U.K. Indie Producers Play U.S. Ties Close to $-Belt

By PAUL ACKERMAN

NEW YORK—British independent record producers, when assigning their disk for world distribution to British companies, are often making an exception and withholding American rights. The U. S. rights are often assigned to American labels which are in no way affiliated with the British firms. Obviously, the British producers are out to make the best deal in the world's top market and are taking the highest bids. The situation is causing quite a furor. Atlantic, for instance, has picked up the American rights to the Spencer Davis Group recording, "Keep on Running," the No. 1 hit in England on the Fontana label. Fontana is a Philips label, but the disk in the U. S. will be released on Atco. Producer Chris Blackwell, when making the Philips deal, reserved the American rights. A similar deal was recently concluded by Atlantic's executive vice-president Jerry Wexler and British producer Eve Taylor for the Chris Andrews record, "Yesterday Man," and its follow-up. The over-all distribution deal for the remainder of the world was made with British Decca. The disk here will be released on Atco.

Atco also has the rights to Acker Bilk through Dennis Preston. Abroad Acker Bilk is released through EMI. Other examples are Herman's Hermits and the Animals. Producer Mickie Most placed Horace Silver for EMI.

1965 a Boom Year in Disk Merchandising

NEW YORK—The year 1965 saw the greatest growth in record merchandising ever recorded, according to data indicated by the early returns of the NARM questionnaires answered by that organization's regular members. Based on these figures, indications are that outlets serviced by rack-jobber members of NARM will go substantially above the 1964 figure of almost 25,000. This net increase is significant, especially in view of the fact that rackers are dropping small, unprofitable accounts which are either bad credit risks or difficult to service properly. Jules Malemed, NARM executive director, notes that the growth of record rack merchandisers' outlets is in the area of larger, full-scale record departments featuring all hit and catalog product. The gain in this area overshadows the loss of smaller accounts, the NARM statement points out.

In keeping with this apparent trend in growth, on the other end of the scale the smallest volume figures quoted are considerably higher than the low volume figures of 1964.

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This best-selling book...

inspired a timely new single...

and now a great new album:

“Ballads of the Green Berets”

Fall out for big sales with this new and timely album from RCA Victor! Written and sung by Staff Sergeant Barry Sadler, a veteran of Vietnam and a member of the Green Berets, these twelve songs reflect the emotions and moods of these heroic men. With Sadler slated for an appearance on the Ed Sullivan Show January 30—and material as current as today—this is an album that is going to move...on the double!
Cap. Sets Up 'Combination' Plan

HOLLYWOOD—Greater li-
ability between singles & sal-
aries. The new United Artists Records which has named Steve Douglas executive producer in charge of the label, said Douglas, whose forte has been in top 40 programming, will maintain a close relationship with Maury Lathers, newly named marketing manager. Lathers replaces Wade Pepper, moving to Nashville as executive manager. Douglas will schedule the release of future singles and plan promotions and merchandising for new product. The intention, as Douglas puts it, is to “find a new ap-
proach to singles and try to improve the odds in obtaining a hit.” The new emphasis focuses on rock product and does not affect country releases.

“For the past year we have felt that something more should be done to facilitate the hit-
ning process,” Gilmore added. The subject of a more scrupu-
losely designed single product was a key subject at the label’s recent A&R conference in Palm Springs.

(For the past several years United Records has collected sales and marketing proj-
ects, with Ken Glancy shifting from single to head the A&R de-
partment in 1963, and Bill Gal-
agher, a marketing expert, being named as A&R chief among his responsibilities as the label’s chief vice-presi-
dent.

From Capitol’s announce-
ment, it is clear that Douglas is tak-
ing a more aggressive approach to the A&R field.

Douglas’ association with the label, as well as his background in pop product, came about in cooperation with Lertens, Jody Miller, and Campbell while maintaining rela-
tions with new, untouched top 40 groups signed to the com-
pagny. Under his guidance, Jody Miller hit the charts and the Lertens signed to the label and received a more top 40 assimilation.

His increased responsibility is an indication that the label should not affect the workings of other labels. In the case of Kaval-
agh, recently returned after a heart attack; Bill Miller, Dave Dextor, Dave Axelrod, Al De Lory, Ken, Nelson, Marvin Hughes, Billy Greaves, Tom Mor-
gar, Dave Axelrod, Al De Lory and De Lory have been con-
tinued with a new project with Lex Axzeno an apprentice audi-
tioning masters from outside producers.

To become single tickets, the label, in cooperation with K-Mart, sold tickets to a Chicago promotion man’s job to the same office on Feb. 1. The tickets were a hit, and thelabel’s Chicago branch eight years. He has been a musician, and knows top 40 broadcasting, which in Douglass’s new concentra-

EQUAL HIRING CAMPAIGN

Specter—Writer of Major Tune to Help Minorities

LOS ANGELES—There’s a record that’s getting tremendous airplay on both Hot 100 and R&B stations. The song, according to the writer, will never receive a cent from the performance right, nor will the record company, president of Philips Records, nor will the vice president Hubert M. Humphrey. It’s his only “payment”—that of having his name on the record— for writing “Things Are Changing.” The record is being promoted by several artists—is the major tool now being waged for plans for the recording and distribution of the song with the Advertising Council.

Specter praised radio stations for their effort in the campaign, which aims at convincing mem-
bers of minority groups that jobs are open to them. “I’d always been interested in equal opportunities—I’ve never realized before that the music and the music industry—to help bring it about, I was quite surprised when I heard the song and wanted to do it. Specter said, “The day is coming to be able to be identified with the campaign.”

Supreme Great Asset

It’s a great asset to the camp-
aign to have the Supremes on the record, said, and Gerry deserves a vote of thanks from the entire nation. Those groups who’ve recorded the song included the Supremes and the Americans, the Blues Cousins, and Lucecita of Puerto Rico.

Sue Names Distrib

Detroit—Sue Records President Juggy Mur-
ray has named Eric-Mainland distri-
buting company to handle the label. Sales chief Barry Rees-
nick flew to the West Coast last month to meet with Eric-Mainland, which is many Sheikh with the C&C Stone formerly handled the line.

Richfield Public Rela-
tions Agency for national promotion for the production firm and as press agent for the James Boys.

3 Wells’ Firms

File Chapter XI

NEW YORK — Chapter XI petitions were filed in the U.S. District Court, Southern District for New York, against Sunshine Record Distributors, Inc., two wholly owned subsidiaries, Sunshine and Sunshine State Record Distri-
butors, Inc. The wholly owned subsidiaries filing in the bankruptcy move are Sunshine and Sunshine State Distributors, with warehouse facili-
ties in Rochester, N.Y., and Florida Record Distributors. Total assets of the corporations, headed by Manny Wells, are listed at $15,112,321, compared with liabilities of $18,904,496.

Garden State lists liabilities of $287,815 and assets of $376,821. Florida lists liabilities of $762,780 and assets of $599,048. Florida lists liabilities of $414,127 and assets of $348,186. Sunshine State lists liabilities of $213,162 and assets of $187,905.

DELA CONCLAVE GOAL:
TO EDUCATE THE DEALER

NEW ORLEANS—More than 100 retail record dealers from five states will meet with representatives of two dozen record labels this week (29-30) at the second annual Delta Dealer Convention at the Hotel Roosevelt.

Hosts are Edward H. Walker, manager of Delta Record Dis-
tributing Co., Inc., and Robert H. Spendlove, promotion manager. More than 100 dealers met at the convention among dealers. It’s an educational process,” said Spendlove. “We want to make the dealer aware that there is a lot of money in albums.”

“Many dealers have a tendency to think only of a hot single and push albums into the background. But albums are the backbone of the business.

“We get the manufacturers and dealers together to enlighten them of the fact that the album is gaining in the major record product.”

Retail dealers from Texas, Florida, Alabama, Mississippi and Louisiana have opportunity to meet many independent record executives and enjoying social events with them as well as business.

Delegates will hear panel discussions on Sunday on various facets of promotion, marketing, stock and related topics. A dinner dance Sunday night will be enjoyed by the delegation, accompanied by Irma Thomas, Justin Wilson and the Lloyd Alexander orchestra.

The convention is a new departure for a record distributor and Walker reported the second is being staged because it was a tremendous success.” He anticipates the second will be even more successful.

CAEDMON CUTS 'MARAT-SADE'

NEW YORK—Caedmon Rec-
ords has recorded “The Perge-
ption and Assassination of Mar-
an” as performed by the inmates of the Asylum of Charlemont Un-
der the direction of the Mar-
quartet. The Royal Shakespeare Com-
pany, under the supervision of director Peter Brook, taped the entire Broadway production at the Caedmon studios Sunday (23).

The play is probably the most controversial of the Broadway season. A complete text of the play is packaged with the al-
bum, and it will be available in stores at the end of March.

The “Marat-Sade” album may be Caedmon’s first commercial record of a Broadway original cast album, al-
though the label had produced the double records "Medea" and "Death of a Sales-
man."
RCA Int'l Firms Latin American Ties in Precedential Mex. Meet

By OTTO MAYER-SERRA

MEXICO CITY — The unveiling of RCA Victor Mexico's new recording facilities here on Jan. 13 wound up the five-day meeting sponsored by the RCA International Division. The studies were brought up to date with new Dynagroove equipment costing about $75,000.

The meeting, which was the first Latin American Convention to be held in Mexico City, was organized and presided over by Darío Soría, vice-president in charge of International Liaison of the RCA Victor Recording Division. Highlighting the closing day ceremonies were a speech by George R. Mark, vice-president and general manager of RCA Victor Recording Division, on present and future trends in the record industry; and the unveiling of a commemorative plaque by Charles R. Denny, vice-president and managing director of RCA Victor International Division.

Couttolenc: Co-Honors

Co-chairmen of the meeting was Louis Couttolenc Jr., president and general manager of RCA Victor Mexico, who also awarded a gold medal to three best selling artists who have been with RCA Mexico for more than a quarter of a century: The Argentinian tango singer Libertad Lamarque and the Mexican Pedro Vargas and Miguel Aceves Mejía. The awards were presented by Eugenio J. Dailey, vice-president of subsidiary companies operations of the International Division, and by R. Edward Warn, vice-president in charge of Latin American subsidiaries, and by Robert F. Cook, president and general manager of RCA Argentina.

The purpose of the convention was chiefly to increase record sales in Latin America through improved reciprocal use of the catalogs of the different countries, as well as those of U.S. and Europe, and to co-ordinate the effort of all RCA subsidiaries and affiliates to facilitate RCA Victor artists to tour Latin America. Another purpose was to promote Latin American artists and their recordings through the outlets of RCA in the U.S. and Europe.

11 Latin Countries

The RCA Victor Latin American Record Licenses Convention in Mexico drew representatives from 11 Latin countries: Robert F. Cook, Argentina; Eric A. Shinkey and Antonio Ramalho Neto, Brazil; Hector Urbina, Chile; Herman Restrepo Daque and Luciano Villa G., Colombia; Enrique Marquez, Ecuador; Maria Rodriguez A., Jose Antonio Hurt, Salvador Avellar and Arthur Lerner, El Salvador; Mr. and Mrs. Ken Khouri, Jamaica; Louis Couttolenc Jr., Mexico (with all executives of RCA Mexico); Nilo Marchand, Peru; Leslie Lucky-Samarco, Trinidad, and Anton Antonio, Venezuela.

Heading the European delegation was Peter F. Baumberger, vice-president in charge of RCA Overseas, Ltd., in Geneva. Also attending were: Mme. Helene Due Rinius, France; Kurt Richter, Germany; Graccocesso Panti, Italy, and George J. Harrison, Canada.

To facilitate the Latin American building Soría has set Joseph A. Hain as manager of licenses relations, Latin America. Vias will travel regularly throughout Latin America and will be based in RCA New York office.

During the session, each country represented made a presentation featuring local recordings, sales promotion and publicity plans. The presentation by the Vias, S. delegates were delivered by Leo Shapiro, manager of foreign record sales; Richard L. Broderick, merchandising manager of the International Liaison Department; Frank N. Stone, recording manager of the International Division, and Irwin A. S. plaguing and merchandising for RCA Overseas.

Tarr introduced the Stereo 8 tape cartridge. He showed the records which will be available outside the Maria Isabel Hotel, on the adjacent grounds of the Ford Motor Co. The Ford cars were the personal cars of the President of Mexico, and were made available to them since he was absent from Mexico City on a good will tour of Central America.

Highlights of RCA's Meet in Mexico City

RCA Victor Records' convention of Latin American licenses and subsidiaries in Mexico City sparkled with south-of-the-border flavor, especially the closing banquet Thursday (13). At right, Nile Marchand of Peru, left, talks with Herman Restrepo Daque and Luciano Villa G., representatives of RCA licenses. Directly below left, George R. Mark, vice-president and general manager of RCA Victor Mexico, with Charles R. Denny, president and general manager of RCA Mexico. Soría was host and Couttolenc co-host of the meeting. At middle left, Francesca Panti, international department, RCA Italiano; Peter F. Baumberger, vice-president, RCA Overseas, Geneva; Louis Couttolenc Jr., president and general manager of RCA Mexican, and Kurt Richter, vice-president, Teldec, Hamburg. Bottom left, Pedro Vargas, Mexican artist, receives an award from Robert F. Cook, right.

H-B Spot-Testing 35 EPs on TV Stations

HOLLYWOOD—In its first TV advertising test campaign, Hanna-Barbera Records has bought 35 49-cent LP's of spots on three Southern California stations to test 35 49-cent LP's.

Stations and their programs selected are: "Big Ticket Show" on KHJ, Los Angeles; "Unlock a Lock" on KERO, Bakersfield; and "Happiest Downs Show" on KOGO, San Diego.

The campaign is tied in with merchandiser preps which hold 72 LP's to be made available to dealers by H-B's Southern California distributor, Record World

A retail level gimmick is to offer a second EP for 1¢. All the test spots will run on the market six months. H-B's general manager Don Bohanem said the company would study the results of the TV campaign over the highly successful promotions, and if they were granting, the ads might he tested nationally.

ITCC in Deal With Roulette

NEW YORK — In a deal concluded late last week between the International Tape Cartridge Corp. and Morris Levy's Roulette Records, a new label is to be formed on a tape format. In the past, only one artist was united in a unit.

ITCC has acquired 30 titles in its "Roller Coaster Spectacular" series and will issue them on this system. The four titles are: Fidelia Paco, 4, 8, and Orrincons. There will be 12 different 7 moves and 12 selections on a single album while the double album will have 18 artists and 24 selections.

Among the artists in the series are these: Alice Ellington, Sarah Vaughn, Dinah Washington, Billy Eckstine, Joe Williams, Louis Armstrong, Tito Puente and Pearl Bailey. ITCC will have all the new tapes ready for delivery within two weeks.

John Gary Tune In Revival on Fraternity Label

CINCINNATI — Fraternity Records here, headed by Harry Carlson, has added strings to "Love Talk," while Gary cut for Fraternity several years ago, and the new version is slated for release this week. RCA Victor artist Bobby Bare set up the supplementary session at the RCA Studios in Nash-
Now you can get what everyone should have.

A Bobbe Norris.

What's a Bobbe Norris? A voice ten feet tall. Never heard of her? You will. She's a show-business bombshell set to explode. Booked for a June 1st opening at the Persian Room and three appearances on network TV (including Ed Sullivan, June 5).

Chosen by Cue magazine as their only "Candidate for Fame" in 1966. And a new recording artist for the Columbia Records label.

