Strike Cripples N.Y. Disk Sales

By CLAUDE HALL

NEW YORK—Record dealers and department store reports are sharp reduction of sales in the last weeks—as much as 75 per cent in some cases—as the nation's No. 1 record market suffered from a transit strike. New York was struck by the Transport Workers Union and Amalgamated Transit Union—halting both subways and bus transportation New Year's Day. Jerome Magid, general manager and vice-president of the Record Hunter, said, "I'm just about ready to say 'help' in a very loud voice. Sales are one-third our normal business. Only the mail-order operation we have has kept up . . . kept us from going. From our signs, we would

RCA Conclave In Mexico City

MEXICO CITY — RCA Victor's Latin American licensees and subsidiaries from 11 countries—plus label representatives from the U.S., Canada, France, Germany and others—gatheted here Sunday (9) evening for a five-day convention at the Maria Isabel Hotel.

The purpose of the meeting (Continued on page 10)

5 R&B Broadcasters Talk It Up for Jobs

By CLAUDE HALL

NEW YORK—Five of the nation's outstanding R&B air personalities this week called upon disk jockeys to help them in the current "Things Are Changing" radio-TV campaign. The campaign is aimed at convincing minority groups that there are equal opportunities today for jobs . . . to persuade people it's necessary to refrain for tomorrow's jobs.

The R&B personalities—men not only prominent in their own communities, but powerful figures for influencing sales of R&B as well as Hot 100—include: (Rocky G) Grose, program director of WRL, New York; Rudy Rannels, music director of WFL, Washington; John Richbourough of WLAC, Nashville; Ed Wright of WABQ, Cleveland, and president of the National Association of Radio Announcers; and E. Rodney Jones, program director of WYGR, Chicago.

"The Things Are Changing" campaign was launched recently by The Advertising Council and PLAN for Progress, a private organization formed by 316 of America's major corporations.

Lib. Spells Out Cartridge Move

By ELIOT TIEGEL

HOLLYWOOD—Liberty Records will formally unveil its tape cartridge products through its own distribution within 90 days. The company is calling the new product tape/records rather than cartridges, in compliance with a recent RIAA suggestion that the merchandise be labeled "tunely" reports Ron Bledsoe, general manager of the tape records division.

Product will be made available in both four and eight-track continuous-loop cartridges from Liberty, Imperial, Dolton, World Pacific and Pacific Jazz catalogs.

Bledsoe will shortly conclude (Continued on page 10)

NARM Parley Goal: One-Industry Image

By PAUL ACKERMAN

NEW YORK—NARM's annual convention at the Fontainebleau Hotel, Miami Beach, March 6-10, will undoubtedly prove to be the most important event in the history of the trade organization. The occasion, according to present indications, will draw an unprecedented attendance, and its business session will reflect the association's enlarged scope, namely the entire area of record wholesaling. Jules Malamud, NARM executive director, is now firming up final convention details around the general theme of "Planning For Profits."

In addition to NARM's annual convention, the association now includes 36 distributors. (Continued on page 10)
THE SONGS ARE GREEK
THE ALBUM IS GREAT
LPM/LSP-3415

AN EVENING WITH
BELAFONTE/MOUSKOURI

RCA VICTOR

The most trusted name in sound.
Army Drops Bomb in "Protests"  
By OMER ANDERSON

BONN—U.S. and German military authorities are protesting the sale of records which they feel is "misleading to military morale."

The record industry reports that the sale in Germany is on the rise, which the military feels is on the thin ice of censorship in attempting to put the army into shape and ready to play.

In the case of the U.S. military, the threat is made public only by the music of the war in Vietnam. The U.S. military authorities have cracked down on the disks, banning them from sale in the U.S. military post exchanges throughout Europe, and from exposure on U.S. military radio stations (the Armed Forces Network or AFN).

Since the so-called "protest" themes cover a wide area, disk representations range from the military, writingly or unwittingly, censoring a substantial segment of the folk music market. The industry reports that it will not help promote music undermining military morale, and that these expenses of U.S. and AFN are operated by the Defense Department to morale and not as the soldiers' inalienable right.

The controversy has already attracted a number of protests from civilians. The U.S. Seventh Army in Germany is nuclear-stained, and has the Army and U.S. military forces in Europe guard the most sensitive information in the world, including the stock for the North Atlantic Treaty Organization.

An Army spokesman commented, "It is absurd to expect that we should encourage a situation whereby U.S. soldiers handle nuclear weapons as part of their military duties, then spend their off-duty time listening to music telling them nuclear weapons are wicked things to do in Europe."

The anti-Vietnam war musical movement in the U.S. military is seen as an attempt by the young people of the country to get into the Vietnamese war. It threatens to hamper efforts to encourage the boys to take the draft or transfer to duty in Vietnam. The applications also add important positive indication of military morale.

West Germany's defense military has somewhat the reverse complaints about the song. "I Had a Comrade," which since World War II has been used as both a recruiting song and as the anthem for the Armed Forces.

The application was made by the important position of an oboe, the man who makes sure the disk shops are too high on such music, which has to be imported from the U.S.

The controversy has already attracted a number of protests from civilians. The U.S. Seventh Army in Germany is nuclear-stained, and has the Army and U.S. military forces in Europe guard the most sensitive information in the world, including the stock for the North Atlantic Treaty Organization.

An Army spokesman commented, "It is absurd to expect that we should encourage a situation whereby U.S. soldiers handle nuclear weapons as part of their military duties, then spend their off-duty time listening to music telling them nuclear weapons are wicked things to do in Europe."

The anti-Vietnam war musical movement in the U.S. military is seen as an attempt by the young people of the country to get into the Vietnamese war. It threatens to hamper efforts to encourage the boys to take the draft or transfer to duty in Vietnam. The applications also add important positive indication of military morale.

West Germany's defense military has somewhat the reverse complaints about the song. "I Had a Comrade," which since World War II has been used as both a recruiting song and as the anthem for the Armed Forces.

The application was made by the important position of an oboe, the man who makes sure the disk shops are too high on such music, which has to be imported from the U.S.

An Army spokesman commented, "It is absurd to expect that we should encourage a situation whereby U.S. soldiers handle nuclear weapons as part of their military duties, then spend their off-duty time listening to music telling them nuclear weapons are wicked things to do in Europe."

The anti-Vietnam war musical movement in the U.S. military is seen as an attempt by the young people of the country to get into the Vietnamese war. It threatens to hamper efforts to encourage the boys to take the draft or transfer to duty in Vietnam. The applications also add important positive indication of military morale.

West Germany's defense military has somewhat the reverse complaints about the song. "I Had a Comrade," which since World War II has been used as both a recruiting song and as the anthem for the Armed Forces.

The application was made by the important position of an oboe, the man who makes sure the disk shops are too high on such music, which has to be imported from the U.S.
GAC Sets Up Office For Country Artists

NEW YORK—General Artists Corps, one of the nation's largest booking agencies, has established an office here to handle country music artists for personal appearances. Jim Halley, who is country music talent agent, personal manager and general representative for GAC, will be in charge of the new department with headquarters at 1660 Broadway, New York City, office. The appointment was announced by Buddy Holland, president of GAC.

Halley, a former director of the Country Music Association, has represented a number of top country music artists, including Hank Thompson, Wanda Jackson, Roy Clark and Mary Taylor, who will now be represented by GAC. Jim Whisenhunt, vice president of GAC, will also look after the country artists.

WB-Represents Shows Produced

HOLLYWOOD—Walters-Represents, which represented the A&M Records catalog in the West in 1964, has been invited in key cities throughout the U.S. last week by a touring representative to meet with local A&M reps and arrange for the meetings running through Wednesday, according to Mike Nasatir, vice president of A&M Records. Nasatir was on hand in New York, Boston, Washington, Philadelphia, Atlanta, Miami, Los Angeles, San Francisco, Seattle, Portland, St. Louis, Los Angeles and San Diego, and the same session was also held for the Comop Co. in Montreal.

Valco-Linck in 'Strings' Field

CLIFTON, N.J.—The Valco-Linck Corp., long established in the needle and record accessory field, has entered the musical instrument string and accessories market. By use of merchandising display racks, it is making available via disk dealers a complete set of strings for the guitar, banjo, bass, ukulele, in addition to picks, pitch pipes and instrument-making circulars.

Can-Am Moves Offices

New York—Can-Am—Canadian-American Records has closed its New York City office and now handles all its operations out of its home office here, label president Leonard Zimmer said Thursday (6). He said he was moving with a major label to handle distribution.

MGM Distributors

get citations at conclaves

BEVERLY HILLS—Four plant officials of MGM distributors for outstanding performances were honored at the convention last week. Babe Watson of Mainline in San Francisco was named national manager of the year on the Verve line; Dave Seidman, manager of the company's New York office, was named national manager of the year for the largest sales on The Best of the Everly Brothers; Eddie Rosenblatt of Mainline in Cincinnati, for the best sales on "Greetings From the Sunshine Side of the World"; and Sidewalk in California, for the best sales on "MGM and Verve.

January 15, 1966, Billboard
Even the smallest radio station makes giant waves with this all-star cast!

JERRY VALE • "ASHAMED" 4-43473
BARBRA STREISAND • "SECOND HAND ROSE" 4-43469
ROBERT GOULET • "CRAZY HEART OF MINE" 4-43481
THE BROTHERS FOUR • "IT WAS A VERY GOOD YEAR" 4-43493

ON COLUMBIA RECORDS®
AN EVENING WITH BELAFONTE/MOUSKOURI
The songs are Greek... the album's great! Captures all of their rave-reviewed, sellout concert tour excitement in both solos and duets. In Dynagroove sound. LPM/LSP-3415

LORNE GREGGS'S AMERICAN WEST

ODETTA IN JAPAN
A "live" concert recording that will be one of her biggest hits. "If I Had a Hammer," "Sakura," "Chilly Winds," "The Fox," "No More Cane On the Brazos," 7 others. LPM/LSP-3457

DOTTIE WEST SINGS
Original music from the film based on the John Le Carré spy novel, starring Richard Burton, Claire Bloom, Oskar Werner. Academy Award caliber music. LOC/LSO-1116

GREAT NEW ALBUMS FOR
EXCITING NEW POP RELEASES

It's a Man's World
ED AMES

Tony Lewis
JERRY LEWIS WITH FRIENDS
Background music from the movie score. Includes "Blues for Bertha," "Girl Chasing Music," "Señor Bongo" along with 9 other tunes. In Dynagroove sound. LOC/LSO-1121

Variety is the Spice of Life
Gale Garnett
12 top tunes... 9 by Gale herself. "A Little Bit of Rain," "The Same Game," "Why Am I Standing at the Window" and "Love Games." Recorded in Dynagroove sound. LPM/LSP-3493

The Screen Scene
PETER NERO

Put Your Head on My Shoulder
SI ZENTNER
and His Orchestra
JANUARY ON RCA VICTOR

The most trusted name in sound

OUTSTANDING NEW RED SEAL RECORDINGS

Presenting MONTSERRAT CABALLÉ

"A new operatic soprano to fall in love with"—N.Y. Times. The arias included show off a great voice, among them is one from Lucrezia Borgia. SuperbDynagroove sound. LM/LSC-2862

EMIL GILELS

SHOSTAKOVICH: SONATA No. 2

BACH: FRENCH SUITE No. 5

Gilels' performances display a rare depth of musicality and insight...and the superb technique one expects. The only album of the Shostakovich. In Dynagroove sound. LM/LSC-2868

Heifetz

Richard Strauss: Sonata (in E-flat) with Brooks Smith at the Piano

Attractively melodic works played by Heifetz with characteristic style. Great sales appeal! The only recording of the richly romantic Strauss Sonata. LM-2860

JOHN GIELGUD/IRENE WORTH

Program of Poems by EDITH SITWELL

Two masters of the art of speaking read Sitwell's complex, verbally gymnastic poetry in a fashion that would have delighted the poetess. Includes "Still falls the Rain." VDM/VDS-106

NEW ALBUMS IN THE VINTAGE SERIES


One of the pioneers of the big band style. "I Got Ya," "Shim-My-Shoulder," "Jump Session," "Miss Hannah," "Gee Baby, Ain't I Good to You?" 16 in all. LPV-530
Tree Publishing Has Scorching Hit Year; Eyes International Expansion

BY ELTON WHISENHUNT

NASHVILLE — Tree Publishing, co. was the hottest Nashville publisher for hits in 1965, according to Seymour Lazar, president. Aesth-Rose, which had long dominated the field, and 1964 already looks so bright Tree is looking to international expansion.

Tree, headed by president Jack Stapp and vice-president W. D. (Buddy) Killen, got off to a running start in 1965 by winning five major Country Music Awards, five grabbed by Roger Miller, publisher of Stapp's label.

The pace didn't slow down. Hit after hit came from the Tree catalog: "I'm Glad I'm Not Me," by Billie Jo Spears; "The Whole World's Praying," by Chet Atkins; a host of others.


Stapp and Killen also moved several of their artists to the West Coast. One of the spotlight in 1965 by tying in with Allen "Long" Hite, a successful promoter and producing hits in pop, rock and county fields.

David "Tex" Dick rode the charts all year with hits and only last week toppled the top chart with "A Sweet Woman Like You." A strong country artist on the label in Jack Barlow.

Top Tree writers, besides Roger Miller, are, in the West, who writes with husband Bill West, include Justin Tubb, Jean Chapell, Don Wayne, Ronny John, Hurley Red Lane, Curley Putman, Ron Kitson, Earl Sink, Larry Barnes, Buddy Butler, and others.

Launch Drive

Stapp and Killen are launching an intensive push for 1966 to add even more top caliber writers and recently signed a group of 12 artists to their "Burning Bridges" and "The World's Come Over You." Also, the A&R department was recently expanded and Charles Killen was installed as professional manager.

Looking to the future, Stapp and Killen says this year to survey the Euro-Asian record market and determine what route they will take to grow in that area.

"This year will be bigger," said Stapp and Killen. "We're getting songs ready on the Don Martin label, but it's a hard study to keep up with everything."

Stones Roll to U. K. Championship

BY CHARLES HUTCHINS

LONDON — The Rolling Stones have earned the annual British Points Championship for the first time. The Seekers, who were the champions for 1964 and before, have proved to be a superior band, and the Stones have beaten all comers to the points in 1965.

The championship is based on an analysis of the weekly Top 30 published by the New Musical Express, a weekly music magazine. The charts are awarded for a No. 1 position, down to one point for a No. 30 position. The maximum possible points is 1,235, the minimum 11. The Stones' 836 points is the lowest winning total ever recorded. In 1964 it would have only been good enough for a place in second place. This is largely due to the greater spread of hits and the fewer records released.

The Australian group, the Seekers, also won in Britain, finished just 24 points short of victory. Their total was amassed by18 weeks at No. 1, of which the first was No. 1 for several weeks and the second had a long run in second. The Beatles were third with 760 points, the Animals fourth with 707 points.

Like the Stones, the Animals have been in the top 10 chart with "I Saw Her Standing There." The Animals are the world's best-selling band, but the Stones have become the world's No. 1 band this year.

Japan '65: Electric Guitars, Twang, the Ventures Clang

By J. FUKUNISHI

TOKYO—The best sellers in 1965 are Electric Guitars, according to Special Record News were: "(1) Diamond Head (Toshiba) (2) Caravan (The Ventures-Toshi), (3) Che-""K" (JAPAN), (4) Red Lanterns (SHM) (5) Pearly Shell (Billy Vaughn, "Victor," (6) Rock 'n Roll Mu-"" (Billy Vaughn, "Toshiba), (7) Crying in a Storm (Ems Jack-"" Columbia), (8) Laughing on the Avenue (The Ventures-"" Toshiba), (9) Cire Pou-"" (Billy Vaughn, "Toshiba," and (10) "I'm No Nun Sella Nanna" (Mina-"" Victor)."

The electric guitar phenomenon, which began a couple of years ago, has become a worldwide trend. Many guitarists have been stimulated by Beatles' records and repeated visits by the Ven-""tures, who have appeared in Japan. The Ventures are an example of just one of the many electric guitar groups. At pre-""sented many companies are man-""facturing electric guitars to meet the demand. Bands are appearing everywhere, in schools and high school boys.

The fad has proved timely and successful. "It's the new sound," in general market depression. Sales have been good all year, as have sales are not high. But there are few significant changes.

This year has been a good year for the Beatles, and the Ventures, the band of all the top hits in the industry. The Ventures' first album, "Meet the Ventures," was released in 1964, and it is still going strong.

Next, the Ventures' second album, "Twang, the Ventures Clang," was released in 1965. The album features the Ventures' signature sound, with all members contributing their own distinctive styles.

This album includes popular hits such as "Satisfaction," "Help!," and "Yesterday." It also features instrumental highlights like "The Legend of 1903," "Beck's Boogie," and "Shapes of Things."

Japanese music fans have embraced the Ventures' unique sound, and the album sold well domestically and internationally. It was critically acclaimed and became a hit record, further establishing the Ventures as one of the leading groups in the industry.

Japan '65: Electric Guitars, Twang, the Ventures Clang

By J. FUKUNISHI

TOKYO—The best sellers in 1965 are Electric Guitars, according to Special Record News were: "(1) Diamond Head (Toshiba) (2) Caravan (The Ventures-Toshi), (3) Che-""K" (JAPAN), (4) Red Lanterns (SHM) (5) Pearly Shell (Billy Vaughn, "Victor," (6) Rock 'n Roll Mu-"" (Billy Vaughn, "Toshiba), (7) Crying in a Storm (Ems Jack-"" Columbia), (8) Laughing on the Avenue (The Ventures-"" Toshiba), (9) Cire Pou-"" (Billy Vaughn, "Toshiba," and (10) "I'm No Nun Sella Nanna" (Mina-"" Victor)."

The electric guitar phenomenon, which began a couple of years ago, has become a worldwide trend. Many guitarists have been stimulated by Beatles' records and repeated visits by the Ven-""tures, who have appeared in Japan. The Ventures are an example of just one of the many electric guitar groups. At pre-""sented many companies are man-""facturing electric guitars to meet the demand. Bands are appearing everywhere, in schools and high school boys.

The fad has proved timely and successful. "It's the new sound," in general market depression. Sales have been good all year, as have sales are not high. But there are few significant changes.

This year has been a good year for the Beatles, and the Ventures, the band of all the top hits in the industry. The Ventures' first album, "Meet the Ventures," was released in 1964, and it is still going strong.

Next, the Ventures' second album, "Twang, the Ventures Clang," was released in 1965. The album features the Ventures' signature sound, with all members contributing their own distinctive styles.

This album includes popular hits such as "Satisfaction," "Help!," and "Yesterday." It also features instrumental highlights like "The Legend of 1903," "Beck's Boogie," and "Shapes of Things."

Japanese music fans have embraced the Ventures' unique sound, and the album sold well domestically and internationally. It was critically acclaimed and became a hit record, further establishing the Ventures as one of the leading groups in the industry.
HIT SINGLE!

The Ray Charles Singers
One Of Those Songs
SINGLE #4079

HIT ALBUM!

TONY MOTTOLA
LOVE SONGS
MEXICO S/A
ALBUM #889

SEE & HEAR

Tony Mottola
Guest Star On Television
The Sammy Davis Show
(Johnny Carson—Host)
FRIDAY NIGHT—JAN. 14th
N.B.C. TV—8:30-9:30 PM

THE ALBUM IS FEATURED & TONY PLAYS "BRASILIA" & "SABOR A MI."

MEXICO/SA IS A CHART BEST SELLER!—BE SURE TO HAVE IT PROPERLY STOCKED & DISPLAYED TO TAKE ADVANTAGE OF THIS EXTRA EXPOSURE!

*RADIO STATIONS—
If You Don’t Have Enough Copies—Let Us Know—We’ll Get You More!

WORLD LEADER IN RECORDED SOUND
COMMAND RECORDS
1501 BROADWAY, NEW YORK 36, N. Y.

IN CANADA:
DISTRIBUTED BY "SPARTON OF CANADA"
When You Think Polka Think Dana

Stock Up Now! Here are some of the Best Sellers from with our Latest Rerelease, FRANK NOJAROWSKI:
Ferry Boat Polka (129)
Hettes Polka (128)
Polka, Orszad (8) & Deluxe (125)
Polka Party With Frank (126)
Matka (Mother) (129)
Pog-Polka (129)
Gusa Minawa (Good Mother) (136)
McCloskey Down (Evening Bell) (1311)

Ray Henry: Song of the RCA Polka Time With the King (120)
Let's Dance With the King (129)
RCA Polka Session with Ray Henry (127)
RCA Polka Session With Ray Henry (127)
RCA Polka Session With Ray Henry (127)
Johnny Pepco: Oldies Goldies (130)
2½/4 Polka Polka (130)
MAG Music and Fun With Johnny Pepco (131)

Geme Wisniewski:
Light Polka (125)
Polka Jewtenwein (125)

Walter Sokol: Who Stole the March (129)
My Little Star (129)

Steve Adamczyk:
Dana Polka (129)

Joe Maciejewski:
Polka Kayway (129)
(5 Flowers) (134)

A. S. M. Records:
Polka Wesledle (French Polka) (239)

Polish Way (Polish way) (138)

Dancing Poishes Style, Vol. 1, page 139

Don't Forget the Dana International Series

Italian Dances —
Giovanni Yaron, M.D. of Paris (French Vocal) (800) THE SONGS OF LATIN AMERICA — HILDA CASANOVA, ANA Castellani, Vito M. AMEO, Serafla, Flamenco Guitars (Spanish Dances) —
Flamenco Guitars —
Carlos de la Fergy —
Most Beautiful —
Tango —
Luis Torelo —
Mario Relloro —
Polka Plays Latin Tempoes —
Hungarian Dances —
Galician Dances —
Italian Serenade —
The Richie Brothers —
(10)

*With available in stereo. Write for Free Catalogue.

Dana Records
A Division of the Grand Corp. W.B.P. Inc., New York, N.Y. 10036

RCA Conclave in Mexico City

"Continued from page 1

is to discuss methods of increasing the overall sales in Latin American countries as well as improve the U.S. and European sales of records produced in Latin America. Information on trends in the Latin market activities of the licenses was also to be exchanged.

One of the meeting's high lights was the announcement of the appointment of M. V. Vlas Jr., to the newly created position of manager, Latin sales. Vlas, who was director of the RCA Victor Records Division in Latin America, is taking this new position, in which he will be responsible for the co-ordination of RCA Victor license activities in Latin America. Vias was field representative for Victor's foreign record sales activities.

Before he was in charge of promotion and advertising for export activities of the company's International Division.

