IS OVER—Skeet (CBS)

28. THE CARNIVAL IS OVER—Skeet (CBS)

29. THE CARNIVAL IS OVER—Skeet (CBS)

30. THE CARNIVAL IS OVER—Skeet (CBS)

GERMAN FESTIVAL OPEN TO ALL

*Continued from page 44

Finally, no entry may have been previously published or performed in whole or part.

The festival organization has established headquarters at 20 Dahnmannstrasse. Entries are being received by Notaries Dr. Moltke and Hoffken, Berlin 30, Dead-line for entries is March 10.

Compositions must be accompanied by tape recordings. A jury will pick 18 titles for preliminary competition May 21 over German television. The program will originate to studies of Sender Freies Berlin (SRFB) in the West Berlin TV-radio studios. From the three final selections will be selected for the finals June 25 in Baden-Baden. The audience will on the SFB telecast and by polling of the TV audience in West Germany will determine the Infrasil market research organization.

The June 25 finals will be held in the Baden Baden Casino and telecast over Southwest TV-radio, which will feed the program into the nationwide Ger-

mian TV and radio networks. Three winners will be picked from the 12 entries in the Baden Baden finals.

Judging of the finals will be handled by three groups: In-frasil, the Casino audience, and judges appointed by the 11 participating TV and radio stations making up the nationwide TV-radio network.

Interpretation Out

Emphasis will be placed heavily on composition and lyr-}

ical content and not on performance. Past festivals have been criti-

cized as dominated by artists, not composer-writers.

Past festivals have been enor-

mously unsuccessful due to the stand-}

ing of records. Two reasons have been 

put forward: first, that the festival was 

organized by the disc firms and the ar-

ists.

This criticism came to a head last 

year when ARD, the German broad-

casting organization ran its own festi-

val. The music was aired on the ARD, 

which demanded the resignation of Dr. Erich Schulze, the general man-

ager of GEMA, as president of the festival committee; Schulze, after some reflection, obliged.
Miller May Reap
2d Grammy Sweep

By ELTON WHISENHEIM

NASHVILLE—Roger Miller may be feeling for another big sweep of Grammy awards March 15, after being nominated in nine categories, more than any other person.

Eight of the nominations stem from his smash, "King of the Road," which he composed and recorded.

Miller walked off with five of the six c.d. awards last year, but this year, to the surprise of no one, he jumped over into categories which comprise the "best," regardless of music classification.

The 27-year-old sensation, who eight years ago was a struggling bellhop at the Andrew Jackson Hotel here with nothing but talent and determination, was nominated in those general categories, in every case on the strength of "King of the Road": Record of the year, song of the year, male vocal performance, best contemporary single record, best contemporary vocal performance—male.

Miller was also nominated in those c.d. categories, all on "King of the Road," with the exception of the album category: Best c.d. single, best c.d. album ("The Return of Roger Miller"). He was also nominated for best male vocal performance and, best c.d. song.

The c.d. awards banquet of the National Academy of Record Arts & Sciences will be held at the Hillwood Country Club, Nashville, at the same time NARAS award banquets are held here, in New York, Los Angeles and Chicago.

At the Nashville banquet, a 15-piece orchestra will be under the baton of Owen Bradley, chief of Decca's Nashville operation.

\——-

ROGER MILLER

will play, Boots Randolph, Monument Records artist; Floyd Cramer, RCA Victor artist, and Chet Atkins, artist and head of RCA Victor's Nashville operation, will entertain. Archie Campbell will emcee.

Mixed Shows Draws
Under 2,000 Fans

WINSTON-SALEM, N.C.—Promoter Carlton Haney of Roanoke, Va., said last week a recent show here, which featured both country and gospel artists, played to less than 2,000 fans. Tickets ranged was $3, $2.50 and $2.

Haney said traditionally gospel music fans do not want to sit through an hour and a half of country music to hear gospel music and, likewise, country fans do not like to sit through a gospel music program to hear country music. He said there could be exceptions. Haney and his partner, Keith Fowler, promoted the show.

Band Box in
Expansion Move

WINSTON-SALEM, N.C.—Miss Morton, president of Band Box Records, announced last week the purchase of a country-music master by newcomer Van Trevor, 24, of Maine, and a coming build-up of the Band Box label.

Miss Morton said the Trevor single, "Born to Be in Love With You," will get top promotion and will kick off the expansion. Miss Trevor is set for a cross-country tour as part of the disk company.
WARNER MACK GOES BALLAD!!!

and when you hear

"TALKING TO THE WALL"

(Decca 31911)

you'll agree he goes all the way

Hit Sound
From Bradley's Barn
(615) 244-1060

Pageboy Music

WATCH FOR WARNER MACK
FEB. 25th
ON THE JIMMY DEAN SHOW

Booking/
Personal Management
Bob Neal
809 16th Ave., So.
Nashville, Tenn.
(615) 344-1795
General Artists Corp.
Jim & Jesse
Signed by Hal Smith

NAVISVILLE—Jim and Jesse have signed a three-way contract with J. Hal Smith’s Enterprises for booking, concertizing and production of a syndicated country music TV show.

The duo, which will be booked by Hal Smith Artists Productions, writes for Panpipe Music, Inc. Their TV show will be produced by Hal Smith TV Programs, Inc.

The show will be produced and directed by A. O. Simson, president of the producing company of which Smith is board chairman. Smith said taping would begin in March. Jim and Jesse have starred in a syndicated country TV show for some years for Crestview Mobile Homes, Columbus, Fla. Smith said the show would be taken over, expanded, put in the five Crestview markets and sold in other markets.

Smith’s TV production company was formed last summer and the first product was “The Ernest Tubb Show.”

Jim Gemmill
Expands Activity

RICHMOND, Va.—Jim Gemmill, president of Jim Gemmill Productions, here, announces corporations and expansion plans for his talent management agency. “Our business has grown to the point where we no choice but to expand,” Gemmill said.

The Gemmill firm concentrates on personal management, public relations and placement of acts with major booking agencies. Gemmill said the expansion will take in radio activity and possibly TV.

Already in production is “The Barbara Allen Show,” a 15-minute open-end show for new stations. Miss Allen, Gemmill’s top property, is booked by the Wild-West Talent, Nashville.

YESTERDAY’S COUNTRY HITS

Change-up of programming from your librarian’s shelves, featuring the disks that were the hottest in the Country Field 5 years ago and 10 years ago this week. Here’s a scorecard of what was hot a short time ago.

COUNTRY SINGLES—5 Years Ago
February 27, 1961
1. “I’ll Walk With You” (Like All the Other Times), Marty Robbins, Columbia
2. “We’re Gonna Have a Party,” Johnnie Wright, Mercury
3. “I Missed You, Jim Reeves, RCA Victor
4. “Watch It” (Country Louie), Dave & June, Mercury
5. “North to Alaska,” Johnny Horton, Columbia
6. “Foolish Questions” (Mack Owen), Capital
7. “Singing Man,” Bob Galloway, Hickory
8. “My Last Date (With You),” Stanley Dance, RCA Victor
10. “I’ll Have Another Cup of Coffee,” Claude Gray, Mercury

COUNTRY SINGLES—10 Years Ago
February 25, 1956
1. I Forgot to Remember to Forget,” Elvis Presley, RCA Victor
2. “Why, Baby Why? (You Sure I’m”) Bob & Webb Pierce, Decca
4. “Tennessee Waltz,” Patsy Cline, Decca
5. “Only You,” Don Gibson, Capitol

Best of bill Carlisle,” Albums also planned for Bob Luman and Bob Gallion. — The legend of the wild dunes of San Mateo, Mexico, inspired the love song, “The Dunes of San Mateo,” to be recorded as a single by Billy Eckstine on the Storyville label.

Station KRZY, Albuquerque, N. M., 24-hour disc show, will present a coterie show three days after it airs the Luman album. Recently, and reports both were a success in the Bob Luman market.

Of Johnny Wright and Kitty Wells, well, that’s a show in June, May, and July. Bobby Gentry, who was the regular on the “McHale’s Navy” TV show, in May, was in June, and July. Kitty Wells, who was in June, was in July. Both, Bobb and Kitty, are working the country market.

Their biggest hits are “I Can’t Love You,” with Johnny Wright, and “Let Me Be There,” with Bobb. Kitty Wells has been busy with much local activity and the Marty Robbins group.

The Paul Anka band is also planned for a second coming, this time in the country market.

Single Lifted
From Curtis Leach Album

DALLAS—Dewey Groome, president of Longhorn Records, says “Lightning Struck Twice,” which appears right at the end of the late Curtis Leach, has received such good response that it was being rushed out as a single.

The recently released album, “The Describable Curtis Leach,” was cut shortly before Leach died last Dec. 14.

Groome said the long-awaited film “The White Rabbits,” made in Texas, is due any day. The only problem is the film has been delayed.

Groome said he began playing the album and “within three days demand was so great for ‘Lightning Struck Twice’ he had it pressed as a single.”
Bennett Scores 'Tony' In His Chicago Date

CHICAGO—Serving up 22 times per set for a reported $22,000 per week, Tony Bennett is on the way to breaking his own record at the Empire Room of the Palmer House Hotel here.

He arrived Monday (7) from a record two weeks at the Copa-cabana acquisitions lured him to his new career. (The Oscar) opened here Wednesday (16), and Ben-nett is being considered for five more movie roles to confide: "It looks like this is my year."

The styling of costumer Bobby Hackett, his earthier counterpart to the headline's vocal line, even prompted Bennett to applaud on opening night. It happened on "It Had to Be You." Bennett treated it mezzo-piano, working his phrasing to overcome the head's alto and arrears of each phrase. Hackett wore a lavender bloused- top, without a mute. (One swears Hackett is unable to achieve that sound.) In his low-tune set, Ben- nett topped out with "One for My Baby." He had obviously wheel-shopped many hours of material for this excellent arrangement. The effect was so both created by blowing, bobbing trumpeter Hen Arden (Empire Room band leader).