What's a Bobbe Norris? Words can't describe her. Bobbe must be heard. And this is your chance to hear her first single right now. Clip the label below. Fill in your name and address. Send it to us. We'll slap it on a fresh-pressed complimentary copy of what may become a collector's item—the very first record by a brilliant new star. But hurry. We can't accept any labels after Jan. 31.

What's a Bobbe Norris? Send for "Put Your Little Foot Right Out"/"Quiet Room" and discover for yourself.

COLUMBIA RECORDS
51 WEST 52 STREET, NEW YORK, NEW YORK 10019
ATTENTION: MR. SAL FORLENZA DEPT. B

A DIVISION OF COLUMBIA BROADCASTING SYSTEM, INC.
CHICAGO — Chess Producing Corp. held its first international distribution call last week (14-16), announced all-time record sales of $1.05 million, and turned over $1 million in LP orders from distributors.

Meeting in Chicago, Bonie, Amrican in San Juan, some 96 distributors and representatives and wives heard presentations by owners Leonard and Phil Chess, founders some 28 years ago of the company which now releases product under the Chess, Checker and Gulet labels. Chess thanks for thanks for what Leonard called "a long journey in 1956. The best we've ever had." During the meeting Chess national and local radio promotion, Phil Chess and director of album sales Dick LaPalm outlined for distributors company policies regarding single returns budgeting for distributor advertising.

The new policy for singles returns, Cooperstein said, grants 10 percent per returns privilege on single purchase with 30 cents credited per copy returned. Credits are returned over and above the distrib- tor's company total billing. The company's policy of 100 percent exchange on LPs remain unchanged, Cooperstein said.

Ad Budget

LaPalm announced that to encourage local advertising of Chess, Checker and Gulet product, the company will grant distributors an advertising budget amounting in any area up to the company's total billing on LP orders placed at this convention.

He reminded them that the distribu- tor add an additional 1 percent to the late gasoline figure, have them give the company's January releases a 3 percent adver- tising budget.

The advertising grant applies to consumer media only. Someone not present at the meeting writing, which, Coopstein said, will exceed the company goal for the meeting, was the latest Ram- sey Lewis Trio album "Hang On," report.

Ches is then booking its 1966 album release program "Profits in the Sun." Top Executives of Chess Producing Corp., Chicago, during recent distribution meeting in San Juan, from left, Marshall Chess, director of national promotion, Bill Shapiro, sales manager; Leonard Chess, partner, and Dick LaPalm, director of album sales.

TOP EXECUTIVES of Chess Producing Corp., Chicago, during recent distribution meeting in San Juan, from left, Marshall Chess, director of national promotion, Bill Shapiro, sales manager; Leonard Chess, partner, and Dick LaPalm, director of album sales.

NEWS REVIEW

Bennett in Commanding Performance at Nitery

NEW YORK — Every now and then, during his opening night (20) performance at the Copacabana, Tony Bennett would take a breather between songs to thank someone in the audi- ence. After all, ''The Shadow of Your Smile'' is a song of love and the audience had been the reason for Bennett's appearance. Last night, the '60s audience, who are driving away to the Manhattan neighborhood is an especially solid brass group this trip, and set up even more in a best right for a Bennett takeoff.

The trademarked Bennett song happened when a tum to Lean, ''Because of You,'' I Left My Heart at the Savoy'' and the current "The Shadow of Your Smile" are easy winners, as are "I'll Never Fall in Love Again," 'Chances on Love," 'Always" and "In My Solitude" but he does not go no ground at what he introduces the coupling on his up- coming Columbia single "Come on, baby. Have a Breather," is included in his next album release and will be known as a sin- gle. Judy Garland, move over.

MIKE CROSS

London's One-Two Punch Is Missing in Full Swing

NEW YORK — The ties be- tween the U.K. and the U.S. will be drawn closer by London's Recordings. Riding taut on the L.P. label's rise, former label partners Jones on the subsidiary Parrot label will release "The Birth of Hi's Roley Song," which is included in his next album release and will be known as a sin-

Henry Glover returns to Rou- lette Records as vice-president in charge of A&R. He will be involved with both album and single production in an artist/producer relationship. Glover is a veteran A&R man, songwriter, music publisher. Two years ago, he was responsible for producing or acquiring eight of the first hits as "Barbara Ann," by the Regents management, "Shout" and "What Kind of Love Is This?," by Joey Dee and the Starliters, and "Hound Dog," by the Clovers.

George Kuros, administrative vice-president of Premier Al- bums, has taken over the duties formally performed by Herman Kaplan, for Cameo-Parkway Records. Kaplan, who left the firm last week, will shout announce his future plans. Kurz will now supervise the co- ordination of day-to-day activities between the Philadelphia and New York offices, personnel and facilities of Cameo-Parkway. Kurz has assumed this new function in accordance with Premier's management contract with Cameo-Parkway.

News of the New "Golden Ring"

Imperial in Country Field

HOLLYWOOD — Imperial Records has formed a country wing which will start out initially 7400's, operated by Scotty Turner, aék director.

According to Turner, Imperial Records, Ken Verkever, has also hired Pat Shiel as an exclusive country management man.

Label's first country disk under the new venture will be "Blow Your Hat in the Creek," by guitarist Jimmy Bryant, for a Jan. 28 release.

Foremost country artist on the pop scene, is Nashville- based Slim Whitman, who has been with the company many years. Joining newcomer Bryant is vocalist Buddy Clegg, both of whom are previously signed to Capitol. Turner said he would be working heavily with country artists living in southern California who have had previous major label success.

Formerly general manager of Columbia Records, Turner says there was a preponderance of country clubs in the L.A. area playing acts with a plentiful supply of material from writers here and in Nashville.

Henry Onorati, vice-president of the Commercial Recording Corp. in New York, moves to the left coast as vice-president of record dis- tributors who will assist John J. Coyle, CRC president, in announcing a major expansion and diversification program in connection with television, radio, and television and an entry into all fields of recording.

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Stan Costa appointed assistant managing director of Tri- dome Music.

Ted Cooper joined Epic Rec- ords as executive vice-president comes to Epic from the Sha- piro-Bernstein music firm where he was serving as general professional manager. At Epic, Cooper will report to Bob Morgan, director of a&R.

Music Merchants, Denver; Gene Goodman, Air Music Publishing, New York City; Norman Haefele, Roberts Distributing, St. Louis; Amos Heifich, Heil- bicher Bros., Inc., Minneapolis; Bob Levenson, Bay State distr- ibutors, Boston; San and Ron- nie Lewis, Stan's Record Shop, Sunnyside, La.; Louis McLe- more, Music Sales, Memphis; Steve Peco, Music Sales, Distribution, Houston; Stuart Schwartz, Schwartz Bros., Wash.

(Continued on page 10)

News Review

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(Continued on page 10)
Now No. 1 in England... MUSIC ECHO

In TOP 50 Britain

Next No. 1 Smash Here!

"KEEP ON RUNNING"
The Spencer Davis Group

ATCO #6400

An Island Record Production
Produced by Chris Blackwell

1841 BROADWAY, NEW YORK, N. Y. 10023 (212) PL7-6306
CAPAC, CBC Clash Over Fees

By KIT MORGAN

OTTAWA—The composers, Authors and Publishers Association of Canada clashed with the Canadian Broadcasting Corp. over an increase in CAPAC fees before the Copyright Appeal Board meeting in Ottawa in mid-January. The music copyright fee schedule expired Dec. 31, 1965.

CAPAC is seeking to increase its fees on the CBC from 3½ cents to 5 cents per capita, based on the population of the country. CAPAC fees are assessed from private radio and TV stations, based on the individual stations’ revenue, according to a formula about 12 cents per capita in 1965, the board was told.

Attorney William Bryan, representing the CBC, told the board that the CBC cannot be compared with private broadcasters because of the special role played by the CBC in the broadcasting system. While many private radio stations program mainly music, the CBC carries many talk programs, dramas, etc., therefore making less use of the CAPAC repertoire than private broadcasters, the CBC maintained.

The board contended that its over-all use of music from CAPAC’s repertoire has not declined, but CAPAC said it found no such decline. William Low, general manager of CAPAC, said that CBC and private broadcasters are on equal footing. Either system reaches slightly over 100 per cent of the population.

CAPAC Tells Board

CAPAC also told the board that it believes its repertoire is frequently infringed upon by French-Canadian artists who make recordings but are not members of CAPAC. It believes that it is able to identify some of this music for copyright purposes, so there should be no fear that the CAPAC repertoire does not show up in the reported figures.

The CBC paid CAPAC $717,000 in 1965, and it is estimated that the total cost of the fees would be $900,000 in 1966. The three-man Copyright Appeal Board makes its recommendations to the Secretary of State, and a decision will be posted in the Canada Gazette within a short time.

CAPAC also sought a new classification for the Scopitone machine, but after reading argument on the matter, overlooked it for the time being. CAPAC originally contended that the machine, by linking sound with the visual effect, was presenting a performance, and so should pay a higher fee.

Scopitone Canada, Inc., which has 183 of the machines in operation, most of them in the province of Quebec, with no plans for approximations, asked for a new classification in 1964. The board of inquiry in 1965 maintained that the device should be classified as a juke box, and not liable to any extra fee because of its visual presentation. Chairman of the Copyright Appeal Board, Justice Arthur L. Hudson, in the Exchequer Court, said a decision on the classification of the machine, or any other matter, must be made by the courts, rather than by the Board.

Local Tells Studio: No License, No Play

Play U.S. Ties Close to $ Belt

LOS ANGELES—Musicians’ Union Local 47 is focusing its attention on non-licensed recording studio. Local has notified its members that they should get the corded as of Star and Los Angeles Sound Re- cords. They claim he is not lic- censed by the AFM.

Local said that it un- reported dates have been played at Gold Star Studios, resulting in members “unwittingly” per-

ing the local is taking the extraordinary step of asking its members to immediately report any calls for dates at Gold Star to Ward Archer or NBC, head of its recording department. Local asks that it be licensed by the AFM.

P’ky Herman Sues ASCAP

For 685G

NEW YORK—P’ky Herman, a New York State Supreme Court last week asking for the removal of the board of directors of the American Society of Composers, Authors and Publishers, in effect, sues that the ASCAP board was elected illegally and that it is preventing the society from paying the royalty 


due to the songwriters. The suit, which seeks damages of $885,000 in behalf of ASCAP, is made up of board’s ASCAP, charges that ASCAP misused thousands of its members on June 9, 1960, that it has failed to meet the obligations of the law.

The suit claims that the society has committed an act of misrepresentation and misconduct. It further alleges that the directors have failed to properly administer the society’s affairs, which are the same as the rights of the songwriters, and that the society has failed to pay the royalty.

John Gary Tune in Revival on Fraternity Label


tory. Proper profit management can be the key to the future reliability and growth of the

Boom Year in Disk Merchandising

* Continued from page 1

counting as a major business problem for the music industry, so received thus far that show to a greater extent that the so-called record product is discounted almost universally, discounting is a major problem, and discount prices seem to have reached a level with which the record merchants can live.

Malamed stated: “The tremen-

dous growth in the volume which early returns show was the situation with virtually every NARM record merchant, and has underscored the importance of the NARM program to record merchants. NARM program—Planning for Profits of NARM. With a greater number and variety of outlets to serve with increased dollar volume to handle, and with the more complex problems of this type of rapid business growth brings with it, the business sessions program of our forthcoming convention will be the most valuable to our customers.”

Royal Picture Bureau

* Continued from page 1

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JANUARY 29, 1966, BILLBOARD
Lee Hazlewood's first single for MGM records

I move around

K-13434
B/W BUGLES IN THE AFTERNOON

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
THE JAZZ BEAT

Lloyd's Complex World
Charles Lloyd is among comic-
ator Bill Cosby's closest friends. Pianist Les McCann is another.
Carr, a first-rate producer, hopes to collaborate on a book of his photos with
Lloyd hopes to write the
original score for a forthcoming
Cosby TV special.
Lloyd is a serious musician who
enjoys the avant-garde
touch but has the sense to remain
aware of the commercial music
business. He recently undertook
his first cross-country tour as
leader of his own quartet after
having served sidemen's appren-
ticeships with Chico Hamilton
and Cannonball Adderley.
Lloyd thinks it's fine to be
classified as an avant-garde "be-
cause we're doing fresh things
and can identify with this move-
ment." He says he and members
of his group can enjoy themselves
and also play for an
audience.
Lloyd prefers to play his own
compositions but recalls listen-
ing to the Beatles' "Yesterday"
single on a car radio and deciding
that includes that tune in his
tempest in Seattle. "We just
started doing this," he noted,
because we want to have a
broad scope. But we're not try-
ning to fit into this idiom.
As a new, leading force, Lloyd
is aware of the importance
of jazz.

Chess Sweeps the Sales Board

NASHVILLE—Chess
records in its 12-year history has
built a catalog of albums that are
continuous sellers, Bob Ma-
Chuskey, assistant to the
president, said last week.
While Lloyd's catalog is
important in the country field
(it has the only albums recorded by
Roy Acuff in the past 10 years),
Hickey also has some
good pop sellers.
Most significant among these
are:
Donovan's "Catch the Wind"
and "Fairy Tale," the Newbeats'
"Run Baby Run" and "The Big
Social" and "Sue Thompson's "Paper Tiger" and "Gold-
Hills."
Acuff has "Train Songs," "Roy Acuff Once More," "Greatest Hits," "Star of Grand Ole Opry" "The World Is His
Stage," American Folk Music, "Handcuff Songs," and "Hall of Fame Album."
Also in the country field are
Bob Luman's "Lovel," "Lovin'
Sides," and Bobby Lord's "The
Bobby Lord Show," tied in with
his syndicated TV show. In addi-
tion, there are Wilma Lee and
Shoney Cooper's "Big Wheel,"
"Family Favorite," and "Songs of
Inspiration," and Ernie Ash-
worth's "Hits of Today and To-
morrow."
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BATMAN!
HEAR THEIR ZOWIE SINGLE
AND YOU'LL SAY WOW!

more things are happening at LIBERTY
TALENT

Bobbe Norris Getting Col. Full-Scale Drive

NEW YORK—Colonia Records is opening the new year with its promotion, publicity and advertising gun trained on Bobbe Norris. The campaign will be tied in with the singer’s debut single “Put Your Little Foot Right Out” coupled with “Quiet Room.” Her first album will be released next month.

The campaign, blueprinted by Columbia, is reminiscent of past efforts by the company to introduce new talent. At a high fight of its advertising push, Columbia is including a standand shipping label in trade advertising which will serve as a coupon entitling the reader to a free copy of the single. For additional impact, the single is wrapped in a specially designed color sleeve featuring a picture of Miss Norris. In conjunction with this Columbia has devoted a four-page cover story to the singer in this week’s issue of its merchandising publication, “Insight.” The article has been reprinted and will be mailed along with the single to 5,000 disk jockeys throughout the country.

Miss Norris was brought to the label by John Hammond, Columbia’s director of talent acquisition. She has just signed a contract with Norman Rosemont, personal manager who also handles Columbia’s Robert Goulet.

Bobbe Norris has been set for an appearance on Ed Sullivan’s CBS TV show later this spring, but dates are scheduled to follow. She has also been lined up for an engagement at New York’s Persian Room in June.

In the Jan. 29 issue of Cue Magazine, Greer Johnson nominated Miss Norris as a 1966 candidate for the cover of decca records. The disk has been devoted to the cover and a feature story to the new singer.