In making the announcement D. S. Thomas, independent L. T. E. D. Department, noted: "It has been our observation that, in fact, not only American music but Latin American music is becoming increasingly popular in the U.S., and Europe, but that music from other countries is gaining much popularity in Latin American countries. Our awareness of this situation has resulted in the creation of this new post.

Executive assistant in the marketing and promotion department of RCA Victor in New York includes Jack, N. E. T. O. general manager George Richard, Richard L. Broderick, Jack Y. Burke, Kenneth A. Crow, Lee Schapito, Dario Soria, vice-president, and general sale division, and associated with his you see.


Hennes Enterprise

RECORD STORY, by Bill Hennes of WATC, Flint, Mich., has established an independent production firm, Hennes Enterprises. Talent will be booked on the firm's records. Records will be produced by Racco Records Branch; the publishing company, Frito Records. Hennes Enterprises will handle production chores.

Ray Stewart's 24-piece band will go on tour in the fall in a big band business with a crucial, break sound that stems from the vigorous, dynamic, and highly creative activity of the musicians themselves. One of the trademarks was "The Shadow of Your Smile" which started with a soft vocal and build into a full wild band climax. The band is being heard in the capable hands of TV star Clay Cole. Cole was introduced by several personalities of WFPS Radio, top station in Westchester county.

Dana

strike Cripples N.Y. Disk Sales

Continued from page 1

Hennes Farm

"Continued from page 8

said, need far more than a public address system to properly convey the message.

Of equal importance to the performers, there is, too, that the artist is relaxed and confident during his appearance when he feels there is no one listening. As a result, the voice is being heard at his best advantage. Owners in junior, and over, have heard his voice and command over his performers, stress and tension are removed.

Tired of a sound equipment problems plagued around the country, some of the nation's top night spots. He serves today as Tony Bonomo's exclusive expert, determining the necessary equipment, where the performer, there, where he has been. He accompanied Mitch Miller's troupe during its tour of Japan. Theatre success is to visit the room where an artist is to appear and deter-

mine its needs in sound equipment. He then sets up the spot with the sound system he dictates necessary, and supervises the operation during the performance.

Liberty Spells Out Move Into Cartridge Field

"Continued from page 1

contracts with outside duplica-
tors for four and eight-track sys-
tems. The duplicators will select the masters for the Liberty
said.

In an eight-track field, Blod-
see has the following firms to choose from: RCA Victor, which will handle Orion and a line to Lear, Ampex, TDC of Omaha and Magnetic Tape Corporation, who are all gearing up for the sys-
tem. They will be on the scene and you can count on Tape Stereo Pak and Autostere. Liberty's nonexclusive contract with Orion for tape two latter has expired, but they do retain some masters.

Liberty is the only West Coast label to publicly announce plans to sell and distribute its own ear tapes. The usual pro-
cedure has been for a manufac-
turer to enter into an ex-
clusive or nonexclusive pact with the record company, who handles the distribution.

We will take a broad ap-
proach to it, and let the music of the artist do the talking," said Fred Blodsee, president of the company. "Our determination is that we will handle merchandising for the tapes and we will play an important role in the distribution picture, but we would not have the necessary outlets, although the company's own branches and independently play an important role. Blodsee likened the sale of tape records to raise Black, with Lear and Motorola making the units (the tape)." The Liberty trade is well on its way.

New Review's 4 Seasons proved once again their wide appeal with the young at heart as well as the devoted teen set. Audience kept up with the youngsters in both their enthusiasm and the too-tapping, hand-clapping accom-
paniment. The group, fea-
turing lead and ten-part vocals, could do no wrong as they delivered through several hit disks. "Harry, Wall, Like a Man" and "Big Girls Don't Cry" were all "background" popular, while their current hit "Hang On" rocked the rafters.

M. S. Distributors

agio. Full acquisition of the corporate assets from Musical Isle, Inc., which was negotiated officially Jan. 5, and represents what M. S. President... "continued substantial investment."... Sallstedt and his partner, M. S. Records have made a big investment in the company and Sallstedt, who is making a big investment, is looking for a quick sale. Sallstedt is looking for a quick sale. M. S. Records, which handles RCA Victor, Columbia and Liberty in Canada, has divisions of the operation, Mc-
Dermott said. An office and sales staff will be moved to Milwaukee for Wisconsin ac-
counts, he added.

Pioneered by Name:

John Kotecki, former Musical Isle sales manager, has been named general manager and general manager of the rack-jobbing operation. Kotecki has been with the company and the firm since its formation some nine years ago. Kotecki, as president, and McDermott, who will continue to be active in the man-
gagement of the operation. The operation of M. S. Dis-
Fication, will continue as the chief salesman of the operation is that we are not self-contained operation. This is because of the centralized operation is essen-
tial.

The strength of our organization will be the ability to know what we are doing, and to set our own schedule of operation. Our theory is that distribution and management of the company is concentrated in one place, which will make it the only way to make a profit."

Sallstedt added that the ac-
quisition will bring to the ac-
quisition the necessary financial strength to "properly merchandize the large, multistor-
eous enterprises.

Tiedens, a past president of the National Association of Record Merchandisers and currently an association director, did not immediately disclose his future plans.

Musical Isle to M.S. Distributors

"Continued from page 1

 awake. Full acquisition of the corporate assets from Musical Isle, Inc., which was negotiated officially Jan. 5, and represents what M. S. President... "continued substantial investment."... Sallstedt and his partner, M. S. Records have made a big investment in the company and Sallstedt, who is making a big investment, is looking for a quick sale. Sallstedt is looking for a quick sale. M. S. Records, which handles RCA Victor, Columbia and Liberty in Canada, has divisions of the operation, Mc-
Dermott said. An office and sales staff will be moved to Milwaukee for Wisconsin ac-
counts, he added.

Pioneered by Name:

John Kotecki, former Musical Isle sales manager, has been named general manager and general manager of the rack-jobbing operation. Kotecki has been with the company and the firm since its formation some nine years ago. Kotecki, as president, and McDermott, who will continue to be active in the man-
gagement of the operation. The operation of M. S. Dis-
Fication, will continue as the chief salesman of the operation is that we are not self-contained operation. This is because of the centralized operation is essen-
tial.

The strength of our organization will be the ability to know what we are doing, and to set our own schedule of operation. Our theory is that distribution and management of the company is concentrated in one place, which will make it the only way to make a profit."

Sallstedt added that the ac-
quisition will bring to the ac-
quisition the necessary financial strength to "properly merchandize the large, multistor-
eous enterprises.

Tiedens, a past president of the National Association of Record Merchandisers and currently an association director, did not immediately disclose his future plans.

HEILICHER ON \NARM BOARD

NEW YORK — Amos Heilic-
her has been appointed to the NAR Board by President George Birdsell (Mod-
er Record Service of New Or-
leans). Heilicher is now the board as head of J. L. Marsh Co., Inc., with Gil Roslin, Former head of ARMADA and distributor of the distribution of Heilic-
Her. He will complete the unfurnished term of Jim Tiedens, who is leaving Musical Isle Record Corp. (See separate story.)
Capitol pops in January with the greatest sounds around!

ST 2428 Including: Sweet September, Yesterday, Turn! Turn!, Mr. Tambourine Man, and And I Love Her.

ST 2455 Including: Thunderball, 007, From Russia With Love, Goldfinger, and James Bond Themes.

ST 2423 Including: I'll Only Miss Him When I Think Of Him, Here's That Rainy Day, I Had A Ball, Hello Dolly, and Makin' Whoopee!


SMAS 2426 Original compositions by Stan Kenton that reflect the mood and patterns of today's most contemporary music.

ST 2432 Including: 1-2-3, Turn! Turn! Turn!, The "In" Crowd, Taste Of Honey, and Yesterday.
NARM Parley Goal:
One-Industry Image

by Larry Finley

Due to the transportation strike, the past week in New York City was a most chaotic one. There were lines around the block to get into Radio City Music Hall on Friday, and practically everyone who was in the house was empty on Monday. The strike also affected every restaurant, movie, and night club, and there were more clerks in the department stores than customers. Everyone felt the crippling financial blow, except bicycle rental shops, taxis, and hotels. The latter enjoyed a turn-away business, with many of their lobbies filled with people unable to find means of transportation home at 3 a.m.

A number of our out-of-town customers, who phoned on Monday, were surprised to learn that the TICC offices were fully staffed. We were operating as usual, even though our offices are located in the heart of Manhattan.

This was accomplished by having a limousine service pick up employees at their homes the day before the strike. They were then moved into downtown offices in the Victoria Hotel (located just one block away from our offices in the Sperry Rand Building).

We had the foresight to reserve these rooms three weeks in advance, when it first became apparent that there was a good possibility of a transit strike. We also knew that the city officials would request a minimum of traffic coming in, and going out of, Manhattan.

Many of our customers and friends who were coming to us on our foresight. "Try harden" to have this same foresight, in anticipating whether or not an album is going to be on the charts, so that we can offer it available in cartridge form.

If you would like to act as a distributor for the only firm who is truly producing, and shipping, four and eight track cartridges, who has the foresight to keep what is going to sell better in your area, why not contact us?

INTERNATIONAL TAPE CARTRIDGE CORPORATION
Subsidiary of Dusta Corporation
Main Office 1290 Avenue of the Americas
New York, New York 10019
212: 581-1040
West Coast Office
1424 Westminster Boulevard
Los Angeles, California
213: 474-5483

EXECUTIVE TURNABLE

by Larry Finley

TAPE CARTRIDGE TIPS

It is known that the welcome mat is also a welcome door-stops. Too, Malanad is now exploring the possibility of developing NARM into a national or- ganization — so that it might prosper, if that's the inter- national nature of the record business. "This may well be the year for us," Malanad stated, and added that the idea was discussed at the previous NARM convention by George Merek, RCA Victor vice-pres- ident and general manager.

The upcoming convention, which will take place at the height of the sales period, will have several notable firsts to lend effectiveness to the various presentations. A new audio-visual device, Celloma, which has animated cartoons and pictures on a large screen, will be in conjunction with key speeches, starting with Mercury's executive, Paul Steinberg's keynote address. Another top feature will be a demonstra- tion of data processing equipment. This will be given by Thomas Holland, IBM executive. All segments of the wholesaling business are ex- pected to find this of much educational value. McAr- dle will also answer questions follow- ing his talk.

Malanad Co-Ordinator
Malanad will be departing from the business sessions, with Alton S. Doggett, Malanad's new co-ordinator at Ohio State, working with him. Doggett is regarded as the fore- most authority in the educa- tional field specializing in record distribution, and a direct master of the CMA marketing machine. His address on the subject of profit management will entail retail and record discounting, and rank jobbing.

Another featured speaker will be Brown Meggs, Capitol Rec- ords' top man in advertising and publicity. He will talk on merchandising at the retail level. More speakers are being named.

Up next Sunday

The convention opens Sunday (6). On this day a meeting of the editors of the trade journals will be held at 2 p.m. At 7 p.m., Atl- antic-Records hosted a rock party, which will be followed by a dinner party hosted by MGM-Verne. This pattern of cocktail and dinner parties in the evening continues into some sessions of the day, will be followed for the convention's final event, which will have entertainment presented by the current recording artists hosting the specific occasions.

Monday through Wednesday, 4:30 p.m., will be open to all registrants. Two general sessions will be held: Monday, 3-5 p.m., Tuesday, 9-12 a.m. During those periods will be presentations of speakers and panel discussions.

NARM's usual person-to-person meetings, a prime feature of all NARM conventions, will be held Monday and Tuesday at 1-3:30 p.m., and Wednesday at 9 a.m. to 1 p.m.

Wednesday night

On Wednesday at 2:30 p.m., distributors will meet. This will be a historic session, although the midyear conven- tion is arranged for distributor discussion, this is the first formal distributor meeting at an annual convention, and it comes when NARM's planning for the future assumes an all- important role.

On Monday night, London Records will host a cocktail party, which will be open to RCA Victor's hosting of a dinner.

Tuesday evening's party will be housed by Mercury-Philips-
Fonash and M&R, hosted by a Columbia Records dinner.

Capitol to Host

On Wednesday night, Capit- ol Records hosts the NARM awards cocktail party, followed by a posh banquet and presents its awards. Malanad has already lined-up the following artists for the entertainment segment at the banquet (listed alphabetically): A&M Records; Herb Alpert and the Tijuana Brass; Capitol Records; King Cornbeef; and a number of recordings and 4-Seasons and Smash's Roger Miller.

Wednesday, a golf tourna- ment and trophy dinner will be sponsored by the Nash label. Details will be announced later.

Malanad has also set a num- ber of fun-filled social dates. These include a Monday brunch and fashion show sponsored by Golden Children's records, and a Tuesday brunch and wig show sponsored by Dot Records.

projects: The CMA, special premium album, Jack Loit; the CMA golf tournament, Hal Neely; Chicago Country Music Festival, Bill Denny; CMA press,至上点, and record, and music tour, Hal Cook.

Public relations and publicity representatives performed an outstanding job in Canada and Europe, Bill Denny; special projects, Jerry Glaser; "Gennis Imp's Club, City U.S.A.," Roy Horton; "Plexie-Brot's "Who's on the Ground" proposal, Bill Denny.

Research and educational committees will be handled by Al domains; "Bennie Bany's" new CD, Roy Horton; "Gennis Imp's Club, City U.S.A.," Roy Horton; "Plexie-Brot's "Who's on the Ground" proposal, Bill Denny.

King Family Folios

HOLLYWOOD—Three folios by King Family Folios have been released by Sacred Songs, publishing wing of Word Records. Categories are sheet music, piano-vocal and all-organs for instru- mental and patriotic music.
How do you follow hit albums like these?

With more of the same!
## Top Sellers in Top Markets

<table>
<thead>
<tr>
<th>Market</th>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Baltimore</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Boston</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Chicago</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>New Orleans</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Philadelphia</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Pittsburgh</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Baltimore

- Top 5:
  1. *Columbia* - Capitol 5555
  2. *Sundown* - Capitol 5554
  3. *Sundown* - Capitol 5553
  4. *Columbia* - Capitol 5552
  5. *Columbia* - Capitol 5551

### Boston

- Top 5:
  1. *Sundown* - Capitol 5555
  2. *Columbia* - Capitol 5554
  3. *Sundown* - Capitol 5553
  4. *Columbia* - Capitol 5552
  5. *Columbia* - Capitol 5551

### Chicago

- Top 5:
  1. *Columbia* - Capitol 5555
  2. *Sundown* - Capitol 5554
  3. *Sundown* - Capitol 5553
  4. *Columbia* - Capitol 5552
  5. *Columbia* - Capitol 5551

### New Orleans

- Top 5:
  1. *Columbia* - Capitol 5555
  2. *Sundown* - Capitol 5554
  3. *Sundown* - Capitol 5553
  4. *Columbia* - Capitol 5552
  5. *Columbia* - Capitol 5551

### Philadelphia

- Top 5:
  1. *Columbia* - Capitol 5555
  2. *Sundown* - Capitol 5554
  3. *Sundown* - Capitol 5553
  4. *Columbia* - Capitol 5552
  5. *Columbia* - Capitol 5551

### Pittsburgh

- Top 5:
  1. *Columbia* - Capitol 5555
  2. *Sundown* - Capitol 5554
  3. *Sundown* - Capitol 5553
  4. *Columbia* - Capitol 5552
  5. *Columbia* - Capitol 5551

---

*The Industry's First and Only Report on the Burgeoning Multi-Million Dollar Automobile Tape Market... Coming February 19th... in Billboard*
Doctor Zhivago
of MGM sound tracks:
King Of Kings / Ben Hur /
The Unsinkable Molly Brown

METRO-GOLDWYN-MAYER PRESENTS A CARLO PONTI PRODUCTION
DAVID LEAN'S FILM OF BORIS PASTERNAK'S
DOCTOR ZHIVAGO

GERALDINE CHAPLIN · JULIE CHRISTIE · TOM COURtenay
ALEC GUINNESS · SIOBHAN McKENNA · RALPH RICHARDSON
OMAR SHARIF (AS ZHIVAGO) · ROD STEIGER · RITA TUSHINGHAM

SCREEN PLAYED DIRECTED BY
ROBERT BOLT · DAVID LEAN MUSIC BY

Copyrighted material
is in the great tradition
Gone With The Wind
How The West Was Won

Maurice Jarre, who wrote the stirring music for the award-winning Lawrence of Arabia, has created music of remarkable beauty and dimension to match the marvels of MGM's masterful film, Doctor Zhivago. Deluxe packaging complements the spectacular aspects of this score: fold-open album with 16 page illustrated booklet attached; complete stories of the Nobel Prize-winning novel; the film, the music, and the cast; plus photo layouts on the grand scale. Only a film as great as Doctor Zhivago could produce a sound track album as great as Doctor Zhivago.

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.
Illinois Jacquet Scales New Jazz Heights With Bassoon

NEW YORK — Illinois Jacquet, bassoonist with the NBC Studio Orchestra and considered one of the most interesting of today's jazz musicians, is the subject of this week's feature. Jacquet has a rare combination of force and polish that makes him one of the most promising young bassoonists. His playing is clean, direct, and directness is one of his most attractive qualities. Jacquet has a strong sense of rhythm and phrasing, which allows him to blend in well with the rhythm section of the orchestra. His style is versatile, ranging from Wynton Marsalis' more modern style to the smoother sound of a classical bassoonist.

Jacquet's mastery of the bassoon is sound, but he is not a musician who is content to rest on his laurels. He has been working hard to improve his technique and extend the range of his instrument. His playing is increasingly sophisticated, and he is able to convey a great deal of emotion through his music. Jacquet is a musician who is always looking for new challenges, and his playing is constantly evolving. His performance at the NBC Studio Orchestra is a testament to his talent and dedication.

Signings

Gary Crosby to Dee Gee Records, a Los Angeles label. Mike Medvin will ad his first signing to the label's roster as its new label head. Crosby has previously worked with Blue Note and the 4 Most to I.F.Y. Productions, an independent label. He is known for his smooth sound and his ability to create a warm, inviting atmosphere on stage. His signing is an important move for Dee Gee Records, which is looking to expand its reach in the jazz world.

Ruth Brown is Right on Target

LOS ANGELES — Blues singer Ruth Brown has been making a successful appearance at the local House of Lloyd. She has been performing at the Club through two two-week engagements. Brown's performance was a fast-paced hit with comic Lou Alexander and thus must make her appearance in the West coast's target market. She sings several tunes in her turn by backing music ran- domly, and the ensemble offers a lively rhythm on "The Day Is Done." Miss Brown's routine is based on her comedy, "Secret Love," "Serenade in Blue," and "Skyline." She is a straight-forward performer, avoiding gimmicks with a slight "sweetness" to achieve a comforting effect.

People and Places

Gary Losez His Voice But Gains 'Electronic' Friend

CHICAGO—John Gary, who is winding up a three-week engagement at the Club House here on Jan. 16, got off an "electronic" start when he was signed up by The Record Shop for a spot on their I.F.Y. Telethon. His signing is an important move for The Record Shop, which is looking to expand its reach in the electronic music world.

Amps speakers to the Palmer House's Empire Room and Gary Losez's new recording of Robert de Rose.

Atoe to Handle Jackson's Disk

NEW YORK—Deon Jackson's recording of "Love Makes the World Go Round" on the Carol label has been picked up for national distribution by Atoe Records. The disk, issued in De- troy just a week ago, sold over 5,000 copies in three days. After its introduction on Robert Scow-Cash's radio show, the disk is now being marketed nationally.

The Carol label is owned by Otto McLaughlin, manager of Robert de Rose, who records for Atlantic.
If you think these records aren’t hits, you probably think Manual Labor is President of Mexico!

Ramsey Lewis Trio
A HARD DAYS NIGHT
CADET 5525

Fontella Bass
RECOVERY
CHECKER.1131

Little Milton
YOU’VE GOT THE WINNING HAND
CHECKER 1132

Bobby McClure
I’M NOT ASHAMED
CHECKER 1130

CHESS RECORDS
Added Starters Boost Total to 26 in 16th Running of San Remo

By SANTI STEINMAN
San Remo interest and participation will be heard in the 16th Festival of Italian Song at the Crefaxi here Jan. 27 through 29 than ever before with the decision to boost the record number of 24 to 26.

Until four years ago the San Remo event had 20 numbers, 10 performing each of the first two evenings, and five chosen for the finals. Since 1962 there were 12 performed during the first two evenings. The 12 receiving the highest votes, regardless of when performed, were chosen for the finals.

The 1966 final will see the juries picking six from the 13 performed each evening and then making another choice of one from the omitted seven. Thus, there will be 28 numbers in the finals Jan. 29. It is believed this will cut down some of the criticism concerning exclusions from recent finals.

Only Renato Rasetti and Giorgio Gaber, of the top name songwriters, are missing in the final list of 26 from the 35 submitted by the selection committee. The numbers chosen: the new label of the new music company is Carl M. Iversen A-S. Mrs. Anna Froh Iversen is the chairman of the board.

Hans Ro has been named managing director and daily leader of the new firm after the death of Arild Iversen. Ro had been the company's second in command for a number of years. Carl M. Iversen A-S is the EMI representative in Norway, one of the country's oldest music firms.

Sinatra Disks Getting All-Out Push by Pye

LONDON—Pye will pull out all the stops to promote Frank Sinatra Week (17-22). This week it issues two Sinatra albums: the two-pack "A Man and His Music" and "My Kind of Broadway"—an EP "Once Upon a Time" and three-pack "The Man Has a Very Good Year." These are such things as "All the Things We Did Are Made for Walking."

This week Pye has been showing an N.B.C. film of Sinatra to dealers, the press and other members of the trade. All 20,000 and 250,000 leaflets are being circulated. The film's London premiere is set for Feb. 2. The film's London premiere is being devoted to the star.

Sinatra has declined an invitation to attend the celebrations last month honoring his 50th birthday and 25th anniversary in show business.

Ember Gets Crown Catalog

LONDON—Ember managing director Jeffrey Kruger, now 26, and a graduate of Mount Allison Business College, has acquired America's Crown Records catalog for release in Britain. By the deal for the budget line, Ember acquires albums by such artists as Dave Brubeck, Trini Lopez, the late Nat Cole, Erroll Garner, Ray Charles, Stan Getz and Bee and Tina Turner for its "Famous Artists" budget line which retains in Britain for $1.30.

The Ember-Crown deal is for five years and is regarded by Kruger as the most important he has clinched. First product from the Crown catalog will be issued here in February.

Kruger has also signed a deal with another major—U.S. based—company, Ambassador Record Corp. Ember acquires rights on 19 of Ambassador's biggest grossing albums also for the "Famous Artists" series. Ember has also announced its entry into the International music market by its acquisition of the American rights to the film "The TV Show," produced by the Liston-Warner-Wine company. Ember has won several awards in 1965 and is now being promoted in London. The film's original soundtrack album—featuring the John Barry score—has just been issued in Britain by Ember who have world-wide rights.