Of the 11 soft tunes, Bennett went away with "Maybe Sep- tember," a model Percy Faith melody from "The Oscar" soundtrack. Hete Bennett ran into his own innovation trouble.

"I Left My Heart in San Francisco" showed up in the program without the familiar keyboard embellishments of Ralph Sharon. Tom Flanagan was sitting at piano and wisely avoided the arrangement well and waltz to the Columbia records.

RAY BRACK

Jazz Band Dishes Out "Jazz With A Twist" At Village Vanguard

NEW YORK—You don’t need a goateed, goatee and beret muses, students, professors and arrears of the music who have an interest in being booked here. 

It is easy to define their specialty in an information card or to attract the talented buyer.

Reserve your copy of the Theatrical Variety Guide. Information on advertising rates and space available may be obtained by writing to the firm below. Time is short! Deadline for copy is March 15, 1966. Additional information is also available in all A.O.V.A. branch offices.

THEATRICAL VARIETY NEWSLETTER is a descriptive availability listing of artists who are looking for bookings, will be circulated via first-class mail every two weeks to all agents and major private concerns who have an interest in improving their bookings.

If you are tired of large postage expenses and unprofitable calls, pounding the pavement and time-consuming office visits, then you need this advertising service. The cost of a personal mailing is all charges.

A. G. O. A. agents, alone, would cover almost 6 months of Newsela-

The Newsletter will be in the hands of assorted talent buyers. We invite you to advertise, placing your name before the artists who are interested in you as an artist. Few will wish to list all pertinent data—descriptions, agents’ names, chorus, current repertoire, etc. We will mail dates, agent or personal manager, address and telephone number. Submit your copy and reserve advertising space in the coming issues.

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Subscribers and Advertising Request---

Please send (copy of (copy of Theatrical Variety Guide at $1 per copy. (Copies for Foreign—$1.00 additional—date when space applied.)

Please run advertising rates for the Guide.

Enclosed find photo and advertising copy for Theatrical Variety News-

Letter. All advertising must be received no later than 15th of the month. 

Subscription to Theatrical Variety Newsletter of $5 per year.

(Ad space may be included in the amount of ______.

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THEATRICAL VARIETY PUBLICATIONS, INC.

366 N. La Brea Blvd., Los Angeles, California 10048

(213) 651-0040

Bennett Scores 'Tony' In His Chicago Date

TALENT

'Jazz with a Twist' at the Village Vanguard

Kalishe to PP Post at GLG

NEW YORK—In a move to broaden the exposure of GLG Pro-
ductions, the firm's president, Ken Greengrass, has named Ed-dle Adams to the post of director of public rela-
tions and has set up an office for the purpose. With Paramount Pictures pub-
lishers public relations director, he will be re-
sponsible for the planning and co-ordinating of all publicity and promotion activities in the TV, record pro-
duction, sales, and advertising fields.

GLG, in which Greengrass is part owner with Steve Lawrence and Eydie Gorme, has on its roster, in addition to Lawrence and Miss Gorme, Diannah Carroll, the Highwaymen, the Barry Sisters, Luba Lisa, writer Saul Asin, and director Stan Harris.

In addition to producing the recording sessions and the Highwaymen, GLG also produces acts by Chris Connor and Don Cornell. The firm also produced Steve Lawrence's TV show and the Highwaymen's film and GLG is now petroleum to include a TV series, but just as well as a record film as well as record activity.

Association Holds 'Meeting In L. A.

LOS ANGELES—"The Men" are rising again, today they're called The Association. "Men" was an unknown folk-

rock chorus, now, on their troubadour stunt, several of its members play prominent roles in a new sextet using comedy routines with rock 'n roll music.

Group cuts for Valiant and has been gaining fans in the Los Angeles area. Much of their music is covers of songs with which they will appear against them in not-

allowing for audience recognition.

While the Men were working in Lan-

guages and blue shirts, the Asso-
ciation were dressing in suits, in a further attempt to remain outside the flashy image of the Los Angeles Music." They do play as loud as other more successful rock bands, but they have good vocal qualities. String section and percussion

motion are needed to make the group break out.

ELIOT TIEGEL

Guthrie's Son Following in The Grand Folk Tradition

CHICAGO — "Loudly learned to play the guitar the same way I did," said Woody Guthrie, "by ear, by touch, by feel, by blurt, by guess, by instinct and a great drive and keep on playing." The craves and drive have apparently rubbed off on Woody's son, Arlo, who at 18 has set out from New York on his first folk-singing tour.

Arlo came to Poor Richard's in Old Town for the opening and the word soon got around that this youth isn't playing the croats of a legend. He is an engaging talent, has been in a grand fist of all, he picks one of the most interesting guitars ever heard in Old Town.

Young Guthrie isn't a guitar virtuoso yet, but he handles alternating bass, runs, arpeggios, thumb strum, the flat pick, Church Hill, two finger picking, blues effects and other techniques directed, and his show promises great things to come. He's doing a lot of listen-

ing to his Seeger and Jack

The dynamics bared, the music created the greatest stir among jazz fans. Woody Guthrie under-

stood it wasn't; eocative definit-

By complete contrast, J. Hill’s "quintet to a Pedegale," has a contemporary band pace, rhythm, melody, that's an easy understood rapping melo-

dy line. Bobby Troup’s short story "Bad Shank's Quits, and "Call-

nels's Dance," with its military drums, were additional changes.

Shelley Manne and his Men were featured along with the Stan Kenton-led orchestra in a Dave Grusin work which featured the late Frank Comstock and Deane Tarrant. If you don't want to miss it, mark your calendars.

RAY BRACK

So You Saw It in Billboard

February 26, 1966. BILLBOARD
Oscar Brown's Outing Puts Him Up With the Names

CHICAGO — One of these days people will be talking about a new vocal artist named Oscar Brown Jr. What does he sing? someone will ask. The responses will vary, The New Brazillian sound: Ballads of the blues type. Basically jazz. Essentially the Negro "soul" bag.

None of the answers would be far from the truth. In his recently opened revue, "Joy 66," at Chicago's Happy Medium, Brown does it all and does it very well. As the news of this show begins to spread the has received excellent reviews from the local press) and his recent single, "Laila Ladija," on Fontana, begins to move, Brown is sure to become an instant hit.

Wilson Serves Up Musical Cocktails

NEW YORK — The durable Teddy Wilson's jazz piano stylings of such standards as "Some- thing to Watch Over You," "Nice Work If You Can Get It," "Our Love Is Here To Stay" and "Em- braceable You" were received by a warm audience at Les Champs bells Tuesday (8). Wilson got some fine back- ing on vocals by Artie Aynsley and Ray Moska on drums. The pianist, whose most recent album outing was on Mainstream, plays the lounge at the plush midtown restaurant. His imaginative treatment of the standards is several cuts above the standard cocktail lounge fare.

Oscar Brown Jr.

Brown has been appearing in nightclubs and has a successful show going for him. He is getting that one big single on the radio. His new album, to be released this month, includes many of the songs he does on the show. His recently found friendship with a very talented Brazilian guitarist and singer, Louiz Enrique (the title of their album is "Finding a New Friend"), put him within a sound that is currently salable to the public and appealing to him.

Oscar's show, like his singing and writing, demonstrates talent and originality. The cast includes lovely Jean Pace, Louiz Enrique, Dom-sim Kamao, Paul Serrano and the Floyd Morris Trio. Good performers who work together very well. It looks like a lot of joy coming up for Oscar and Fontana in 1966.

Ketty Lester Has What It Takes

LOS ANGELES — There is a soulfulness about Ketty Lester's voice which doesn't quit. At her Playboy Club opening Tuesday (8), she put on a show to provide co-singer Burt Taylor and comic Ray Hastings with ample time to complete the first show.

Miss Lester is a stylist with good potential for higher bracket stardom. She has a friendly rapport with her audience, works directly toward them and has a good rhythmic affinity for the up-tempo tunes, the slow low register ballads and the hard drivers. Vocalist phrases with long statements and claps hands and snaps fingers with metronomic assurance.

Taylor is a tenor with a clear but undistinguished voice while Hastings' forte is in his routines. He could pick up the tempo of his delivery somewhat.

ELIOT TIEGEL

Signings

Matt Monro to Capitol Records, Monro has been working for EMI in England under the direction of George Martin, producer of the Beatles. Monro has now been retained by Capitol on an independent basis and will continue to record Monro whenever the singer is in England. Dave Cavagnoli will record him in the States. Capitol Records has re-signed the Clancy Brothers and Tommy Makem. Singer Danny Hutton to MGM front. Hanna- Barbera where he had one hit single, "Bow and Rainbows." Wayne Daley to Moonlight with his first duff, "Wreck of a Man." The Grades to AVM. Group formerly with Mitchell Boys Chair.

Checkmates Play a Good Game of R&B

LOS ANGELES — The Checkmates, a rhythm and blues band, debuted at Gazzarri's Monday (14), with what can only be described as a marriage of the "James Brown." "Hullabaloo" shows.

Quintet of Fort Wayne, Ind., singers-dancers-instrumentalists, had the desired plus of being sponsored by Nancy Wilson (her husband's former manager), who kidnapped and sang along from the sidelines. Group has drive and enthusiasm in its singing and tooting on trumpet, organ, electric guitar and bass and drums and works up a lather in its dance routines.

Three members, lead singer Bobby Stevens, second voice-organist Sonny Charles and third voice-drummer Marv Smith, bounce and grate once they've offered forceful vocalizations on "Glad for You," "Lovin' Feeling," "Temptation Walk," Everything's All Right" and "Rock Me Just a Little While." Other members are bassist Bill Van Bushwick and guitarist Harvey Trees.