Signings

Bert Kaempfert has signed a new long-term contract with Decca Records. Kaempfert’s disks have been available on the Decca label in the States since 1965. Added to RCA Victor’s artists’ list are King George and Colette. Clark George, a New Yorker, debuts with “I’m Gonna Be Somebody.” Soupy Sales and “Drive on James,” Clark, a blind street singer, have been signed. James Matthews, the featured singer, and Stuart Hamblett, country and sacred music singer.

Winter of Their Content: Fans Dig Hot Jazzfest

BOSTON — Jazz in January seems to be in tune with Hub fans as more than 11,000 crowded the city’s War Memorial Auditorium to hear a two-night stand of the Boston Globe’s Jazz Festival under the direction of an old band, George Wein, of Newport fame.

Tuesday’s (18th) offering was attended by 3,500 buffs who gathered to hear Dave Brubeck, Dizzy Gillespie, Stan Getz, Zoot Sims and Sonny Stitt with Toshiko and the Newport Jazz Festival All-Stars, minus Paul Desmond.

There was one ticket left for Saturday evening’s performance, with even Benny Goodman’s two daughters standing through the nearly three-hour show. While Friday was mostly progresive jazz, Saturday was the big band sound. It was Joe Williams backed by Duke Ellington and his band that stopped the show.

Goodman, however, had a hard time getting off the stage and he finally called on Cootie Williams to finish up a few numbers with him. The Herbie Mann octet also had the customers swinging. A slightly strained Episcopal minister, Rev. Alvin L. Kershaw, of Emmanuel Church, was master of ceremonies. "The knowledgeable Jazz Print," Father Norman O’Connor did the chores Saturday.

Seats were asked at $3.50, $4.50 and $5.50 for a reported gross of almost $50,000, netting for the Globe some $12,000 profit. This was Boston’s first winter jazz fest, an unquestioned success.

Letters and phone calls for a repeat next year have begun to pour in. A Globe spokesman said, however, that no decision had been made but that “with all the pressures from people who attended” it seemed likely that it would be an annual affair.

CAMERON DEWAR

P & P SHIFTING TO NEW SPORT

NEW YORK — The news items heretofore recorded in “People and Places” will henceforth be reported in the “Music Capital of the World” columns, elsewhere in Billboard, under the New York heading.

Barberis and ‘New Order’ of Business

According to Barberis and Weinlein, the New Order will stress a “new sound” and “new material.” The material will be the band’s own, coupled with collaboration with Roger Joyce.

Barberis and Weinlein will be joined by two natural vocalists. They’ll be backed by Jerry McGee on lead guitar and harmonica, Lewis Williams III on drums and percussion. Lawrence Tipton will provide the rhythm guitar, and Roger Joyce on rhythm guitar, piano and organ. Joyce will also assist on the vocals.

The boys also have formed a new record club, “Music Inc.,” in which to place their material.

GAC Dept. in High Gear

NEW YORK — The concert department of General Artists Corp. is expanding with the addition of Bert Block and Larry Bennett, ranked up an unprecedented take during the last calendar quarter, and is now gearing for even more during the 1966-1967 season.

Block and Bennett base their bullish attitude on the fact that national advertisers have come to recognize the growing importance of the concert field. As an example, they point to the booking of special college campus last fall in connection with the “Roger Miller Show,” under the auspices of the Association of Ford Motor Co. and the Gilbert Marketing Corp.

GAC’s concert department is now handling the booking of many leading artists, including Steve Lawrence and Eydie Gorme, Peter, Paul and Mary, Ian and Sylvia, Johnny Mathis, the Supremes, and the Brothers Four. Herb Alpert and the Tijuana Brass, are booked for engagements in the East and South in March and April. Woody Allen

McGuire Scores With ‘His’ People

NEW YORK—If the opening group is strong, the remaining groups and their heads are set. Barry McGuire’s appeal is primarily aimed at a group of somewhat doxy young people.

McGuire and the Grass Roots opened here Friday night (14), before a full house of junior citizens. The dance floor looked, like a tableau from Mad magazine—vested Madison Avenue types dancing with girls whose attire resembled that of World War I Alpine troops, and one girl, quite fat, who would make Sonny & Cher candidates for the year’s 10-best-dressed list.

McGuire sang his big hit, “Eve of Destruction,” the building standard “Try to Remember,” and a couple of other numbers which were difficult to discern.

The group, as much as McGuire, and the youngsters devoured equal portions of the audience and the rock aggregation.

Appeal of the Danhill artists and the strong array of memorable men of the protest set, it seems limited to this set.

AARON STERNFIELD

WEINLEIN: OF BUSINESS

Big 3 Bids for 5 of 10 Awards

NEW YORK — The Big 3 (Robby-Feist-Miller) grabbed five out of 10 nominations in the recently announced Golden Globe Awards for 1967, Hollywood Foreign Press Association. Final awards were won by Miss Jan 31 at the Golden Globe banquet in Hollywood with the award for Best Actress to Andy Williams’ NBC-TV show.

In the “Best Song” category the Big 3 also held with nominations for “The Shadow of Your Smile,” the theme from “The Sandpiper,” added by Riz Ortolan, Soupy Sales and “True Love,” the lead song from “Dr. Zhivago.” However, the Big 3’s “Best Song” nominations included “The Ballad of Cat Ballou,” published by Colgems; “Sweetheart Tree” from “Grease,” published by R.F. Hill Music and the title song “That Funny Feeling” published by Warner Bros.

The Big 3 also drew three nominations for the “Best Score” from “The Sandpiper”; “The Ballad of Cat Ballou” and “Dr. Zhivago.” The other nominated categories included “Best Director,” “Best Actor,” “Best Actress” and “Best Supporting Actress.”

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"BARBRA STREISAND—WHERE AM I GOING? (Notable, ASCAP)—With "Second Hand Rose," still climbing the chart, this Top 10 entry, this prototypical pop/rock ballad is gaining in sales and working its way up the pop charts. Hot.

"SIMON & GARFUNKEL—HOMEWARD BOUND (ECLECTIC, BMI)—Just as "Sounds of Silence" did on the Hot 100 Chart this week, this interesting offbeat rhythm number is beginning to gain strength in the pop market, and has the makings of a potential hit. Recently, this song was played extensively on "SOMETHING SPECIAL," and should steadily gain in popularity. Hot.

"THE FORTUNES—THIS GOLDEN RING (Mills, ASCAP)—Right in the groove and excitement of their original hit, "You've Got Your Troubles," this rhythm number is very catchy and becomes an instant classic. Perfect. Flip: "Someone to Care" (Fortitude, ASCAP).

"THE MYRRHS—IT WON'T BE WRONG (TikTok, BMI)—Another fine rhythm number that will soon be heard all across the pop market. This song is sure to be a hit. Hot.

"YOU FREE THIS TIME (Tickle, BMI)—London 9811

"BOBBE STARK—IF I LOST YOU (Mills, BMI)—This is a beautiful ballad that is sure to become a hit on the pop market. Hot.

"ANDY WILLIAMS—LOST IN YOUR EYES (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"JACK JONES—THE WEEKEND (South Mountain, BMI)—Culled from his new "In Crowd" LP, Jones has one of his most commercial entries in this offbeat rhythm number loaded with sales appeal. Flips: "San Francisco," "Sunny," "Big Band." (AFCAP, ASCAP).

"¢ BARRY YOUNG—SINCE YOU HAVE GONE (Fitzgerald, BMI)—Young, with his first chart entry, this rhythm number is sure to become a hit on the pop market. Hot.

"RIGHTHEOUS BROTHERS—GOD BLESS OUR MOTHER (El Dorado, BMI)—A good pop ballad with a lot of potential. Hot.

"TOMMY COLE—UP IN THE CAR (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"TOMMY COLE & SALLY (Albatross, BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"THE FOUR TOPS—GROWING UP (MGM, ASCAP)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"PATSY CLINE—I'M SORRY BABY (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"THE DURANT BROTHERS—IF I COULD CHOOSE (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"JACKIE WILSON—THE TIME HAS COME (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"THE TRENDS—DON'T LIE TO ME (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"THE FOUR-TOPS—LOVE WILL win (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"MC FERRIS—THE GAME IS UP (BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

"THE MYRRHS—IT WON'T BE WRONG (TikTok, BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.

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"THE MYRRHS—IT WON'T BE WRONG (TikTok, BMI)—Another fine rhythm number that is sure to become a hit on the pop market. Hot.
WHERE IS BARBRA GOING?
HITSVILLE. (Where else?)

You must hear Barbra Streisand's wildly exciting new Columbia Records single "WHERE AM I GOING?"
c. w. "You Wanna Bet"
from the new Broadway show, "SWEET CHARITY"

Sweet Charity publishers - Notable Music, Inc.
in co-publication with Lida Enterprises, Inc.
HERE ARE A FEW OF THE MORE THAN 6,000 STUDENTS NOW ENROLLED AT THE UNIVERSITY OF BRIDGEPORT
in Bridgeport, Conn.

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

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

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

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

IF YOU HAVE SOMETHING TO SAY TO THEM...

Contact Your Nearest Billboard Office

JANUARY 29, 1966, BILLBOARD
Moving Up!

The Royalettes
You Bring Me Down
b/w Only When You’re Lonely K-13451
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**HOT 100—A TO Z**

**BUBBLING UNDER THE HOT 100**
LONG LIVE OUR LOVE
LEADER OF THE PACK
I CAN NEVER GO HOME ANYMORE
GIVE HIM A GREAT BIG KISS
GIVE US YOUR BLESSINGS
REMEMBER WALKING IN THE SAND
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INTERNATIONAL news reports

$64 Question: Will San Remo Fest Bring Harvest to Record Trade?

By SAML STEINMAN

SAN REMO—Italian music circles are giving their full backing to the 16th San Remo Fest, hoping to bring the industry back to 1964 levels when 6 million records of 1965 songs were sold. The impact of recession appears to have turned upward once again. The Italian market is riding high and feels that the industry deserves credit for this boost.

Worldwide interest in the festival is signified, too, by the fact that the record appearance of 65 foreign disks and music executives of a year ago will be doubled this year. Reservations for journalists have already passed 32,700 for the 3-day event. Besides the musical activity, subsidiary industries are beginning preparations for Post Office promotions. Europe will be introduced to the Playboy Club "bunnies," for example, in one of these events.

The current Roman fesitval began in a nightclub atmosphere with the audience seated on a stage. Performances were reported by three local newspapers. A year ago 319 attended from five continents. The festival has had such successes as "Volare," which sold 20 million records all over the world, "Al Di La," which went into an American film score; "Unlucky," "Non Ho L'Età," which was recorded in 44 different versions (UK, France, Italy, Belgium, and "Una Lucrina Sul Vivo," first Italian to sell more than 1 million copies within three months after the festival.

The current Roman festival has brought singers from all parts of the world: Mario Lanza, along with Enrico Caruso, among others. A particular success was scored a year ago by the New Christy Minstrels. Another who has lasted well is Gene Pitney, the only foreigner who will have appeared in all three of the last festivals.

That 20 nations in Eurovision (Western Europe) Intervision (Eastern Europe) and Telefilm carried the TV viewers all over the world in 1965, indications are the number will be raised this year. With the addition of world tapes, it is anticipated the San Remo Festival will be seen and heard by twice as many listeners in the final. The personal will be carried in February by the relay and via Intervision to at least five others.

Italian radio and record companies will own a major share of the cake with PALMADE, SIAE, which once earned the cooperation of the Italian Festival Contest in Luxembourg in March.

Last year 12 singers vied for the honor of going to Naples. This year the number will be doubled and will sing songs from two nations. Some of Ireland’s leading songwriters have complained about the selection. T. J. Byrne, manager and music industry, is indignant that the unit’s lead singer, Brendan Bowyer, was excluded.

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PHONOGRAPH SALES DO SLIDE IN FRANCE IN 1965

By MIKE HENNESSEY

PARIS—After the sustained expansion of the market from 1957 to 1964, phonograph sales in France leveled off then slumped during the past half of 1964.

In the field of sound equipment only tape recorders showed improved sales figures during last year.

As an example of TV receivers, phonographs are owned by only 20% of French homes—indicative of the potential market, sales are disappointing.

In the case of TV receivers, high prices are an important factor, but this is not so where phonographs are concerned because they are mass low-priced machines on the market.

Some industry pessimists say that the current slide may become permanent, as the number of discs has since one year the tapes are expected to be sold.

Some industry pessimists say that the current slide may become permanent, as the number of discs has since one year the tapes are expected to be sold.

The current phonograph market is one of extremes—biggest sales are on the one hand, of small battery reproducers and, on the other hand, hi-fi installations.

In 1965, 40 per cent of the recorded selling took place in transistor models, compared with 27 per cent in the previous year.

Tape recorder sales have steadily progressed. They were 30 per cent up last year compared with 1964—and this may well be a favorable portent for the introduction of cartridges, due in the spring.

Eire Contest Panel Chosen

DUBLIN—The panel of judges for this year’s National Song Contest comprised of Brian Moore, Dickie Rock, Sonny Kazar, and John Creedon of the Dublin Trio. The winning song—and singer—will represent the Ulsterman in the Irish Song Contest in Luxembourg in March.

Last year 12 singers vied for the honor of going to Naples. This year the number will be doubled and will sing songs from two nations. Some of Ireland’s leading songwriters have complained about the selection. T. J. Byrne, manager and music industry, is indignant that the unit’s lead singer, Brendan Bowyer, was excluded.

---

AUTO CLUB HAS 2 LPS IN RACE

ROME—The Automobile Club of Italy is continuing its Disk Division by issuing two different LP’s of the Grand Premio Vittoria at Monza of 1965. The two come two days apart, but both sound of the races. The two releases are substantial in a multilingual commentary, are enclosed in cover which contains 24 pages of color photographs of the competition. The disks sell for $9.00.

---

[Continued on page 102]
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SERGIO ENDRIGO
MILVA
RICHARD ANTHONY
P. J. PROBY

PINO DONAGGIO
GIUSEPPE DI STEFANO
VIC DANA
CATERINE CASELLI
GENE PITNEY
PAOLA BERTONI

NICOLA DI BARI
ORNELLA VANONI
PEPRINO GAGLIARDO
REMO GERMANI
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1. GEORGIANNA THE PRINCETONS
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   Tommy Boyce
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3. EL RANCHO GRANDE DUANE EDDY
   CP 795

4. GRANNY GOOSE
   The Winkle Pickers
   CP 796

look to COLPIX in '66
Compeer
Lyricist
(English

Where

Tell

Pallavicini-
PAFFF
LA
IL
WINNING
Diverio

ASPETTA
Me)

Me)

Ferdinando


This

I'll

Sanjust-

QUANDO
NESSUNO
DIO,

DIO
COME
DI

Colonnello -Malgoni

Sergio


10

the

label's

singen

Music Capitals of the World

Roanoke raised the prices of

30 cents. It was the first

time any LP had been

welcomed the Brunswick label to

its recording house. Phonograph is

enjoying the success of

Who

with My Generation. It's still

HMV manager Ken Heeraman

reported that this is ready to

set up an extensive promotion

campaign from the label. Marc

Aryaz, who recently signed for

his disc company, is selling

here. Arvaz's first single, "C'est

la vie," should be out soon.