German Fest Seen 'Kaput' After Chairman's Quitting

COLOGNE—The resignation of Dr. Erich Schulze, the chairman who has brought what appears to be the demise of the annual German hit tune festival "Schulze-Entert侩e".

The festival's fate has been sealed by its withdrawal of support from Electrotra, a Schulze-owned German ASCAP society, resigned in response to widespread criticism that the festival's main sponsor has been unable to sponsor the annual festival had been more important than any other board for the firm's disk sales.

The criticism has been that only the works of the best established composers were represented, that emphasis was on interpretation and not on the composition, and that the record companies dominated the proceedings in an aim of promoting disk sales.

Most vocal of the critics has been Ralph Maria Siegel, the Munich publisher, Siegel confirmed the name of the festival should be altered to "Hit tune festival of the German record companies."

Schulze was criticized for allegedly trying to force disk firms to restrict participation to big-name composers with big selling records.

On the other hand, the disk companies have been following today they were put under pressure to bring out all of the titles in the final list, a few of which they had not sold any chance of selling well.

Schulze has been under pressure to resign even since the beginning of the month, specifically, his resignation was demanded by the West German broad trade publication Musikmarkt, which said editorially that criticism of the festival had been so intense Schulze had no alternative but to step down.

Swedish Disk Tops List

OSLO—The compilation of 52 weekly Top Ten platter parade of 1965 that the Philips record "Froken Fraken" by the Swedish hit songwriting team "Seven-Ivy" was the most popular record carried for 1965.

Another Philips hit was from Norsk Phonogram A.S., Norwegian trumpet player Arne Dahl's flop of "Lappland" ("Gloryland") on the Fontana label, came in second. Following Dahl's Swedish record, "Dar Bjorknus Sona," an old English record, reviewed by the ad- ders of Singers, Stages and Sazzi-Disc A-S. This record was actually waxed as one of three on the list who also proved themselves good singers. One of them is the next three places in the list also was performed by the Beatles, "Help," "Rock and Roll Music," and "Ticket to Ride," which followed the Rolling Stone's Decca recording of "A Downtown," fol- lowed by the only American in the parade, Roger Milner with the Philharmonic Society, "London Road." The Beatles also took number 10 with "She Loves You" and another Swedish record, "Radio," by the Hep Stars on label Odeh; hence, the next three to three were popular artists who were the Beatles, upon the basis of records and their success on the Norwegian Top Ten during 1965.

The 10 most popular artists were:

1. Beatles, 2. Rolling Stones,
3. Svens-Ivans, 4. Hap Stars,
5. Finn Eriksson, 6. Jaibirds,
7. Jim Reeves, RCA Victor,
8. Roger Miller,
9. Spotnick, Kar
10. France Gall, Philips.

"Froken Fraken" also won the Swedish parade compiled July 1, 1965.

Leeds Looks to A Busy Year

LONDON—Leeds Music will publish here the music from the MGM picture "Where the Boys Meet the Girls," which includes songs by Herman's Hermits. The press kit for the original soundtrack is due in Leeds. The film itself is a part of a 30-year-old agreement with Warner Bros., which gave Leeds management a film called "Girl Crazy" and any fresh agreement this year, although only a few weeks ago, a remake of the picture.

Leeds also has two new Lenn recordings—the company publishes the song on both. From its U.S. parent company Leeds has the Brunswick follow-up "Like a Baby" and in England, a subsequent Leeds share copy of the song. Pye Records, the pub- lisher has "Hearts Are Weak"

The score of a new musical, "The Match Girl," will be pub- lished by the parent and the company Leeds has formed with publisher of "Kaput" and Tony Russell. The show opens at London's Globe Theater on March 23 and "Pye has no problem in signing the rights in London."

Into the West building goes the London's Top TV series—"Thunderbirds," by the parent and the company Leeds has formed with "Liston-Warner-Wine company and the list of rights in London."

Radio Times has recorded both titles for a single newly issued Leeds album. Leeds managing director Cyri Simons has renewed his agreement with Clift Steiglitz, EMI Music for a further five years.
9 New albums in the "Best of" Series

THE BEST OF THE THREE SUNS

THE BEST OF FRANKIE CARLE
Inimitable piano stylings of "Sunrise Serenade," "Twilight Time," "A Lover's Lullaby," "Symphony," "Blue Moon" and 7 others. LPM/LSP-3489

THE BEST OF THE SONS OF THE PIONEERS

THE BEST OF DUANE EDDY

THE BEST OF BOBBY BARE
One of Nashville's best. "I'd Fight the World," "Miller's Cave," "When the Wind Blows (So Chicago)," 9 more top selections. LPM/LSP-3479

THE BEST OF JIM REEVES
Vol. II
Always a continuing demand for his top style. "Welcome to My World," "I Won't Forget You," "I Guess I'm Crazy," 9 others. LPM/LSP-34831

THE BEST OF HANK SNOW
Country music milestones, including "The Rhumba Boogie," "Bluebird Island," "Music Makin' Mama from Memphis," and 9 more. LPM/LSP-3478

THE BEST OF ESQUIVEL

RCA VICTOR
The most trusted name in sound
MUSIC CAPITALS OF THE WORLD

BRUSSELS
Colin's released a new single of Nina Simone with two of her hit interpretations: "Exactly Like You." The "Other Woman" is from the recent Funiclul Records outing from the Taele. "Monarchs of Superiors" LP "Merry Christmas and the Four Tops" "Something About You."... Arnold released initial singles from the Canadian catalog list and is now Recom- mending," by Ginette Reno and Ivy." by Michel Lavigne; these two artists will be in Belgium in March for a special TV show. Arco-Funicul Records' re-re- leased the Shamen Lewis Lewis "Hang On Sloopy." Ramsey Lewis will have a second chortler here soon...

The sixth year of the Davos. will again have a "Night of Stars." For the benefit of small children, many hit paraders will change into schoolage uniforms. The Jokers will race against the Strangers, while the first four of the Flemish Song Festival (Louis Neefs, Roger Ponce, Jacques Ro- smond, John Larry) will fight each other again, but now with people instead of voices. The "Night of Stars" will take place at the Ant- werp Sterker Arena on Feb. 22 at midnight. The fest is again pro- duced by L. J. Van Rynsman, producer of the Flemish Song Fest-

COLOGNE
Deutsche Vogue has released "Das Lied vom guten Karameder." based on an old German military march. It's the first German recording com- bining with Fritz Weidrich, star conductor of Kurt Eddinger's Or- chestra. the melody has appeared in many parts of the world. Su- ccess has German record com- panies coming the German Army music... Albert, who plays the guitar, piano, bass violin, and organ, is invited for German release of the Bob Dylan single "Changeling." Now "Yesterdays Man," will be the fastest selling song in the history of Deutsche Vogue. 

Electro has released the sec- ond LP of the Lords, who claim to be the German best aggregation ma- nufacturing mainly monotonous Beatles. ... Renzo has its Mar- ciano release "Mexican Serenade"... total of Steiner's last few albums is an important new production by the Italian hit songs by Muxen, Vhuva. Yvonne Vo- lanen is spreading it as a new Ham- burg. ... Maxi, one of the leading talents (the famous "Nelson"Ammar) ... together with the albums of the German and Chris- topher and "Flying" the German version of "American Kiss - An- fade" -of the Bob Dylan tune. "Eve of Destruction."...

OMER LONDON
Brian Epstein's Suburban's, which component is a Teleguides long list, is a British band that looks likely to become popular in color. It will be on the road. ... Many number of guest artists. Epstein is negoti- ating arrangements for the long list and is open to world offers. American man adam Tim- wood, who is well known for his Dylan's recordings, has arrived in London for the first session for Decou (London in the X-mas period). It is an important departure from independent produc- tion. The EMI front has organized a major promotion campa- ign to push the singles...DEALER DISPLAYS—the above -have played key parts in boosting sales of the "Mary Poppins" frontcar released by EMJ in Britain to above the quarter million mark. The fastest selling album the firm has had for years...

The new "Thunderball" sound track is to be heralded in movie houses and dealers by the display at bottom.

DEL MAR
Italy
Fono Italia's second hit this season--"Coming To A Head" and Rockin'Bea's "Sing the Blues."...

DEALER DISPLAYS—the above -have played key parts in boosting sales of the "Mary Poppins" frontcar released by EMJ in Britain to above the quarter million mark. The fastest selling album the firm has had for years...

The new "Thunderball" sound track is to be heralded in movie houses and dealers by the display at bottom.

Pete Anderson, in from Canada with the label's singer, Catherine McMinn, had talks with the new Planet label's chief Shel Talmy at CBS. Anderson has returned from America's Dolphin Records. Karl, had picked up the Dale Brooks single "Army Green" for British release. On Chris, Pete has invited Fontella Barks' "Recovery" to coincide with the singer's return visit this month.

CHUCK T. HUTCHINS
MEXICO
For many companies 1965 was the most prosperous year in their history. Sales have been up to about 50 percent. A new trend to invade the country is the American music.... 20th Century-Fox, produced an album by the American band's producer, John Hawks. El Llano, "Shiane and Scandal in the Family." "Tang the Abandoned," with Francon Hardy and currently "Guten Karameder," Nauvoo Metz, has been added to the list.

Electro has released the sec- ond LP of the Lords, who claim to be the German best aggregation ma- nufacturing mainly monotonous Beatles. ... Renzo has its Mar- ciano release "Mexican Serenade"... total of Steiner's last few albums is an important new production by the Italian hit songs by Muxen, Vhuva. Yvonne Vo- lanen is spreading it as a new Ham- burg. ... Maxi, one of the leading talents (the famous "Nelson"Ammar) ... together with the albums of the German and Chris- topher and "Flying" the German version of "American Kiss - An- fade" -of the Bob Dylan tune. "Eve of Destruction."...

OMIC LONDON
Brian Epstein's Suburban's, which component is a Teleguides long list, is a British band that looks likely to become popular in color. It will be on the road. ... Many number of guest artists. Epstein is negoti- ating arrangements for the long list and is open to world offers. American man adam Tim- wood, who is well known for his Dylan's recordings, has arrived in London for the first session for Decou (London in the X-mas period). It is an important departure from independent produc- tion. The EMI front has organized a major promotion campa- ign to push the singles...DEALER DISPLAYS—the above -have played key parts in boosting sales of the "Mary Poppins" frontcar released by EMJ in Britain to above the quarter million mark. The fastest selling album the firm has had for years...

The new "Thunderball" sound track is to be heralded in movie houses and dealers by the display at bottom.

Pete Anderson, in from Canada with the label's singer, Catherine McMinn, had talks with the new Planet label's chief Shel Talmy at CBS. Anderson has returned from America's Dolphin Records. Karl, had picked up the Dale Brooks single "Army Green" for British release. On Chris, Pete has invited Fontella Barks' "Recovery" to coincide with the singer's return visit this month.

CHUCK T. HUTCHINS
MEXICO
For many companies 1965 was the most prosperous year in their history. Sales have been up to about 50 percent. A new trend to invade the country is the American music.... 20th Century-Fox, produced an album by the American band's producer, John Hawks. El Llano, "Shiane and Scandal in the Family." "Tang the Abandoned," with Francon Hardy and currently "Guten Karameder," Nauvoo Metz, has been added to the list.

Electro has released the sec- ond LP of the Lords, who claim to be the German best aggregation ma- nufacturing mainly monotonous Beatles. ... Renzo has its Mar- ciano release "Mexican Serenade"... total of Steiner's last few albums is an important new production by the Italian hit songs by Muxen, Vhuva. Yvonne Vo- lanen is spreading it as a new Ham- burg. ... Maxi, one of the leading talents (the famous "Nelson"Ammar) ... together with the albums of the German and Chris- topher and "Flying" the German version of "American Kiss - An- fade" -of the Bob Dylan tune. "Eve of Destruction."...

OMIC LONDON
Brian Epstein's Suburban's, which component is a Teleguides long list, is a British band that looks likely to become popular in color. It will be on the road. ... Many number of guest artists. Epstein is negoti- ating arrangements for the long list and is open to world offers. American man adam Tim- wood, who is well known for his Dylan's recordings, has arrived in London for the first session for Decou (London in the X-mas period). It is an important departure from independent produc- tion. The EMI front has organized a major promotion campa- ign to push the singles...DEALER DISPLAYS—the above -have played key parts in boosting sales of the "Mary Poppins" frontcar released by EMJ in Britain to above the quarter million mark. The fastest selling album the firm has had for years...

The new "Thunderball" sound track is to be heralded in movie houses and dealers by the display at bottom.
**AUSTRALIA**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**BRITAIN**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**CANADA**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**DENMARK**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**FINLAND**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**FRANCE**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**FRANCE**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**MEXICO**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**NORWAY**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**PHILIPPINES**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**SINGAPORE**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**SWITZERLAND**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**SWITZERLAND**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**THAILAND**

<table>
<thead>
<tr>
<th>Week</th>
<th>Artists/Albums</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Last Spanish</td>
</tr>
<tr>
<td>2</td>
<td>January</td>
</tr>
<tr>
<td>3</td>
<td>Millennium</td>
</tr>
<tr>
<td>4</td>
<td>Christmas</td>
</tr>
</tbody>
</table>

**JAPANESE DANCE INSTRUCTOR SAKUTO KAGAWA***

- Nachtigall was standing beside a Rock-41 in the Cecchini Yuko, the first discography in Tokyo. Nachtigall operates the night club.
Breakin’ in the New Year!

ROY ORBISON

Breakin’ Up is Breakin’ My Heart

B/w Wait... K-13446
Before You’ve Broken Your First New Year’s Resolution...
These Three Singles Will Have Broken on the Charts!

“Time”
The Pozo-Secos Singers

“I’m Gonna Love You Tomorrow”
Dey and Knight

“An Invitation to Cry”
The Magicians

THE MOST PROMISING PRODUCT FOR A RECORD YEAR... ON COLUMBIA RECORDS ©
**MUSIC CAPITALS OF THE WORLD**

- **Continued from page 23**

The singer is now once again associated with Franco Coregari, with whom he worked at RCA before going to BAC, Paolo's latest discovery, Alberta, has also been signed by CGD. Indeed, during a recent popular list was once limited to London, is now releasing its own names plus Emc, MRC and Jaguard discs. Their first LP, within the next months, will be strengthened next year with added to its roster of Piccadilly Press's local tourist office. But Spanish singer and RCA pick for a tour of Italy and for a special tour, and a new 5th LP, "The Voice of Spain," in the "Mad Mad Chavez."" In a recent interview with two RCA singles. "Lando Bazzant is starting in a new venture of films in which he investigates relations foreign, radio stations, and quinels.

**SAMUEL STEINMAN**

**TOKYO**

King Records is marketing for the first time a set of LPs from the orchestral side of a young composer with a wide range of interests. The first release includes works by Verdi, Wagner, and Debussy. It is the first of three releases in the series, and it is expected to be followed by releases of similar quality.

**COMPLETE ON-THE-SPOT REPORT**

The three releases in the series include a major work by Verdi, a significant symphony by Wagner, and a piano concerto by Debussy. The Verdi symphony is a major work, and the Wagner symphony is considered a masterpiece. The Debussy piano concerto is a challenging piece for pianists and is considered one of Debussy's finest works. The releases are expected to appeal to classical music enthusiasts around the world.

**ALBUM REVIEWS**

**JAZZ**

**Jazz Review Panel**

The Jazz Review Panel is currently featuring reviews of the latest releases in the world of jazz. They are providing insightful critiques and analyses of various jazz albums, covering a wide range of styles and genres. The Panel's reviews are widely respected and are considered by many to be the most authoritative source for jazz music reviews.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**JAZZ SPECIAL MERIT**

**MILES DAVIS PLAYS JAZZ CLASSICS**

Prelease PR 72370 (M)

A repackaging of tracks recorded in 1951-52, Miles Davis' first jazz classics. The tracks, which include "All the Things You Are," "I Love Jazz," and "The Birth of the Blues," are a testament to Davis' innovative style and his ability to blend different musical elements into a cohesive whole.

**JAZZ SPECIAL MERIT**

**JOHN COBRAONE THE LAST TRANC**

Prelease PR 72370 (M)

An unusual release of Trans's work during the jazz era. This album features a gathering of Trans's best-known artists, including Alto, Dizzy, and Charlie, who come together to create a unique blend of jazz and funk.

**SOUNDTRACK**

**BATTLE OF THE BULGE**

Soundtrack, Warner Bros. 'W 1617 (M); R 1617 (C)

**POPULAR**

**SKYSCRAPER**

Hollywood Singers, Capitol T 2411 (M); ST 2411 (C)

The Best of the British on Broadway

Cyd Charisse and the Starlight Symphony, MGM E 1355 (M); M 1355 (C)

I KNOW WHERE I'M GOING.

Duke Ellington, Verve LPM 343 (M); MRC 343 (C)

The Torch Songs

Lulwa Holman, London MG 1451 (M); MRC 1451 (C)

The Daughter Adest, Audio Fidelity ASD 6414 (M)

**COUNTRY**

**THE BEST OF HANK SNOW**

RCA Victor LPM 2474 (M); LSP 2474 (C)

**THE BEST OF THE SONS OF THE PIONEERS**

RCA Victor LPM 3744 (M); LSP 3744 (C)

**AMERICAN RECORDING**

**THE COLORADO**

The colorado is the 1956 release of the album "The Rainbow," which features the hits "My Way" and "The Ballad of the Green Berets.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**HISTORY OF THE WEEK**

National Breakouts - This Week

- **NO NATIONAL BREAKOUTS**

No National Breakouts

This Week

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**HISTORY OF THE WEEK**

National Breakouts - This Week

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**HISTORY OF THE WEEK**

National Breakouts - This Week

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**HISTORY OF THE WEEK**

National Breakouts - This Week

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.

**ALBUM REVIEW POLICY**

Every album sent to Billboard for review is housed by Billboard's Panel, and its sales potential is rated in its category of music, full reviews are presented for Spotlights picks and Special Merit Picks, and all other LP's are listed under their respective categories.
OUTSTANDING

...AND THEY ARE WILD

DON HO AGAIN / Don Ho
Reprise Album #6186

MORGANA KING
IT'S A QUIET THING
Reprise Album #6192

THE WORLD OF CHARLES AZNAVOUR
IN CONCERT / Charles Aznavour
Reprise Album #6193

OUR TIME'S COMING / Dino, Desi & Billy
Reprise Album #6194

RAM-BUNK-SHUSH / Harold Betters
Reprise Album #6195

AN EVENING WASTED WITH TOM LEHRER
Tom Lehrer
Reprise Album #6199
<table>
<thead>
<tr>
<th>Hot 100</th>
<th>Star Performer</th>
<th>Date: January 15, 1966</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Crying Time</strong></td>
<td>Chris Norman</td>
<td><strong>45</strong></td>
</tr>
<tr>
<td><strong>Looking Through Any Window</strong></td>
<td>Imperial</td>
<td><strong>46</strong></td>
</tr>
<tr>
<td><strong>Under Your Spell Again</strong></td>
<td>Michael</td>
<td><strong>47</strong></td>
</tr>
<tr>
<td><strong>Don't Think Twice</strong></td>
<td>Bob Dylan</td>
<td><strong>48</strong></td>
</tr>
<tr>
<td><strong>It Was A Very Good Year</strong></td>
<td>Frank Sinatra</td>
<td><strong>49</strong></td>
</tr>
<tr>
<td><strong>I Got To Be Somebody</strong></td>
<td>Billie Joe</td>
<td><strong>50</strong></td>
</tr>
<tr>
<td><strong>England Swings</strong></td>
<td><strong>51</strong></td>
<td></td>
</tr>
<tr>
<td><strong>One Has My Name</strong></td>
<td><strong>52</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Second Hand Rose</strong></td>
<td><strong>53</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Harlem Nocturne</strong></td>
<td><strong>54</strong></td>
<td></td>
</tr>
<tr>
<td><strong>You Don't Have To Be So NICE</strong></td>
<td><strong>55</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Lover And Over</strong></td>
<td><strong>56</strong></td>
<td></td>
</tr>
<tr>
<td><strong>July</strong></td>
<td><strong>57</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Tell Me Why</strong></td>
<td><strong>58</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Going To A Go-Go</strong></td>
<td><strong>59</strong></td>
<td></td>
</tr>
<tr>
<td><strong>You've Been Cheatin'</strong></td>
<td><strong>60</strong></td>
<td></td>
</tr>
<tr>
<td><strong>A Young Girl</strong></td>
<td><strong>61</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Lightning Strikes</strong></td>
<td><strong>62</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Broomstick Cowboy</strong></td>
<td><strong>63</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Like A Baby</strong></td>
<td><strong>64</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Don't Mess With Bill</strong></td>
<td><strong>65</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Recovery</strong></td>
<td><strong>66</strong></td>
<td></td>
</tr>
<tr>
<td><strong>It's Good News Week</strong></td>
<td><strong>67</strong></td>
<td></td>
</tr>
<tr>
<td><strong>The Little Girl I Once Knew</strong></td>
<td><strong>68</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Seashell</strong></td>
<td><strong>69</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Jealous Heart</strong></td>
<td><strong>70</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Little Boy</strong></td>
<td><strong>71</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Michael</strong></td>
<td><strong>72</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Cryin'</strong></td>
<td><strong>73</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Please Don't Fight It</strong></td>
<td><strong>74</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Tijuana Taxi</strong></td>
<td><strong>75</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Spread It On Thick</strong></td>
<td><strong>76</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Hurt</strong></td>
<td><strong>77</strong></td>
<td></td>
</tr>
<tr>
<td><strong>I Ain't Gonna Eat Out My Heart Anymore</strong></td>
<td><strong>78</strong></td>
<td></td>
</tr>
<tr>
<td><strong>World's On Fire</strong></td>
<td><strong>79</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Look Where The Sun Has Never Shone</strong></td>
<td><strong>80</strong></td>
<td></td>
</tr>
</tbody>
</table>

**HOT 100—A TO Z (Publisher-Licensee)**
The dramatic theme from the year's most provocative film!

The Title Theme from

A Patch of Blue

The MGM Singing Strings
Produced and Arranged by Teddy Randazzo

Sidney Poitier. "A Patch of Blue"