Stevens-Charles-Smith are effecive blues shouters with a grain of comedy. Numbers tend to run along, but performers ask audience participation, which kills any dust spots. They are signed with Capitol.
EDITOR'S NOTE: The Market Research Department of Billboard recently interviewed hundreds of dealers around the country. The following report on dealers' comments in response to questions about the present and future of guitars in the record store.

CHICAGO—Nearly half of the record dealers answering Billboard questions indicated that they do sell guitars, and most of them said they find it profitable.

In 1965, 1.3 million guitars were sold in the United States. Predictions for 1966 agree that nearly 2 million guitars will be sold this year at a price of about $60 million.

The real question is, in response to Billboard questions, did nearly 1 million guitars sell this year? Only 2.3 billion dollar sales had dropped, while 2.6 per cent of all dealers questioned said their sales in the past year increased by an average of 3.8 per cent.

Only 2.3 per cent of all guitar dealers sold did not have increased sales in the past year, most of these (31.6 per cent of all dealers questioned) said their sales in the past year increased by an average of 3.8 per cent.

In response to Billboard questions, the majority of the dealers indicated that they are currently taking advantage of the guitar boom. Most of these (31.6 per cent of all dealers questioned) said their sales in the past year increased by an average of 3.8 per cent.

H. L. Green, owner of the Music Box in Besomer, Okla., who has been selling guitars for a few years, said, "Sales are great. They have gone up 25 per cent in the last year, and they probably would be even better if we could get more product. We can't order as far in advance as we should." John M. Schaefer, owner of the Westtown Record Shoppe in Grand Rapids, Mich., said he is selling a lot of guitars. "You can't sell them without a school and a teacher working with you," he said. "It's too much trouble." Other dealers not stocking guitars voiced similar opinion. They said records are much simpler to handle, involve less investment, less space and don't require the kind of trained personnel one would need with musical instruments. Many said they feel they are too small to go with a new line of products. They think department stores, music supply stores and large record stores could do a better job and would offer too much competition in this type of product.

Despite such comments, however, there were scores of record dealers who said their guitar sales have gone up 50 per cent, 100 per cent and even more. And with another 3.5 per cent of the total dealers planning to enter the guitar business this year, more than half of the record dealers contacted (50.8 per cent) will be selling guitars before the end of 1966.

Record dealers are invited to send their comments and to suggest topics of discussion by writing to: Audio Reader Editor, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

SALE OF GUITARS BY RECORD DEALERS is a growing business. Chart, based on findings of Billboard survey, indicates that a substantial manager's profit towards the end of the year. The average rate of increase in units sold during the past year was 38.7 per cent.

Scanning The News

The electronic home entertainment industry will hold its first national exhibition for the trade in 1967 and annually thereafter. The show is sponsored by Consumer Products Division of the Electronics Industries Association. The first show will occupy the entire exhibit space of the New York Hilton and Americana hotels in New York City.

A new eight-track tape duplicator is due to begin operations in Detroit soon. Leaders of the new firm include Richard Krause, a former employee of a well-established company in the eight-track tape CARTRIDGE field. The name of the new firm is Rat, which is "LEAK" spelled backwards.

John A. O'Leary has been appointed Project Director-Tape Development in Philco Corporation's Consumer Electronics Division.

Canadian Firm Seeking More

KITCHENER, Ont.—Electrohome Industries announced that it is broadening its marketing approach for the merchandising of electronic home entertainment products in the North American market.

Howard W. Main, president of the firm, said that "the new plan will considerably expedite shipments of stereo products to U.S. dealers because the products will flow from a number of well-spaced points. Recent expansion of our Calgary facility is a key to improved far-western service. The establishment of a Chicago distributor warehouse enables us to supply the middle west more efficiently, and our new Buffalo service facility will improve marketing in the eastern seaboard."

Under the new program Ian J. Meldrum, U.S. national sales manager, will also assume marketing responsibilities for certain parts of Canada, while Kenneth D. Keene, Canadian Western Zone manager, will assume sales responsibilities in the western and southwestern part of the U.S.

CLARIOTONE ELECTRONICS' new Project G-2 Radio-Stereophonograph combination unit features space age globe type speakers which can be turned in all directions to provide the best sound in any room. The unique sound system may be augmented by the addition of other globes as satellite speakers in various parts of the room or house.
Tape Recorder/Player

CRAIG HOME STEREO tape recorder/player companion to custom car stereo (left). Features full stereo tape cartridge recording and playback facilities; accepts all standard-size four-track cartridges for up to two-hour play time. Automatic start when cartridge inserted and end of tape sensing system. Records at 3 3/4 i.p.s. from microphone, tuner or phonograph turntable. Under $230 complete with AC bias record/erase, dual inputs for microphone, etc., dual outputs for speakers, pre-amplifiers and stereo phone.

Mercury Phonograph


Emerson Phonograph

SOLID-STATE Emerson phonograph. Dual channel high fidelity amplifier, automatic four-speed changer, detachable speakers with eight-foot cords. Plays stereo or monaural. Pyroxyline-covered cabinet available in two-tone colors. Retail $59.95.

Columbia Phonograph


Garrard 4-Speed Player

GARRARD four-speed manual player. Ideal for basic music systems and audio-visual applications. Features semi-counter balanced arm with adjustable stylium, full-size weighted turntable and interchangeable plug-in head that takes any cartridge. Tone arm returns to rest and machine shuts off automatically after play. Price $37.50.

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personal...serving more than 70,000 buyers, sellers, and users of music, records, tapes, consumer electronics equipment, coin machines and many other related products throughout the entire world.

EMERSON ELECTRONICS

Selling everything and anything they buy. AC, DC, radio, TV, hi-fi, etc. Address: Box 682, Des Moines, Iowa.


RECORD DISTRIBUTORS


INTERNATIONAL EXCHANGE

PUBLICITY SERVICES, for all bands. Use this handy order form.

CASE WAITING—WANTED L.P.’S & 45’S.


CLASS COLLECTION IS A COMPLETE MUSIC PROMOTION COMPANY BASED IN TOKYO, JAPAN. We work for the best. Rate is $10 per 1000. Rates on request. 126-29-96-106, Shinjuku, Tokyo, Japan.

MEET "MR. EGGHEAD" The Newest Craze

for

5¢

and 10¢ CAPSULE VENDING

Display cards furnished.

Samples upon request.

$20/m.

CAPSULED

IN BULK

$12/m.

PLASTIC CHARACTERS, INC.

BOX 309, LEOMINSTER, MASS.

CASSIUS CLAY—SEXY SENSATION OF THE TIMES! MAKE MILLIONS! SHOW THIS Fuse winner, the World Heavyweight Champion Cassius Clay. A new 45 rpm record is now available. Considered one of the hottest records of all time. Price per piece $5.00. Wholesale prices to all. Call for more information.

MUSIC MAKERS PROMOTION NETWORK

50-3001

BILBOARDS 188 W. Randolph, Chicago, Illinois 60601

DISTRIBUTOR ARRANGED

DISTRIBUTOR ARRANGED

ALL DISTRIBUTORS WANTED.

ALL DISTRIBUTORS WANTED.

EACH RECORD COMPANY WILL BE PRODUCED IN YOUR AREA.

MUSIC MAKERS PROMOTION NETWORK

301 N. Michigan Ave., Chicago, Illinois 60601

CALL:

CHICAGO 261-30-4001

215-675-3000

11881 Southern Bivd., Inverness, Ohio

11881 Southern Bivd., Inverness, Ohio

11881 Southern Bivd., Inverness, Ohio

February 26, 1966, BILLBOARD

CLASSIFIED RATES

REGULAR CLASSIFIED AD

25¢ a word. Minimum 5 words. List all caps.

DISPLAY CLASSIFIED AD

1 inch—$20. 2 inches—$40. Each additional inch—$15.

Minimum 5 words.

Please insert the following ad for

consecutive issues.

NAME

Address

City

State & Zip Code

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

ADVERTISING SALES: 188 E. Randolph, Chicago, Illinois 60601


DISPLAY—Per inch, 10¢. Minimum, 1 inch.

Above prices are for one print run only. Add 10¢ for second run, 20¢ for third run. Offer expires October 31, 1965.

FOR FURTHER INFORMATION, CONTACT:

Clyde Allen, Classified Manager, 188 E. Randolph, Chicago, Illinois 60601.

START SPRING EARLY


BULK VENDING news

Survey Indicates Supermarket
Biggest Candy Retail Outlet

CHICAGO—A survey by the National Confectioners Association of candy manufacturers—results of which were released last week—indicated that most of the supermarket is looking to bulk vending outlets for their products.

This finding corresponds interestingly with the fact turned up in Billboard's Second Annual Bulk Vending Survey that the supermarket is the bulk vendor's most profitable single location. The NCA poll, its seventh annual "The Confectionery Industry Speaks" report, indicated that 38 per cent of the firms called supermarkets, their biggest eventual outlet. Thirteen per cent of the companies called drugstores their biggest outlet; 12.5 per cent said small stores; 12 per cent said confectionery stores; 9 per cent said department stores, and another 9 per cent said variety stores.

Bulk Comparison

By way of comparison, the Billboard survey indicated that 30 per cent of bulk vendors deem supermarkets their most profitable location type; 20 per cent ranked department stores; another 20 per cent liked the small food stores; 16 per cent said gasoline service stations; 4 per cent said drugstores and another 4 per cent said taverns. (It should be noted that the bulk vendors' evaluations of locations were based on the movement of all types of merchandise; not merely confections.)

The new NCA survey turned up the following items of additional interest to the bulk vendors:

Static

While 93 per cent of the candy; chocolate and chewing gum manufacturers polled anticipated increased sales during 1966, only 58 per cent said they felt they would be able to increase profits. Some 27 per cent said they expected profits to remain static in 1966.