Imperial label

singer Jean-d'Vesdeau (from

Imperial's subsidiary, M. Pitti

Films) has completed plans for

the release of the recording "In a

Marriage Party" on the New

Zealand marks. CBS Holland

recently signed the Dutch beat

group Patric in for its first

recordings on the CBS label.

Recent CBS additions to the

popular LP list include an album

by Lester Flint & Earl Scraggs

(Parlaphone), Frank Sinatra

and Dean Martin (Parlophone),

Fricke Yavash and His Yavash

Banda (Impulse), and a

Welsh album, "Pamela & Walz

Just for Fun," an LP by Gene

Pitney, A. R. "Phil" Gage, and

the best of folk songs featuring

Pete Seeger, the New Christy

Mistrels, Bob Dylan, the

Brothers Four, and the Wonder

ful work for Neumann with three

hits on the Top Ten list. "This

label is now represented by

Neumann containing artists

Bommarito, the Kingsmen, Chuck

Jackson and Milt Gabby.

BRUSSELS

Peter Pears, famous Belgian

composer, died Dec. 26. He was

one of the one-time Belgian

jazz composers. He was the

first to work on the LP label on

the End of the Festival's last

release by Marie LaFond. One

title is "De My Yuri" and

Talma-Motown has released

three albums. One is the new

Gers "I Hear a Symphony." "Ain't

That Pigeon" by Marlene Dietrich,

and "My Girl Goes From the

Ocean," a new production in

Belgium, two young Canadian

talents, in Germany the first

television (S) with "Sylvie" and

titles sung in germans are

"Bab

Son Songs," "Sylvie," and "My Life"

and "Mara-" the French title is

CBS. His first

release features Los Angeles,

A British group singing in

French. Juliette Greco has

been approached to sing in

"La Folie de Chablis" (The

Dame of Chablis) for a

Broadway. Michel Legrand, composer

of the score to the highly successful

movie "Les Parapluies de Charenton," will write the

COLOGNE

Deutsche Vogue has brought out

a German version of the film

hit composed and sung by Adamo.

"En Bici" became a big hit in

France, but also in Italy. Castaldi,

Lebanon and Turkey. CBS

Schallplatten has released

Marathon, Recorded LP by the

Hit-Notes, the German band

agglomeration which had a

record for nonstop playing of best

recordings - the LP has a

running time of 100-hours record.

CBS who has released in

Germany the original music from

the soundtrack of the film "The

World of Jean Harlow." Electro

reports that Alain Cohn, a

famous record producer, is

selling all well on the German market.

The latest Frank Sinatra LP is

"SonAUTM" an "Son but mit
du nicht immer "Son but mit
du nicht immer. Other Cohn

comes back in Germany, The

Yagolav artist has sold 1.13

LPs in four years. Her latest

recording has been released.

Today the Japanese, the

Swedes, the Netherlands, three

sisters, have recorded their fourth
title in German -"Ein weisse Poney"

"Schwarzat," Arlta. is promising

a champion fighter

Manfred Schnellecker as one of its

top new LP titles. "Want du mal allein

alt," sold 250,000 copies.

Andreas Hartmann, star pupil of

Professor Studer, Grandpapa of

the State Institute for Music in

Leipizg, has become Germany's

leading interpreter of electronic

organ popular music. His latest

title, "Hamburger Schlager,"

evergreens from seven countries, is

intended for export and has

launched a "New Christy

Mistresses" on CBS. His

Hermanns offer a few "Jesus" in 74

million combination possibilities.

Charlotte has released a new

record "Schlaf, mein Prinz,

schlaf ein." Rost's "11 Sil

Nacht," a". A new LP dance

hit in 1962, selling nearly a

million.

OMER ANDERSEN

PARIS

Phillipstar Hervé Vihara's big

summer hit, "Cappi c'est fini," is

selling 1,500 copies a day in Brazil

and is also a best seller in

Portugal as ARD manager Jacques

Platnick has joined CBS. His first

release will feature Los Angeles.

A. British group singing in

French. Juliette Greco has

been approached to sing in

"La Folie de Chablis" (The

Dame of Chablis) for a

Broadway. Michel Legrand, composer

of the score to the highly successful

movie "Les Parapluies de Charenton," will write the

NEW ADDRESS

PORTULUS

17 Soho Square, London W.1

Cabinet Tiffany Marken London

for this adaptation of the play by

Jean Giraudoux. ... The run of

"The Prodigal Son" at the Theater

des Champs Elysees featuring

Marion Williams, came to an

halt last week. The 198 strong cast

claimed that they had not been

impressed by Michael Dornfam.

The company had been playing

since Oct. 11, but "The weakest

in the West" caused a storm.

The New York production of

"Funny Girl" she will probably

return to Paris for a one-night

appearance at the end of March.

Meanwhile, CBS is shortly

releasing an LP record in New

York in the French by the

singer. The three best-selling

albums over the Christmas period here were

"Amapola" (Amapola de las

Meninas), Jean Ferrat's

"Poterikkefle," (Burlott) and

Jacques Brel's "Les Genya-la-

Ama." Festival also feature

Michel Delpech touring

Switzerland and France. The

Pedi Clark has released "You're the

One" and "La Chabola" and Bella

Vogue. The song, published by

Edwardo Laredo, is titled "Le

Moi pour Un Bien" in the French

language. In the West the Surfs

have sold 74,000 copies of

(Continued on page 29)
What?
MY SON PHIL ON A
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**ROM**

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**What is This Feeling?**

**Solo Won't Solo**

*Continued from page 24*

His first pop festival appearance will be at the recently recorded a pop disk for Reordis. He is flanked with P. J. Proby in one of the 26 songs.

Sixteen Italian disk firms are represented by the various artists. RCA Italiana, which issued a disk, is the most successful. It is not paying the fees for its artists on the record, but it is distributed by two singers. Of the major houses, only D lapse has refused to participate although there are no entries from Carissimi and Virtu-Disco, Nannini, Ricordi-CBS with nine, Jolly with six and Fontana-Centa and Voce del Padre-EMI with four each are the ones represented companies.

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Von Karajan Conducting 'Movement' for TV, Stage

By OMER ANDERSON
BERLIN—Conductor Herbert von Karajans conducting "Movement" for television and stage was one of the main events of the Karajan Gesellschaft symposium in the Berliner Deutschen Grammophon for which Karajan now records exclusively.

The conductor is employing a "total music merchandising concept," which is new to the Grammophon executives. He plans to film operas around the world, utilizing famous opera companies and opera house settings. The films will be produced in their full indigenous splendor and in the hands of the best utcast. Karajan is striving for absolute fidelity in transferring original productions to the screen.

Karajans films, because they lack the limitations of the opera stage, are more modest productions. They are about two hours long and will be produced mainly with Karajan's Berlin Philharmonic.

Karajan's films will be offered to motion picture houses and television stations and will be sold at the price of a phonograph record and soundtrack albums will be marketed.

"La Boheme" First

Karajan filmed "La Boheme" as his first production by his new enterprise. Filming was done partly in Geneva and Paris and Munich. He is under-
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the growing giant
DJAZARE711, by e. "and recording ALBUM SPOTLIGHT pieces Witherspoon. On and Blue a with jazz. 

During jazz delicasies chanting. TRAVELIN' barme tmental categories. Every three-stops Modal (S); 9235 nine (S); 10423 four (S) which Shimmers audience, Zur, Hopkins. 

Note music (S) described impressions. His hey's scratching the pop pop. Find music which touches him. It will be interesting their heads mentioned. Lloyd lays down at the 1966 Monterey Jazz Festival, to which he has been invited his manage- 

way it's constructed, he doesn't feel comfortable playing it the normal style. Lloyd says this allows his "natural sound" to be heard.

Several months ago Columbia released Lloyd's first album and then announced the proj ect. Lloyd says he's aware of the dangers of playing new mu- sic, but that young musicians need experience performing be- fore audiences.

When he was performing at the Manne Hole, a serious pull before his young audience. Lloyd evidently draws the serious thinkers. He is a hot player with aExtensions, like all avant-garde saxophonists, 

includes a disproportionate share of squeals and squawks. When he switches over to flute, the edgi- 

ways he likes to delve into the emotional state of jazz through composition. He feels that "jazz closes the curtain on what's happening now." That's why he's begun scrutinizing the pop pop, to find music which touches him. It will be interesting to hear what Jimmy Witherspoon has been doing since his last album. Jimmy Witherspoon has been gaining ground in England and Den- mark. He has been doing clubs and TV appearances there with great success.

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Country Music TV Shows Will Be Sold Overseas

NASHVILLE — Nick Firth, general manager of Acuff-Rose Publication's London office, returned home last week after a 10-day U.S. visit and took with him kinescopes on three country music TV shows for placement. It is the first effort of overseas syndication of country music TV shows.

Acuff-Rose Artists Corp. signed an agreement with WSM-TV, Nashville, to represent WSM for overseas distribution of a large catalog in its video tape library.

Offered will be 60-hour "Grand Ole Opry" shows taped two years ago, the hour-lun "Bobby Lord Show," last year by WSM and which is in current production, and 100 separate clips of various "Grand Ole Opry" stars which can be made into shows.

Bob McCluckey, assistant to Acuff-Rose President Wesley Rose, said the beauty of the 'Grand Ole Opry' shows is that some of them have Jim Reeves on them.

Reeves was highly popular in Europe before his death in a plane crash in 1964, and his records are still big sellers there.

While in the U.S., Firth placed a number of Acuff-Rose songs from Britain for recording. Firth also had booking conferences in New York, Hollywood and Nashville.

"I Ain't Crying Mister" Larry Steele
"Too Hot to Handle" Onie Wheeler
"Country Music Show" Paul Moore
"Promotion Agency"

JACKSON, Mich.—Cash McCall and Larry McKeeler, Topic Records artists, announced last week formation of M.A.M. Promotions to specialize in DJ distribution and promotion of new records. Address is Route 2, Jackson, Mich.
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<td>BEACH BOYS PARTY</td>
<td>The Beach Boys</td>
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<td>30</td>
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<td>RCA</td>
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<td>ORGAN GRINDER SWING</td>
<td>The Ventures</td>
<td>ABC</td>
<td>72</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research. Billboard.
"... and I must tell ya' this, Leonard. I honestly feel that these new albums represent the strongest release you've had in the many years we've been together. Ev'ry distributor here is really excited."

(Norman Hausfater of Roberts Record Dists. In St. Louis during a conversation with Leonard Chess at the Chess/Checker/Cadet Convention in San Juan, on January 15, 1966)
YESTERDAY'S COUNTRY HITS

Change-of-pace programming from your station's library, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's short at that time.

COUNTRY SINGLES—5 Years Ago
January 30, 1961

1. North to Alaska, Johnny Horton
2. On the Wings of a Dove, Ferlin Husky, Capitol
3. I Missed Me, Jimmy Reeser, Don Gibson
4. Window Up Above, George Jones, Mercury
5. Fallen Angel, Webb Pierce, Decca

COUNTRY SINGLES—10 Years Ago
January 28, 1956

1. Sittin' Tees, Tennessee Ernie Ford
4. RCA Victor
5. Porter Wagoner, Porter Wagoner, RCA Victor

Military, Germans Like C&W

NASHVILLE — Joe York, country music singer who recently returned from an overseas tour, gives a glowing report of the acceptance of country music in Germany and among both Americans and Germans.

The response among service-men, York said, was such that we played, "she said. "Country music is real big in Germany. The Germans love it, even when it's sung in English."

Miss York was a member of a U.S. military group which played 30 shows at U. S. military bases in Germany in a three-week period. Headliners were Kenny Howard and the Daytrenas. Other performers were Miss York, Jackie Wilkin, folk singer; Murv Shiner, folk and country singer; Diane Jordan, pop singer.

Miss York played the Far East and in 1964 and found a surprising difference between American service-men and their families there and in those in Germany.

The morale was much lower in Germany," she said. "she believes the reason is the men in Germany are stationed there for only four years. In the Far East the men serve there 13 months. Buddy Lee, Miss York's agent, has set her for a three-week Caribbean tour next month with Lomax and Oscar.

C&W Artists Signed With Victor Intl.

NASHVILLE — Six country music artists who signed with a new label this week have their names on guitars did not sign with Victor Company of Japan, as reported recently in Billboard. The company the artists signed with is Victor International Corp., Scottsdale, Ariz.

The error occurred when talent agent Hubert Long, who negotiated the contracts for the artists, failed to register the name of the company as Victor Company of Japan.

The new artists are Dottie West, Ferlin Husky, Bill Anderson, Ray Stevens, Skeeter Davis and Charlie Louvin.

Chart Signs Lynn Anderson

NASHVILLE — Chart Re- cords has signed Lynn Anderson, 17, of Trask, Minn., a well-known composer Liz Anderson, and released two singles. "It's Different" b/w "For Better or For Worse," last week.

The Andersons arrived here recently from the West Coast, after re-recording a song as a writer for Acuff-Rose.

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The Andersons arrived here recently from the West Coast, after re-recording a song as a writer for Acuff-Rose.
**Radio-TV Programming**

**RSI Is Doin' Double Duty as Service to Radio, Record Firms**

NEW YORK—Record Source Information, Inc., is providing service to supply records for programming to radio stations, is proving to be an important factor in creating hits. Among the artists whose records have recently been boosted are Connie Francis, Nancy Sinatra, the Young Rascals, the Hedgehoppers Anonymous, and Ronnie & the Daytonos. RSI subscribers are mostly in the large markets. Don Owens, Billboard's director of reviews and charts and RSI general manager, said, "These are usually the stations who don't record locally and thus get records from other companies. Record companies simply can't afford to supply every radio station in the nation...they don't have the catalogs." More than 4000 RSI radio subscribers have recorded 45s over the past seven weeks from RSI. Quite often, four or five artists on one RSI's mailing list become hits because of the increased air exposure. The critics at major radio stations feel that RSI's mailing to radio stations is showing up as a more prominent light or it's already on the bottom of Billboard's Hot 100 chart that is climbing. "Owens said that many times a single week, a RSI's mailing list would have five of its board's chart and after radio stations received their copies from RSI's mailing list, were at those stations had time to take effect, the record would begin a rapid ascent and gain a station's support and become a rapid hit.

A perfect example is Nancy Sinatra's "These Boots Are Made For Walking." Herb Wood, assistant district manager, and Owens felt the record was strongly played on RSI's subscribers and shipped records around the end of December. A week later (Billboard, Jan. 15) the record was Billboard's No. 1. With the airplay boost from RSI's subscribers, the record rushed to the top and carried a star. It is now No. 50.

"Jesuiss Heart" by Connie Francis had slowed down on the Hot 100 Chart until a boost from RSI subscriber stations helped the record climb to No. 47, "I Ain't Gonna Eat Out My Heart Tonight" by the Young Rascals was settled in the RSI's until shipped by RSI. After exposure by RSI subscribers, the record went to 67 with a star.

Last week, it was No. 59. This week, it's No. 1.

"It's Good News Week" by the Hedgehoppers Anonymous was No. 50 on the Jan. 5 chart when records were shipped to subscribers. Billboard's Jan. 15 Hot 100 Chart showed the record at No. 57, before the airplay took effect. It climbed (Continued on page 46)

**Cordic Mixing Up Musical Cocktails**

By ELOI TIEGEL

LOS ANGELES—Rege Cordic, a musical experiment on KNX, the normally non-rock CBS outlet, that "re-creates what exists."