Elizabeth Hartman. Shelley Winters
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Rubber Soul</td>
<td>RUBBER SOUL</td>
<td>Capitol</td>
<td>14</td>
</tr>
<tr>
<td>2</td>
<td>The Sound Of Music</td>
<td>THE SOUND OF MUSIC</td>
<td>Capitol</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>Whipped Cream &amp; Other Delights</td>
<td>WHIPPED CREAM &amp; OTHER DELIGHTS</td>
<td>Stax</td>
<td>11</td>
</tr>
<tr>
<td>4</td>
<td>December</td>
<td>DECEMBER</td>
<td>Atlantic</td>
<td>10</td>
</tr>
<tr>
<td>5</td>
<td>Goodnight</td>
<td>GOODNIGHT</td>
<td>Atlantic</td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td>The Best Of Herman's Hermits</td>
<td>THE BEST OF HERMAN'S HERMITS</td>
<td>CBS</td>
<td>10</td>
</tr>
<tr>
<td>7</td>
<td>My World</td>
<td>MY WORLD</td>
<td>Columbia</td>
<td>10</td>
</tr>
<tr>
<td>8</td>
<td>Roger Miller's Golden Hits</td>
<td>ROGER MILLER'S GOLDEN HITS</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>My Name Is Barbra, Two</td>
<td>MY NAME IS BARBRA, TWO</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>Houston</td>
<td>HOUSTON</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td>11</td>
<td>Harem Scarum</td>
<td>HAREM SCARUM</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td>12</td>
<td>Welcome To The Left Bank</td>
<td>WELCOME TO THE LEFT BANK</td>
<td>Columbia</td>
<td>9</td>
</tr>
<tr>
<td>13</td>
<td>Beach Boys Party</td>
<td>BEACH BOYS PARTY</td>
<td>Capitol</td>
<td>9</td>
</tr>
<tr>
<td>14</td>
<td>Mary Poppins</td>
<td>MARY POPPINS</td>
<td>Capitol</td>
<td>9</td>
</tr>
<tr>
<td>15</td>
<td>Tempin' Temptations</td>
<td>TEMPIN' TEMPTATIONS</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>16</td>
<td>Help</td>
<td>HELP</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>17</td>
<td>That Was The Year</td>
<td>THAT WAS THE YEAR</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>18</td>
<td>The Miracles Going To A Go-Go</td>
<td>THE MIRACLES GOING TO A GO-GO</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>19</td>
<td>Look At Us</td>
<td>LOOK AT US</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>20</td>
<td>Sinatra '65</td>
<td>SINATRA '65</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>21</td>
<td>South Of The Border</td>
<td>SOUTH OF THE BORDER</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>22</td>
<td>Out Of Our Heads</td>
<td>OUT OF OUR HEADS</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>23</td>
<td>Tony Bennett's Greatest Hits</td>
<td>TONY BENNETT'S GREATEST HITS</td>
<td>Capitol</td>
<td>8</td>
</tr>
<tr>
<td>24</td>
<td>Papas Got A Brand New Bag</td>
<td>PAPAS GOT A BRAND NEW BAG</td>
<td>Atlantic</td>
<td>8</td>
</tr>
<tr>
<td>25</td>
<td>Johnny's Greatest Hits</td>
<td>JOHNNY'S GREATEST HITS</td>
<td>Atco</td>
<td>7</td>
</tr>
<tr>
<td>26</td>
<td>More Than A Feeling</td>
<td>MORE THAN A FEELING</td>
<td>Atlantic</td>
<td>7</td>
</tr>
<tr>
<td>27</td>
<td>There Goes My Heart</td>
<td>THERE GOES MY HEART</td>
<td>Atlantic</td>
<td>7</td>
</tr>
<tr>
<td>28</td>
<td>The Great King</td>
<td>THE GREAT KING</td>
<td>Atlantic</td>
<td>7</td>
</tr>
<tr>
<td>29</td>
<td>Mantovani Ode</td>
<td>MANTOVANI ODE</td>
<td>Decca</td>
<td>7</td>
</tr>
<tr>
<td>30</td>
<td>Goldfinger</td>
<td>GOLDFINGER</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>31</td>
<td>Gentle Is My Love</td>
<td>GENTLE IS MY LOVE</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>32</td>
<td>Try To Remember</td>
<td>TRY TO REMEMBER</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>33</td>
<td>On A Clear Day You Can See Forever</td>
<td>ON A CLEAR DAY YOU CAN SEE FOREVER</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>34</td>
<td>Having A Ray Up With The Yardbirds</td>
<td>HAVING A RAY UP WITH THE YARDBIRDS</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>35</td>
<td>Otis Blue/Otis Redding Sings Soul</td>
<td>OTIS BLUE/OTIS REDDING SINGS SOUL</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>36</td>
<td>Summer Wine</td>
<td>SUMMER WINE</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>37</td>
<td>Go Away From My World</td>
<td>GO AWAY FROM MY WORLD</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>38</td>
<td>The Magic Music Of Far Away Places</td>
<td>THE MAGIC MUSIC OF FAR AWAY PLACES</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>39</td>
<td>Hooray For Hollywood</td>
<td>HOORAY FOR HOLLYWOOD</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>40</td>
<td>Turn! Turn! Turn!</td>
<td>TURN! TURN! TURN!</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>41</td>
<td>Do You Believe In Magic</td>
<td>DO YOU BELIEVE IN MAGIC</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>42</td>
<td>Where Did Our Love Go</td>
<td>WHERE DID OUR LOVE GO</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>43</td>
<td>My Name Is Allman</td>
<td>MY NAME IS ALLMAN</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>44</td>
<td>The Sweetheart Tree</td>
<td>THE SWEETHEART TREE</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>45</td>
<td>John Fitzgerald Kennedy</td>
<td>JOHN FITZGERALD KENNEDY</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>46</td>
<td>Never Walk Alone</td>
<td>NEVER WALK ALONE</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>47</td>
<td>Just Once In My Life</td>
<td>JUST ONCE IN MY LIFE</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>48</td>
<td>Love Songs—Mexico/S.A.</td>
<td>LOVE SONGS—MEXICO/S.A.</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>49</td>
<td>Kinks KiKKoD</td>
<td>KINKS KIKKO</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>50</td>
<td>Half Nelson</td>
<td>HALF NELSON</td>
<td>Columbia</td>
<td>7</td>
</tr>
<tr>
<td>51</td>
<td>James Brown Plays James Brown</td>
<td>JAMES BROWN PLAYS JAMES BROWN</td>
<td>Epic</td>
<td>7</td>
</tr>
<tr>
<td>52</td>
<td>I'm The One Who Loves You</td>
<td>I'M THE ONE WHO LOVES YOU</td>
<td>Epic</td>
<td>7</td>
</tr>
<tr>
<td>53</td>
<td>The Lowdown</td>
<td>THE LOWDOWN</td>
<td>Epic</td>
<td>7</td>
</tr>
<tr>
<td>54</td>
<td>Thunderball</td>
<td>THUNDERBALL</td>
<td>Epic</td>
<td>7</td>
</tr>
<tr>
<td>55</td>
<td>More Hits By The Supremes</td>
<td>MORE HITS BY THE SUPREMES</td>
<td>Epic</td>
<td>7</td>
</tr>
<tr>
<td>56</td>
<td>Like It Like That</td>
<td>LIKE IT LIKE THAT</td>
<td>Epic</td>
<td>7</td>
</tr>
</tbody>
</table>
Make every evening a dancing holiday
WITH ERNIE HECKSCHER

Dance To The Hits
Heckscher Style

Ernie Heckscher & His Fairmont Orchestra

A Taste of Honey
Cast Your Fate to the Wind
Unchained Melody
My Heart Is Still in Venice
Near You
What’s New, Pussycat?
Marie
A Walk in the Black Forest
Love Theme From "The Sandpiper"
Two Different Worlds
Theme From A Summer Place
The "In" Crowd

OTHER ERNIE HECKSCHER ALBUMS ON COLUMBIA YOU WILL ENJOY

THE WHOLE WORLD DANCES WITH ERNIE HECKSCHER AND HIS FAIRMONT ORCHESTRA

AND—from the ALBUM
A BEAUTIFUL INSTRUMENTAL SINGLE!
THEME FROM THE SANDPIPER
(The Shadow of Your Smile)
and
MY HEART IS STILL IN VENICE
by Mignonette
43453

National Promotion—Paul Brown

ON COLUMBIA RECORDS
Dealers stand on the threshold of a great and exciting new year.

Never before have their shelves been picked as bare as product of this kind. During this holiday season. The all-time highs in Christmas sales which they have just enjoyed climaxed the biggest year in the history of the record business.

They face a highly promising new year, buttressed by booming national economy, a firmly established market for catalog and new releases in all categories of music, and they have within easy reach new avenues of profit.

In addition to records—the mainstay moneymaker—dealers have been able to add fruitful areas such as guitars and harmonicas, a profit area which has grown by impressive strides, and to the sold worthiness of accessories.

Perhaps the simplest new source of profit is the automobile tape cartridge field. This fledging offshoot of our industry first showed its strength on the West Coast four years ago, when the rage among avant-garde motorists to have their cars equipped with stereo tape cartridge equipment.

This "musical carfield," as George Marek called it, spilled over into the national market place during 1965. Ford Motor Co. is equipping its 1966 lines with tape units at the factory, and Chrysler is making playback units available for installation at the car dealer level. Other automotive dealers and car manufacturers are adding tape cartridge playbacks for use in new and old model automobiles. In addition, various manufacturers have scheduled counterpart playbacks for home use. The demand for this in-car recording is such that dealers are in the forefront to automobile, camera and appliance outlets.

This section is dedicated to the record retailer. Its purpose is to help him in replenishing his depleted inventories. It is designed to help him restock catalog product and guide him in the selection of new releases, and it will probably stimulate the excelling the exciting profit potentials of the new year.

Show Albums Win Longevity Sweatstakes

By MIKE GROSS

The glamour and excitement of the Broadway musical continues to be reflected on its original catalog album counterpart. Ever since Decca's recording of "Oklahoma!" in 1943, original Broadway cast albums have developed into an impossibly popular commodity that can ring up sales after year after year.

The prime example of the durability of an original cast album is Columbia's "My Fair Lady." Issued in the spring of 1956, the Alan Jay Lerner-Frederick Loewe musical has been on Billboard's Top LP's chart over seven and has sold more than 5 million copies. It is the best selling record of a musical in the history of the industry. Columbia has also released foreign language versions of the show in Spanish, Hebrew, Italian and Portuguese.

In addition to "My Fair Lady," Columbia has the largest catalog of original Broadway sound albums. Other leaders are Rodgers & Hammerstein's "South Pacific," "Lerner & Loewe's "Camelot," Rodgers & Hammerstein's "Flower Drum Song" and "The Sound of Music," and Leonard Bernstein-Stephen Sondheim's "West Side Story." Also, consistent sales have been achieved with "Gypsy," "Kiss Me Kate," "Gentlemen Prefer Blondes," " Bye, Bye Birdie," "Trum La Doose," "How to Succeed in Business Without Really Trying," "Pajama Game" and "Finian's Rainbow.

Columbia continually merchandises its catalog of sound albums, but puts special emphasis on a summer stock promotion. The plan is designed to show new records in the summer when more than 500 theaters are bringing Broadway shows to local communities throughout the country. It has resulted in a 20% increase in sales in the increasing sales of the show catalog.

In June and July, the peak lease period, distributors work directly with the summer theaters to merchandise and advertise the entire Broadway catalog. Browser display units are featured in record stores as a catalyst for a Chrysler catalog of Columbia's show albums is given to record dealers for counter giveaways. Advertising is placed in theater programs, key papers, etc.

In addition to the albums made available to radio stations for $1 a record during this two-month period. During 1965's summer stock promotion, a special album was prepared spanning 58 years of musical comedy from "The Merry Widow" to "Do I Hear a Waltz?" The LP, consisting of excerpts from 18 shows with commentary by critic Lee Jordan, was sent to stations to supplement general promotion. The album also featured interviews with Richard Rodgers, Dick Van Dyke, Robert Goulet, Julie Andrews, Rex Harrison and Barbara Streisand.

The Columbia summer-round promotion will be lighted with a new merchandising campaign on "My Fair Lady." The drive will begin in February when the Warner Brothers will herald a look at 1,000 neighborhood theaters throughout the country. The campaign will promote the castle album as well as the sound track recording which is also released by Columbia.

The promotion of general show catalog is consistent throughout the year. Ads are always placed in theaters around the country and a release of a musical on Columbia by a particular composer I.e., Richard Rodgers- "Do I Hear a Waltz?" a Warner promo of other Rodgers albums by that composer. Columbia also capitalizes on movies of musicals even when it does not have the soundtrack recording. An example is "Romeo and Juliet" which Columbia renewal interest in the cast album, sometimes by changing the cover, ad placement and merchandising the albums to radio stations.

RCA Victor, which rode herd over the original Broadway cast album market last year with "Fiddler on the Roof" and "Hello, Dolly!" also has an impressive catalogue which it merchandises continually through various promotions.

One of its most creative programs was last summer's "Welcome to Broadway" sales campaign. It spotlighted 34 original cast albums which were awarded in full-page Sunday newspaper ad copy. Excerpts as well as ad mats and point-of-sale materials, including blanked mats on all albums, miniatures of all albums were also included.

Broadway Hopes to Recoup From Disastrous Start

Broadway was a virtual disaster area for musicals during the first half of the 1965-1966 season, but there are some potentially strong productions waiting in the wings that could give the original cast album field a much-needed shot in the arm.

Only four musicals made the growing grade, while five weren't around long enough to get into the recording studio. The new original Broadway cast album available is "Skye Caper," on Capitol, "On a Clear Day You Can See Forever" on RCA Victor, "Man of La Mancha" on Kapp and "Anya" on United Artists. "Anya," incidentally, closed after a two-week run, but the original cast album is belated. It arrived before its Broadway opening and sent the set into the market, anyway. The company claimed a brisk sales response in the album's opening weeks in the stores.

Still running are: "Skye Caper" with a score by Jimmy Van Heusen and Sammy Cahn, Julie Harris is starred; "On a Clear Day You Can See Forever," score by Alan Jay Lerner and Burton Lane, Barbara Harris is starred; "Man of La Mancha," score by Mitch Leigh and Joe Darion, Richard Kiley and Joan Didion are starred. The score for "Anya" was adapted by Robert Wright and George Forrest from themes by Sergei Rachmaninoff.

The short-lived Broadway musicals that went unrecorded were "Pickwick," which was longer to Philips; "Dial! The Cat!" which Columbia had on its schedule; and "The Night and La Grosse Valee," which were in Mercury's plans, "Hot September," which was to have been recorded by RCA Victor, never got past its try-out stand in Boston.

Middle Road Picks Up Beat

Blind instrumentals aimed at the sedate adult buyer no longer dominate the adult popular album market. Programming on so-called "middle of the road" radio stations reflects the changes in this market—with groups like the Ramsey Lewis Trio, Ca
d and the Tijuana Brass on A&M setting the pace. The Ramsey Lewis group, for example, has now been in full-force forays into instrumental groups as well as ad mats and point-of-sale materials, including blanket mats on all albums, miniatures of all albums were also included.

Upcoming releases which should do well in the adult market include the Ramsey Lewis Trio's "Hang On," "Nat King Cole at the Sands" and Nancy Wilson's "Forever Broadway With Love" on Capitol, Lawrence Welk's "Champagne On Broadway" on Dot, with Village Stompers' "A Taste of Honey" on Spie, Sarah Vaughan's "Pop Sounds of the Jazz Greats" or "Leslie Lurin at the Country Club" on Philips, "Peter Nero's "Street of Dreams" on Columbia, "Gypsy" on Decca, "Playing Our Song" on RCA Victor, "The World of Charles Aznavour in Concert" on Reprise and "The Downbeat Sound of Tony Hatch" on Warner Bros.

Continued on page 16
When it comes to best-selling albums... Columbia wrote the book.

You're looking at it. The music man's best friend. You got it from your Columbia Records supplier. And you're probably using it right now for restocking. Wise move. It's the world's most comprehensive compilation of profit-packed albums and artists. No wonder it's a best seller. No plot. But what a cast.

ON COLUMBIA RECORDS®
HOLLYWOOD SOUNDTRACKS: BLOCKBUSTERS OR BOMBS?

By ELIOT TIEGEL

Hollywood soundtracks are a tough-as-hell, loved and hated commodity, which ranges from the very best sounding blockbusters or an unsavory bomb. Sometimes the albums are as popular as the pictures.

Down through the years the soundtracks with longevity, which put new and still strong items, have been the blockbuster Broadway shows transferred to the wide screen. "My Fair Lady," "West Side Story," "Carousel," " Oklahoma!" and "Sound of Music" are all enjoying or have enjoyed great success on the charts. In fact Capitol's President Alan Livingstone says that "Cats," " Oklahoma!" and "Sound of Music" are good catalog albums.

"Mary Poppins" is a distinct exception. It is a pure movie musical and was a steady seller all last year. In fact, going into 1966, the Vista soundtrack had sales of over two million copies with the picture just opening in many foreign markets and sales reactions beginning to feel the Disney organization believes this LP will be a long-range winner.

The major labels all decry their inability to compete on equal footing with the Capitol gift records and consequent loss of sales. While there are few vinyl re-issues available (unless you place a special order) you can still consider an LP like "American Factor," which is a very nice collection of rare, if not odd recordings.

Warner Bros. Records released two soundtrack LP's this month. They are "Inside Daisy Clover," music by Andre Previn, and "Battle of the Bulge," music by Benjamin Frankel. Last year "The Americanization of Emily" sound score, was released on Reprise; Ritz Orenthal's "ECOCCO" on WB, which recorded the television mini-series "Harlow" on WB. "The Music Man," which was released on RCA, was recorded by the Warner Bros. LP seller. Such vintage titles as "Gone with the Wind" and "The Jazz Singer," which have been re-issued, moving about 1,000 copies a year. Also still selling is "Rome Adventure" record set released in 1960, with the tune "Ala De La" emerging as the most familiar piece of material. "Annie" sold out with no stormy disappointments quickly," explains Corny. On the horizon are such films as "The Chase" with music by John Barry, "Assault on a Queen" by Duke Ellington, and "Cameleer," destined as Warner's first soundie to cross over to the LP market. Also on tap are "When the Boys Meet the Girls" (Connie Francis), and "The Pleasure of Living In Space" (with Herman's Hermits) for MGM.


SHOW ALBUMS WIN LONGEVITY SWEEPSTAKES

Among the four-color lighted displays and mounted covers especially created for the campaign.

A highlight of the special promotions was a consumer catalog styled to simulate Playlist, the Record Mirror and the authorized, hand-stained illustrations of all the albums and included an order form. The Victor "Welcome to Broadway" was made available to consumers in stores.


"Fanny," "Paint Your Wagon" and "Dawn Yankees" have been electronically reprocessed, while "The Boy Friend," "Peter Pan" and "Take Me Along" have undergone cover conversions.

The Victor cast albums are promoted in such media as "American Radio History," "Record Collector" Records" and sundry other items including those designed for holiday gift buying.


The Decca sales theme is, "We intend to merchandise profitably and competitively.

Blues-Rock Gains Foothold

Following the path blazed by folk music, which incorporated rock & roll early in its development, seems to be gaining a Hot 100 foothold with electric guitars, drums, and amplified harmonica. The case has not gone pushy yet, but groups that seem to be making hits with teen-age audiences include Elektra Records; Paul Butterfield and his Blues Band, the Blues Project, and Epic Records' Goldberg-Miller-Blues Band. The Blues Project, just signed by Verge-Folks Ways, has just released a move to strengthen its single images, has been appearing at the Cafe Au Go Go in New York. A recent LP by New York's Goldstein and his group was a hit with teen-agers at Town Hall, New York. The Mickie and her group drove teen-agers wild recently at the Phone Booth, New York. The basic element of these blues-rock groups seem to be the harmonica highly amplified to produce a funky sound. An LP by Paul Butterfield and the Blues Band recently made the Top LP's charts.

Teen Market is Album Market

The teen market for albums continues to grow; in fact, many record meal feels albums are now selling exactly like singles . . . often, he feels, "Look at Us" by Sonny & Cher on Arista Records grossed over $2,000 a week. A recent show, "Rock and Roll Through the Years," has sold over 70,000 copies of just the opening LP of the tour. The firm has a new album slated by the duo early this year, plus an album by the Young Rascals on Atlantic Records.

Capitol Records sold 1,200,000 copies of "Rubber Soul" by the Beatles in just the first nine days, showing the power of the teen LP market. The

Plush Teen-Agers Are LP Buyers

The old saw that teenager-are not album buyers, has been put to rest. Teen-agers have the money to buy albums, and they're spending this money. Records are purchased by the top chart positions held by albums with teen market appeal.

At the annual ARH Data notes: "The volume increases in teen albums each year. Teens are buying more albums for more exotic forms when they grow older, is one strong philosophy in which companies believe. It certainly supports the reason for sustaining success by companies who have not changed their style which is rooted in a commercial, high-quality sound.

When an act stops selling singles, album sales slip. Teen albums are still predicated on the hits. Blocker notes, it is now easier to move 100,000 copies of an LP by a teen artist because of the single's exposure on Top 40 radio and that if the key money dollars, pop, out comes a similarly titled LP. Among the labels are: "Over the Rainbow" Bantas, songs, ages seven, eight, nine, and Ventures drummer "Time of the Year." Tilling an album after the hit single, creates the buyer that this is the artist's newest product. Currency stimulates teen to buy LPs. New teen-best product from the West Coast includes "More Hits Songs by the Lettermen," "My World of the Beatles," "Dino McCallum: "Bang, Bang, Bang," "Elliott Fisher, all on Capitol; "Freddie Hart's Greatest Hits;" "Dino, Dini and Billy's "Our Time's Coming," Beware: The "Why Not Try Me Again," in Action from Warners-Reprise; "Where the Action Is" and "The Beatles Meet the Ventures," the Ventures; "No Matter What Shape," by the Ventures' Crystal Chandler," by Vic Davie on Doton, and "Bobs Barooce," by Gary Knetch on World Peace Records.

January 15, 1966, Billboard
START THE NEW YEAR

ON TARGET for '66

WITH THESE 11 OUTSTANDING NEW DECCA® ALBUMS

BILL ANDERSON PRESENTS THE PO' BOYS
DL 4725 (M) • DL 74725 (S)

REVERIES—JESSE CRAWFORD
DL 4701 (M) • DL 74701 (S)

OLD TIME DANCE PARTY—TONY JAMBOR
DL 4733 (M) • DL 74733 (S)

GOLDEN BARBERSHOP BALLADS
DL 4674 (M) • DL 74674 (SE)

CONTACT YOUR DECCA® REPRESENTATIVE FOR DETAILS OF A MONEY SAVING PROGRAM!
Kiddie Disks Have Top 40 Sound

"We have taken the vanilla out of children's product and given it the sound of today," says Hanna-Barbera's general manager Don Bohanan in explaining the ambitious program his company hopes to have established.

Gone is the "little old lady behind the organ" Bohanan notes, and in her place is a contemporary group of Hollywood studio musicians playing today's rhythmic patterns on musical selections for cartoon series albums.