The survey showed that 74 per cent of the candy firms plan to introduce new items during 1966. The remaining firms stated plans to discontinue some items. The items indicated for discontinuance consisted of year goods, packaged goods, bulk goods, nickel and dime specialties, penny goods, gum, salted and unsalted nuts, cough drops. The survey report also did not state which items will be discontinued or new items that will be continued.

11 Items

The NCA survey did indicate that those firms intending introductions during 1966, 21 per cent are located in New England, 18 per cent are located in the Mid-Atlantic States, 16 per cent are located in the Southeast and 12 per cent are located in the East South Central region, with the remaining firms scattered throughout the U.S. The total new products slated for introduction during the year were 7,000.

Of the companies planning to discontinue bulk confection items, 34.6 per cent are located in New England, 30 per cent are located in Mid-Atlantic States. 16 per cent are located in the Southeast, and 19 per cent are located in the East South Central region.

The biggest problem expected by respondent firms during 1966 is the supply of ingredients from imports. Other expected problems given (in order of importance) were mere competition from other products, labor problems, Federal regulations, raw materials shortages and high quality costs.

Trends

Major trends of the industry expected during the year are (in order of anticipated importance): growth of the large food manufacturers and consolidations, decreasing sales through wholesalers, increased import competition, and increasing number of retail candy outlets. Other trends mentioned as significant were the fear of change to specialized (sometimes farm-mixed) candy in supermarkets, department stores, drugstores, club stores, and bakeries.

Advertising

Of the reporting companies, 21 per cent plan to advertise on television during 1966, 18 per cent on radio, another 18 per cent in magazines and 8 per cent on billboards. One will use direct mail, point-of-sale, transportation display and trade papers.

Some 41 companies reported that they expect candy.

Thirteen export to Canada, seven to Puerto Rico, three to Japan, three to the Philippines, two to Germany, two to South America, two to Mexico, two to the Far East, two to Bermuda, one to Yugoslavia, one to the West Indies, one to Central America, one to China, one to the Bahamas and one to Nassau. Sales to Canadian companies accounted for the most reports companies said they do business with outside the U.S.

Copies of the survey are available to non-members of the NCA. Only the Official Candy Manufacturers Association, 36 South Wacker Drive, Chicago, Ill. 60603.

How to Hold Your
Military Contracts

DENVER—Making a success of military contracts is merely a matter of extremely close co-operation with the "location owner," plus quality, and dependable service, according to Howard Wood, bulk operator here.

Wood has 50 stops at Denver's big Lowry Air Force Base, where he can bump up to with other suggestions for several small-5 cents, all of which were followed. Wood has dubbed the station

(Continued on page 57)

Model 60 BULK-Pak

Will not sit up in jam because of specially designed wheel and housing.

Model 60 BULK-Pak holds one or two to Germany, two to Japan, three to the Philippines, three to Italy, one to Bermuda, one to Yugoslavia, one to the West Indies, one to Central America, one to China, one to the Bahamas and one to Nassau. Sales to Canadian companies accounted for the most reports companies said they do business with outside the U.S.

Copies of the survey are available to non-members of the NCA. Only the Official Candy Manufacturers Association, 36 South Wacker Drive, Chicago, Ill. 60603.

Please rush complete information and prices on Northwest Model 60 BULK-Pak to:

KING & COMPANY

7700 W. Lake Avenue

Chicago 2, Ill.

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5¢ Bag Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, for bulk. Paired Café 1.5¢, Lowry 1.7¢, 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Champion Caps, Cast Iron Spanish Nuts, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

February 26, 1966, BILLBOARD
Worms Make Vending News

EDITOR'S NOTE: Operators, particularly those located in resort areas, have shown interest of late in vending live fish bait. The following dispatch by Billboard's correspondent Godfrey Lehman covers the latest development in the field.

SAN FRANCISCO - Live worms are being canned in standard tin cans with aluminum lids for sale through automatic vending machines for the first time.

New VICTOR 77 GUM & CAPSULE VENDING MACHINE
A REAL SALES STIMULATOR IN ANY LOCATION
Beautiful new machine, perfect presentation, no quirks or catches. Compares favorably with any other gum or capsule machine on the market. Makes a tremendous sales appeal at a very high profit margin.

PRICE $39.00 each with:
1. WHITE, WIRE OR PHONE
GRAFF VENDING SUPPLY CO., INC.
The firm since 1922
Dorchester, Texas

Please rush complete information and prices on:
Northwestern SUPERTUNITY
Bell Gum
Cheer Cigarettes
Vender (as illustrated) as well as other Northwestern machines.
NAME: 
COMPANY: 
ADDRESS: 
CITY: 
STATE:

Fill in envelope, seal and mail to:
GRAFF VENDING SUPPLY CO., INC.
Member National Vending Machine Association, Inc.
4711 E. 37th St., Kansas City 77, Mo.
Phone WA 2-2244

10¢ VEND ITEMS
No-Go Bites.......
Sour Patch
Candy Krunch
Tutti-Frutti
Gum
HAPPY BIRTHDAY BINGO MACHINE
Cracker Jack®
Kool-Aid
Komet

TOTAL PRICE: $15.00 (10¢ price per cent.

SCHOENBACH CO.
Manufacturers Representative
Acrom-Accord Distributor
MACHINES
With every OAK VISTA Model S.
Table we're offering THREE FREE FILLS (100¢ each) of capsules

FULL PRICE: $18.50 P.A. Savings, N.Y.
If this ad is returned with order:

10¢ VEND ITEMS
Cracker Jack®
Komet
HAPPY BIRTHDAY BINGO MACHINE
TOTAL PRICE: $15.00 (10¢ price per cent.

SCHOENBACH CO.
Main Office: 718 Long Island Ave., New York, N.Y.

SCHOENBACH CO.
Representatives in all principal cities of the U.S.

SCHOENBACH CO.

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SCHOENBACH CO.
Yet the Operator Remains Alien to the Record Man

By RAY BRACK

CHICAGO—Most operators look to local promoters and salesmen for their toots once a week or so. And the operator felt as though the much as he needed them.

So today the operator (or his programer) and the record man are strangers when they meet. Communication between the two—dependent almost entirely upon one-person—

is rare. And most industry observers agree that the quality of juke box programming has gone down the side of grosses—has diminished.

Neither record men nor juke box industry people—based on Billboard contacts with representatives of both interests—

like what has taken place. Good promotion men are sold on the efficacy of the juke box in stimulating sales, and progressive operators want to be responsive to the advice of knowledgeable record men.

So what’s the hang-up?

Our attempt to answer this is the following, a sort of dialogue between some of the country’s top juke box and record promotion experts. (See adjoining box.) Their opinions range over several key issues.

What Happened?

Most observers agree on what brought about the estrangement.

GORDON: “Of course, it was necessary when the 100-play phonograph was introduced to make it more convenient for the operator to buy records. I helped start the one-stop-type outlet in 1940. And as the trend continued, the promotion men stopped calling on the operator.”

KELLEM: “The one-stop concept applies to the promotion man, too. He now makes a single call to plug his product.”

KIES: “Today our men rely on a great extent on the advice of the one-stop.”

There are differences of opinion whether or not the creation of the one-stop concept has proved beneficial to both interests.

KIES: “One-stops are convenient and we heed much of their advice, but a location request always takes precedence over their recommendations.”

CANNON: “Although there are knowledgeable one-stop people, the operator who finds a one-stop that hands out good (Continued on page 61)

Seeburg Has Record First Quarter; ‘We Won’t Make A Film Unit,’ Says Coleman

CHICAGO—Seeburg Corporation stockholders in their annual meeting here last Wednesday (16) were informed that the company has emerged from a slim 1965 fiscal year to rack up an all-time first-quarter record for sales and earnings during the three months ended Jan. 31.

Seeburg President and Chairman Albert Coleman also announced, in response to a query from a stockholder during the meeting, that the company has no present plans to introduce a coin-operated sound-film machine of the type currently being sold in Europe, now manufactured and distributed in the U.S.

Bandied about in the ever-active industry rumor mill is word that Seeburg is planning its big four-juke box makers will soon announce entry into the cinema juke box field.

First quarter sales announced by Coleman hit $23,032,907, compared to $20,926,824 last year. Net earnings for the quarter was $988,288, compared to $939,338 last year. Net profit per share was 40 cents which, as

SEEBURG’S COLEMAN: “I have never been more optimistic.”

New MOA Insurance Plan

CHICAGO—The Music Operators of America has offered an improved life insurance program to its members. The new plan offers better rates and improved coverage for members and their employees desiring to take advantage of it.

The plan includes:

- Life insurance $5,000
- Additional payment for accidental death, up to 5,000
- Accidental dismemberment
- Life insurance for wife
- Life insurance for children (to age 18)
- Rates for employees (monthly)

Under 40  $3.50
40-49 5.50
50-59 8.00
60-69 16.00
70 and over

Insurance Terminates Employment with no dependents pay $1 less than the above rates. Workers are eligible for the insurance if they are under 60, work at least 40 weeks a year and are actively in work. They must be enrolled in the plan during a six-week period between March 15 and May 1 to qualify. The plan will not apply to all of his eligible employees if he has three or less, and at least 75 per cent of them if he has four or more.

(Continued on page 61)

EIGHT EXPERTS ON PROMOTION

The adjoining article assembles the views of authorities in the fields of record promotion and juke box operation.

Men are:

- Morris Diamond, national promotion director, Mercury Record Corp.
- Angie Bishop, Midwest promotion director, RCA Victor Records.
- Ted Kellerm, promotion manager, Columbia Records, Philadelphia
- William Goodin, Huddleston, Jr., operator and chairman of the Music Operators of America committee on Record Company Communication and Programming
- J. Cameron Gordon, president, The A. D. Palmer, advertising and promotion manager, the Wurlitzer Company
- Fred Pollak, vice-president, marketing, Rowe Manufacturing Co.
- Carl Kies, president, Record Music Service Assn., Inc., Chicago

WE’VE GOT YOU SURROUNDED. You don’t have a chance! (Continued on page 61)

All Right! Drop It, Hank!