The new morning personality (reportedly hired by CBS for a six-month period) is playing records by groups normally associated with teen-age music, such as the Beatles, Monkees, Beach Boys, Gary and the Playboys, Elvis Presley, Simon and Garfunkel, and the Four R's as well as the Her- nis and Duane Eddy. And integration of new singles with evergreen hits by Kay Starr, Glen Gray, Harry Belafonte, Woody Herman, Teniers, Er- nie Ford and Dave Pell for a blend. Whether the experiment will work in the long run, Cordic can't predict. But for KNX, which has played the "chicken rock" on weekends, Cordic's 6-10 a.m. program is a bel- low for the station. Whether he snare a young audience while retaining the young adult and show business hipped by the show are loyal Bob Crane followers. (Cordic is the owner of his own CBS-TV series.)

Cordic's main specialty is comedy, including which was the reason he dominated 70 per cent of Philadelphia's morning audience for KDKA. His problem now is getting the show rolling, where requests slot- ted between records have more than usual succession and sleight.

While KDKA was "A pretentious station," KNX is not, so the bearded, deep-voiced DJ only plays non-rasour tunes. He manages to keep the show clean and on the charts. It's (Continued on page 46)

**WING Wins Single Race Despite Hard Ride by WONE Jockeys**

By CLAUDE HALL

DAYTON—A tipple of the fact that WONE's air Personality seemed to outshine, for the most part, those at WING—the two Hot 100 radio stations in Dayton—was the one that took top honors for influencing sales use of records. Billboard's latest Radio Promotion Rating Survey of the market, the nation's top radio market, showed WING with 50 per cent of the votes of dealers, one.

"Palace to Vietnam" HOLLYWOOD—ABC-TV's "The Man from U.N.C.L.E." TV show will be televised U.S. that will be the programming of the Armed Forces Radio and TV Service. Other foreign countries where the show is broadcast include Germany, Korea, and Greenland.

College Radio: Parley April 16

NEW BRUNSWICK, N. Y.—The Intercolligate Broad-casting Association System will hold its 27th annual national conven- tion at Rutgers University here April 16. The schedule will include morning and afternoon sessions in engineering, sales, management, news and pro- gramming. The convention is open to all college broadcast-

**WONE to Give Bands a Break**

DAYTON—WONE pro- motions manager, the bands Jan. 6-8. The 12 best bands will be recorded and fea- tured in the station's"Promo" program, said Eddie Gale, "This location is a record deal that we have never yet to get a record break. Most of them can't afford to pay for records, but just to have their own. But as a station pro- motion, we're going to go with it.

The record jacket will fea- ture pictures of the station's air personalities. Title will be "The Dayton Scene." It will be sold in the Dayton area and the station hopes that, through courtesy of the exposure on the album, some of the groups will wind up with major recording contracts.

**Hot 100 Stars**

Ramsey Lewis has studied piano since the age of 6. His father is chorus director of the Zion Hill Missionary Baptist Church, Chicago. After finishing high school, Lewis attended the Chicago Musical College, where he worked as a record department manager in the Loop. He later studied at De- Paul University. He played with the Clefs dance band prior to forming the trio. Bassist El De Young studied at the American Conservatory of Music, Chicago. He also performed with the Clefs Drummer Red Holt studied at the conservatory, too. He played with the late Lester Young, War- def Gray and James Moody.

RAMSEY LEWIS TRIO

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

JANUARY 29, 1966, BILLBOARD
bert bacharach and hal david's exciting theme from the year's most entertaining film!

TRINI LOPEZ sings MADE IN PARIS
Tight Playlist Brings Out Best

**WING** Wins Single Race Despite Hard Ride by **WONE** Jockeys

---

The secret of success at WING is based on keeping in close touch with the tastes of the people both on a local level and a national level, said vice president and managing manager James Bennett. "We also pay close attention to the playlist of other Hot 100 radio stations across the nation... to make sure we're not missing a good record."

**WING program director Eddie Edie:** "We've relieved the pressure on record promotions... with the willingness to play new records.

---

**CONSERVATIVE**

He's that 100% Conservative station, best known for its survey-related activities of PECO, is now featuring 50% Conservative programming.

---

**CONCEPT**

As the nation's leading station for the arts, K. Bennett has added to its stations permanent staff.

---

**MUSIC DIR., PROGRAM DIR., OR LIBRARIAN**

Norwood Music, who is working on creating a new LP's catalog, was featured in "Wing's Hot 100" chart between July 1965 and September 1965. Needless to say, many of them were No. 1 chart-toppers.

---

**COUNTRY**

No Country Station in the Dayton area.

### Daytime: By Station

#### AM Radio Frequencies

<table>
<thead>
<tr>
<th>Station</th>
<th>Frequency (kHz)</th>
<th>Program</th>
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<tbody>
<tr>
<td>WAVI</td>
<td>1310</td>
<td>Top Country Station</td>
</tr>
<tr>
<td>WHIO</td>
<td>1280</td>
<td>Top Country Station</td>
</tr>
</tbody>
</table>

#### FM Radio Frequencies

<table>
<thead>
<tr>
<th>Station</th>
<th>Frequency (MHz)</th>
</tr>
</thead>
<tbody>
<tr>
<td>WIZE</td>
<td>107.7</td>
</tr>
<tr>
<td>WING</td>
<td>1410</td>
</tr>
</tbody>
</table>

---

**FOLK**

The following features from Folk Music Station are now available:

1. **WAVE** (11:45 a.m. - 12:15 p.m)
2. **WIZE** (1:00 p.m. - 1:30 p.m)
3. **WIZR-AM** (2:00 p.m. - 3:00 p.m)

---

**CLASSICAL**

WAVE FM features classical programming 7 hours a week.

---

### Radio Response Rating

**Dayton, Ohio... 3rd Cycle**

**January 29, 1966**

---

**WING Wins Single Race Despite Hard Ride by **WONE** Jockeys

---

**Jockey Clarke also sends 30 of those dealers a response sheet asking about their best selling record for any station this week.**

---

**Radio TV Programming**

---

**Radio**

---

**Song of the Week**

As the nation's leading station for the arts, K. Bennett has added to its stations permanent staff.

---

**Country**

No Country Station in the Dayton area.
Going Strong
Eddy Arnold
with his great new single
“I Want to Go with You”
C/w “You’d Better Stop Tellin’ Lies (About me)" #8749.

And watch for Eddy’s soon-to-be-released album, “I Want to Go with You” LPM/LSP-3507.

Eddy Arnold
I Want to Go with You
You’d Better Stop Tellin’ Lies (About me)

RCA Victor
The most trusted name in sound
**AIR PERSONALITIES & DISC JOCKEYS**

Several top 25 market openings for qualified, dependable air personalities and disc jockeys.

Immediate openings for all types of formats.

Let us move you up to a better paying position. No fee until placed.

**NATIONWIDE RADIO-TV EMPLOYMENT AGENCY**

545 North Michigan Ave., Chicago, Illinois. Area code (312) 337-0777

---

**STATIONS BY FORMAT**

- **Continued from page 46**

M.F. J. B. Burns is director of news department. Some news tags are: 1, 3, 4, 6, 8. (10:00 to 11:00 a.m. news is 1:30 p.m. Cuts from Comedy LPs, used occasionally on Saturday and occasionally on "Mister" by 4:00 P.M.)

**YESTERYEAR'S HITS**

**POP SINGLES—5 Years Ago January 30, 1961**

1. (Will You Love Me Tomorrow) The Ronettes, Columbia
2. Collette, Lawrence Welk, Dot
3. Ezzard, Frances and Tedder, Teledon
4. Wonderful Or Night, Bert Kaempfert, Decca
5. Angel Baby, Renie and the Classics, Columbia
6. Calendar Girl, Nell Sedaka, RCA Victor
7. Emotions, Brenda Lee, Decca
8. Robin Ball, Bobby G, Liberty
9. Are You Love Tonight, Elsa Presley, RCA Victor

**R&B SINGLES—5 Years Ago January 30, 1961**

1. Show Around, Miracles, Tamla
2. (Will You Love Me Tomorrow) The Ronettes, Columbia
3. Richardson, Cee Cee, Hank Ballard and the Midnighters, King
4. At Last, Etta James, Argo
5. Soul Brees, Gene, Decca
6. Four the Tears, Bratlen, Atlantic
7. Happy Days, Mary Johnson, King
8. (I've Had) Too Much to Drink, Bill Bailey, Vocalion
9. Will Break Your Heart, Jerry Butler, Vesey
10. (I Can't Help Myself, The Four Tops, United Artists

---

**CORDIC MIXES COCKTAILS**

- **Continued from page 44**

not wise to completely ignore all contemporary music."

"Cordic's trick is that in music don't sner listeners, then CORDIC hopes his reputation as a funnyman will take the public's fancy. He has been working with companies, developing a stock company of characters and is rewriting certain his popular at KDKA. Once he learns the city's problems and funnyman, Cordic develops characters with meaning for Angelina.

Already introduced are his "Good Morning, Goodnight," a spoof on Pittsburgh who is a tyran- sale executive; 3d Lt. Clinton Sangerfield, who reports on the record business; Dore Eby, who's image is given shots down by competition choppers; plus a faux of com- merce designed to sound legit. All the routines are cut on discs on Tuesday and Wednesday. One disk may consist of bits featuring one character and his development. A maximum of four bits are run each hour, each routine slotted at least two weeks per two-week period during different time blocks. Cordic uses "bridgeover lines" to lead into the recorded bits which are blended with the live action.

Unlike his predecessor Carson, who was a seasoned talk show, Cordic's mix track advantage, plus cutting the Cordic's material is written out and put in the can. Though people don't think it's funny, his routines aren't funny. There has been criticism that his musi- "Cordic's trick is that in music don't snare listeners, then CORDIC hopes his reputation as a funnyman will take the public's fancy. He has been working with companies, developing a stock company of characters and is rewriting certain his popular at KDKA. Once he learns the city's problems and funnyman, Cordic develops characters with meaning for Angelina.

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---

**WSAI Using the Written Word**

CINCINNATI — WSAI, a Hot 100 station, is the latest to issue its own tabloid newspaper — the WSAI Decoy, the only one that will be distributed to disc jockeys. The station's program director DuSty Rhodes said, however, that he didn't expect the paper to be more than a one-shot. The first issue featured the week's play-list, which was distributed to over 100 records of the year. Rhodes said 25,000 copies were printed of the four-page, tabloid paper which featured stories of artists as well as pictures of the disc jockeys.

---

**WUBE Bows New Image**

CINCINNATI—WUBE, formerly different from its last image, new last night at midweek on Thursday. (14) Owners Danny Kessler and Ken Kessler have been on the Hot 100 format for years. New program director Ken Dewo who is the station's色彩晚了 a year ago. "We've expanded the playlist and, for the first time, the people in Cincinnati can hear a station that's truly contemporary," Dewo said. He felt the new WUBE was already giving WNSC a run for its money. WSAI was No. 1 in the market for influencing sales of Hot 100 singles in January. 

---

**WJNU Using the Written Word**

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---

**Hollywood A Go-Go**

4th Street West TV shows has returned to KJH in a 9-minute "Hollywood A Go-Go" spot. The 80's segment aired in the wrong state in this column a couple of weeks ago. Otherwise, it's a decent music record; can any of you record collectors own a copy of the record? The Crosley Broadcasting system has changed its name to "Crosley Stereo," said Jan. 17. "Bill Blake has joined Crosley as vice-president and general manager of Wall, Middle- 

---

**Claude HALL**

"Heck, he's heading for enjoying Billboard overseas as most all international," Blake said after music, news and info.

R. Lewis, air personality at WBJL in Springfield, Ohio, is featuring a teen deejay contest; he said the response has been "overwhelming." Weekly con- tests are held; winners compete in aroda multicent, then that dy of the best one is picked as" "Crosley Stereo," said Jan. 17. "Bill Blake has joined Crosley as vice-president and general manager of Wall, Middle-

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**JANUARY 29, 1966, BILLBOARD**

---
THE NEW ORDER

wardrobe by:
EMILIO PUCCI
Florence, Italy

words and music by:
roger joyce/robert weinstien/william barberis

public relations by:
JOHN SPRINGER ASSOC.
667 Madison Avenue N.Y. C.
How Dealers Appraise Their Record Suppliers

EDITOR'S NOTE: The Market Research Department of Billboard, New York City, has interviewed 230 record dealers around the country. The following report details their reactions to the following three-part question: "What kind of order would you give your suppliers?" on Special Order Business? on Catalog Releases? on Catalog Items?"

CHICAGO—While more than half of the record dealers polled by Billboard indicated they are satisfied with service from suppliers, a disturbingly large percentage of them indicated they were unhappy with the distributing situation.

Special order business was especially criticized (see accompanying chart). Replies of "poor" and "just fair" (41 per cent), greatly exceeded replies of "excellent" and "very good" (29 per cent). Catalog item service was "fair" and "poor" to 35 per cent of the dealers; "excel- lent" and "very good" to only 23 per cent.

Only the service on current releases received a majority of pleased replies. But even this statistic was nothing to cheer about. Seventeen per cent—nearly one out of five—of the dealers declared distribution with service on current releases was "poor" and "just fair".

Dealers who recorded in their own words: Commented to the answers indicated that only a very small percentage of the suppliers offered excellent and very good service. These dealers "talking fair" were

not quite pleased with distribution and felt that service could be generally improved. Dealers saying "poor" usually commented that service is "slow, terribly slow," etc., and, obviously felt that there was a great deal of room for improvement. The fifth category called "good" was the satisfied medium. This statement usually meant that dealers felt service was par for the course—neither exceptionally good, nor noticeably bad.

According to some dealers several reasons for their judgment, the principal cause of a distributor's fault was the time of delivery that was at the different parts of the country (one Southwest- ern dealer thought he was getting good service by receiving current releases "a week" after ordering), but the normal meaning of the designations is as follows:

Excellent—24-hour service
Good—2-3 days
Fair—4-5 days
Poor—10 days or more

Dealers usually pointed out that their answers were appraisals of over-all service and that some suppliers gave better service than others. Many dealers split their votes, calling one catego- ry very good, another poor and the third fair. This was not true of dealers in the Buffalo and Philadelphia areas. Al- most to a man these reported very good service.

Next week the Billboard Dealers Panel will feature specific remarks dealers made about the suppliers service. What is good, what is bad, and what more could be done. If you care to contribute your comments to this subject, or to suggest topics for discussion write to: Audio Retailing Editor; Billboard Magazine; 188 West Randolph Street; Chicago, Ill. 60601.

Motorola Consumer Products, Inc., is doubling its TV commercial expenditures in the first half of 1966 and heavily increasing its national advertising advertising for its new 1966 releases, "Bang! Bang! Bang!" by Elliot Fisher, The card, labeled "top secret," has a paper popup gun that en- ables it to be used either in a browser box or on a counter or wall for display. Point-of-purchase demonstra- tion tapes which last one minute and point out the new "T" function control for play/record, rewind and fast forward, are being incorporated in new models of Craig Panorama tape rec-orders.

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Detroiter—Stereo division of Lear Jet Corp. has named three new distributors and three new distributors for its new distributors. Main Line, Cleveland, will distribute Lear (4-tracks) stereo tape cartridges. Associated Distributors, Inc., Indianapolis, will supply dealers in Central Indiana, and Interstate Distributing Co., Billings, Mont., will serve dealers in Montana and Northern Wyoming. George H. Fox has been named to represent Lear's stereo interests in New York and New England; J. H. Baine Jr., Memphis, will be the representative in Alabama, Kentucky, Southern Illinois and Southern Missouri, and V. H. Waltingfield, Dallas, will cover an area including Texas, Oklahoma and Northern Louisiana.