Children today cannot escape the top 40 sound, the general manager says. They hear it in their homes on radio and television and H-B Records attempts to make that pop sound the sound heard on their kiddie albums.

During its first year of operation the subsidiary of the parent TV animation company released 27 albums (including this month's release) of original cartoon series. The characters were from H-B's many TV shows. The special appeal of the TV programs is a characteristic of the albums. When listening to an H-B album, Bohanan says, "If you close your eyes, you'd swear you were watching a TV show."

The story dials, sound effects and musical numbers are all top-notch productions. Fast packing is needed to retain a child's interest. "If there's 10 seconds of silence, a kid may be distracted and wind up getting hit over the head by his sister," Bohanan noted.

A New Crop Every Year

Children's records are the "safest" form of merchandise, believes Walt Disney executive John Rohan, because there's a new crop of youngsters every year and proved cartoon character albums are as fascinating to them as to their predecessors.

Disneyland Records has devised a reuse pattern for major cartoon film and TV soundtracks albums on a seven-year cycle. Each year one major cartoon is re-released with supplementary promotions, merchandising and film tie-ins.

"Snow White," which has been shown to the American public four times since its debut in 1938, has a 5 to 10 per cent sales edge over the other members of the toon, revival club: "Pinocchio," "Cinderella," "Bambi," "Peter Pan," "Lady and the Tramp" and "101 Dalmatians."

"Mary Poppins" will undoubtedly take its place as a very reissueable film every seven years, Johnson indicated. Last year it was "Cinderella's" turn to charm youngsters and the music wing created a new "Cinderella" story-teller which sold along with the other already available product.

Today, part of merchandising a soundtrack is having other companies record songs from the score. This provides an additional budget for soundtracks and helps spread the music around. The reissue films are new pictures to millions of children each time they are shown. Because of these new audiences, the albums seem to become sellers.

A newly established Disney catalog item is "Mary Poppins" starring Julie Andrews and Dick Van Dyke.

JANUARY 15, 1966, BILLBOARD

Copyrighted material

www.americanradiohistory.com
THE ROGER MILLER SHOW
His NBC Color Special
Wednesday Evening, Jan. 19
will be seen by
30-40 MILLION VIEWERS

A Full Page TV Guide Ad
is reaching 10-15
Million Readers

A 4-Color Display
will Make Customers
d out of Thousands

WORDS AND MUSIC
BY ROGER MILLER

ORDER
MGS 27075
QUANTITY

MGS 27073
QUANTITY

SRS 67075
QUANTITY

SRS 67073
QUANTITY

Including England Swings, In The Summertime and 12 other great hits.

ORDER
MGS 27061
QUANTITY

MGS 27049
QUANTITY

SRS 67061
QUANTITY

SRS 67049
QUANTITY

Such hits as King Of The Road, Go-Weeke-Do and 10 others.

Dang Me, Chug-A-Lug and 10 other Miller favorites.

BE READY-ORDER NOW!

www.americanradiohistory.com
Here are 21 great new additions to the profit-making Musicor LP catalog. The Musicor success story is based on a solid foundation of proven talent packaged with the touch of solid experience. Every one of Musicor's artists has a record of chart successes. Formats are designed to make those steady, month-after-month repeat sales that are the backbone of your profit structure... Musicor produces a quality product with ready appeal for every one of your customers. Covers are rack-tested before they reach the browser bins, and each has shown that it produces sales. For extra entries on the black side of the ledger in 1966, let Gene Pitney, George Jones, Tito Rodriguez, The Platters, Melba Montgomery, Los Hispanic Quartet, Eartha Kitt, Jose Melis, George Stone, Ry Cooper, The Bitter End Singers, The Three Suns, Marie Knight, Rex Allen, Vitin Aviles, Claude Ciari, and the rest of the Musicor team go to work for you!
AND ALL THE ALBUM CATALOG BEST SELLERS

SPANISH GOLD

TITO ROQUEZ & HIS ORCHESTRA IN "CARNIVAL OF THE AMERICANS" MM2087/MS3087
TITO ROQUEZ SINGS LOVE SONGS IN HIS ALBUM "I'LL ALWAYS LOVE YOU" MM2045/MS3045
THE LOS HISPANOS QUARTET PRESENTED BY TITO ROQUEZ MM2046/MS3046
THE LOS HISPANOS QUARTET WITH "SIEMPRE PENSANDO EN TI" MM2051/MS3051
TITO ROQUEZ' BIG HIT ALBUM "I'LL ALWAYS LOVE YOU" MM2063/MS3063

GENE'S WINNERS

LOOKING THROUGH THE EYES OF LOVE MM5030/MS5030
"MY LOVE CAN BREAK A HEART" EVERY SONG IN IT IS A HIT MM2004/MS2004
"BIG SEVENTH" THE WILDLY SUCCESSFUL FIRST IN THE SERIES MM2010/MS2010
"BIG SEVENTH, VOLUME II" STYLING LIKE A SINGLE MM2021/MS2021
"IT HURTS TO BE IN LOVE" MM5035/MS5035

STEADY MOVERS

GEORGE VALI & HIS ORCHESTRA WITH THE AUTHENTIC, EXOTIC "ALL POINTS EAST" MM2026/MS2026
"51 ORGAN SKATING FAVORITES," GEORGE STONE AT THE ORGAN MM2031/MS2031
"51 FAVORITE RELAY DANCES," GEORGE VALI & HIS ORCHESTRA MM2032/MS2032
7'S PAUL TRIP, "SOMETHING HAPPY SINCE ITS SHAPE OF CHART" NO. 9 MM5030

COUNTRY FAVORITES

GEORGE JONES' BEST SELLING ALBUM "MR. COUNTRY & WESTERN" MM2046/MS2046
GEORGE JONES & THE JONES BOYS "NEW COUNTRY HITS" MM2056/MS2056
GEORGE JONES & GENE PITNEY Duet IN "IT'S COUNTRY TIME AGAIN" MM2055/MS2055
"COUNTRY'20" MM2053/MS2053
"GEORGE JONES & GENE PITNEY" THEIR FIRST BIG HIT ALBUM TOGETHER MM2041/MM2044

MUSICOR RECORDS: A DIVISION OF TALMADGE PRODUCTIONS, INC. 828 7TH AVENUE, NEW YORK, N.Y.
Displays Help Move Product

By PAUL ZAKARAS

Chicago recording companies are all using special gimmicks in an attempt to attract record shop customers to their products and get them to realize that in such promotions they must compete for the co-operation of the dealer.

Dick LaPalm, public relations manager of Chess Records, prefers large (two-and-a-half feet by two-and-a-half feet) easels prepared around one particular artist. He said the record dealer likes displays of this size because they are noticeable and in good contrast with many of the smaller display items the store is flooded with.

"We don't try to push many displays onto the dealer," said LaPalm, "but when we do come out with one we make it large and attractive so that it will be used. And, by having our distributors send us names of all retailers showing our displays, we are able to write personal thank-you letters to the stores. The dealers appreciate this and remember us the next time one of our promotional items comes around."

LaPalm said he feels these displays, which feature a large picture of the artist and stress his latest release, as well as promoting four previous LP's by the same artist, have been very successful sales aids. "I believe the upswing in Ramsey Lewis sales, even before 'In Crowd' came out, is due to the fact that we were using these sales promotions at the dealer level."

Asked about dealer response to his thank-you letters, LaPalm said, "They are very pleased. Recently a dealer from Springfield, Mass., wrote back to us and said our letter was the first personal correspondence of its kind that he had ever received directly from a manufacturer. He said he was pleased that we had noticed his sales efforts. I believe our letters have been of great public relations value for us."

George Balos, merchandising manager for Mercury Records, believes in publishing company releases, rather than individual artists in the record shop, and feels that the display must be unusual and attention-getting in order to be used by the dealer.

Balo's new creation is a large display with a stress-light device on one side. The red and amber part of the light read "Stop" and "Listen." The green part, which flashes on and off, reads "Go."

Below the light is an attractive girl on a motor scooter carrying a bag which contains Mercury's 12 latest releases. The display is titled "Spirit of '66," and the general effect created is "Go-Go With Mercury."

Balo's, who earlier this year created the very popular Smothers Brothers TV-console display, feels that a flashing, moving device is something that will catch the eye of the customer and the dealer will be sure to notice it. Balos added that this gimmick is used to publicize the whole release and said that "customers will look at it and pick out the LP that fits their tastes."

Smash-Fontana has come up with a two-color shopping bag which illustrates latest Smash cuts on one side and most recent Fontana releases on the other. The bag also has space for a prominent imprinting of the dealer's name.

Linemight, which devises a great deal of stress to the design of record jackets, includes extra folds inside the jacket allowing the album to stand up and be used as a display piece by itself.

Vee Jay, which has a specialty label called "Oldie," uses a browser box full of index cards (similar to a library file), to help customers locate old favorites. The "Oldie" label is a collection of old favorites' 45-r.p.m. recordings which Vee Jay has purchased from the original recording companies. The browsing file enables customers to look up the original recording and find its number under the new "Oldie" label. A four-color panel above the box informs customers that these are the same soundtracks as the original recording, but have been consolidated under the special name. Ewart Abern, Vee Jay's general manager, said that such a system makes it simple for customers to find the "old favorite" record that they want.

Op Art Effective in Album Display

Capitol is offering five sales aids for the new year. There is the "Capitol Pop's" optical illusion display which promotes seven blockbuster albums. Dead center in the display is an op art revolving circle, with white lines turning behind a series of black lines, causing a hypnotic effect.

To promote the new original cast package, "Skyscraper," the company has Julie Harris riding up and down on a steel beam. Around the motor-driven model are photos of members of the cast.

To support the new soundtrack, "Aepyornis and the Ectasy," a large blow-up of the jacket cover has been reproduced in color.

As a promotional means for individual artists and albums, there is a plastic frame which can be snapped to the wall. One side excludes album of the month, the other side, artist of the month. Appropriate LP jackets are inserted in the frame. The final sales aid is a clear plastic divider card, with a slot for title changes and a full view of the jacket in the bin.

Sales stimulators from Hanna-Barbera include full color case blow-ups of album jackets for cartoon series products and a two-color merchandiser for 49-cent products. The box is a self-shopper which holds six each of 12 titles.
"GOSPEL MUSIC MOVES"

A SUNDAY SERENADE with
THE ANITA KERR QUARTET

The Grand Old Gospel
Porter Wagoner
and The Blackwood Brothers
Quartet

THE HAPPY SOUND
of the
STATESMEN QUARTET

RCA VICTOR
The most trusted name in sound
PLUS PROFITS WITH PLUS PRODUCTS!
FROM THE COMPANY THAT CARES ABOUT YOUR PROFITS

CAPITOL RECORDS DISTRIBUTING CORP.
RAPID SERVICE • DEPENDABLE • COMPETITIVE PRICES • QUALITY PRODUCTS
BUY WITH CONFIDENCE AND SELL GOODS THAT DON'T COME BACK TO PEOPLE WHO DO!

PHONOGRAPHS!
Not just look a likes...but carefully styled, designed and priced quality Phonographs to suit every taste and budget!
A profitable line you'll be proud to sell!

RACKS & STANDS!
Not shipped to you freight collect...but PREPAID*! Wide selection of various types from Capitol's Designers Award Series!
* Prepaid if ordered in drop ship quantities

CARRYING CASES!
Not a delicate box...but smartly designed, heavy duty, durably, ruggedly constructed fiber board and metal cases in all popular sizes, shapes and colors.

SPINDLES!
Not Japanese imports...but Genuine Original Equipment! Admiral, BSR, Garrard, G.E., Magnavox, Telefunken, VM, Webcor.

PHONO & RECORD ACCESSORIES!
Not just a sample or two...but a complete line of all popular types of first grade quality!

NEEDLES!
Not Japanese imports...but top quality American made whole Diamond and replacement needles! Manufactured according to precise specifications of original equipment!

RAW TAPE & TAPE ACCESSORIES!
Not just any make...but the world famous HOHNER!
Known the world over for quality instruments since 1857!

For all the details phone or write
CAPITOL RECORDS DISTRIBUTING CORP.
Folk Revival Sparks Harmonica Boom

Record retailers are riding the crest of the harmonica wave. The public, stimulated by the increasing numbers of pop artists who use harmonicas in their acts, has been buying harmonicas at an unprecedented rate.

In 1963, the percentage of record retailing was less than 40 per cent of the nation's store record sales were selling harmonicas. While the number of retailers who carry them increased in 1965, an estimated 50 per cent of all dealers now carry harmonicas. 

The boom in sales is in large measure responsible for the growth of the harmonica. Columbia artist Bob Dylan, who plays the harmonica, has been an important influence in the harmonica's comeback. 

But the harmonica is not ex- clusively a folk instrument. About 10 per cent of the records that make Billboard's Hot 100 feature harmonicas. The list of artists who use harmonicas in their acts is impressive. Here are a few examples:

Bob Dylan, who sings about the harmonica in songs such as "Like a Rolling Stone," has become a standard for the instrument. 

The Beatles, who use harmonicas in combination with the guitar, have sold millions of records. 

The harmonica has been an important role in rock and roll music. Chas. Columbia Records has been issuing a steady stream of albums and singles with Chicago bluesmen, whom both of them played the harmonica, or used harmonica backing.

The blues harmonica has inspired a number of music publishers, and manufacturers to produce quality instruments. These manufacturers use the harmonica to give their products a unique sound.

The portable stereo at $59.95; the Motorola stereo at $49.95, and the Decca Versa-Tilt III at $39.95. Such are popular with young people and those interested in jazz and rhythm and blues music. Some models are available in a variety of colors.

_exact figures are lacking on the amount of the portable phonograph business handled by record retailers, but it is fair to say that they are increasing in importance for movement of the lower-cost models and stereo units was sizable.

The 1966 portable phonograph line is dominated by quality stereo models, many featuring the popular "tilt-down" design. Examples are the Caplet (Derek Quan), the Kinks (Ray Davi's "The Lovin' Spoonful"), John Sebastian Jr., Manfred Mann (Paul Jones), Barry McGuire, the Rolling Stones, Nina Simone, and the Pointer Sisters.

Even old-line pop standard artists are using harmonicas. Examples include "Little Girl" by the Beach Boys, "Homeward Bound" by Simon & Garfunkel, "On a Slow Train" by Don Everly, "Little Girl" by the Beach Boys, "Homeward Bound" by Simon & Garfunkel, "On a Slow Train" by Don Everly, "Lambada" by the Isley Brothers, and "White Christmas" by Bing Crosby.

The rise in the number of portable record players has been dramatic. According to the Phonograph Record Manufacturers Association, portable record player sales in 1965 were estimated at 3,000,000 units, compared with 500,000 units in 1964.

The growth in the number of portable record players has been dramatic. According to the Phonograph Record Manufacturers Association, portable record player sales in 1965 were estimated at 3,000,000 units, compared with 500,000 units in 1964.

The rise in the number of portable record players has been dramatic. According to the Phonograph Record Manufacturers Association, portable record player sales in 1965 were estimated at 3,000,000 units, compared with 500,000 units in 1964.
THE TOYS ATTACK
'66 * FIRST GREAT ALBUM * '66

Produced by
SANDY LINZER
and
DENNY RANDELL
for
BOB CREWE
PRODUCTIONS

EXTRA! HIT SINGLE! EXTRA!

"Attack!" THE TOYS
DYNVOICE 214

DISTRIBUTED BY BELL RECORDS, INC. • 1776 BROADWAY, NEW YORK, N.Y.
Inventory Items Cover Product Catalog and new release items listed in the Billboard. New in Records section, are cataloged mechanically. The catalog field offers great opportunities to dealers in both catalog and new product. These opportunities in the budget field—will be covered in a forthcoming issue of Billboard.

(Continued on page 48)
look who's first

IN BILLBOARD'S COMPILATION—WHO'S WHO IN THE WORLD OF MUSIC—1966

No. 1 Record of the Year
WOOLY BULLY
Sam the Sham and the Pharaohs

No. 1 Top Single Artist of 1965
HERMAN'S HERMITS

MGM Records is a Division of Metro-Goldwyn-Mayer, Inc.
HERB ALPERT & THE TIJUANA BRASS
THE ANDY WILLIAMS SHOW
THE WINTER CONCERT TOUR OF HERB ALPERT & THE TIJUANA BRASS

JANUARY 27, 28, 29 - SALT LAKE CITY, UTAH
FEBRUARY 1 - BAKERSFIELD, CALIFORNIA
FEBRUARY 2 - PORTLAND, OREGON
FEBRUARY 3 - SEATTLE, WASHINGTON
FEBRUARY 4 - CORVALLIS, OREGON
FEBRUARY 5 - VANCOUVER, BRITISH COLUMBIA
FEBRUARY 6 - SPOKANE, WASHINGTON
FEBRUARY 11 - SAN DIEGO, CALIFORNIA
FEBRUARY 13 - PHOENIX, ARIZONA
FEBRUARY 14 - CHICO, CALIFORNIA
FEBRUARY 15 - SACRAMENTO, CALIFORNIA
FEBRUARY 16 - FRESNO, CALIFORNIA
FEBRUARY 17 - SAN JOSE, CALIFORNIA
FEBRUARY 18 - BERKELEY, CALIFORNIA
FEBRUARY 19 - PASADENA, CALIFORNIA
FEBRUARY 22 - SALT LAKE CITY, UTAH
FEBRUARY 23 - SALT LAKE CITY, UTAH
FEBRUARY 25 - MIAMI, FLORIDA
FEBRUARY 26 - NEW ORLEANS, LOUISIANA
FEBRUARY 27 - HOUSTON, TEXAS
FEBRUARY 28 - SAN JOSE, CALIFORNIA
FEBRUARY 29 - BERKELEY, CALIFORNIA
FEBRUARY 30 - PASADENA, CALIFORNIA
MARCH 1 - SALT LAKE CITY, UTAH
MARCH 2 - SALT LAKE CITY, UTAH
MARCH 3 - LOS ANGELES, CALIFORNIA
MARCH 4 - SALT LAKE CITY, UTAH
MARCH 5 - GREENSBORO, NORTH CAROLINA
MARCH 6 - ST. PETERSBURG, FLORIDA
MARCH 7 - MOBILE, ALABAMA
MARCH 8 - JACKSONVILLE, FLORIDA
MARCH 9 - MIAMI, FLORIDA
### New Release Inventory Checklist

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Record No.</th>
<th>Mono No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Countrey</td>
<td>The Troubadours</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Accordion</td>
<td>Pianist</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Strings</td>
<td>Violin</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Trumpets</td>
<td>Trumpet</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Cello</td>
<td>Cello</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Piano</td>
<td>Piano</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Drums</td>
<td>Drums</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Guitar</td>
<td>Guitar</td>
<td>See note</td>
<td>See note</td>
</tr>
<tr>
<td>Bass</td>
<td>Bass</td>
<td>See note</td>
<td>See note</td>
</tr>
</tbody>
</table>

### VOLL

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Record No.</th>
<th>Mono No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>VOLL</td>
<td>VOLL</td>
<td>See note</td>
<td>See note</td>
</tr>
</tbody>
</table>

### WORD

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Record No.</th>
<th>Mono No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>WORD</td>
<td>WORD</td>
<td>See note</td>
<td>See note</td>
</tr>
</tbody>
</table>

### THE COMPLETE LIST

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Record No.</th>
<th>Mono No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Complete List</td>
<td>The Complete List</td>
<td>See note</td>
<td>See note</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Record No.</th>
<th>Mono No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title</td>
<td>Artist</td>
<td>Record No.</td>
<td>Mono No.</td>
</tr>
<tr>
<td>Title</td>
<td>Artist</td>
<td>Record No.</td>
<td>Mono No.</td>
</tr>
</tbody>
</table>

---

*Note: The record numbers and mono numbers are placeholders as the actual list is too extensive to display here.*
CAN A BUTTERFLY BEAT A BEATLE?

catch the
"ELUSIVE BUTTERFLY"
by BOB LIND #77808

THESE PEOPLE DID!

WFUN MIAMI
1. "ELUSIVE BUTTERFLY" by BOB LIND (6)
2. DAY TRIPPER/WE CAN WORK IT OUT Beatles (1)

WQAM FABULOUS 56 SURVEY
1. DAY TRIPPER/WORK IT OUT Beatles (1)
2. "ELUSIVE BUTTERFLY" by BOB LIND (3)

WCOL COLUMBUS
PICK HIT OF THE WEEK
"ELUSIVE BUTTERFLY" by BOB LIND

WPGC BALTIMORE
BEST BET OF THE WEEK
"ELUSIVE BUTTERFLY" by BOB LIND

also on the wing:

• I'M A NUT jon-jon lewis #15 ON WFUN & WQAM #77810
• MICHELLE bud shank #77814

THE "IN" SOUND FOR '66
New From Walco!

GUITAR STRINGS & ACCESSORIES
Complete Your Music Department With A Handsome, Hard-Selling Walco Display

Long an outstanding name in phonograph needles, Walco now introduces the best music strings and accessories money can buy.

Here is a new top-quality line of guitar, banjo and ukulele strings, precision-made for superior performance plus in-demand accessories including pitch pipes, polishing cloths, picks, rosin cords, books, etc.

Attractively, colorfully packaged to be a "hit" on sight, Walco Guitar Strings & Accessories can be yours in your own complete department—easily. Just select from among four handsome, hard-selling Walco displays: counter type, floor type, rotating type and book rack... racks free with each deal.

So don't delay. Find out today about a complete, high-traffic Walco Guitar Strings & Accessories department in your store.

Phone Collect Today! (201) 473-1070

Walco-Linck Corporation 1234 State Highway 46, Clifton, N. J.

ANNOUNCING THE UNIQUE SIMPLISTIC
HOME RECORD
INDEX

This new product consists of:
1) a sturdy folder cover, slotted on the inside.
2) perforated tabs with titles and numbers for slotted folder.
3) numbered self-sticking labels for home collector's record jackets. Each folder enables the collector to index 60 albums by number. Its inherent flexibility lets the user keep track of his records as his collection grows.

A four color display and window poster will be supplied to retailers at 1.49 each retail outlet.

For your use write SAHLEIN PRODUCTS 736 Broadway, New York, N. Y. 10003

The Industry's First and Only Report on the Burgeoning Multi-Million Dollar Automobile Tape Market...

"THE TAPE CARTRIDGE STORY"

Coming February 19..............in Billboard

COPYRIGHTED MATERIAL
Red Countries Lifting Curtain On Classical Product to West

ByOMERANDERSON

HAMBURG—There is an unprecedented boom in Communist-produced classical music in Western Europe.