Fliper Games Emerge Victors in Kentucky Legislative Battle

By PAUL ZAKARAS

FRANKFORT, Ky. — The commonly held belief in Kentucky that pinball gambling is a form of gambling wrong appears to be over. Following a series of lightning-like battles, claims and counter claims, State Senate Bill 104 was amended and passed.

Emerging victorious were 5-cent flipper games. By special amendment, exempting devices operated by “a single coin of 5 cents” and not offering more than 300 free reissues, flippers were exempted from a bill defining pinball games as gambling devices and illegal.

Big losers were bingo or in-line game machines outlawed under these specific points:

- Pinball machine requiring a federal gambling stamp.
- Multi-coin machines on which odds can be increased by adding tokens.
- Machines with metering devices that operate at a number of high numbers of free plays.

Disillusioned

Runner-up was Paul Hudleston, special assistant attorney general in charge of investigating pinball machines in Kentucky. Hudleston wanted to ban pinball machines. Five- cent flipper games, he said, were just as bad as the rest of them because of “their particular appeal to juveniles.” He also was frequently quoted as saying that “pinball gambling in Kentucky is a social business and dangerous business.” His boss, Gov. Ed- ward T. Breathitt, agreed. “Pinball gambling is dangerous and widespread in some areas of the State. Like any muggery it must be cut out at the roots.”

However, some of the sen- ators voting against the bill (passed by a score of 36-4) didn’t cut anything out at the roots.

This thing is just a phony,” opined Sen. Scott Miller (GOP, 36th District). “Why this amendment, six-sevenths of the machines in the State will be permissible. I don’t know who he (Governor Breathitt) thinks he’s kidding when he declares war on just one-seventh of them.” Miller ended his state- ment by saying the governor’s war “doesn’t amount to a hill of beans.”

Sen. Walter S. Reicher (GOP, 34th District) also voted no. “The issue isn’t gambling. It’s strictly political. An attempt to build up the governor’s image.”

Brewer

Sen. Martin J. Duffy Jr. (Democrat, 35th District) voted against the bill because “I felt it was inimical to the interests of the Falls City Brewing Co. of which I am director and vice- president.”

Events preceding the passage of the bill included:

- A determined last ditch stand against the bill by the Automatic Amusement Assocation of Louisville. The organiza- tion issued a statement saying that Governor Breathitt was un- able to pass a bill against pinball machines.
- A dramatic demonstration by Kentucky State police- man of how a pinball machine really works. State Trooper David Fulkis, with assistance from FBI

Despite the bill included:

- The official annual bill framers were excluded from the operation.
- They were outlawed cent flipper games.
- “This thing is just a phony,” opined Sen. Scott Miller (GOP, 36th District). “Why this amendment, six-sevenths of the machines in the State will be permissible. I don’t know who he (Governor Breathitt) thinks he’s kidding when he declares war on just one-seventh of them.” Miller ended his state-
New York Suit Seeks Ruling On Sales Tax

ALBANY, N. Y. — A suit filed on behalf of Batrich Enterprises, Lockport, seeks a declaratory judgment by the State Supreme Court on the current interpretation of a new State sales tax as related to coin machine operation.

The tax, passed last year, has been interpreted by State revenue officials as applying to the gross of coin machines and meeting the admissions clause of the law. This ruling has been contested by the New York Coin Machine Operators Association.

The Batrich suit is backed by the State association, according to President Millie McCarthy.

A hearing on the suit is scheduled for Feb. 23 to determine if there is a cause of action.

Trucano Gets S. D. Legislative Post

PIERRE, S. D. — The Music & Vending Association of South Dakota recently named John Trucano, operator from Deadwood, to the post of executive legislative secretary.

A member of the association board of directors and a director of the Music Operators of America, Trucano has been active for several years on the State and national trade association fronts.

One of Trucano’s first actions in the new post was to work with other association members for passage of an unfair trade cigarette bill by the State Legislature. The bill passed recently, and Trucano will make a report to the association on the new legislation at the group’s quarterly meeting in Sioux Falls, Feb. 27-28.

The unfair trade bill was also supported by the State’s cigarette wholesalers association and resembles a bill previously passed by the Nebraska Legislature.

Trucano is an experienced legislative worker.

Missourians Hear Insalata; Elect

LACE UP THE OZARKS, Mo. — The Metropolitan Automatic Merchandising Council of St. Louis in last week’s election officers and launch a State council organization for the Ozarks.

The group also heard National Automatic Merchandising Association affiliated State council director John Insalata expound on the importance of a State-merchandising business organization.

Officers are: Walter Mayer, Automatic Retailers of America, president; Peter Van Wie, St. Louis Vendors, vice-president; Robert Hageman, Midwest Vending, treasurer, and Frederick McCoy, Automatic secretary.

Illinois and Fla. Create Councils

CHICAGO — Under guidance from the National Automatic Merchandising Association, vendors in Illinois and Florida have organized NAMA-affiliated Automatic Merchandising Councils during recent weeks.

Elected president in Florida was Van Myers, Wometco Vending of Florida, Inc., Miami. Illinois have elected a temporary steering committee, chaired by Jack Cowell, CocaCola Coffee Service, Arlington Heights, Ill.

Jayhawk Judg Clearance Vendors

OLATHE, Kan. — Kansas City vendors Tudy Gulotta and Charles Bengberg, B. & G. Amusement Co., were absolved by District Judge Harold Riggs recently of fraud charges resulting from discovery of 41 packs of unstamped cigarette packs found in four of their machines. Riggs ruled that 41 packs among 1,630 did not constitute a nuisance, but he said the 41 packs must be confiscated.

Stuve Dist. Enters New Mexico

SANTA FE, N. M. — Stuve Distributing Co., Inc., of Colorado (Denver) has filed articles of incorporation to engage in the sale of coin-operated vending, amusement and music machines in New Mexico.

Jack Porter, Albuquerque, N. M., was listed as statutory agent for the corporation in the State.

Oakland Cigarette Firm Expanding

OAKLAND, Calif. — The Morgan Cigarette Service here has purchased the routes of the N.A.R. Vending Co. of Emeryville, Calif., formerly owned by the late Nick DeMello.

DeMello, who had operated the music and cigarette vending service for five years, died last year. His wife, Rose, operated the firm for a spell before selling to Morgan President Wayne Morgan.

Morgan Cigarette Service was founded 35 years ago by Frank Morgan. The company has been affiliated with 10 disk widesurfer phonographs and three-column cigarette machines. The older Morgan was active in the operation until just recently. He is 86.

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HUNGARY’S APPETITE WHETTED FOR U.S. AMUSEMENT GAMES

EDITOR’S NOTE: In the Jan. 1 issue of Billboard, our Budapestr correspondent—who prefers to remain nameless—reported the importation of U. S. foil pinball games into Hungary by an enterprising Austrian. Here is a follow-up report.

BUDAPEST—“Appetite comes with the eating,” says an old Hungarian proverb, and the truth of this is demonstrated in the acceptance of U. S. foil pinball games here. We previously reported the success of the new coin game machines, especially welcomed with American games owned by an Austrian saloonist and featured in the Inter-Commerce Hire Enterprise.

This initial success inspired Hire Enterprise to open, just a few days ago, two more arcades in thickly populated districts of Budapest. This brings the arcade total to three, in which is located a total of 44 used American foil pinball games, 25 manufactured by D. Gottlieb & Co.; 18 by Williams and one by Bally Manufacturing.

It is certain that these games had already paid for themselves in Austria and are now well on their way to make even more money.

Names of Games
Perhaps it would be interesting for our readers to know the names and production years of the 28 different models. The Gottlieb games are Atlas, 2-P (5/58); Amazing World, 2-P (7/57); Dancing Doll 1-P (4/59), Magic Circus (5/61); Foto Finish 1-P (1/61); Gondolier 2-P (8/58); Hi Diver 1-P (4/57); Kentucky 1-P (10/60); Line A Card 2-P (3/60); Melody Lane 2-P (9/60); Miss Annabelle 1-P (8/59); Rainbow 1-P (5/59); Rocket Ship 1-P (5/58); Spot A Card 1-P (9/60); Texan 4-P (1/60), and Whirlwind 2-P (2/58).

The Williams games are Dovet 1-P (6/60); Club House 1-P (10/59); Fiesta 2-P (12/59); Golden Bears 1-P (9/59); Goldie 1-P (10/60); Jungle 1-P (9/60); Nipper 1-P (3/59); Scorpion 2-P (5/60); and Strike 2-P (3/58).

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Bourgeois/Bourrews

THE NATIONAL COIN MACHINE DISTRIBUTORS' ASSOCIATION 30 North LaSalle Street, Chicago, Illinois 60602 Phone: 312 249-4097

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V. Landler Jenő u. 27. (Budapest, VII. kerület) Phone: 215-356

BELKERSKEDEMLI KÖZÖSSÉG VÁLLALAT

This AD appeared in a Budapest newspaper announcing the opening of these amusement arcades—"the first in operation in Hungary in several years. The copy reads: "We’re playing very well with American Games in the newly opened arcades." (These addresses are listed.) The name of the operating company at the bottom of the ad is "Intercommerce Hire Enterprise," a department of a government.

(1/58), and Twenty One 1-P (2/61).

The ball game is Miss America (2/58).

In one of the arcades a chocolate vendor and a cigarette vendor have been installed as well. One observes boys of 10 to 12 years of age playing foil pinball games while smoking cigarettes.