New Tape Parts Display

MINNEAPOLIS—A portable, four-track stereo tape recorder with detachable speakers being introduced by Viking Corp. The new Model 880 stereo, to retail at $439.95, includes such features as headphone jack, solid-state amplifier and three heads for erase, record and playback, and a pause control.

DISPLAY STAND designed to promote sale of tape recording accessories is being offered to Wolfensaks dealers by the 3M Co. The display is a self-selling display for the impulse shopper. It may be wall mounted or set up as a free standing display which occupies approximately two square feet of floor space.

Scanning The News

The musical instrument industry established a phenomenal sales record for 1965. Sales through the first nine months of 1965 were up by 22 per cent over the same period of 1964. Figures for October-November-December have not yet been compiled, but all indications point to a 20 per cent plus rise in this three-month period, making retail sales of musical instruments in 1965 total more than $900 million.

Capitol Records Distributing Corp. has expanded a special divider display designed especially for one of Capitol's new 1966 releases, "Bang! Bang! Bang!" by Elliot Fisher. The card, labeled "top secret," has a paper popup gun that enables it to be used either in a browser box or on a counter or wall for display.

Point-of-purchase demonstration tapes which last one minute and point out the new "T" function control for play/record, rewind and fast forward, are being incorporated in new models of Craig Panorama tape recorders.

Lear Names 3 New Reps

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MOVE with

MASTERWORK

Your next TRIP to the bank will be much sooner if you CARRY the fast MOVING trio of MASTERWORK portables in genuine LUGGAGE.

Model 1902 MANUAL "ATTACHE CASE" PORTABLE WITH POWER TRANSFORMER
Solid State 4 speed portable with rubber matted all steel turntable — Oxford gray case with luggage fittings

$2895*

Model 1903 DOUBLE POWERED "LUGGAGE CASE" PORTABLE WITH POWER TRANSFORMER
Instant Play — Anytime — Anywhere!
Operates on Batteries OR AC Current — Solid State — 4 speed — Power Switch — Tone Controls — Fiesta Red luggage case

$3995*

Model 1904-A AUTOMATIC "LUGGAGE CASE" PORTABLE WITH POWER TRANSFORMER
Solid State — 4 speeds — Automatic — "Space Saver" changer — twin sapphire needles — Sky Blue "Luggage Case"

$3995*

Also available for M-1903 — Nickel Cadmium Energy pack

THE POWER HOUSE for '66

"MANUFACTURER'S SUGGESTED LIST PRICE EAST OF THE ROCKIES"

A Product of COLUMBIA RECORDS 51 West 52 Street, New York, New York 10019

A Division of COLUMBIA BROADCASTING SYSTEM, INC.
Billboard is where things happen...
ON THE COLLEGE CAMPUSES OF NORTH AMERICA

Here are some of the more than 75 young men and women now representing Billboard throughout the United States and Canada as campus correspondents for The Billboard College Bureau.

The colleges and universities they attend represent a total enrollment of over 700,000 students. Begun just 3 years ago with 6 campus reporters, Billboard's College Bureau has almost doubled in size every six months. We estimate that by the end of 1967, The Bureau will have correspondents reporting on the concert activity of recording artists at nearly 300 top-enrollment colleges, representing a total audience potential of over 3 million students.

Not only is this the single most influential market for records and talent in the nation today, but from the ranks of these millions of young adults will undoubtedly come the record industry's writers, performers and administrators of tomorrow.

That's why Billboard's College Bureau was formed... because Billboard is where things happen.

The duties and remunerations of College Bureau Members:

Billboard's campus correspondents cover as many concerts of recording artists appearing on campus as their schedules will permit, and file a three to four page report on each event. Reports cover promotion prior to the appearance of the artist (air play by college or commercial radio stations, window displays by record dealers, and programming of juke boxes in locations frequented by college students), and they cover concert attendance, audience reaction, special notes from personal interviews, and record sales by local retailers during the week following the concert. Similar reports are also filed on important new film musicals with which a major "Soundtrack" release is involved.

These reports appear as an industry information service in Billboard's weekly "College Circuit" column.

In addition, the campus representatives are called upon to conduct artist popularity polls and submit articles and photos about their college for inclusion in Billboard's annual Music On Campus supplement.

For these and other varied services, College Bureau members receive cash payments or record albums from Billboard's RSI Division, in addition to the prestige and professional experience of having their work appear alongside the top journalists in the business within the pages of the record industry's leading international business paper.

OTHER REPRESENTATIVES

Arthur Goldberg, President
... and others...
SOLID-STATE all-transistor phonograph by Capitol. Four-speed automatic changer, 101/2-inch, rubber mounted turntable, ceramic cartridge, plays stereo and monaural. Features single-long, strum-a-long, play record, hook up to amplifier and play with disk. Under $200.

Capitol

NO INSTALLATION, automatic, four-track stereo tape deck by Martel Electronics. Pin bump on floor of any car; plugs into cigarette lighter. Can be attacked permanently if desired. AC converter available, plays in car, boat, on beach or patio. No price.

Scanning The News

* Continued from page 59

headquarters building in Los Angeles.

Also in Los Angeles, the Sylvania Electric Products Inc., has begun construction of a new 62,000-square-foot addition to its distribution center. The new building is scheduled for completion in the spring of 1967.

Philo Corp. has been recently awarded a $1.9 million contract by the U. S. Army Strategic Communications Command to provide an electronics communications switching system.

A group of entering college students who operate a firm called Ten-Eight Electronics, Denver, have succeeded in converting a Channel Master AM/FM radio to receive VHF signals also. The receiver picks up all local police, fire, taxi, mobile telephone, two-meter amateur and all airport frequencies. The company is offering the converted product for sale at a price of less than $50.

3M Co.

WOLLENSAK manual cordless cartridge tape recorder by the 3M Co. Solid-state captivated transport, single switch controls record, playback and fast search functions, dual purpose battery condition/record level meter. Remote control playable and recording in microphone switch, operates on five C batteries at 1/4 l.p.s. Price $59.95, including case, microphone, batteries and three tape cartridges.

Capitol

REAR-SEAT car speaker by Utah Electronics. Six-inch speaker adaptable to all radios; two voice coils can be wired in either series or parallel. Mounting diameter 6 3/16 inches. Price $6.85.

Capitol

CITIZEN SOLID-STATE all-transistor phonograph. Automatic 4-speed rubber matted turntable, stereo earphone output, jack and switch, 2 controls, jewel indicator panel light. Two separate speakers, 2 input jacks and Kodotone control enables listener to plug in guitar or other musical instrument and play along with disk. Under $270.

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Classified Advertising Department to a new home. So...

STARTING FEBRUARY 3rd, send all orders for classified advertising to:

Classified Ad Dept.

BILBOARD

Chicago, Illinois 60601

JANUARY 29, 1966, BILBOARD

www.americanradiohistory.com
"If you can't bite, don't growl"

Tommy Collins' howling, growling instant hit taking a big bite out of sales—and chewing up the charts! on COLUMBIA RECORDS
RHYTHM & BLUES

TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 1/29/66

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
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<td>1. TEMPTIN' TEMPLATIONS</td>
<td>Gordy 6 914 (M)</td>
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<tr>
<td>2. MIRACLES GOING TO A 60-60</td>
<td>Tamla T 267 (M)</td>
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<td>3. THE FOUR TOPS SECOND ALBUM</td>
<td>Motown 634 (M)</td>
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<td>4. HERE I AM</td>
<td>Dionne Warwick, Scepter 531 (M)</td>
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<tr>
<td>5. THE SUPREMES LIVE AT THE COPA</td>
<td>Motown T 636 (M)</td>
<td>6</td>
</tr>
<tr>
<td>6. THE NEW BOSS</td>
<td>Joe Tex, Atlantic 8115 (M)</td>
<td>11</td>
</tr>
</tbody>
</table>

NEW ACTION R&B SINGLES

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

EAST GOING FELLOW... Raccoon Shelton, Sound Stage 7, 2555

NASHVILLE SCENE

Contended from page 42

tape for the Dean show this week for next week’s airing. Flo and Stringbean, Charlie Louvin, and the week to tape for the fourth appearance on their “The Beverly Hillbilles” show. They also registered “The Theme of Green Acres,” a theme for the TV show “Green Acres,” which is due to air on CBS.

HOP-SCOTCH—Maxine Johnson has a hit for the American Music Wax Maxine show on WTAQ, Chicago. She also selects

‘Opry” Stars

Contended from page 39

Jan. 13, the latter saying he needed the show by Jan. 15. Turner scheduled the taping for the night of Jan. 14 and made calls to all of the “Opry” artists he could locate to create a show that would honor their time here. Emcee was Roy Acuff, who returned Jan. 6 from a month-long tour of the East Coast.

Artists who appeared on the special show included Billy Grammer, Billy Walker, Dottie West, Marvin Worth, Conway Smith, the Willis Brothers, the Osborne Brothers, Roy Drusky, Charlie Louvin, Archie Campbell and the Carter Family.

records for the station’s four hours of country music programming. . . Clyde Beavers has joined the booking staff at Acuff-Rose Artists Corp., but will continue as an artist and composer. A new feature at Nashville, WNNL, is programming country music 24 hours a day.

JOHN OWEN, of the Hubert Long Talent Agency, is talent consultant for a new Festival of Country Music at International Amphitheatre, Chicago, later this year. "Uncle Clyde" has moved to WWZ, the station in which he does a show with Rome Leach. Clyde asks for country and gospel releases.


Hugh X. Lewis’ first album on KIPA, just released, is “The Hugh X. Lewis Album.” . . . Bun Wilson, who provides the comedy for “The Ernest Tubb Show,” recorded a comedy monolog last week for Antenna Records, subsidiary of

KYW-TV Sets ‘Aqua’ Show

PHILADELPHIA—KYW- TV, Philadelphia, will debut a two-hour Saturday afternoon bandstand-type show “Saturday at Agapanta” on Jan. 29. The show will be telecast live from the marine store bamaagbame place with Ed Hurst as host. Entertainers on the first show will include Mike Douglass, Joan Blackwell, and others.

The show features an appearance by Paul Michael’s Clark Race, a hair stylist at KDKA, Pittsburgh, and Jack Jones. The show will feature dancing to Hot 100 records, films of singing groups, plus water acts. Art Fisher is producer-director.

Rosner Overseas

NEW YORK—David Rosner, professional manager of April-Blackwood, has gone overseas on business trip. Rosner will attend the Sun Renne Festival, Jan. 27-29, and then proceed to London and Paris for business conferences.

Pumper Music... Men, Earl Scruggs, 201 Dennis Drive, Madison, Tenn., manager of Fleet and Scruggs, offers DJ’s copies of their latest album, “Age of Country,” and single, “I Had a Dream” and “The Theme of Green Acres.”

BARBARA MASON

Says

“Yes, I’m Ready... for Another Big Winner!”

IS IT ME?

ARTIC 116

BARBARA MASON

JAMIE/GUYDEN DIST. CORP.
Philadelphia 23, Penna.
Ronny and the Daytonas

Published by:
Buckhorn Music, Inc.
Nashville's Hottest Up and Coming Music Publisher!

Ronny and The Daytonas
Exclusive with Bill Justis Productions, Inc.

"Sandy"
(MALA 513)

Booking: Ronny and The Daytonas
John Wilkin c/o Bill Justis Productions, Inc.
812 17th Ave. So., Nashville, Tennessee  AC 615 255-0624
Large operator — "Higher commissions caused by small operators."

Small operator — "Location jumping by big companies."

Apparantly connected with this problem of competition were numerous complaints by a majority of operators, large and small, about the rising cost of doing business, and about satu-ration of locations. More than 50 per cent of the operators polled cited these problems.

Other major complaints included:
- Extremely high local (city, county, State) taxes (60 per cent).
- Lack of new items and im-agination on the part of manufac-turers (25 per cent).
- Slugs, theft, and vandalism (15 per cent).
- Rising prices of merchan-dise (15 per cent).
- Difficulty in obtaining busi-ness loans from banks who con-sider bulk vendors "too little" to do business with (15 per cent).
- Lack of good routines (10 per cent).

- Obtaining new equipment, disposing of old equipment, di rect sales of equipment to loca-

(Continued on page 39)
BULK BANTER

Los Angeles

Herb Goldstein, merchandising director for Oak Manufacturing Company, is off on a month's trip visiting distributors. Anita Alberti, who was Anita Reif before her marriage new year's eve, is leaving her post in reception and secretarial work at Oak Manufacturing Company, to be replaced by Peggie Pfeifer in July.

Western Vending Machine Operators. Conference in Washington, D. C., is being held on June 15 and 16. The meeting is scheduled to open at 9 a.m. on June 15 and to close at noon on June 16.

Miss Mary E. Clear, of the office of Oak Manufacturing Company, has returned from a business trip to New York City.

WVMOA's Hats Cocktail Party

Los Angeles — Robert Feldman of Acme Vending Co. is sponsoring a cocktail party and dinner for members of the Western Vending Machine Operators Association at the quarterly meeting to be held Tuesday (25). The event will be held at the Pei-tell's Restaurant on Sepulveda boulevard in the vicinity of Los Angeles International Airport. Cocktails will be served from 7 to 7:30 p.m. and dinner will be served from 7:30 to 9. The business meeting is scheduled to get under way around 9 p.m.

Eugene Zolo, Beverly Hills attorney and WVMOA executive secretary, said at a meeting on April 16, that all the important matters are to be discussed at the meeting.

Ball Gum Vender Is Big Delight Of Deaf Children

Philadelphia — A ball gum vender donated by Manny Rakle of Circle Vending Co. here is providing treats and lessons in living for children at the Pennsylvania School for the Deaf.

The machine is being used by teacher at the 145-year-old school to encourage the youngsters to speak properly. It is difficult for a child to use his own voice. As an incentive for learning to properly pronounce new word or phrase, the child is given a penny with which to obtain a bright red gum ball. The school called Circle Vending to ask about the possibility of obtaining a vending machine because, as lower school director Marian A. Quick explained, a practice of awarding the gum ball to children as incentives was no longer working.

She was there one wrong with keeping up with the children's progress, but she didn't say. The children saw the all the different colors and couldn't make up their minds which to have. It wasted time and sort of messed up the candy.

About that time someone suggested that the children cut it down by fractions and, when called, Rakle delivered one free charge at once.

“Over 10 cent you won't have to use a penny,” Rakle told Miss Quick, “because the whole works would crack up.”

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**COIN MACHINE news**

**Record-Size Amusement Trades Exhibition**

By ANDRE DeVKEY

LONDON—The 22nd Amusement Trades Exhibition opens here this week (25) for a three-day run, with a record number of exhibiting firms signed up and overflow crowds expected.

Boasting the A.T.E. to its biggest year ever is the fact that it is being held for the first time in spacious Alexandra Palace, where 26,000 square feet of area has been set aside for exhibits.

Overcrowding in the past—when the exhibition was held at the Horticultural Hall—created ill among displayers and buyers alike. Would-be exhibitors frequently could find no room in the hall.

Nearly 90 firms have reserved space for this year's exhibition, 10 in that same area as in the previous year. There are 20 firms exhibiting for the first time. Among the newcomers is Rally of Nice, the well-known French game manufacturer.