Nearly every Iron Curtain country is lifting its curtain on classical product to Western Europe by dismantling barriers to the sale of its classical product in the West. The Communist world is on the move.

And the major German disk firms are increasingly exporting musical product in distribution and production deals with the West.

Ariola started the stampede by signing a pact with Melodia, the Finnish classical record company, to distribute and produce recordings of the cream of its classical repertoire and artists.

Philips then moved in fast in an effort to compete the ground from under Ariola with a westEuropean music distribution deal. Igor Markevitch, a Russian emigre conductor living in Paris, flew to Russia, there to produce the first record with Soviet artists distributing 120 recordings to the Spring in Beebe's recording Verdi's Requiem.

Philips will distribute the Verdi-Wolchowt-Bellini Requiem. Markevitch is also distributing on in Russia to become conductor of the Moscow State Symphony Orchestra. Presumably, Philips will now be in a position to handle recordings of the Moscow Symphony.

Electrola Pact

In Cologne, Electrola has signed an agreement to distribute classical product of the Polish label “Arts Polonaise.” However, the West-European music market is nothing new enough to suit the UMI subsidiarie in Europe, distributing so-called West-Co-operative production.

This has nothing to do with socialism, rather, Electro produces classical product of macroblending East and West German artists, and then markets the product in West Germany. Now, West Germany gets a cut from the huge East German state-produced effort or risk other than providing artistic talent. This is an indication of a trend in musical production in West Germany.

New York East-West West. Production so far have been generally in the German West. East German efforts in Die Macht des Schilas (Verdi), another production with the West German singers Arschel Kishenberger and Lisa della Casa singing duets from Richard Strauss accompanied by the Dresden State Orchestra (East Germany).

Mozt Distribution

The Czech Supraphon label is distributed in the West via a deal negotiated through the firm of Willy Morz, and the Hungarian label Qualiton in a distribution arrangement with the Hellas Schallplatten of Kassel.

Even the Chinese Communists are trying to plant a foot in the West. They have been negotiating a series of deals with record shops in major German cities. They have signed a deal with the International Book Store in the Kassel, which is now selling Chinese music and Chinese-produced Western classical.

Ariola is moving fast to capitalize on its deal with Melodia, a deal negotiated after an exchange of visits in Guetersloh and Moscow by Boris B. Vyalov.

JERRY SCHENSHMAN, right, general manager of MGM Records classical division, points out the new and future construction at New York's Lincoln Center, to two of Deutsche Grammophon's opera artists. Eryvon Peter and Thomas Stewart.

AUlDENCE DIGS DIZZY

Gillespie Plays 'Bohphon' With the Cincy Symphony

CINCINNATI—A responsive audience greeted Dizzy Gillespie at his appearance with the Cincinnati Symphony Orchestra at Music Hall here New Year's Eve. Advance sale was weak, with Gillespie's appearance drawing about half-house to the 1,600-seat auditorium. It was first for Gillespie and his group.

Commenting on the results, Gillespie said, "It was better than I expected." He further expressed a desire to broaden his activities with symphony groups. "A lot of people who had never heard our music were in the audience tonight. What we need is something like a full orchestra that can do full orchestra," Gillespie said.

The Gillespie quintet performed two selections from Lalo Schifrin's "Gillespiana Suite."" 65 Choices: CBS Albums

LONDON—Three music magazines here have selected several CBS Records' classical albums as "Critics' Choices for Christmas." The magazines are Gramophone, Recordings and Recording, and Audio and Record Review.

Four LPs have been selected by both The Gramophone and Recordings and Recording. They are: "Horowitz Plays Scarlatti," Stravinsky's "The Rake's Pleasure," and "Favorite Short Pieces," both conducted by the composer; and Nielsen's Symphony No. 3 with Leonard Bernstein conducting the Royal Danish Orchestra.

The Gramophone has also selected five other albums, including Chopin's Piano Concerto No. 1 played by Emil Gilels; "CBS Presents John Barbiere and the Carnegie Hall Orchestra's "Three Violinists" played by Isaac Stern, Arthur Grumiaux and Yehudi Menuhin; "Mozart's Three Violin Concerto played by Yehudi Menuhin, Leonard Rose (cello); Tchaikovsky's "Violin Concerto" played by violinist Zino Francescatti; and Stravinsky's "Eugene Onegin" conducted by Vladimir Horowitz.

Additional choices by Recordings and Recording "Stravinsky Conducts His Choral Works," Schubert's "Winterreise" played by the Eugene Istomin, Isaac Stern, Leonard Rose, Tchaikovsky's "Violin Concerto" played by Isaac Stern, with Alexander Zakin at the piano; and "Horowitz at Carnegie Hall."

BEST SELLING BUDGET-LINE CLASSICAL LP's

Below is a list of best selling Budget-Line Classical LP's in its Classical Retail Outlets.

1. NELSEN—Symphony No. 4; Hallé Orch. (Barbiere); RCA Victor VICTOR-179 (S2); 5915 (1S).
2. BEEWALL—Symphony in C Minor; Symphony in G Major; Stockholm Phil. (Schmidt-Insensiedt); Nonesuch H 7108 (S1); 1579 (1S).
3. BARTOK—Concerto for Orchestra; Chicago Sym. (Rainer); RCA Victor VICTOR 1318 (1S); 1318 (1S).
4. ROSSINI—The Sims of My Old Age; Soltos with Societa Carinsotica of Lucagio (Loeher); Nonesuch H 7109 (S1); 1589 (1S).
5. THE COMPLETE HARPSCORD CONCERTO OF JHON SEBASTIAN BACH; Soltos with Collegium Musicum of Paris (Paris/Deinse); NBC Victor 1010 (S1); 1589 (S1).
6. PROKOFIEV—Sinfonietta Suite; Royal Opera House Choir; Conducting Rossini; (Rinaldi); RCA Victor VICTOR 1318 (S1); 1318 (1S).
7. TCHAIKOVSKY—Nureyev (Complete); Utah U. Cho, Utah Symphony (Lang); SRV-168/9 (SD); SRV-168/9 (SD).
8. BELLILLO—"Les Einfache du Christ; N.E. Conserv. Cho, Boston Symphony Orchestra; Conducting Munch; RCA Victor VICTOR 6005 (S1); 5906 (1S).
9. BACH—Magnificat in D; Stich-Randall, Casini, Belltasso, Largo, European Ensemble, Soltos with Casini, Cho (Schmelz); RCA Victor VICTOR 1010 (S1); 1010 (1S).
10. MOZART—Mass in C (Coronation); Stich-Randall, Casini, Lottasso, Largo, European Ensemble, Soltos with Casini, Cho (Schmelz); RCA Victor VICTOR 1010 (S1); 1010 (1S).
11. TCHAIKOVSKY—Nureyev Suite 1 & 2; Minneapolis Symphony Orchestra; Conducting Popoff; RCA Victor VICTOR 5915 (S1); 5915 (1S).
12. OFF—Carmine Curcio; Czech Phil. (Smetavec); Parlament S 161 (S1), 161 (S1).
13. YILAVDO—La Cetra; Malankowitz, Vienna St. Ch, Orchestre Rousset, Cho (Schmelz); RCA Victor VICTOR 1519 (SD); SRV-159 (S1).
14. SCHUBERT—Quintet in A (Troull); Wuhren, Barchet Choices; Columbia 1510 (S1); 1510 (S1).
15. FAURE—Piano Music Complete; Crochet; Vex (13/12); SVX-5243/4 (S1); VXX 423/4 (S1).

Alicia de Larrocha to Play Granados in Epic Debut

NEW YORK—Alicia de Larrocha, three-time Grammy winner and RCA Victor's newest star, will make her American debut in an Epic Records this month with an album of piano music of Spanish composer Enrique Granados. The LP is being released in conjunction with the 50th anniversary of the death of Granados.

Alicia de Larrocha, who arrived in New York recently, has been guest soloist with the New York Philharmonic and will give recitals in Mineola, L. I., on February 11, at Hunter College on Jan. 15. Her only previous appearances in the U. S. were in California in 1954 and in New York in 1955. She tours regularly throughout Europe.

Although Miss de Larrocha did not study with Granados, she will make a limited Eastern college tour as a successor to the one Granados himself created there.

Miss de Larrocha, who is considered one of the foremost interpreters of Spanish music, has been professional since 10 when she played a Mozart Concerto.

Col's Harrison To Teach at NYU

NEW YORK—Jay S. Harrison, director of Music Colleges in Columbia Records' Information & Design Department, will teach a course on contemporary music in New York University's Master of Music in Education. The class, which begins Feb. 8, will meet each Tuesday evening for 15 weeks. The teaching assignment does not affect Harrison's position at Columbia.

Harrison is returning to a teaching assignment at NYU after a 10-year absence. From 1948 to 1958 he was an associate professor in the music department of the University's Washington Square College. During his tenure, he taught a contemporary music course.

Herma Menth on Farewell U. S. Tour

NEW YORK—After several years of limited performances, Herma Menth, Viennese concert pianist, will make a farewell American tour in May and June. Her New York's Town Hall March 27. Following the tour and several TV appearances, the 85-year-old pianist will return to Europe. At present, she is under contract with the spring. Miss Menth, famous for her Liszt interpretation, will make a limited Eastern college tour under the management of Warner-Scott productions.
...season's first musical hit!"—Norman Nadel, N. Y. World-Telegram

"The most admirable asset of the musical...are the songs."
—Howard Taubman, N. Y. Times

Book & Lyrics by
ALAN JAY LERNER

Music by
BURTON LANE

"...a score which is a succession of attractive and appealing songs.

"Lane has composed his score with a feeling for the real heartbeat of the popular music theatre...It is the melodic, rhythmic, memorable kind of music that was once practically the total reason for the existence of musical comedy.

"...a large bag of superior songs."
—JOHN S. WILSON, New York Times

"For the past decade or so, hardly anyone has expected a Broadway musical to be actually musical, and so it comes as something of a shock—a very pleasant shock—to listen to the succession of attractive tunes that Burton Lane has written for "On A Clear Day You Can See Forever."
—High Fidelity Magazine

The many recordings from "On A Clear Day..." include:

On A Clear Day You Can See Forever (title song)
Robert Goulet (Columbia)
Jerry Vale (Columbia)
Johnny Mathis (Mercury)
Living Strings (Columbia)
Richard Kallman (RCA Victor)
Paul Horn (RCA Victor)
Laurindo Almeida (Capitol)
Ray Charles Singers (Grand Award)
Lawrence Welk (Dot)
Sarah Vaughan (Mercury)
Doc Severens (Command)

What Did I Have That I Don't Have?
June Christy (Capitol)
Eydie Gorme (Columbia)
Ann-Margret (RCA Victor)

Come Back To Me
Robert Goulet (Columbia)
Johnny Mathis (Mercury)
June Christy (Capitol)
Peggy Lee (Capitol)
Doug Crosby (RCA Victor)
Peter Duchin (Decca)
Mimi Hines (Decca)

Melinda
Johnny Mathis (Mercury)
Ed Ames (RCA Victor)

She Wasn't You
John Gary (RCA Victor)

Wait Till We're Sixty-five
Ray Ellis (Atlantic)

Original Cast Album (RCA Victor)

The score is published by
CHAPPELL & CO., INC. with LERLANE CORPORATION
609 FIFTH AVENUE, NEW YORK
Blue Crest Is Agent
For Owens in Nashville

By Elton Whisenhunt

NASHVILLE — Buck Owens has signed Blue Crest Music, Inc., Nashville, to represent Owens’ Blue Book Music, Inc., exclusively in Nashville, Blue Crest President Ray Baker announced last week.

Baker’s main function will be to place Blue Book songs with artists recording albums. Owens has not had any prior representation for Blue Book in Nashville.

Owens’ catalog is rich with country and pop hits, many which he composed and some on which he was co-writer. He has, in addition, songs by other writers. The catalog includes such recent hits as “Act Naturally,” “Crying Time,” “I’ve Got a Tiger by the Tail,” “Buckaroo,” “Together Again.”

Peter and Gordon, the pop English duo, included three Blue Book songs in an album of country tunes they recorded last month in Nashville. They were “My Heart Stays a Beat,” “Before You Go,” and “I’ve Got a Tiger by the Tail.”

Blue Crest has had outstanding success since its founding six months ago. It has had 40 songs recorded by such artists as George Jones, Gene Pitney, Merle Montgomery, Charlie Rich, Jimmy Dickens, Charlie Walker, Ferlin Husky and Tommy Collins.

Sonny James’ Capitol recording of “True Love’s a Blessing” (Capitol 5536) is moving strongly up the country music charts and is threatening to hit the pop field. Meanwhile, the Southern Gentleman’s “Behind the Tear” (Capitol 2415) is one of the nation’s best selling country albums. Sonny uses his Epiphone Excellente guitar for personal appearances and recording dates. Epiphone, the choice of musicians who can handle the difference.

(Advertisement)

Kitty Wells’ “A Woman Half My Age” (Decca 31681) is in a brand-new release which provides this top artist with another hit contender. Kitty continues to weigh stronger than ever as the Queen of Country Music.

(Advertisement)

Hot Country Singles

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>MY DREAMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>IF I TALK TO HIM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>TALK ME SOME SENSE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>IF THIS HOUSE COULD TALK</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>BIG CHIEF BURLINGTON</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td>YOU ACTUALLY SAID SOMETHING</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>A PICTURE THAT’S NEW</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td>THIS LAST 13 13</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td>349 349</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td>342 342</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td></td>
<td>346 346</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td></td>
<td>347 347</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td></td>
<td>343 343</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td></td>
<td>344 344</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
<td>345 345</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td></td>
<td>346 346</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td></td>
<td>347 347</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td></td>
<td>348 348</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td></td>
<td>349 349</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td></td>
<td>350 350</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td></td>
<td>351 351</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td></td>
<td>352 352</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td></td>
<td>353 353</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td></td>
<td>354 354</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25</td>
<td></td>
<td>355 355</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td></td>
<td>356 356</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td></td>
<td>357 357</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28</td>
<td></td>
<td>358 358</td>
<td></td>
<td></td>
</tr>
<tr>
<td>29</td>
<td></td>
<td>359 359</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30</td>
<td></td>
<td>360 360</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Hot Country Albums

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>MY DREAMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>IF I TALK TO HIM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>TALK ME SOME SENSE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>IF THIS HOUSE COULD TALK</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td>BIG CHIEF BURLINGTON</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td></td>
<td>YOU ACTUALLY SAID SOMETHING</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>A PICTURE THAT’S NEW</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td></td>
<td>THIS LAST 13 13</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9</td>
<td></td>
<td>349 349</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td>342 342</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td></td>
<td>346 346</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12</td>
<td></td>
<td>347 347</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td></td>
<td>343 343</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14</td>
<td></td>
<td>344 344</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15</td>
<td></td>
<td>345 345</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td></td>
<td>346 346</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17</td>
<td></td>
<td>347 347</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18</td>
<td></td>
<td>348 348</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19</td>
<td></td>
<td>349 349</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td></td>
<td>350 350</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21</td>
<td></td>
<td>351 351</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22</td>
<td></td>
<td>352 352</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23</td>
<td></td>
<td>353 353</td>
<td></td>
<td></td>
</tr>
<tr>
<td>24</td>
<td></td>
<td>354 354</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25</td>
<td></td>
<td>355 355</td>
<td></td>
<td></td>
</tr>
<tr>
<td>26</td>
<td></td>
<td>356 356</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27</td>
<td></td>
<td>357 357</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28</td>
<td></td>
<td>358 358</td>
<td></td>
<td></td>
</tr>
<tr>
<td>29</td>
<td></td>
<td>359 359</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30</td>
<td></td>
<td>360 360</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Another Great Hit Hot on the Heels of "Hello Vietnam"

Johnny Wright

"Keep the Flag Flying"

Latest Hit Album! "HELLO VIETNAM"

(Decca DL 4698 (M)); (DL 74698 (S))
Pilot Kish Plucky Promoter

NASHVILLE—C&w artist Jimmy Kish has had some high-powered promoting of his first single recorded in Nashville by staying around the country in his own plane, calling on DJs and leaving copies of the disk.

On a recent Friday, Kish flew into Kansas City and saw Walker, executive director of the Country Music Association.

Large C&W Club Success In Chicago

CHICAGO—Sammy Canzoneri, leader in the Midwest Country Music Committee, has turned country music into a thriving enterprise here with the Rivoli Club, largest night spot in Chicago, seating more than 1,000.

The club features country music exclusively and some top c&w names have played there. The club is located on the top floor of a large dance floor, has a assurance of a continued strong top country talent in a pact inked last week with the Hillsburg Talent Agency.

Emet Tubb and the Texas Troubadors played to a mob at the Rivoli Club, and confirmed Canzoneri's theory that Chicago has enough imp.
Leonard S. Sandburg, President of the American Recording Corporation, said the company's new project is “Spoken Arts,” a series of mono recordings featuring the voice of William H. Johnson. The series will be released on the RCA Victor label, and will feature Johnson reading from a variety of works, including literature, history, and science. The project is part of the company's effort to expand its reach in the spoken word market.

Among the poets whose works will be featured in the series are Robert Frost, Carl Sandburg, William Carlos Williams, and E. E. Cummings. Johnson has been working on the poetry project for the past three years.

The company has also announced the release of a new label, called “Spoken Arts,” featuring Johnson's readings. The label will be distributed by RCA Victor and will feature Johnson's readings of works by a variety of authors, including William Dean Howells, Henry Adams, and John Muir.

LaBeat Levy, vice-president and general manager of Epic Records, said he felt there is a market for the single.

“I don't know how fast the single has come about, but I don't think it's too far away,” he said. He attributed the previous failure to the fact that the market couldn't absorb what manufacturers were turning out. “Now, however, juke boxers are mostly stereo.”

Too, manufacturers have overlooked and practically shut out adults from the singles market, he said. “That's the misguided concept adults will play only albums. But photographs today—most of which are stereo—are usually provided with spindles for singles.

“Adults could possibly be brought back into the singles market if they could get served.”

Levy also thought that teenagers could be "educated" to purchase stereo singles. He felt that a large number of teen-agers already have phonograph equipment capable of playing stereo records. "The market is almost waiting for the stereo single," he said.

Among the major markets for stereo singles, he said, would be juke boxes. "We rely on juke box operators for a lot of exposure," he said. "You've got to give Music Operators of America and operators individually credit for going out on a limb to expose new records on radio stations. Juke box operators will help pave the way for the new stereo single when it comes."

Recording Companies—Publishers

ATTENTION

Now immediately Available Through LOCAL Representation: PUBLISHING and PRESSING rights (from MASTERS) for distribution and sale in the United States and Canada

The World's Best Known and Wanted

LATIN-AMERICAN MUSIC

Original Bossa Nova... Bossa Rock... Bolero... Samba... Samboss... Brazilian Carnival Music... Guarania (sweet and melodic)... and all other Latin-American rhythms.

South America's outstanding publishing and recording firms proudly announce the opening of their new Hollywood offices under the management of

MRS. DEBORA FRENKIEL

to serve publishers and recording companies in the United States and Canada.

NOW, deal directly! Be first in your country to produce some of the most thrilling music in the world. Many of the old Latin-American "standards"... today's most wanted "pops"... and tomorrow's "hits" owned by

FERMATA INTERNATIONAL MELODIES, INC. (ASCAP)
BENDIG MUSIC CORP. (BMI)
DISCOS RGE Ltda...

and PRODUCCIONES FERMATA

Choose from a complete catalogue and library featuring the artistry and skill of South America's top composers and performers!

WRITE! WIRE! PHONE!

Mrs. Deborah Frenkiel

c/o Fermata Int'l, Melodies, Inc. . . .

or Bendig Music Corp.

Suite 314

6290 Sunset Boulevard, Hollywood, Calif. 90028

PHONE: (213) 467-3814

Fight them all

Heart Attack
Stoke
High Blood Pressure
Rheumatic Fever

Give Heart Fund

JANUARY 15, 1966, BILLBOARD
YOU'RE INVITED!
Jane's in a party mood!
Come share the fun.
And the profits.

Jane Morgan
"Everyone Come to My Party"

RSVP
EPIC
RECORDS

NOW...
A FANTASTIC NEW PROFIT-MAKER
For: DEALERS-DISTRIBUTORS-R-STOPS
RACK JOBBERS, etc.

THIS IS IT! Book #1 ROCK 'N ROLL
DRUM LESSONS FOR THE BEGINNER!
New, easy systematic Study of the basic Rock 'n Roll
Rhythm. NOTES IN COLOR make
learning EASY. Lessons 1 thru 30
are set up to be completed in six weeks.
Easy to follow—and FUN!

The would-be teen drummer now
has a really Fast, Fun way to learn
how to play Rock 'n Roll Drums.

Art Tyler—Musician, Author, Composer, Instructor—Winner
of All-Alaska Army Instrumental Solo Contests 2 yrs. in a row.
Art has won his place as an all-around musician, having played
with various groups from Rock 'n Roll to Symphony Orchestras.

Watch for Book #2—out soon!

DRUM-STICK PUBLICATIONS
1209 Chester Ave., Bakersfield, Calif.

Gentlemen: I am interested in finding
out more about this sensational item.
Send full information without delay.

NAME
ADDRESS
CITY
STATE
ZONE

JANUARY 15, 1966, BILLBOARD
5 R&B Broadcasters Pitch in to Tell 'Things Are Changing' Story

*Continued from page 1*

been recorded by Jar and the Americans, and the Blossoms. Other versions are being considered.

E. Rodney Jones said WVON is "the voice of equality in this area and we are 100 per cent behind equal opportunities and rights." He asked all other djs not presently engaged in supporting the campaign to do so. Roy Wood, news director of the outlet, said the station was not only playing a 30-second version of the "Things Are Changing" record, but concentrating on the station’s role as a "testimony of the people's willingness to help each other" in the battle for equality.

We're on the air.

John Richibough of WLAC said he felt the campaign was "a great stride in the right direction. People must learn to share opportunities equally, with every chance of taking advantage of them. It's up to us deejays to persuade minority groups to retain themselves for better jobs. If we don't, we're not being true to ourselves."

Ed Wight of WABO said that he felt the campaign was "a noble project which will never end. It's one in which every station should get in the act. The listeners will be the one's decided to support this campaign."

The concept of the show is directed at telling listeners how they can take advantage of present-day opportunities.

Our support can make it or break it.

Rudy Rounells of WOL said that a national example regarding job situations for minority groups is right in radio. "Where air personalities have "the right ticket" to a disk jockey now has to be carefully considered. Managers who can develop and take advantage of this new knowledge of production."

Old-Day Radio Out

The days of the hammy character are fading. The entire staff of a radio station has to maintain an image of respect."