GAMES FOR BOYS
COLOGNE—The West German coin machine industry is now being expanded by the addition of machines to German boys’ and teenagers’ home arcades.

The machines are all Leop- bard table football and Leopolland games. Eighty machines will be presented to boys’ homes, 10 machines to the music and football fund, and an additional 10 to various children’s hospitals.

The donations are sponsored by the Committee of the German Coin Machine industry and trade, the over-all manufacturers, distributors and operators.

PARIS—Although American-made foil pinball games are not featured on Scopitone machines here since October, the CAMECA Company is still making no clear-cut assessment of their impact on the plate.-I

Since October the company has been busy making 10 copies a month, one of which is American-made. These include "Just Like Me" by the Condors, "The World on a String" by Jonny Jokes, "Sniff in the Sunshine" by Debbie Reynolds and "Put That Cat a Go-Go" by Stacy Adams.

What is certain is that Paris reactions to the ports differ considerably from our own.

Belgian Club
Meetings Show Off the Trade

BRUSSELS—The two main male social events in the capital of Belgium and the European Economic Community are the regular meetings of the Rotary Club and the Bourbe de l’Automatique and the trade clearing house.

Meetings of the Rotary Club are held the last Friday in each month, and they form the Rotarype Club Brussels section of conversa-

hun and the display of new equipment.

The Brussels is unique not only because of its format but because of the blue-ribbon attendance it attracts.

Games officials, deputies of the National Assembly and members of the city council—all are represented at almost every session.

The monthly get-togethers are sponsored by the Belgian trade association, which helps promote the Belgian games. The members are invited to see and play the various machines and to test them.

Game show to be held this week by the Brabo Corporation, the only Belgian manufacturer of pinball games.

The Wurtizer showing was one of the most complete held in Belgium in the last year.

The Rock-Ola presentation was on a similar scale, arranged by the Belgian Rock-Ola distributor.

Government officials and legis- lators like to attend the Bourbe, they say, because it pro-
vides them with information about the coin machine trade and its problems. This is important for Belgium, through the port of Antwerp, is one of the world’s big-
gest coin machine importing countries. Legislation and its enforcement involves not only domestic operators and distributors but the big export-import industry based in Brussels and Antwerp.

The Bourbe reflects the fact, too, that almost all of the Continental trade organizations, the U.B.A., the U.F.C., the little Brussels U.B.A. and the Le College Anglais), there is some evidence now of a switch to comedy (Hiro Salvador-dor and Fernand Reynaud have both enjoyed huge success).

The Condors “Just Like Me” was played here by Guy Marchand, “Men Main Soft Tues Hanches” and “La Nuit”, by the Casinos “Lilac” and “Lagura” by Marcel Amont.

Flipper Games Emerge Victors

Agent Robert Miller, fed coins into a machine, causing lights to flash and sounds to come from a speaker, which produced a 40-second film. Philip Walsen of the Brussels Times said: "This is a new machine, which has been on the market for the past week and has already been seen by about 7,000 of the workers and cost as much as $2,500." A Testimony against pinball machines was made by a representative of the Department of the Interior. Charles Dowling, vice-president of the American Coin League in Bowling Green, Ky., told reporters that the idea of the coin machines was to be made available to all which would be used at the fair in a campaign to reduce crime and save health and money.

Big favorites here at the moment is the French Pinball, made by Guy Marchand, "Men Main Soft Tues Hanches" and "La Nuit", by the Casinos "Lilac" and "Lagura" by Marcel Amont.

Our Goals for this Year!
To all manufacturers, distributors and importers from the members of NCMA:

Now that we have entered 1966, NCMAA pledges to perform and support all possible activity to improve our industry’s public image, as well as to promote its products in broader and re-

Our Slifer's Executive Director

Executive Director

THE NATIONAL COIN MACHINE DISTRIBUTORS' ASSOCIATION

Our 18th Year
30 North LaSalle Street, Chicago, Illinois 60602 Phone: 312-249-4097

February 26, 1966, BILLBOARD

60

FLIPPER GAMES

EMERGE VICTORS

Continued from page 58

... and a House committ-

tee reported the bill shortly after the Senate passed it. It is in line, according to informed political sources, for passage this week. When the bill does get the govern-

or’s signature it will create a situation similar to the one re-


duced by two Chicago manufact-

ers, the Rock-Ola and the "To-


ging to get Kentucky courts to
differentiate between flipper-

type and in-line pinball games.

The court action was begun after Rock-Ola submitted a number of machines, both flipper and in-line, in Bowling Green.

Due to the increasing demand and the success of the Electric Scoreboard, MARVEL MANUFACTURING CO., 126 W. Division, Chicago, Ill. phone 22-2342, announces the addition of the Electric Scoreboard for Shuffleboard.

The Electric Scoreboard comes in two basic units: 1. player or 2. players, single pole, pusher, score 16-21, 8-16, all types, pusher, 2. player, dual pole, pusher, score 16-21, 8-16, all types, pusher, 3. player, dual pole, pusher, score 32-41, 16-32, 8-32, pusher, 4. player, dual pole, pusher, score 32-41, 16-32, 8-32, pusher, 5. player, dual pole, pusher, score 48-64, 16-48, 8-48, pusher, 6. player, dual pole, pusher, score 48-64, 16-48, 8-48, pusher.

IMMEDIATE DELIVERY . . . $169.50

TERMS: Yr. Dep., B.O. C.O.D. or S.O.

MARVEL MANUFACTURING CO.
126 W. Division, Chicago 7, Ill.

Return to Billboard Home Page
An Industry Dialogue on Record Promotion

A Continued from page 58

advice he thought would be of help to the music business. PALMER: "The one-stop concept has to be good because the operation of one-stop is a pure and simple way that many one-stops do not have in their line of work but should have." KELLEM: "I work closely with the local one-stop people because I observe a high percentag of operators taking their advice. There is a one-stop employ in this town that has a wealth of knowledge about the trends. I inform him about a record that is happening and he passes the word on to the operators. The confident base their promotions on what he says, because he has proven to be a true rock and roll expert.

Abdication of Role

The two-edged one-stop concept is a fantastic medium for the operator's music savvy, the servers agreed. Much of the effort put into one-stops has been lost.

CANNON: "One unfortunate result of the one-stop concept is the abdication of programming. There is a dull sameness. People are too much concerned with their own operation and not with the role of an important force. If they do not sell their equipment as a music specialist, he is merely functioning as a machine service-ician."

POLLAK: "The operator must be the man who watches the trade charts, not so much to see what is in the top 10 but to catch trends and what is moving up. He should be programming 12 weeks in advance."

Stetson Death Alters the CMM Board

OAKLAND, Calif.—The veteran distributor Ben Stetson, 69, of the Stetson Automatic Music & Vending Co., here for more than 30 years, died recently after a month's illness. Stetson was one of the most active members of the industry, and had long been a director of the California Music Merchants Association.

For many years the company has been under the direction of his eldest son, but it is expected the company will be sold soon.

The death of Stetson should not affect the remaining retired of G. Sills have brought about two changes in the company. One of the board of directors of the CMA, Russ Catan- noy, owner of Onto Bros., Inc., has been elected to membership on the board, and Joseph Sills replaces his father, except that the elder Sills is still around and has been given the honorary title of "chairman emeritus," after serving several years as board chairman.

Say You Saw It in Billboard

February 26, 1966, BILLBOARD

PALMER: "The juke box record is selected by a paying customer, not at the discretion of a deejay."

GORDON: "The juke box play is worth more than the radio play because the patron pays."

CANNON: "The patron pays his dime and we know its im- portant to him. In his mind it belongs to him."

KELLEM: "I value a play on a juke box just as much as an air play. It's just as important."

Breakouts

Differences of opinion showed up when discussion turned to the potential of the juke box in maki- ing artists:

KIES: "I can remember the juke box breaking singers 12 years ago."

KELLEM: "One of our artists, Ray Merriweather, a jazz man, is being helped greatly by juke box play. And I recall that Jimmy Ruffin's record 'Every Morning' was started here in Philadelphia by juke box play."

BLOOM: "I can recall no juke box breakouts."

Play Meter

What about using the juke box play meter as a popularity barometer? The men had to say:

KIES: "The play meter is not as important as gauging a record's popularity as the number of copies sold."

PALMER: "The jukebox record can tell the promotion man a lot about the popularity of a record."

GORDON: "Today the popularity meter on the jukebox is the greatest record barometer. We have 150 test boxes around here and we can gauge the poten- tial of product."

What to Do

All concerned said that commu- nication and cooperation be- tween the promotion man and the operator could be improved in the following way:

BLOOM: "There is a lack of an established pattern of com- munication between record men and operators. This has led to apathy among promotion men as far as the operator is con- cerned. I think there is signs of improvement, such as the Music Operators of America communication room in N.Y. headed by Bill Cannon. At con- veniences, record men and persons concerned with juke box programming should get really acquainted at the first."

DIAMOND: "I assure you, if my men were to find an op- erator responsive to trends, they would stop by and make that operator aware of what's happen- ing. It would be well worth our while."

POLLAK: "We have some definite ways to use the juke box to merchandise music. We cannot make them public now, but we will announce a promotional program to the in- dustry this year."

CANNON: "I would recommend to promotion men that they stop by and tout operators who are interested in good pro- gramming. If this proves too expensive, I suggest that they mail out samples to operators on a very selective basis. I suggest, however, that record peo- ple check in some way to see if the operator is giving the new release proper consideration. I'm not suggesting that they give out samples wholesale to operators. That would be a waste of money.

Flippers

Now available in quantity. After a amount that has been turned in full production of the hottest kiddie ride on the market! We have completed our second and we now turn over stock as fast as we can make it.

Specifications:
- National Coin Box
- Height: 59"
- Length: 19"
- Depth: 28"
- Color: Candy apple red, blue, silver saddle, white, body, na- tional green glass eye and white teeth.
- Available: For inventory.