This week's exhibit will actually be the first of two A.T.E. events during 1966. Because of many requests by coin machine firms in the United Kingdom, A.T.E. officials agreed to move the exhibition date about two months. Thus, the next show will be held in November of this year. In the future, November will remain the A.T.E. month.

A billabord spot-check of exhibitors showed that most firms were interested in this year's event. The show is expected to be packed with crowds looking for the best new products and ideas.

ALEXANDRA PALACE, London, new home of the annual Amusement Trades Exhibition, where the coin-operated equipment of 90 manufacturers is on view to thousands of coin machine tradesmen this week.

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**Text of MOA's Royalty Proposal**

**EDITOR'S NOTE:** The following is a detailed draft of the 2-cent resale royalty proposal presented in summary to the Judiciary Committees of the House and Senate late last year. The text is offered in a subscription for Section 114 of Identical legislation introduced in both House and Senate for General Revision of the Copyright Act. As now drawn up, Section 114 would eliminate the make box exemption from payment of recorded music performance royalties.

514. Scope of exclusive rights and noncommercial musical work: Royalty payable with respect to phonorecords used on coin-operated machines.

In the case of phonorecords of musical works, the exclusive right provided by clause 4 of Section 106(a) to perform such works by or upon coin-operated machines, shall be subject to the conditions specified in this Section.

(a) To be entitled to receive royalties under this Section, the copyright owner must be identified in the phonorecord or other public records of the Copyright Office. To be entitled to musical works to be reproduced or rendered by or upon a coin-operated machine by means of phonorecords, the operator of such a machine must (1) register at least once each year with the Copyright Office and such registration shall be evidenced by a certificate issued by the Copyright Office identifying him and each such machine; (2) affix or display to the certificate, or authorizing copy thereof issued by the Copyright Office to such machine in a prominent place thereon for ready inspection. No such certificate shall be transferable or have any validity hereafter.

The legislative Ax

**Youngstown Trade Critical of Law**

By PAUL ZAKARAS

YOUNGSTOWN, Ohio—A recent licensing law—allegedly railroaded through the Youngstown city council—which calls for a minimum annual fee of $1,500 for music and game operators, is viewed with apprehension by local street corner operators whom the law seems to benefit the most.

Veteran columnists in the area suspect that certain undesirable elements may have had interest in the passage of the regulation.

Practically all observers contacted by Billboard feel that the ordinance will be contested in court—an action that is almost certain to throw mud on legitimate operators in the area.

David O'Neill, former member of the city council, told Billboard that he voted for the law even though he asked for a $15 annual fee for the first machine and a $3 fee for each successive machine. His vote was changed from $15 to $1,500 after the playing time was changed for operators when $15 to $1,500 between the two machines. O'Neill's decision was made to protect the game operators from being caught under a new ordinance.

Several operators who are against the law have agreed to contest it in court.

The Seeburg Year—Sales Up; Net Down

CHICAGO — The Seeburg Corp. last week reported to stockholders for the fiscal year ended Oct. 31, 1965, announcing $89,665,740 in sales and net income of $462,743.

For the preceding fiscal year, the company reported $82,268,523 in sales and net income of $4,038,474.

The decline in earnings, chairman DeWitt W. Coleman explained to stockholders, is due to "                                  "

Write Off

"Non-occurrence of expected expenses when the operations of several old plants had been considered.

Management found it necessary to write off certain obsolete inventory and production costs, including certain patent rights.

"Also, management conducted an intensive review of all corporate activities and was forced to conclude that some projects do not have the desired returns and will be written off.

Another Film Co. In Coin-Op Picture

**By BRUCE WEBER**

LOS ANGELES—Plans to produce 35 films for the new coin-operated music machines have been announced here by Jay Lovins, president of Hollywood Film Associates.

Lovins said each film will cost between $5,000 and $12,000 to produce and will be made in both 8mm and 16mm film. Each will be made for exclusive cinema juke box use and will utilize an original musical score.

The two-minute films will be made over the next 18 months, many at a location in California and Mexico. Lovins' first film subject, "Francisco A. Goodyear," has been completed. It features Carmen Bor-ner, a bull fighter from Mexico, and is being made by Billy Elder.

Lovins said many of his films will star name artists. Artists under contract include Gary Crosby, Vett Baker, Te Gibbs and Hoyt Axton.

In addition to using current hit records as music for the films, Lovins has made arrangements with Jack Millman, head of Music Industries of Hollywood, to create and record original music for films.

David Rosen

Arrangements are being made with Cinebox and Colorama Division of Interphase Development Corp. for release of the films. Lovins said he is negotia-

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*Continued on page 66*
A Survey of Cigaret Tax Rates in the U.S.

**Federal Taxes**

**WASHINGTON**—A little over $2 billion ($2,705 million) paid in taxes by cigarette smokers during 1965 (fiscal year ended June 30) went into the federal coffers. The figure represents 96.3 per cent of all taxes collected by the federal government on tobacco products.

During the 1965 period, 2,704 cigarettes per pack were smoked in the U.S.

For the year ending June 30, 1965, federal excise taxes on cigarettes amounted to a little over $1 billion with consumption at the rate of 2,621 cigarettes per person.

Since 1863 Federal taxes both were based on the rate of $4 per thousand at the wholesale level. The 1965 collection figure represents a 4.7 per cent increase from that of 1964.

Since federal excises on cigarettes were first levied in 1863, some $42.6 billion has been gathered by the federal government by this means. Revenues were modest at the beginning. In 1865, for example, only $11,900 was collected. The amount was almost the same in 1866. The first pre-rolled cigarette was sold in 1900.

By 1900, cigarette tax money in the amount of $4 million annually was being collected by the U.S. Treasury. About 35 pre-rolled cigarettes were then being consumed. The federal excise tax rate that year was $1.50 per thousand (1000). By 1930, the per thousand rate had been raised to $3, and the rate was $3 for a full carton.

The nation's first $1 billion federal cigarette tax year was 1946, with the national consumption rate standing at 2,191 cigarettes per person.

The figure hit $1.5 billion in 1953 and $2 billion 10 years later. Consumption per person for those years were 2,535 and 2,705 cigarettes respectively.

**State Taxes**

**CHICAGO**—Of the $3.5 billion collected in cigarette taxes in the U.S. during the fiscal year ending June 30, 1965, $1.4 billion was divided among the individual States. This figure represents a 9.3 per cent increase over the previous year, when the States collected $1.3 billion from federal excise taxes on cigarettes. Those figures do not represent monies garnered from the retail sales of cigarettes, taxes on tobacco products, and other taxes paid by the tobacco industry.

Since 1866 the States began levying excise taxes in the mid-1860's, a total of $1.47 billion has been imposed, and $974 million is expected to be collected in 1965. The total is expected to be $974 million in 1965.

The 1965 collection figure represents an increase of almost 9 per cent over the previous year, when the States collected $898 million. The increase is attributed to the growing consumption of cigarettes and the general economic stability in the country.

The actual tax rate levied per pack by the various States varies widely. The simplest way to determine the tax rate is to divide the tax collected by the number of cigarettes sold. Some States impose a flat tax per pack, while others impose a tax per cigarette.

The tax rate in New York State, for example, is $1.50 per pack, while the tax rate in Tennessee is $1 per pack. The tax rate in California is $0.50 per pack, while the tax rate in Idaho is $1 per pack.

**Local Taxes**

**CHICAGO**—Of the $3.5 billion collected in cigarette taxes in the U.S. during the fiscal year ending June 30, 1965, $1.4 billion was divided among the individual States. This figure represents a 9.3 per cent increase over the previous year, when the States collected $1.3 billion from federal excise taxes on cigarettes. Those figures do not represent monies garnered from the retail sales of cigarettes, taxes on tobacco products, and other taxes paid by the tobacco industry.

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The tax rate in New York State, for example, is $1.50 per pack, while the tax rate in Tennessee is $1 per pack. The tax rate in California is $0.50 per pack, while the tax rate in Idaho is $1 per pack.

**Taxes in Current Use**

**WASHINGTON**—The 1965 fiscal year ended June 30 saw the States raise their cigarette tax rates. Four States raised their cigarette tax rates during the preceding year. As of Nov. 1, 1965, the highest State cigarette tax rates imposed by the States were as follows:

- **Alabama**: The State tax on cigarettes jumped from 6 cents to 7 cents. The increase was the first hike since 1959. During the fiscal year ended June 30, 1965, Alabama grossed $20.1 million in cigarette taxes, compared to $19.1 million in the previous year. Federal taxes account for 15 cents of the pack price, or 76.7 cents. In addition, Alabama levies a 4-cent sales tax which applies to cigarettes and adds an additional penny to the pack price.

- **Alaska**: Alaska's cigarette tax rate was raised from 7 cents to 8 cents in July, 1961. With the new State rate in 1959 the rate was a nickel per pack. Alaska grossed $1 million in cigarette taxes in the fiscal year ended June 30, 1965, compared to $2 million the previous year. Based on the figure of 34.4 cents weighted average price per pack, State and Federal taxes amounted to 16 cents per pack, or 46.5 per cent of the retail price.

- **Arizona**: July 1, 1965, the Arizona per-pack rate tax dropped from 7 cents to 6 cents. It was the State's first increase in more than 10 years. Arizona grossed $4.1 million in cigarette taxes during the fiscal year ended June 30, 1965, compared to $3.8 million the previous year. Based on the figure of 29.6 cents weighted average price per pack, State and Federal taxes amounted to 14.5 cents per pack, or 49 per cent of the average retail price. Additionally, Arizona levies a 3 cents per sales tax which adds an additional penny to single pack prices.

- **Arkansas**: The per-pack rate tax rose from 3 cents to 8 cents on March 5, 1965. The rate had held constant since 1951. During the fiscal year ended June 30, 1965, Arkansas grossed $12.8 million in cigarette taxes, compared to $11.4 million the previous year. Based on 303 cents weighted average price per pack, State and Federal taxes amounted to 8 cents per pack, or 2.6 per cent of the average retail price.

- **California**: The State imposed its first tax on cigarettes July 1, 1959, and the 3 cent levy imposed then was still in effect as of Nov. 1, 1965. During the fiscal year ended June 30, 1965, California grossed $77.5 million in cigarette taxes, compared to $72.9 million the previous year. Based on a 25.5 cents weighted average price per pack, Federal and State taxes amounted to 51 cents per pack, or 20.1 per cent of the average retail price.

**ELECTRIC SCOREBOARDS**

**FIT ANY SHUFFLEBOARD!**

**NEW! SIDE-MOUNT MODEL...**

- **Score 18.21 points only!**
- **Automatic answers—say yes to these!**
- Light centered switch built in, turns off fluorescent lights,
- *Magnet in coin box.

**OVERHEAD MODEL**

- **$1,695.00**
- **F.O.B. Chicago**
- **2 or 3 motors—scores 18.21 and/or 50 pts.**
- **Custom-finished hardwood cabinet.**

**MAGNETIC CUE BALL**

**the Valley**

**2 1/4"**

**Magnetic CUE BALL**

**patent pending**

**the innovation that changes the coin-operated industry**

**New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. At 2 1/4" balls now same size and weight used for professional billiards.**

**NEW PLAYERS - NEW GAME INTEREST - GREATER PROFITS**

After 4 years of research and actual field testing, Valley® has perfected the 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 large size cue ball affecting their game.
- Magnets used in ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.
IT'S HERE
THE NEW ROWE BANDSTAND
Rowe's new BANDSTAND has the NEW look...the NEW deeper sound...the NEW easier-to-service facilities. And...MUSIC UNLIMITED!

FLEXIBLE PACKAGE OF SUCCESS-PROVEN RECORDS

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

CONTACT YOUR ROWE DISTRIBUTOR FOR FULL DETAILS.

Rowe MANUFACTURING, TROY HILLS ROAD, WHIPPANY, NEW JERSEY
MOA Committee Tells Need for 350 Servicemen in 3-State Area

CHICAGO — A standing Music Operators of America committee on technical trade schools informed representatives of the Illinois State Employment Service here last week of the immediate need for 350 trained coin machine service men by operating firms in Wisconsin, Indiana, and Illinois. After hearing the industry group outline current personnel needs, State officials said they would now take necessary action that would result in the establishment of a training machine school here financed under Federal Manpower Development Act.

MOA executive vice-president, Fred Fischler, reported after the meeting that enrollment of the school's first 15-man class was tentatively scheduled for late spring.

Granger said that organization of the school's physical plant and curriculum will probably be handled by Robert A. Ade, minister of a year-old coin machine trade school in Denver. Heading the MOA school committee is association president, John Wallace, Oak Hill, W. Va., and board chairman, Lou Casola, Rockford, Ill.

As a standing committee of MOA, the group will assist with administration of the school and will oversee placement of graduates on an equitable basis among association members in the Midwest.

Students, who will be trained in joke boxes, games and cigarette vending machines, will be recruited by reference from operating firms as well as from the general group of employees. Each student will receive five months classroom instruction including four-weeks on-the-job training under government financing.

Chairman Granger's committee's task before employment service officials is convincingly the point that the highly specialized requirements of the coin machine trade necessitate the provision of adequate mechanical training within the curriculum of the typical general technical trade school.

Seeburg Sales Up, Net Down

Gordon's acknowledged forte is in sales, while Niucsoni, who operates the Seeburg Credit Corp., New York, is a specialist in distributor financial management.

Williams

The company report also stated that the year, as far as Seeburg subsidiary, Williams Electronic Manufacturing Co., was concerned, "was a profitable one for this maker of coin-operated amusement games, although not to the degree anticipated. Earnings were substantially, if not to the degree anticipating, and there has been a major readjustment of responsibilities."

Niucsoni

Most conspicuous new addition to the Seeburg officer roster is Louis J. Niucsoni, who joined the company during the year as a vice-president and was quickly promoted to executive officer. He has apparently taken third place in the company to Coleman and J. Cameron Gordon, president.

During the year the company acquired three musical instrument companies: Kay Musical Instruments Co., H. P. White Co. and Goldblauco Corp.

Fischler

Regarding his acquisitions, Coleman said: "With 10 of managers of the new companies purchasing musical instruments at an annual rate that was not yet a factor in the '50s, and one so especially bright future in this area of the entertainment business, it is understandable that we must develop this area and build a strong dealer network in this class."

The report also announced that the company's "two music publishing enterprises have acquired substantial catalogs and new music only by the piece for publication and recording."

Coleman also stated that doo-wop and foreign music catalogs "containing valuable copyrights" have been bought and are continuing source of royalties and "at least one more of the newly acquired United Manufacturing Co."

The report also stated which the company's "two music publishing enterprises have acquired substantial" was also "interested to develop new products and build a strong dealer network in this area."

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Fischer Alters

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Fischer Alters

Empress Tables

TIPTON, Mo.—Fischer Manufacturing Co. recently began shipping its new line of Empress pinball machines.

The new machine includes a self-clearing trough which has been improved with metal.

There are also new steel reinforcement in the leg saddles and other new features. Company spokesmen say that the improvements will make the table easier to service and lengths its life.