(Continued on page 65)

THE EVERLY BROTHERS of Warner Bros. Records visit KLVJ, San Jose, Calif., under the guiding hand of the label's San Francisco promo head, KLVJ air personality Bill White, and Phil EVERLY, KLVJ air personality Brian Lord, Don Eversly and Calloway.

WMOH Shows the Hot 100 Way

By Keeping Open Mind on Disks

HAMILTON, Ohio—WMOH here plays an important role in breaking records and is actually a directional station. Some records are played by Hot 100 stations in nearby markets, such as WORC in Worcester, Mass., which is closely watched by Boson. Programming of the station is monitored by Hot 100 radio stations in Cincinnati, Dayton, and Middletown, Ohio, and Newport, Ky.

The reason is some stations maintain a tight reign. WMOH music director Bob Patton claims that a "lot of markets are scared to play new records and it's a shame." Every record we play is a hit record. It gets me a little sick to think that stores are so safe with their play lists. I like to give new records, if they're good, a chance."

Patton, who used to be a record promotion man for Indigo Records, has been a station manager for WFBF, Middletown. He has been with WMOH about a year and a half and handles a 2-7 p.m. air slot.

Station director Jacqueline Bowling said she thought Patton was a fabulous music director. "He has a feel for the music. The stations, which have a mixed format, starts slipping into Hot 100 music programming in the afternoon. The morning hours, she said, are filled with The Trading Post, a classified ad and music program and Easy Listening music.

"From 1-2 p.m. is a country music show. At 2 p.m., Hot 100 music is programmed until 11 p.m., at which time the station plays without music and just sign-off at 1 a.m. Kent Scott is station program director, Raymond C. Motley is general manager."

The "new" format just evolved," said Jacqueline Bowling. She said she was aware that various Hot 100 stations monitored WMOH, but the music was aimed at adults as well. "Rock 'n' roll is important to the young generation's music. However, letters are coming in from housewives. I guess their children are listening to the station and the parents have decided to go for rock 'n' roll indirectly."

WMGS' 100% Proof Idea

BOWLING GREEN, Ohio—Here's how radio stations can show proof of public service at license renewal time: James V. Bonnette, general manager of WMGS here, says: "When I receive a letter from a non-profit organization requesting a public service time, I treat it as if were a commercial account. In the first place, we search out the avails, a start order is written on the account and the length of the spot is entered on the order before it is actually run. The bookkeeper checks the log the next day, the number of times the public service spot was actually aired is counted and placed on the invoice. From here on, the remaining time on the account is billed."

It solves two problems simultaneously. In the first place, the average non-profit organization has no idea whatever as to how many times—if at all—that their message was used. In the second place, it provides the radio station with all the proof it will need in the form of thank you letters from these organizations. My response has been just terrific—85 per cent return at last."

Broadcast Awards

HOLLYWOOD — The sixth annual National Broadcast Awards will be presented here March 15 at the Palladium in a live telecast to 12 TV and seven radio awards have been received from 20 countries, including for the first time Hong Kong, Jamaica, Puerto Rico, Switzerland and Italy.

Hot 100 Stars

As a former lead singer of the Doovle group, Len Barry had been responsible for the sale of $30,000,000 worth of records before he left the group to go out on his own. His first single was "Lip Sync It," which he had written and established him as a solo artist.

A native of Philadelphia, Barry began singing in high school. He served in the U. S. Army after high school. After military service, he became lead singer of the Doovle. Hits while with the group included "Hully Gully Baby" and "You Can't Sit Down." Also a noted songwriter, Barry appeared in the Columbia movie, "Don't Knock the Twist."

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

JAY HOFER, vice-president of programming at KRAK, Sacra- mento, discuses a Johnny Cash album with Del Costello, right, Conce and Districts district sales manager for the western district.

KRAK Station Kingpin in the Explosion in Country Sales

SACRAMENTO, Calif.—Record promotion men and local dealers complain the boom in country music record sales in Northern California is one word—KRAK. The 50,000-watt outlet, in its fourth year as a country music operation, is one of the kingspins that set off the current modern country music popularity across the nation. The station helped establish the modern concept for country music radio.

Carl Schamacher, manager and owner of the Tower Records store, a division of MTS, Inc., feels that KRAK's change to country music has had a direct correlation to country music record sales. "After initial skepti- cism, we have witnessed an appreciable gain in the sale of albums and singles due exclu- sively to KRAK's impact on the market. Including the operator and one-stop phase of our busi- ness, country music accounts for 25 per cent of our sales, and singles, too. He also said that people "reliably come in to store to pick up the station's playlist."

Del Costello, district sales manager for the western district for Columbia Records, said that the leading Country and Rock & Roll jockeys in San Francisco service the Sacramento Valley from KRAK's playlist. "That the impact was that KRAK was able to give to Northern California reflects a tremendous and immediate sales rise in the country music field."

Charles H. Deier, promotion manager for the RCA Victor Division of San Fran- cisco, said that KRAK has been one of the strongest influences on country music record sales for RCA Victor Records not only for Northern California, but areas extending into San Francisco.

"There has been musical evol- ution at our station," Jay Hoffer, vice-president of programming, said. "KRAK's impact on the market, including the operator and one-stop phase of our busi- ness, country music accounts for 25 per cent of our sales, and singles, too. He also said that people "reliably come in to store to pick up the station's playlist."

Hot 100 Stars

JANUARY 15, 1966, BILLBOARD
'Things Are Changing' Story

The personality of each individual reflects on the rest of the staff and the station. Disc-jays are called upon to enunciate at social functions...to be a part of the community.

He said it was sometimes difficult for modern radio stations to find disk jockeys capable of maintaining the proper image. "Old-day radio is gone."

Today's disk jockeys owe it to themselves and to the station to support the equal job opportunity campaign, he said. WOI is playing the Blossoms' version of the "Things Are Changing" record.

(Rocky G.) Grosse at WWRL said he was very enthusiastic that big business and advertising firms were interested in supporting this campaign. "There's a tremendous need for such a campaign and we at WWRL will do everything we can to cooperate," he said. General manager Frank Ward was also behind the campaign 100 per cent.

WWRL launched the "Things Are Changing" campaign as soon as it received the press kit from the Advertising Council. The record by the Supremes is being played and the spot announcement copy is being given seven spots a day.

Radio stations and/or program directors and disk jockeys needing further information about the campaign should write Henry C. Wehde Jr., Vice-President, The Advertising Council, 25 West 45th Street, New York, N. Y.

Jerry Lynn Hooser, Box 1120, Memphis, Tenn., requests country music records for a new 10,000 watt radio station to hit the air about the middle of February. He asks for three copies of each...The 1965 "Major" award, the highest honors in FM radio broadcasting, for music went this year to KBCA, Los Angeles. The winning program featured Calvin Jackson entertaining Duke Ellington in his home and resultant music. Winning "Major" certificates of merit for their music were WABC-FM, New York; WMAU-FM, Washington; WPSJ-FM, Tallahassee, Fla., and WSB-FM, Atlanta. The "Major" awards were named for Major Armstrong who, in addition to inventing the static-free, high fidelity system of FM, also patented such inventions in radio as re-generation, the super-heterodyne and FM multiplexing.

The WWVA country jamboree, one of the oldest live broadcast country music shows, is moving from the Rex Theater in Wheeling, W. Va., to the Wheel Downs Exposition Hall on Wheeling Island. Red Wilson, an air personality on WDON, Alexandria, Va., as well as personal manager of the Compton Brothers, said the show needed more room. A Jan. 15 performance will feature Buck Owens, Johnny Paycheck, Hugh X. Lewis, Mac Wiseman, and the Compton Brothers, plus Jamboree regulars.

Program director Bruce Still at WXNY, Detroit, reports that a campaign launched by air personality Marc Andrews drew in roughly 20,000 books of trading stamps to buy toys for children at Christmas...A Trendex study of radio listening during New York's blackout revealed that 72 per cent of all adults in the 18-county metropolitan area actually did listen to radio that Nov. 9-10. These figures are especially significant when you realize that they were probably all listening to transistor radios.

Dick Pertuan, air personality at WKNR, Detroit, reports all doing fine. Pertuan took the place of Frank Sweaney, who switched to the other side of this business and is now national promotion director for Monument Records with headquarters in Detroit...Two KHOW, Denver, personalities—Dan Parker and Bill King—have been transferred to KDEF, Albuquerque. Parker takes over as KDEF program director and King launches an early morning show on the Tri-G Vaughn station.

Jimmy Love has joined the air staff at KPIK, Tucson, Ariz. (Big) Jay Drennen, formerly of KPIK in Colorado, has joined WSLR, Akron, Ohio...Ken Speck, air personality and production manager of WSLR, Akron, says the station has "moved to the No. 2 rated station in the market since starting a country music format a year ago."

The former (General) Jim Madison, of WPWC, Washington, is now Marc Allen with WEAM, Washington. Madison-A llen says that working in the...
same market under two names is a new experience and he hopes "1966 will be a good year for both of us, no matter what our names happen to be at the time. I remain (I hope) employed and happy, Marc."

Gary Lee, 19 Abeil St., Yonkers, N. Y., who says he does local record hops, needs Hot 100 singles. . . . Fred Brewster, a drummer who had his own jazz quintet and also qualifies as an actor (he's in "Seconds," a new Rock Hudson movie) is new host of WRFM's "Jazz Nocturne" show on the New York enter 12:15 a.m.-5:30 a.m.

KGAK, Gallup, N. M., needs country music albums and singles for its six hours of country music daily. Send to Ross Vesta, air personality and music director of KPIK, Colorado Springs, Colo.

**CLAUDE HALL**

**KXOL Operates Recording Studio**

FORT WORTH—Radio Station KXOL is in the record business—making them as well as playing them. The station recently purchased, and then moved into the former local recording studio owned by Clifford Herring. The recording company produced a number of hits.

KXOL now owns the studio, the franchise for Muzak in Fort Worth, an equipment rental business and a line of hi-fi and stereo products. The KXOL complex is known as "Sound City."

**1ST BIG 1966 R&B RECORD NOW BREAKING POP**

JOHNNY AND THE EXPRESSIONS

"SOMETHING I WANT TO TELL YOU"

Josie 946

JOSIE RECORDS

A Product of Jay-dee Record Co., Inc.
6 Division of The Olegart Corp.
318 West 48th Street, New York, N. Y. 10036 PL 7-8570

YEASTYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time:

**POP SINGLES—5 Years Ago**

**January 16, 1961**

1. *Wonderful* by Night
2. *Get Out Of My Life, Woman* by Eddie Floyd
3. *I'll Remember April* by Riders on the Storm
4. *I Don't Like Mondays* by Meat Loaf
5. *There Goes My Baby* by Andy Kim
6. *Here's That Rainy Day* by Johnnie Ray
7. *Don't Let Go* by Joe South
8. *It's Too Late Today* by The Everly Brothers
9. *Why* by The Troggs
10. *Strawberry Letter 23* by Marvin Gaye

**POP SINGLES—10 Years Ago**

**January 14, 1956**

1. *I'm Gonna Love That Man Again* by Nat King Cole
2. *I've Got the World on A String* by Frank Sinatra
3. * begins* by Elvis Presley
4. *>{backslash}<I Do Love You* by The Ronettes
5. *{backslash}I Let It All Go* by The Kinks
6. *{backslash}I'll Be There For You* by The O'Jays
7. *{backslash}I Can't Help Myself* by The Four Tops
8. *{backslash}I Can't Explain* by The Rolling Stones
9. *{backslash}I'm Just a Lucky So and So* by The Ventures
10. *{backslash}I'm Outta Here* by The Ventures

2,000 LP Pkgs.

Sold by SESAC

NEW YORK—SESAC sold approximately 2,000 of its LP packages tailored for radio during 1965. This included 450 orders of its eight-LP music package, "Pacemakers for Drive Time," introduced at the National Association of Broadcasters convention in Washington last spring and 750 of its "Sports Marches" LP series released during the summer. More than 500 orders were gained via a holiday package released for the Christmas season.
"Proven Sales" "Men of War" #1 in New Orleans

WTIX - WNOE - WYLD - WBOK

The Rouzan Sisters

Frisco #113

R&B-Pop

DOVER RECORDS, INC.

748 Camp St.
(504) 522-6281

New Action R&B Singles

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

Back to Back...

Bumpin''

Righteous Brothers, Phillips PHLP

Wyn Montgomery, Video V-6252

In a Mood with Arthur Prysock...

Old Town 1010 (M); S-1930 (0)

New Action R&B LP's

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

Back to Back...

Bumpin''

Righteous Brothers, Phillips PHLP

Wyn Montgomery, Video V-6252

In a Mood with Arthur Prysock...

Old Town 1010 (M); S-1930 (0)

The Jazz Beat

* Continued from page 12

new to the roster, debuts with "Groovin' With Willie", Sonny Stitt, who is out under contract but who obviously enjoys cutting; for Esmond's and Zoot Sims, will be heard in "Interactions"; Art Blakey, with Jackie McLean and Bill Hardin, cut "Tough"; vocalist Dubbin's...
EDITOR'S NOTE: Here is installment three of Billboard's Second Annual Bulk Vending Industry Survey. The data, which was based on a 45 per cent return of questionnaires mailed to bulk vending specialists throughout the U.S. Two more installments in the survey report will appear in the Jan. 21 and 29 issues of Billboard.

The staple item in the bulk vendor's inventory during 1965, Billboard's Second Annual Bulk Vending Survey indicated that 72.1 per cent of the machines on the average vendor's route dispense a penny mix.

The second most-vended product, the survey showed, was the dimen capsule (through 17.2 per cent of the machines on the typical route). Running a close third was the 100 ct. ball gum (17.2 per cent of machines).

Ball gum of the 210 ct. (14.5 per cent) and 5-cent capsules (13.3 per cent) made up the other major portions of the bulk vendor's product panoply.

**Gains**

Biggest total gains from 1964 figures (see chart) were shown by the gum and charm mixtures, and the 5-cent capsules—both increased their share of the total by 1.5 per cent. The 5-cent capsule, however, made the largest relative gain, improving its 1964 position by 13 per cent.

Losing ground were peanuts (peanuts and cashews). Figures show that nuts dropped a whopping 1.7 per cent in the past year—a relative cut-back of nearly 30 per cent. Previous figures (Billboard, Jan. 1) indicated that 15 per cent of all operators polled, had cut back on nut machines.

Machine removal was also indicated in 100 ct. ball gums. Operators in 1965 had 17.2 per cent of their total machines vending 100 ct. gum. In 1964 the figure was 19.6 per cent of the machines.

Slight disappearance was indicated in 210 ct. gum, and 10-cent capsule machines. Earlier compilations (Billboard, Jan. 1) showed that more than 10 per cent of the operators claimed to have added these machines to their routes. Survey data indicated, however, that such additions by many operators did not outweigh major withdrawals of similar equipment by a few operators in 1965.

Capsules of the 25-cent variety showed little change from 1964. Additional machines operated in smaller quantities included scales, stamp machines, Boston beans, 5-cent capsules, chiches and wrapped gum. Of these, the only significant change occurred in the wrapped gum. The average operator trimmed the number of wrapped gum machines on his route during 1965.

**Slugging and Vandalism Called Big ‘65 Problems**

NEW YORK—Irwin Nabe, president of the National Bulk Vending Machine Distributors Association, reported that 1965 was a good year for industry and prospects for the future look even better.

"But we had our problems, slugs and vandalism being two of the most common last year," year," he said. "Vandalism has been a plague for years, and we've done everything we can to prevent it.

"Operators are trying to keep most of their machines inside. In some cases this is impossible, it cuts down business, but some operator have decided that loss of business is better than continually wrecked and looted machines, and have pulled their equipment off the risky outside locations.

"Slugs are a problem only in certain areas and operators are working with law enforcement agencies to eliminate the situation.

"Last year was a good year for the industry. Capsules, both 5 and 10 cents, did especially well. They have definitely established themselves as top products.

"The introduction of wrapped gum has given us a new product to market but, because this gum is sold over the counter in many (Continued on page 70)
Secret Service Taking Anti-Slug Action

By PAUL ZAKARAS
WASHINGTON, C. D. - Attorney General Thomas E. Clark, upon request for the Treasury Department, informed Billboard last week that the Secret Service would send letters to plastic bingo disk manufacturers to ask for their cooperation in solving the bulk vending slug problem.

The manufacturers will be asked to change the shapes and sizes of certain molds so that the disks will not be used in bulk vending machines.

Kelly said that his department is concerned about the slug problem in New York City where operation losses have run into the thousands of dollars annually. He said that if manufacturers fail to cooperate, they might be faced with prosecution under the provisions of the federal anti-slug law passed in 1962.

When asked if the matter were too small for serious consideration by the Secret Service, Kelly said, "Definitely not."

A distributor of the disks disagreed. He told Billboard that manufacturers of the bingo disks have been faced with this problem for about 20 years and that the matter had never come before and nothing will come of it now.

Small Problem

He said it is too small a problem for anyone to become involved in too seriously. "The expense to the manufacturers of getting a new mold would be too high."

Such molds cost about $5,000, which is more than the bulk vendors lose in a year.

"Besides," he added, "bingo is legal in New York and very popular in the churches, and I don't think anyone wants to become involved in a fight with the churches."

Roger Folz, president of the New York Bulk Vendors Association, told Billboard that Secret Service agents in New York have promised to give him a copy of the letter they send to the disk manufacturer.

Felz said that his organization compiled a list of plastic disk manufacturers and, at the request of the Treasury Department, has turned the list over to the Secret Service.

The slug problem was originally brought to the attention of the Treasury Department by Folz and the association. A similar effort of two years ago produced no results because the Secret Service was not sure that disk manufacturing was covered by the anti-slug law. The department felt that they would take action only if a manufacturer was making disks for use as slugs. Since the disks were made to be used in games the department felt that it would have difficulty forcing manufacturers to cooperate.

Evidence

At a Jan. 25 meeting of his organization, Folz told vendors that the situation is different this time. Attestation officers, he had apparently convinced U. S. Attorney Stephen K. Kaufman (Southern District, New York) that disk manufacturers may be asked to comply if they are presented with evidence that their disks are being used unlawfully. Folz told Billboard that he estimates New York City vendors' losses due to slugs at $100 to $200,000 annually. Kelly said that he considered Folz's estimate "conservative."

"I believe the money lost due to slugs, primarily these bingo disks, is in excess of that figure," said Kelly.

ROGER FOLZ: Two-thousand-dollar annual loss.

Vendor Mfr. Names New Sales Manager

NASHVILLE — Announcement of Austin White as national sales manager of Vendor Manufacturers, Inc., makers of the Beaver line of bulk vending machines, was announced last week by President C. V. Hitchcock.

While, native of Nashville, has had sales management experience in the dairy and stationary fields as well as vending. He will be responsible for establishing additional distributors throughout the U. S.

Vendor manufactures bulk gum machines and capsule machines which range from 5 to 50 cents. Hitchcock said the 50-cent machines are new and he doesn't know yet what operators will sell in those, "But they'll think of something," he said.

He said he knows of one operator who sells fishing lures in 25-cent machines.

Vendor has been growing rapidly in recent years, recently moved into a new $150,000 building at R-457 Chestnut where they have 20,000 square feet, three times their previous space. Vendor now has 25 employees.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charmes machines as well as western machines.

NAME

COMPANY

ADDRESS

CITY

Fill in coupon, clip and mail to:

KING & COMPANY

2700 W. Lake St.

Chicago 2, III.

Phone: K-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tah Gum, 5¢ Package Gum; Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Harshays 320 count and 500 count Candy Coated Baby Chickens, Lovebirds, Coin Wrappers, Stamp Foldes, Sanitary Nappies, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brochures, Retractable Ball Point Pens, new and used Sunglasses.

Write to King & Co. for prices and our new 12-page catalog.

JANUARY 15, 1966, BILLBOARD
What's Happening to Juke Box 'Go-Go'?

Rock-ola: It's No-Go Go-Go

Chicago—As it is 1965, Rock-Ola Manufacturing Corporation will continue to steer a music course in 1966 that views juke box discotheathe as predominantly "sales promotion window dressing."

"Window dressing" is the assessment of company executive president Ed Doris, of much-publicized record-dance promotions launched by Rock-Ola's competitors a year ago.

"We viewed the juke box discothearthe concept then—-as we do now—as a sort of 'illegitimate' substitute for the live or 'legitimate' discothearthe, and unquestionably a feasible attempt to stimulate equipment sales," he said.

"As other companies jumped on the discothearthe bandwagon, we announced to our distributors in a national sales meeting that Rock-Ola viewed the idea as having little real merit from the standpoint of the operator," Doris recalled. He explained, "Our conviction was that juke box discotheathe didn't have true profit-building potential for the operator, and the fact that only one or two percent of the country's locations were rout that route in 1965 indicates that the operator agrees with us. For this insignificant amount of profit, the company was losing money on the locations. Rock-Ola did make available through its distributor organization necessary discothearthe promotion equipment."

"We based our disbelief in the over-all discothearthe concept on the close contact we maintain with the operator through our distributors and through our own involvement in the phonograph manufacturing business which dates back to more than 30 years," he said.

Les Rieck, Rock-Ola's director of music sales, declared: "In all too many cases operators paying the high price for discothearthe accessories have not been rewarded by sufficiently increased income necessary to justify the additional investment in equipment. Equipment-priced promotions by our competitors stand an-

Seeburg: Now The Emphasis Is on Sound

Chicago—Seeburg, in the event you've forgotten, started a juke box discothearthe that is.

It was company president J. Cameron Gordon who reportedly came up with the idea of nothing more than a coin-operated phonograph with the drop credit of originating discothearthe. The inventor, Joseph Panzarino, was introduced to Seeburg distributors at a 1965-seen sales meeting along with a discothearthe package consisting of special speakers, records, decorations, publicity kits, dance floor and installation contract stipulating $50 each per month minimum guarantee.

Now, a year later, has handed the package to its distributors.

"Discothearthe has leveled off," Seeburg national promotion manager Stan Jarocki, told Billboard last week, "at some 2,000 locations with our equipment. We are no longer promoting the concept as such. Instead, we're encouraging promotion at the distributor level. And, of course, the speakers, records, decorations and so on are still available."

Some Folded Jarocki conceded that, indeed, "a number of discothearthe-type locations have folded. We told operators from the beginning that only certain stops would prove to be successful with the Go-Go."

(Continued on page 74)

Rowe: Go-Go Is Changing Old Attitudes

Whippney, N. J.—Rowe A Go-Go will not be de-emphasized in 1966. This Rowe AC Manufacturing marketing Vice-President said Pollack assured Billboard last week. He reported that the concept helped boost Rowe sales during the first half of 1965, and predicted that the nation's demographic breakdown indicates we should push the concept harder. Pollack said, "People under 40 years of age now make up 75 percent of the population and is the younger group that demands lively entertainment like discothearthe."