Price: $695.00

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FLEXIBLE PACKAGE OF SUCCESS-PROVEN RECORDS...
Locations can deliver any tune the Juke Set asks for—the tunes they pay for! All the BIG STARS—the top pop and standards. The swingin’—singing' tunes they dance and listen to...played by the incomparable BANDSTAND with the beat—the swing—the sound! GET ON THE BANDSTAND...the trouble-free phonograph! The only service call you make is to take the money! No wonder the BIG CHANGE is to ROWE!
CONTACT YOUR ROWE DISTRIBUTOR FOR FULL DETAILS

Rowe MANUFACTURING, TROY HILLS ROAD, WHIPPANY, NEW JERSEY
Sees Boom in Arcades

LOS ANGELES—Operators interested in supplementing their income should look into the fast-improving Los Angeles arcade market, according to Henry Tronick, representative of the C. A. Robinson Co., here.

Tronick feels operators who limit themselves strictly to the tavern trade are missing a bet to increase their revenue. With a minimum output of time, he says, a coin machine operator can safely increase his business in the arcade market.

The rapid expansion of family billiard halls and slot-car racing establishments in the Los Angeles area will give coin operators the opportunity to enlarge their routes and increase business, according to Tronick. Combine the "new" arcade business with the vintage arcade market and the operator has several fresh avenues of profit to explore, he says.

Face-Billing

Face-lifting of the arcade business here is a healthy sign, Tronick says.

"Southern California is arcade-minded," Tronick reports. "Shopping centers, markets, family-type billiard halls and slot-car racing locations all have coin machines. The machines not only draw shoppers but also supplement the location's income."

"The arcade business now has a fresh image, a clean image. Arcades are profitable business, but only if the operator is willing to pursue the market." The C. A. Robinson Co., by working with the arcade-minded operator, now shows 5 per cent of its gross income coming from the arcade market, a steady gain over last year," Tronick estimates there are 2,000 to 3,000 arcade locations in the Southern California area. The image of arcades being only in or near ancient beach communities is fading, according to Tronick. "Now," he says, "you can find arcades in the better communities operating under a different title. But they are arcades.

"Arcade operators are going for new equipment, realizing better machines mean less service time and little expense. Operators, the smart ones, are abandoning the old arcade principle of using cheap equipment for a quick profit," he observes.

Hold Schools

At Empire Coin Branch Outlets


The branch managers, respectively, of these offices are Jim Frye, Dick Flaherty and Bob Rondot. Each extended invitations to all area operators to take advantage of the training on the Rock-Ola full line of music equipment.

Fishing Distributing Sales Manager Jack Burns accompanied Findlay on the training tour.

Country Club or Campus?

LOS ANGELES—Doyle McClurg, an operator in Santa Barbara, Calif., has a lucrative coin machine market but an unusual problem—he is caught between college students and senior citizens.

McClurg benefits by having coin and vending machines on the heavily populated University of California at Santa Barbara campus, but efforts to increase his profits and improve the popularity of coin machines among the "over 60" and retired set who make up a large percentage of area residents, has been unprofitable and unsuccessful.

After making several attempts at "reaching" senior citizens in an area regarded as a retirement haven, McClurg is convinced retired people are not coin machine fans.

Because there is only light industry in Santa Barbara, McClurg says, and because of the large amount of residences, he made several pitches at the wealthy retired folks on their own grounds—the country club.

"I figure," the operator says, "that the wealthy will not travel to my locations to hear the juke box, to play pool or shuffleboard. So I put machines and pool tables in the country club." McClurg says he gave the coin machines a good test in the club but the machines did not generate business, "and I pulled them out after several months."

What McClurg did learn, however, is background music among the senior citizen set is accepted. When he pulled his machines out of the club he installed background music. "They seem to enjoy the background music," McClurg says, "because it's not too loud."

"I tried installing machines in the country club on several occasions but ended up with the same result. Retired people with money spend their leisure moments playing golf and tennis, sailing and playing cards, not listening to the juke box or playing pool. "Now I just concentrate on the college crowd," said McClurg, "I know they dig the juke box."
Coin Machine Service Co.

Making Billiard Supplies

By BRUCE WEBER

LOS ANGELES—The Coin Machine Service Co., San Francisco, has begun to manufacture billiard equipment.

Dave Miller, president of the two-year-old company, said, "limited amounts of billiard accessories will be made available on a local and on a national basis, beginning in June." He added, "Details on national distribution, however, remain to be worked out, Miller said. But the Coin Machine billiard products will be available immediately to the Los Angeles market. Miller declined to reveal prices for the products—e.g., racks and triangles—but said that prices on the new equipment not only will be competitive but in some cases reduced."

Miller announced Coin Machine Service will manufacture other billiard equipment in the future if the initial production experiment proves successful. He also was discussing widening the possibility of manufacturing "some" coin machine items, but refused to reveal his company's future steps in the coin machine field.

Inflation

The inflated prices of billiard equipment, Miller said, prompted Coin Machine Service Company to enter the competitive field. He said his company is looking for ways to reduce prices and still maintain quality merchandise, not to become a manufacturing giant of billiard or coin machine products.

"The price increase in billiard accessories is alarming," Miller said, in explaining the reason for entering the manufacturing field. "We're searching for quality control. Lower the price of the merchandise to the distributor and the operator, at least by one third, and maintain a solid quality level."

"If we can find a way to cut prices to the operator, and we feel we can, there are several other avenues we will explore in the manufacturing market. We are willing to make less profit than national billiard manufacturing companies and prove their profit margin is too high for the industry."

Narrow Profit

Miller feels local distribution will be accomplished without any headaches, excepting a few "bugs" that accompanies any new venture. Distribution on a national level, however, presents other problems. "Simply put, Miller said, "the problem is if we can distribute on a national basis and still make a narrow profit. We think we can."

Distributors and operators, according to Miller, on both a local and national level have voiced favorable comment to the entry of Coin Machine Service into the manufacturing field. Although his equipment is not yet on the market, Miller is confident it will be accepted. Already company executives are looking into potential future expansion markets, Miller said.

Executives of the Coin Machine Service Company include Miller; David Solish, vice-president; Al Hellman, vice-president-treasurer, and Al Miller, secretary. The company's factory facilities are in Los Angeles.

Seeburg Chalks Record Quarter

Continued from page 58

Coleman put it, "is more than we earned during all of last year."

Seeburg's major 1965 fiscal problems arose during the last nine months due, Coleman said, to "mergering expenses connected with construction of the new principal plant in Chicago and the accompanying startup costs and production delays."

He assured stockholders that such "are now at an end."

Behind Schedule

"The new plant is turning out Seeburg products with the efficiency and quantity for which it was planned," he said. "I have never been more optimistic for the future of the company."

Coleman explained the stockholders that during the seven years since he became chairman of Seeburg its sales have climbed from $1 million to $100 million annually.

The new Seeburg plant, located in the Chicago area's northwest industrial district, was completed, according to Coleman, three months behind schedule. Extraordinary expenses incurred in making the move into the massive facility were reportedly about $2 million.

Economies

With the move completed, Coleman said, large economies are being effected through consolidation of six manufacturing facilities in the new plant. Saving in shipping costs alone will now approach $600,000 annually, he said.

Coleman said that additional economies have been realized through the severance of 271 employees over the past several months.

Responding to a stockholder query about the company's $600,000 inventory write-off during 1965, Coleman said, "Nothing in inventory now will require additional write-off to."  

While declining to disclose the company's assessment of the cinema-juke box as an entertainment concept, Coleman formed an inquisitive stockholder that Seeburg examined both the juke box projects for Scopitone and Cinebox, before deciding to remain out of the field for the present.

February 26, 1966, BILLBOARD

DISCOTHEQUE RECORDS

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

HOT 100

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TYPE OF SERVICE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td>MY LOVE</td>
<td>Frog</td>
<td>Petula Clark</td>
<td>Warner Bros. 5094</td>
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<tr>
<td>BARBRA ANN</td>
<td>Shop</td>
<td>Beach Boys</td>
<td>Capitol 5661</td>
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<tr>
<td>DON'T MESS WITH BILL</td>
<td>Shop</td>
<td>Manhattan</td>
<td>Tamla 54216</td>
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<tr>
<td>MY WORLD IS EMPTY</td>
<td>Shop</td>
<td>Supremes</td>
<td>Motown 1089</td>
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<tr>
<td>JENNY TAKE A RIDE</td>
<td>Shop</td>
<td>Mickey &amp; The New Voice of 806</td>
<td>Decca 2388</td>
</tr>
<tr>
<td>GOING TO A GO-SO</td>
<td>Shop</td>
<td>The McCoys</td>
<td>Mgm 12721</td>
</tr>
<tr>
<td>LIGHTIN SHIMMIES</td>
<td>Shop</td>
<td>Brion &amp; The All Stars</td>
<td>Mgm 12721</td>
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<tr>
<td>CLEO'S MOOD</td>
<td>Shop</td>
<td>Len Barry</td>
<td>Decca 3189</td>
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<tr>
<td>LIKE A BABY</td>
<td>Shop</td>
<td>Dave Clark Five</td>
<td>Epic 9682</td>
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<tr>
<td>WORKING MY WAY BACK TO YOU</td>
<td>Shop</td>
<td>Supremes</td>
<td>Tower 192</td>
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<tr>
<td>UP TIGHT</td>
<td>Shop</td>
<td>Stevie Wonder</td>
<td>Phillips 41050</td>
</tr>
<tr>
<td>THESE BOOTS ARE MADE FOR WALKIN'</td>
<td>Shop</td>
<td>Nancy Sinatra</td>
<td>Epic 4382</td>
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<tr>
<td>A HARD DAY'S NIGHT</td>
<td>Shop</td>
<td>Ramsey Lewis Trio</td>
<td>Cadet 525</td>
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SPOTLIGHTS

SHAKE HANDS

<table>
<thead>
<tr>
<th>Hand</th>
<th>Masked</th>
<th>New Tacts</th>
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<tr>
<td>UP AND DOWN</td>
<td>Shop</td>
<td>The McCoys</td>
<td>Bang 51</td>
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<td>DEDICATION SONG</td>
<td>Shop</td>
<td>Freedy Cannon</td>
<td>Warner Bros. 5953</td>
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<td>53K-5769</td>
<td>Shop</td>
<td>Wilson Pickett</td>
<td>Atlantic 2320</td>
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<tr>
<td>DON'T FORGET ABOUT ME</td>
<td>Shop</td>
<td>Barbara Lewis</td>
<td>Atlantic 2316</td>
</tr>
</tbody>
</table>
A SNOW JOB FOR GAME OP

NEWARK, N. J.—Several days ago, Johnny Bibita shipped a game to Abe Carpenter, Oswego, N. Y., operator. The game went out by truck in the face of upstate New York's worst blizzard in decades, with a record 100 inches of snow reported at Oswego. Carpenter is still waiting for the game, which he feels will arrive as soon as Oswego digs itself out. The game—it's the Gottlieb Ice Show.