During the year ahead, Pollack announced, Rowe will actively advertise and promote the juke box go-go concept, complete with Killer Joe Piro appearances. Si Zentner and other talent will also be utilized. Pollack observed that juke box go-go has "revolutionized the thinking of three groups of people: the younger group that demands lively entertainment like discothearthe."

The increased consumer interest in this juke box entertainment medium has been greatly increased in 1966. Removal of the cabaret tax is expected to open up thousands more locations to dancing.

(Continued on page 73)

Wurlitzer: It's Here to Stay

North Tonawanda, N. Y.—"I'm convinced that in the long run discothearthe will have a much bigger impact on the business as the advent of hi-fi and stereo," A. D. Palmer told Billboard last week.

"Therefore, we will continue strongly with go-go promotion that has proved so successful," the Wurlitzer advertising and promotion director announced. "We shall continue to offer and publicize our special switchable phonograph, our operators, our special recordings and our Arthur Murray Dance Studio promotion.

Discothearthe, according to Palmer, means several beneficial things to the industry during 1965:

"For one thing, the concept upgraded its status to a 51-year-old industry. The increased consumer interest in this juke box entertainment medium has been greatly increased in 1966. Removal of the cabaret tax is expected to open up thousands more locations to dancing."

(Continued on page 74)

Operators Sound Off on Go-Go

By Paul Zakaras

Chicago—U. S. operators have a lot to say about juke box discothearthe now that the industry has lived with the concept for a full year. Comments range from harsh condemnation ("it's a dampening influence on live entertainment"—gimmick) through cautious acceptance ("it's good in the right location") to mild approval.

"It's certainly meant an improvement in sound systems," Operators as a body, however, appear to agree that, as a profit-booster, juke box A-Go-Go has not quite lived up to its early-1965 press notices.

Robert M. Jones, Red Distri-

bution Co., Watertown, Mass., is an outspoken Go-Go critic. "I am basically disillusioned with the discothearthe concept," he told Billboard. "It involves large investments and doesn't work out often enough to be profitable. I feel the idea was grossly overstated from the start. I'd guess that 80 percent of those locations that attempted to go discothearthe failed from the beginning."

Two-Year Contract Jones said that the two-year contract idea is not acceptable to location owners. "A three-year contract is about all they are willing to risk."

"I don't condemn the idea entirely," Jones added. "In the right kind of location, with a very promotion-minded manager, the Go-Go juke box has been a success. But such instances are few. On the other hand, I know of many operators who are now stuck with expensive Go-Go juke boxes."

"It would have been a good thing if it had worked. The increased revenue is certainly desirable to the operator. But, in my opinion, the Go-Go just hasn't gone over."

Bill Cannon, president of the

(Continued on page 76)

Fred Pollack: Discothearthe is not a dirty word.

A. D. Palmer: Discothearthe could become many things.

Continued on page 74
The phonograph with big-time Saturday-Night style. The one that puts big band sound in Stereo Round* and moves the fun-loving, free-spending crowds into your locations.

*U.S. Patent No. 3153120

The BIG CHANGE is to Rowe!

New Rowe AMI
BAND STAND

An unbeatable combination of elegance, excitement and enhanced stereo sound makes Band Stand top-draw everywhere. And that's not all! Band Stand has the greatest programming flexibility around! Lets you keep on top of the pops. Holds up to 200 selections—can be modified to program fewer selections depending on location preference.

New Rowe AMI
Wall-Ette

Never before such rich, honest stereo sound from a remote wall unit! 30° Stereo Round speaker system with unique phasing and angled speaker placement projects sound out and around to surround the listener. The result? Superior sound quality and coverage—more play, bigger pay, every day!

And Wall-Ette is faster, easier to install and service, too! Has many exclusive features that make service a cinch, keep lost play time to a minimum and promote lots of extra profit!

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

Rowe MANUFACTURING
Troy Hills Road, Whipppany, New Jersey

Rowe sets the standards in vending equipment, bill changers, music systems.
Coin Machine Trade School: What Will Your Man Learn?

CHICAGO—A major new development taking place in the coin machine industry in 1965 was the establishment of two operational training programs at universities, in an effort to bring technical, and with plans made for at least one additional program this year.

Schools in operation at this time are Jack Moran’s Institute of Coin Machine Business Administration (which the first school of its type to graduate men for placement with coin machine manufacturers) and the ambitious program sponsored by the National Coin Machine Operators Association.

The long-planned trade school under the auspices of the National Coin Machine Operators of America has been announced by the association’s president, Ad Roye, who has appointed a study committee to lay the foundation for a Coin Machine Training Facility.

Question

To the mind of many operators, the question that now comes: What will my new man learn in such a school? The answer is probably based on what Jack Moran has established as the curriculum at his Denver school.

The curriculum is as follows:

MAJOR PHONOGRAPHICS (total hours: 480). This is a minimum of three weeks’ instruction, including hours (seven-hour per day) on Rowe-A.M., Wurlitzer, and Rock-Ola equipment.

Phase 1. Introduction to phonographic systems; parts, sequence of operation.

Phase 2. Complete credit system with pricing change board, components and adjustments, school workshop and group work on units.

Phase 3. Keyboard and component study of coin machine in sequence of operation through credit, work on adding machine, group participation and written and practical exams.

Phase 4. Control cam, components, and adjustments.

Phase 5. Mechanism (mechanics of credit components and adjustments of each).

Phase 6. Sound amplifier, types of application, installation, special accessories.


Phase 8. Stepper, types and nomenclature, adjustments.

Phase 9. Drive, V.O.M., reading, that is, putting in place for trouble shooting in amplifier work.

Phase 10. Students review previous phases.

Phase 11. VENDING (total hours: 160). Class subjects are vending equipment lines of all manufacturers.

Phase 1. Introduction to vending, types of machines, produces.

Phase 2. Study of coin gates to gandy machines, nomenclature, sequence of operations.

Phase 3. Coin rejector, complete sequence of operation, electronic and mechanical, theory of pricing and combination of coins, change.


Phase 5. Introduction to man-
Rowe Will Build Bill Changer in a Juke Box

WHIPPANY, N. J.—Among the more dramatic innovations in equipment in 1966 will be the introduction of a dollar bill changer with a juke box. Word from the Rowe AC Manufacturing factory here is that the makers of the BankStand juke box will introduce this advance in 1966.

Contribute to the
NAT KING COLE CANCER FOUNDATION
BOX 8599, Crenshaw Station
L.A., Calif. 90009

Introduction date is contingent upon results of equipment field tests now going on. Whether the new feature will appear on current models or a later series was not immediately disclosed. Rowe is expected to announce all particulars on the new product development in the near future.

Rowe AC pioneered in the development of dollar bill changers. "It is a logical step for us to combine our excellent bill changer with our juke box, providing, in effect, dollar play," a company spokesman said. "The changer employed in this fashion will be of simple, trouble-free design."

the innovation that changes the coin-operated industry

New Cue Ball shown in comparison to regulation billiard ball and oversized cue ball, used on other coin-operated pool tables. All 16 balls now same size.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley has perfected the regulation 2¼" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley coin-operated tables!

Here's why Valley Magnetic Cue Ball will add profits for you:

• The home and professional player will now play coin-operated pool without the larger size cue ball affecting its game.
• Magnetic Cue Ball will not become trapped as it separates itself from other balls.
• Regulation size and weight assures player more accuracy.

for information write or call

333 Morton Street • Bay City, Michigan • 802-4516

Valley Manufacturing & Sales Company

1966 GOALS

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

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

We shall hope that all manufacturers and their distributors as well as importers abroad will fully support and join NCMDA now in this united confrontation of sincere effort towards increased productive goals and higher achievements in this year 1966.

BOB SLIFER
Executive Director

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

Our 18th Year

30 North La Salle Street, Chicago, Illinois 60602
Phone: State 2-6094

FOR STANDARD AND HARVARD METAL TYPES.

ALUMINUM DE-GREASED DISCS

* Packed in rolls of 100
* Available with special imprint. Call our PARTS & SERVICE Dept. for all your types needs

1118 N. Western Ave.
Chicago 12, Ill. • IV 4-1200

NEW EQUIPMENT

GOLF BALL VENDER developed by ex-champion miler, Gene Vendre. Vends buckets of balls for pitch, putt and drive practice. Will operate indoors or outside. No electrical or water connections needed. Adjustable to vend up to 24 balls for a quarter. Capacity: 5,000 balls. Two sets of locks; one for ball bin and one for the vend. Will vend old or marred balls. Weight, 265 pounds; height, 43 inches; width, 31½ inches; length, 51 inches. Automotive paint finish. Guaranteed on all parts. Price, $695. Reading Golf Equipment & Supply Co., Inc., 300 Spruce St., Reading Pa.

Trade School Curriculum

• Continued from page 73

Phase 7. Reading of schematics, location and index, solenoids, relay coils, relay banks, and switches, through switches, residual magnets, worn armature plates (instructions to include the correction thereof).

Phase 5. Maintenance of all stepper units (solenoids, coil stops and inserts), wiper assemblies and disks, pressure wiper assemblies and oval return springs, flipper coils (inserts and replacements), lubrication, proper timing.


Wurlitzer Go-Go

• Continued from page 71

Phase 8. Trouble shooting, machine under instructor supervision.

Phase 9. Review on all previous phases.

Seeburg Go-Go

• Continued from page 71

Phase 1. Understanding the concept. Some operators were not selective enough. While encouraging discotheque in 1966, Seeburg will actively promote its expanding record program, Jarocki said. Instead of the 1965 emphasis on sight—i.e., banners, black light, go-go girls—Seeburg this year is laying stress on the sound of music, danceable or merely listenable. A constant quantity of Little LP and stereo single product is being issued by the Seeburg recording division. Much of this is for lease only.

"The emphasis in 1966 will undoubtedly be on dancing," Jarocki said. "And the stimulation of the cabaret tax as of Dec. 31 will surely provide stimulus in this area."

Most of these dance spots, Jarocki observed, will not be identified as discotheque or go-go locations. "People will just get up and dance."

Coin Machines Aweigh!

The GAME ROOM aboard the trans-Atlantic liner M/S Rotterdam features this fine jukebox photograph. A variety of Williams-Gamewright machines (in the background) also entertain the thousands of passengers who cruise on the flagship of the Holland America Line.

JANUARY 15, 1966, BILLBOARD
Operators Sound Off

- Continued from page 71

Cannon Coin Machine Co., Hadson, N. J., said that the discotheque concept experienced "modest success" in his area.

"If a machine alone cannot make a successful discotheque," said Cannon, "I know of no place that has succeeded as a discotheque only by the installation of the speakers and accessories furnished by the manufacturers of the machines. The successful locations have combined live entertainment with the juke box.

Go Ogle

"I'm sure that people enjoy watching Go-Go dancing more than actually doing it. For this reason the Go-Go girl is one of the most important factors of a successful discotheque location.

"But, of all these girls, for some reason, having their own juke box to supplement live musicians when the band takes a break the juke box gets a good deal of play."

According to Cannon, the most important result of the discotheque industry is the improvement of the sound. "Quality speakers have enabled juke boxes to reproduce everything that is played in the club, for the first time in the history of this industry. I believe that better equipment is definitely needed."

The most optimistic was Ted Nichols, president of the Automatic Vending Service, Fremont, Neb. "For us the discotheque has been very successful," said Nichols. "However, we haven't adapted the complete Go-Go concept. We have no Go-Go girls, and we don't program our phonograph backgrounds to fit any new sound. In fact, the only part of the Go-Go that we have used is the improved sound system."

"In our area people have been dancing to juke box music for more than 10 years. The better the speakers, the more people like it. It seems to be the right thing to do."

MONY Studies Court Decision on Indiana Tax

NEW YORK — The recent Indiana Supreme Court decision involving music operator Robert Muselman (Billboard, Jan. 3) may carry great import for New York City operators.

At a conference of Lincoln Vending Corp., Brooklyn, told Billboard that he and his attorneys are studying the Indiana decision. As was the case in Indiana prior to the court decision, New York taxes both the operator and the location owner on that portion of the income that is retained by the location.

Rowe Go-Go

- Continued from page 71

At long last he's ceasing to think of the juke box in historical terms. He is beginning to realize that the old concept of juke box entertainment is as different from the new concept as the Great Depression is the dances of the 40's are from the dances of today.

It is Pollak's belief that discotheques have not even scratched the surface. Some operators are looking for the concept to die, but, he said, "You can't deny that you can and must change, or you will be left behind."

Much of less-urbanized America has yet to experience discotheques. Rowe is working on a concept that is designed to bring music and dancing to areas that have never been exposed to such entertainment.

Williams

BIG 3 FOR BIG PROFITS!

Teachar's Test

SINGLE PLAYER ADJUSTABLE

3 or 5 BALL PLAY

United's MAVERICK BOWLING ALLEY

United's Kick-A-Poo

6 PLAYER TARGET GAME

Williams ELECTRONIC MANUFACTURING CORP.

300 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60611

Available for immediate delivery through your Williams distributor

CLINT PIERCE, Broadhead, Wis., civic and political leader, is shown here shaking hands with Wisconsin Gov. Warren Knowles at premiere showing of "We Like It Here," a film which praises virtues of the State. At Pierce's left is Ed Stages, manager of Apcos, Inc., a manufacturing firm in Broadhead. All three of the men spoke during the showing of the film. In the coin machine industry Pierce is also a leading citizen—currently the president of the Wisconsin Phonograph Operators Association and a national trade association vice-president.

January 15, 1966, Billboard
Wurlitzer Is Expanding Lyric Program

ZURICH—The Wurlitzer Overseas Corporation has announced expansion of its Lyric program for European countries.

Wurlitzer says it's offering a program guided by common sense and which fulfills the requirements of all operators, large or small. The program consists of the Lyric M, the Lyric F, the Lyric console and the Lyric de Luxe Discotheque. A "stepper" is available for connecting remote-selectors to the Lyric F and the Lyric console.

The Lyric M is the basic European Wurlitzer model. The Lyric F is a new, fully electronic machine suitable for use with remote-selectors. The Discotheque model is competitive with U.S. equipment.

Lyric equipment is designed to European requirements and produced for the European market at Wurlitzer's plant in West Germany, at Heilbronn. Meanwhile, Erich Schneider GmbH & Co., continues to be the general importer for U.S.-produced Wurlitzer equipment in West Germany. Schonrich currently is promoting the Wurlitzer 2900.

How German Industry Courted Public Favor

BINGEN—West Germany's coin machine industry entered 1965 with a glossy public image which is envied in other European countries.

In recent years, German coin machines have radically revised their attitude toward public relations. The results are indeed starting to bear fruit.

Previously, the coinmen courted anonymity. The best publicity, in their view, was no publicity. Press relations were limited, by and large, to complaints and lawsuits involving inaccurate and slanderous reportage by the press.

A change in public attitudes is taking place among the coinmen, who are resuming their efforts to reconcile themselves with their neighbors. Germany is finally in connection with pay-out machines. Community relations were almost nonexistent.

For the past two years, German manufacturers were emboldened to strike posts as pillars of community life.

Now, suddenly, the sun has broken through. The coinmen of some of them rather unexpectedly through force of habit, are resuming to praise for being solid citizens of their communities.

Press attacks have largely ceased—as have the complaints and lawsuits of the coinmen against offending publications and editors. This is not a cease-fire—but peace. Instead of complaining, the coinmen have taken to explaining, and the results are impressive to behold.

Aside from the switch in attitude on the part of the coinmen, the potential image of the coin machine industry has worked to its advantage in burnishing the coinmen's image in this country. Coin machines are big business in Germany—across the board, for manufacturers, for distributors, for operators, and for the export trade.

Coin machine exports help Germany balance of trade, Manufacturers' taxes can be a major source of community income. Manufacturers provide jobs in areas which may be without other major industries.

For example, N.S.M. early in Germany's postwar recovery, moved to Bingen from Brunswick, which was congested and too near the Iron Curtain. Bingen is a wine center without industry. N.S.M. was welcomed as a new source of jobs and taxes. The manufacturer had no difficulty in finding an attractive plant site and in getting labor.

Partly, indeed, does the manufacturer provide jobs and pay taxes, but N.S.M. goes out of its way to help build the community. The lord mayor recently cited the manufacturer's contribution to construction of a new hospital in Bingen.

Name Hunger Rowe European Vice-President

WHITNEY, N. J. — Rowe Manufacturing president Jack Harrington announced last week that Paul Hunger, general manager of Automatic Musical Instruments, S. A. Corporation, has been appointed Rowe vice-president.

Hunger will retain his position with Automatic Musical Instruments.

A native of England, Hunger has been associated with Rowe since 1955. He has held a directorship in Automatic Musical Instruments, Great Britain, Ltd., which was managing director of AMI International and a director of Automatic Musical Instruments, S. A.

Hunger speaks eight languages fluently and has lived in a score of European countries.
New Yorkers Ready To Ring School Bell

NEW YORK—A six-month training school for future juke box technicians will open Jan. 17 at the New York City Adult Training Center in Manhattan.

Capping months of effort on the part of members of the Music Operators of New York, the school will operate eight hours a day, five days a week. Students will be divided into two groups of 15 so that each trainee may receive maximum attention from the instructor.

Instructors, paid at the rate of $8 per hour, have been selected from the industry. A portion of the instructors will teach the mechanical phase of the course; others will then replace them to conduct the electrical portion of the training. Manufacturers will send engineers to the school to assist in those portions of the training that deal with their brand of machine. Head instructor and co-ordinator of training is Algren Henry.

Students in the racially integrated classes will be provided by the State Employment Service. They will be chosen on the basis of mechanical and electronic aptitude as indicated by tests or previous experience.

Needful

Ben Chikofsky told Billboard that graduates will have no difficulty in getting jobs. "Our association as well as the city and State employment services conducted surveys on this matter and everyone was satisfied with the findings. Trained servicemen are needed by our industry and will be able to find work immediately."

The over-all support for the project has been very good, Chikofsky said. Besides paying for the facilities and tuition, the government will pay each student $45-$50 during each week of school.

Operators, distributors and manufacturers have been behind this thing all the way," Chikofsky said. "All the major manufacturers are providing equipment needed for practical training. Some of this equipment has already been installed; the rest will be shipped in the near future."

After the music school has been in progress for three months, Chikofsky added, his association will attempt to set up a similar training program for amusement game servicemen.
LOS ANGELES

Charles Robinson, C. A. Robinson Co., plans a sales expansion program this year that will increase the personnel of the company. A physical alteration of the store and the opening of a new facility. Move is expected in the next two months. E. J. McPherson, Warner Los Angeles branch, back from a two-day business trip in Las Vegas. . . . Ballard and Ken Slater spend New Year's eve taping at the bracade, Vanguard. . . . Marshall Ames, eastern regional representative for Wurlitzer, left Los Angeles for the East Coast. He'll be back to pick up his family before establishing himself in New York. . . . George Marquardt, Simon & Schuster, moved to Los Angeles before returning home empty-handed.

DENVER

Few men associated with the coin machine industry have a hobby which is actually world-famous, but Gano Senter, veteran Mills distributor here, has a yestidate pastime that has attracted a great deal of attention in the world. Senter's hobby is a $10,000 Christmas tree on display in the living room of his den in residence home. The tree is annually decorated with rare ornaments from all over the globe. For more than a quarter of a century, the Senter's Christmas tree has held "open house" during December for visitors who want to view the tree, and often, lines a block long in both directions extend down the sidewalk as visitors file through. Senter, who has occupied every nook in the coin machine industry from equipment manufacturer through operator distributor, also maintains a small but complete coin machine museum in the basement of his home, with many valuable antique coin-operated devices and machines, among which is the Violan Virtuoso, of the late 180's.

Included in the tree ornaments are items from 50 countries, with such oddities as whirligigs, windmills, and other folk devices from Austria, Switzerland and Austria, blown glass from Czechoslovakia, and brass and copper figures from a dozen nations. Photographs of the tree have been reproduced in the newspapers at least 30 countries.

BOB LATIMER

CINEMEN IN THE NEWS

Chicago—To assist individual members of the coin machine industry's national trade association (of which America is a member) in their recruitment of new firms, Billboard will list, week by week, the names of all MAA-affiliated firms.

The project is the first of nine geographical districts set up by the MAA in its attempt to enrol members. The MAA's District One encompasses New York, Vermont, New Hampshire, Maine, Massachusetts and Connecticut.

Should the names of your neighboring operating firms fall to the MAA's list, the MAA President John Wallace and membership committee chairman will be pleased to hear from you: "Go sign 'em up."
WIN

A real winner, The Princess Royal continues to offer full dimensional stereo sound and 100 selections in a beautifully designed cabinet. The ideal choice where compactness and the ultimate in sound and big phonograph features are required. Options to crack any location.

Exclusive Mech-O-Matic Intermix ... a completely automatic changer that intermixes 33⅓ or 45 RPM records and 7″ LP albums, stereo or monaural, in any sequence. No wires, micro-switches or electronic aids for motor or spindle speed changes. Used in Grand Prix II, Starlet and Princess Royal.

ROCK-OLA

music products
for profit
for 30 years

SHOW

And for a big 'show', choose the prestige Grand Prix II ... completely redesigned with an all-new profile for 1965. This 160 play, stereo-monaural phonograph offers profit-proved engineering features in a superbly designed cabinet to meet any location requirements.

Model 1765 'Common' Receiver System operates with the Grand Prix II, Starlet and Princess Royal phonographs. Ends the cost of multi-receiver system inventory.

SPACE

Rock-Ola has a winner for every location

A real space-saver, the new Starlet combines big sound and famous Rock-Ola engineering simplicity to produce an economical 100 play phonograph with a new sensation in sound reproduction. The Starlet is a real location pleaser ... whether clubhouse or corner coffee shop.

Individual listening pleasure with personal volume controls ... high, medium and low. Stereo or monaural, mounts anywhere. Model 500—160 selections; Model 501—100 selections. 50¢ coin chute optional.
BILLBOARD SPOTLIGHT PICK

Aptly, the possibilities. The album "Man of La Mancha" is based on the hit Broadway show of the same name. The cast, led by Jerry Orbach and John Cullum, deliver a powerful performance that captures the depth of the stage to the fingertips. The story of Don Quichote and his wife, played by Michael York and Jean Aime, brings a lyrical turntable to the spotlight. The album is a blend of songs and monologues, each with a unique musical style. The highlights of the album include "I'll Fly Away," "Don Quichote's Dream," and "Sword in the Stone." The album is highly recommended for fans of musical theater and lovers of rich, emotional performances.

ALBUM REVIEW POLICY

Every album sent to Billboard's Review Panel is reviewed by the panel's editors. The reviews are based on the album's potential to become a top seller in its respective genre.