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11

SAN FRANCISCO

Albert Hayden and his son Larry have moved their Conley, Inc., operators' firm to much larger quarters at 715 46th Avenue, Oakland, right near the new ball park, currently under construction. The new location not only has about three times the space—from 2,750 to 8,000 square feet—but there is also plenty of room for parking.

The firm is now selling all types of coin-operated equipment, including both amusement devices, vending machines and phonographs. The larger showrooms permit a more complete exhibit, and thus better sales to location owners. The elder Hayden has had a big expansion in the demand for pool tables, and he has installed more of these.

The company enlargement also has called for more personnel—an expanded staff in the shop and a sales staff grown to four men from three. Son Larry handles the sales end; Al does the programming for the locations, and is responsible for other internal chores.

The Hayden family itself has also been recently expanded. Al's first grandchild was born to Larry's wife in January, not quite soon enough to give his father an income tax break for 1965. Nonetheless, no one is complaining about the beautiful granddaughter.

SAY YOU SAW IT IN

Say You Saw It in

February 26, 1966, BILLBOARD
Immediately, operators began to reap the rewards of Rock-Ola simplicity. Power plants, batteries, wires and contacts were eliminated. Non-tilt devices, visible coin chutes and giant cashboxes ushered in new levels of profit.

When Rock-Ola entered the phonograph field in 1935, industry expected something special... they weren't disappointed. The Multi-Selector mechanical changer introduced that year set a new standard of perfection. This service-free changer was controlled by a single cam, worm driven by a V-belt. So simple that there was nothing to go wrong... nothing to service.

Mystic Music came from Rock-Ola in 1940. Music by telephone. Patrons could talk to disc jockeys and order music from 500 selections.

Later the same year, Rock-Ola introduced Spectravox tone columns. This innovation brought a new sensation to music entertainment by radiating sound throughout the room.

Ingenuity was working at Rock-Ola... an electrical selection system came in 1946... the 50 selection Rocket was introduced in 1951. In 1953, the still world famous Rock-Ola revolving record magazine boosted selections to 120. In 1957, a 200 selection phonograph was announced for the first time.

The outstanding revolving record magazine is an industry landmark... constantly improved through the years, it is today highly regarded for its high performance and dependability.

In 1961 an exclusive mechanical selector was coupled with the revolving record magazine to offer the fastest selection-to-play cycle in the industry to give peak performance without service problems.

Rock-Ola’s famous Mech-O-Matic Intermix was introduced in 1961. This completely automatic mechanical changer intermixes 33⅓ and 45 RPM records, LP albums, stereo or monaural, in any sequence. There are no wires, switches or electronic aids for motor speed or spindle size changes... nothing to go wrong.

For more than 30 years, a policy of planned simplicity and engineering excellence at Rock-Ola has produced high performance phonographs that are easy to maintain and profitable to operate... the result is today’s Grand Prix II, Starlet and Princess Royal phonographs. As we said before... it’s a system that is hard to beat.

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue - Chicago, Ill. 60651

You Can’t Beat The System

David C. Rockola has always believed in building things simple... that’s so they would be easy to service if they ever needed it. He’s been thinking like that since the early ’20’s. It’s a system that’s hard to beat.

It came as a surprise to no one, then, that the first scale mechanism to come out of his new plant in 1937 was a masterpiece of simplicity... a symphony of engineering perfection.

The mechanism was smaller, required no service and had a fool-proof, no-tamper coin chute. To date, no one has ever beat this system. Some of the first products made in the ’20’s are still giving trouble-free profit to operators today.

As time passed, Rock-Ola moved into coin operated games with successes like World Series and Jigsaw. The policy of operator convenience and mechanical simplicity continued with the same outstanding results.

GRAND PRIX I
Model 429

STARLET
Model 426

ROCK-OLA

30

music products for profit for 30 years
**ALBUM REVIEWS**

**SPOTLIGHT PICK**

**POP SPOTLIGHT**

**THE MOVIE SONG ALBUM**

Toni Bennett. Columbia CL 2472 (M); CS 9722 (S)

Outstanding movie songs are given an exemplary presentation on this list of highlights from the best-selling soundtracks of all time. The presentation is professional and the selection of songs is varied. The result is a gem of a LP that is sure to please lovers of music from the silver screen.

**SPOTLIGHT PICK**

**POP SPOTLIGHT**

**I HEAR A SYMPHONY**

The Supremes. Motown MISP 643 (M); SLP 643 (S)

The top female trio returns with another recording LP, this time featuring songwriters and producers of the Motown era. The result is a musical journey that is sure to delight fans of the Supremes.

**SPOTLIGHT PICK**

**POP SPOTLIGHT**

**CRYING TIME**

Roy Charles. ABC-PARAMOUNT ARC 544 (M); ABCS 544 (S)

Currently riding high on the Billboard Chart with "Baby" and "Crying Time," the hit singles come from this LP. The result is a musical masterpiece that is sure to delight fans of the 1970s pop scene.

**COUNTRY SPOTLIGHT**

**MEAN AS HELL**

Johnny Cash. Columbia CL 7246 (M); CS 9724 (S)

This is an album of classic songs from the early 1960s, with none of the clutter of the later Cash albums. The result is a musical journey that is sure to delight fans of the early Cash style.

**COUNTRY SPOTLIGHT**

**BLUE MOON OF KENTUCKY**

George Jones & Melba Montgomery. United Artists UA 6477 (M); UAS 6477 (S)

This album features George Jones and Melba Montgomery, two of the greats of country music. The result is a musical journey that is sure to delight fans of the 1960s country scene.

**GOSPEL SPOTLIGHT**

**MARIASIA**

Mariasia. Jacksonville Columbia CL 2482 (M); CS 9295 (M)

A new recording side of the tremendous talent, Mariasia. This album features the best of her old hits, but creates a multitude of new ones. The result is a musical journey that is sure to delight fans of the 1970s gospel scene.

**JAZZ SPOTLIGHT**

**BILL EVANS TRIO WITH SYMPHONY ORCHESTRA**

John Russell. Verve V 8464 (M); VS 8464 (S)

The noted jazz pianist explores the classical landscape of Bach, Chopin, and Strauss with satisfying results for both jazz and classical audiences. The result is a musical journey that is sure to delight fans of the 1960s jazz scene.

**CLASSICAL SPOTLIGHT**

**THE GREAT TCHERKASSKY SYMPHONIES FOUR, FIVE & SIX**

Philadelphia Orch. (Omnid-aly) Columbia DL 377 (M); DL 277 (S)

The four popular symphonies of this man are a true inspiration at the hands of an orchestra under the direction of Sir Thomas Beecham. The result is a musical journey that is sure to delight fans of the 1960s classical scene.

**SPOTLIGHT PICK**

**POP SPOTLIGHT**

**HERE COME THE FIREBALLS**

Sue & Dick. RCA Victor RP 2110 (M); RSLP 2110 (S)

A new recording side of the popular duo, Sue & Dick. The result is a musical journey that is sure to delight fans of the 1960s pop scene.

**POP SPOTLIGHT**

**GOT MY Mojo Working**

Johnny Smith. Verve V 8441 (M); VS 8441 (S)

A recording that features the best of the year, this album is sure to delight fans of the 1970s jazz scene.

**POP SPOTLIGHT**

**IF YOU CAN BELIEVE YOUR EYES AND EARS**

Mike's and the Papas. Dun-kill 5 9005 (M); CS 9005 (S)

With their "California Dreamin'" rapidly becoming the theme song of the year, this album is sure to delight fans of the 1960s pop scene.

**POP SPOTLIGHT**

**CADE Spotlight**

**KITTIE WELLS SINGS SONGS MADE FAMOUS BY JIM REEVES**

Dunhill DL 74741 (M); DL 74741 (S)

Queen of country music has another pack of great songs, country and westerns, that are guaranteed to be a delight to fans of the 1960s country scene.

**CLASSICAL SPOTLIGHT**

**HAYDN: JERUSALEM SYMPHONY/ CLOCK SYMPHONY**

Philadelphia Orch. (Omnid-aly) Columbia DL 373 (M); DL 273 (S)

The two popular symphonies are a true inspiration at the hands of an orchestra under the direction of Sir Thomas Beecham. The result is a musical journey that is sure to delight fans of the 1960s classical scene.

**JAZZ SPOTLIGHT**

**RYTHMA & BLUES SPOTLIGHT**

Soulful. BLP 5170 (M); BL P 5170 (S)

Sugar & Spice and Everything Nice. The result is a musical journey that is sure to delight fans of the 1970s soul scene.