**DISCOGRAPHY RECORDS**

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

**HOT 100**

<table>
<thead>
<tr>
<th>TITLE</th>
<th>TYPE OF DANCE</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>WE CAN WORK IT OUT</td>
<td>Funk</td>
<td>Scepter</td>
</tr>
<tr>
<td>FIVE O' CLOCK WORLD</td>
<td>Jazz</td>
<td>Prestige</td>
</tr>
<tr>
<td>A MUST TO DISTINUT</td>
<td>R&amp;B</td>
<td>Stax</td>
</tr>
<tr>
<td>JUST LIKE ME</td>
<td>Soul</td>
<td>Stax</td>
</tr>
<tr>
<td>ATTACK</td>
<td>Funk</td>
<td>Stax</td>
</tr>
<tr>
<td>DON'T MESS WITH BILL</td>
<td>R&amp;B</td>
<td>Stax</td>
</tr>
<tr>
<td>MY LOVE</td>
<td>Soul</td>
<td>Stax</td>
</tr>
<tr>
<td>TELL ME WHY</td>
<td>Soul</td>
<td>Stax</td>
</tr>
<tr>
<td>GONING TO GO</td>
<td>R&amp;B</td>
<td>Stax</td>
</tr>
<tr>
<td>BARBARA ANN</td>
<td>Soul</td>
<td>Stax</td>
</tr>
<tr>
<td>MY WORLD IS EMPTY WITHOUT YOU</td>
<td>Soul</td>
<td>Stax</td>
</tr>
<tr>
<td>CLEO'S M Orig</td>
<td>Pop</td>
<td>Stax</td>
</tr>
<tr>
<td>YOU'RE GONNA HURT YOURSELF</td>
<td>R&amp;B</td>
<td>Stax</td>
</tr>
</tbody>
</table>

**SPOTLIGHTS**

| ANDREAS | R&B | Funk |
| AT THE SCENE | R&B | Funk |
| DROP HER ON SIGHT | R&B | Funk |
| DON'T FORGET ABOUT ME | R&B | Funk |

**CRITICIZE YOUNGSTOWN LAW**

The operator, as well as various other local observers, speculated to Billboard that the new law might have been backed by undesirable individuals attempting to gain influence over public locations. Location owners who, due to the high taxes required to operate their own machines, may be targets of "good-deal" operators, are in favor of the new law totally foreign to the industry, it was said.

Ex-councilman O'Neill said such speculation "could very well be true" if numbers racketeers and bookmakers would seek to seek such an indirect route of extending their operations, O'Neill said, "I'm sure that they'd force their way in very easily. This may have been done in the past, but recently, due to efforts of several public officials and the cooperation of the police, such persons have been forced to seek roundabout methods of extending their illegal operations."

**BAD PUBLICITY**

O'Neill agreed with the suggestion that if and when the matter is brought up in court it could create bad publicity for legalized gambling.

Both O'Neill and Hunter said Youngstown had no problem with going back to same machines which are illegal in Ohio. They said games in the area are simple amusement devices and that there has never been a question of anything involved with any of them. Another curiosity about the ordinance is that it is passed without Mayor Anthony B. Flak's signature. The ordinance did not veto the proposal but returned it to council for further action, which is to become law without signing his name to it. In a report to the council, Mayor O'Neill appeared on record as finding "questionable" the $1,500 licensing fee.

Official explanation of the high licensing fee was that it would raise money it was meant to keep control of ownership and limit spread of the games. The money behind the limit the spread of portrait legal amusement games and lake boxes has not yet been explained.

JANUARY 29, 1966, BILLBOARD
NOW! 12 BIG-NAME LITTLE LPs FROM CAPITOL!

Here are the sales-proven artists you've been asking for — in 12 brand new Little LPs from Capitol! All are big selling album selections, not available on 45 rpm.


Each Capitol LITTLE LP is a complete package:
- 10 Title Strips
- 6 Cover Reproductions
- Stiff-cardboard "EP-type" jacket for easier display, handling, filling and re-use
- Protective plastic wrap

Don't wait! Contact your favorite ONE-STOP, Sub-distributor or CRBC Sales Rep today!
Vienna to Host Coin Equipment Exhibition

VIENNA — Officials of the Austrian coin machine trade association—Verband Des Oesterreichischen Automaten Gewerbes—have announced that the Second International Exhibition of Coin Machine Equipment will be held in the Kunsthistorische on Nov. 12-15.

According to association President Karl A. Bergmann, a coin machine operator since 1954, the exhibition is open to firms from all over Europe and the U. S. He said that those firms particularly interested in export to Czechoslovakia, Bulgaria, Romania, and Yugoslavia will find it important to exhibit.

Firms supplying fruit machines are expecting good business at the show because of the present favorable business climate in Britain, particularly with the public and with the Commonwealth of Nations. It is estimated that out of the approximately 60,000 pubs in England, only 5,000 new slot machines are available for fruit machines. The pubs are, therefore, ripe for new machines.

The survey of State cigarette taxes is continued from page 61.

Connecticut

The State's latest cigarette tax increase became effective July 1, 1965.

In Colorado is 27.1 cents, of which 13 cents are Federal and state taxes. Taxes comprise 48 per cent of the retail price.

District of Columbia

The District's cigarette tax levy was raised from 1 to 2 cents in July 1954 and has remained at that level. The District grossed $3.9 million in cigarette taxes during the fiscal year ended June 30, 1965, compared to $4.1 million the previous year. Federal and State taxes made up 15 cents—or 48.4 per cent—of the 31-cent weighted average retail price per pack.

Florida

On July 1, 1963, the cigarette tax jumped from a nickel to 8 cents and remained at that level as of Nov. 1, 1965. During the fiscal year ended June 30, 1965, Florida grossed $59.8 million in cigarette-tax revenue, compared to $55.6 million the previous year. The weighted average price per pack in Florida is 30 cents, 16 cents (or 53.3 per cent) of which is made up of Federal and State taxes. In addition, the 3 per cent State sales tax adds 1 cent to the per-pack price.

Georgia

March 1, 1964, saw the State cigarette tax jump from 5 cents to 8 cents, which was as of Nov. 1, 1965. The nickel levy had been in effect since July 1, 1954. During the fiscal year ended June 30, 1965, Georgia grossed $35.5 million in cigarette-tax revenue, compared to $27.2 million the previous year. Some $2.3 per cent (48.4 per cent) of the weighted average price of 30.6 cents per pack is made up of Federal and State taxes. An extra 1 cent per pack is paid in the State due to the application of the 3 per cent sales tax to tobacco products.

ATE Opens In London

• Continued from page 60

Italian buyers will be interested in ATE's phonographs and record players.

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(Continued on page 67)
Hawaii
Based on 40 per cent of the wholesale price, the State tax on 3-cent cigarettes was increased from 3-1/2 to 4 cents, effective July 1, 1965. During the fiscal year ended June 30, 1965, Hawaii grossed $2.3 million in cigarette taxes, compared to $1.7 million the year previous. Of the 3-1/2-cent weighted average price per pack during 1965, 51.1 per cent (or 16 cents) was State and Federal taxes.

Idaho
Effective May 19, 1965, the cigarette tax was increased from 6 to 7 cents, the level as of Nov. 1, 1965. The 6-cent tax had been in effect since July 1, 1963. Idaho grossed $2.9 million in cigarette taxes during the fiscal year ended June 30, 1965, compared to $1.8 million the year previous. Of the 7-cent weighted average price per pack, 56.1 per cent (or 16 cents) was State and Federal taxes.

Illinois
The 3-cent cigarette tax that had existed since May 1, 1961, was raised to 7 cents, effective Aug. 1, 1965. Illinois grossed $31.5 million in cigarette taxes during the fiscal year ended June 30, 1965, compared to $25.8 million the year previous. Taxes, both State and Federal, comprised 56 per cent (or 15 cents) of the 36-cent weighted average price per pack. Moreover, the State's 3-cent sales tax added an additional penny per pack for the price.

Indiana
Effective May 1, 1965, the cigarette tax rate was raised from 6 to 6-1/2 cents. During the fiscal year ended June 30, 1965, Indiana grossed $28.9 million in cigarette taxes, compared to $25.2 million the previous year. Of the 6-1/2-cent weighted average price per pack of 28.8 cents, 54.9 per cent (or 15 cents) of the State's sales tax rate is the equal sales tax rate per pack. Through the fiscal period, the 6-cent sales tax rate is the equal sales tax rate per pack.

Iowa
The State's 5-cent cigarette tax, which had been in effect since July 1, 1963, was raised to 8 cents, effective July 1, 1965. During the fiscal year ended June 30, 1965, Iowa grossed $15.9 million in cigarette taxes, compared to $12.3 million the previous year. State and Federal taxes comprised 50.6 per cent (or 37 cents) of the State's weighted average price per pack of 31.3 cents. Of the State's 1-cent sales tax rate, 17.7 cents is the equal sales tax rate per pack.

Kansas
The State cigarette tax rate was raised from 6 to 6-1/2 cents, effective May 1, 1965. The 6-cent tax had been in effect a year. During the fiscal year ended June 30, 1965, Kansas grossed $15 million in cigarette taxes, compared to $11 million the previous year. Federal and State taxes comprised 52.5 per cent (or 16 cents) of the 35-cent weighted average price per pack. The State's 3-cent sales tax rate meant another penny per pack.

Kentucky
Effective July 1, 1965, the State lowered the cigarette tax rate from 3 to 2-1/2 cents. The 3-cent levy had been in effect from July 1, 1954. During the fiscal year ended June 30, 1965, Kentucky grossed $10 million in cigarette taxes, compared to $7.9 million the previous year. State and Federal taxes account for 42.5 per cent (or 10.5 cents) of the 24.7-weighted average price per pack.

Louisiana
The State's 8-cent cigarette tax rate, effective June 1, 1965, remained in effect as of Nov. 1, 1965. During the fiscal year ended June 30, 1965, Louisiana grossed $31.6 million, compared to $29.0 million (on page 70).
Coming Events

Jan. 22-23 — South Carolina Coin Machine Operators Association quarterly meeting, Jefferson Hotel, Columbia, S.C.
Feb. 1 — Missouri Coin Machine Operators Association quarterly meeting, Daniel Boone Hotel, Columbia, Mo.
Feb. 3 — Recorded Music Service Assn., Inc., meeting, 8 p.m., Water Tower Inn, Chicago.

April 23-May 1 — General Trades Fair, Hanover, West Germany.
Oct. 28-30 — 16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.
Oct. 29-Nov. 1 — National Automatic Merchandising Association annual convention and trade show, McCormick Place, Chicago.

Another Film Co. in Coin Op Picture

Continued from page 60

Local Taxes

• Continued from page 61

States levy cigarette taxes as follows:

Alabama
During the fiscal year 1965, 99 cities and six counties in the State levied taxes on cigarettes. The cities grossed $1,157,340 and the counties grossed $2,845,120.

California
During fiscal 1965, eight California cities grossed $5,660,366 in cigarette taxes.

Colorado
During fiscal 1965, $2,223,420 in cigarette taxes was grossed by 53 Colorado cities.

Missouri
One city grossed $221,600 in cigarette taxes in the State during the fiscal year 1965.

New Mexico
A total of $47,400 was grossed by one New Mexico city in cigarette taxes during the fiscal year 1965.

New York
New York City grossed $40,378,975 in cigarette taxes during fiscal 1965, the only local government in the State imposing such a levy.

Tennessee
During fiscal 1965 one city in the State grossed $665,171 in cigarette taxes and one county grossed $106,793.

Virginia
During fiscal year 1965 a total of nine cities in the State grossed $4,813,333 in cigarette taxes. The total amount collected during fiscal 1965 by cities and counties in the U. S. amounted to $64,177,255 in cigarette tax monies.

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 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.
ROWE WELCOMES J & J DISTRIBUTORS, INC. to the finest distributing organization in the music and vending industry.

Joe Flynn and John Stockdale, principals of J & J Distributors, Inc.

For the best in equipment... for the last word in service, see J & J

1661 W. 16th St., Indianapolis, Indiana.

Rowe® MANUFACTURING
75 Troy Hills Road • Whippany, New Jersey
Leadership Through Excellence
A Survey of State Cigaret Tax Rates—Part 1

Mississippi

Effective July 1, 1964, the State raised the cigarette tax rate from 8 cents to 9 cents, where it remained as of Nov. 1, 1965. During the fiscal year ended June 30, 1965, Mississippi grossed $74.7 million in cigarette taxes, compared to $15.8 million under any use by any person other than the operator to whom it is issued. The failure by an operator to comply with the requirements of this paragraph renders the reproduction or rendition of musical works by or upon a coin-operated machine fully actionable as an act of infringement under Section 501.

(b) A royalty shall be payable by every owner of a coin-operated machine by or upon which a musical work is performed by means of a phonorecord in the amount of 2 cents for each musical work recorded on a phonorecord which is acquired by him for such purpose. No other royalty shall be payable in respect of the performance of a musical work by or upon a coin-operated machine by means of a phonorecord.

(c) Royalty payments shall be made quarterly in January, April, July, and October by the operator or his agent, and shall include all royalties for the three months next preceding. Each quarterly payment shall be accompanied by a statement of account certified by the operator or his agent as being correct.

The previous period. The average price per pack in the State was 31.8 cents, of which 53.5 per cent (17 cents) was State and Federal taxes. The State's 31.5 per cent sales tax added another cent to the per-pack price.

State tax report to be concluded next week.

MOA's Royalty Proposal

(d) If the copyright owner or his agent does not receive the quarterly payment and statement of account within 30 days from the date of the notice, the right to reproduce or render the copyright owner's musical work by means of a phonorecord will automatically terminate. Such termination renders the reproduction or rendition by or upon a coin-operated machine of the copyright owner's musical work for which the royalty has not been paid fully actionable as an act of infringement under Section 501. A willful failure or refusal to make, or cause to be made, the quarterly payment accompanied by the statement of account, when due, shall constitute an offense in violation of Section 506(b).

(e) "Operator" as used in this section means any person who, alone or jointly with others, owns or has the power to exercise primary control over one or more coin-operated machines by or upon which a musical work may be performed by means of a phonorecord.
The sound of music on Kedzie Avenue softened October 8, 1941 as the mass of machinery that made coin machine history shifted to the challenge of war production. The giant Rock-Ola plant had joined the Arsenal of Democracy.

First came a million dollar Army contract for ammunition boxes. Changes were made ... old machinery moved out, special new production equipment designed and installed. To make room, all existing phonographs and coin machine dies were either stored or destroyed.

In early 1942, the Rock-Ola reputation for perfection and manufacturing skill won a prime contract for the new famous M-1 Carbine. With this, the plant went into full scale wartime production with a vengeance.

Changes came fast and furiously now. Special boring and rifling machines were moved in, new people employed, ordnance specialists were brought in, buildings were constructed and a large excavation made for an underground 300 foot precision target range under the parking lot to test the carbines.

 Bundles of 1" round stock destined to become rifle barrels jammed the railroad siding. On the second floor stood a battery of huge Pratt and Whitney deep hole drilling machines ... 24 of them ... each producing two barrels at a crack.

When specialists were unable to get production to capacity, Mr. Rockola called on his old coin machine men ... pioneers in mass production. Rifles poured out of Rock-Ola ... 1000, then 1750, then 2500 per day!

In 15 rounds rapid fire on the target range, guns were both barrel and gun tested. Five shots had to group in a five inch circle. More than 12,500,000 rounds were fired on the Rock-Ola range! Rifles produced by Rock-Ola during that period today are a testimonial to the exacting standards of the Company.

Among gun collectors today, the Carbines built by Rock-Ola are considered to be prize items.

With the Carbine contract completed, Rock-Ola accepted a number of small sub-contracts ... one of which involved producing 8000 Rolls Royce rocker arms daily for Packard Motor Company in Detroit.

Though Rock-Ola had converted production capability completely to the war effort, previously made Rock-Ola phonographs were doing their part, too. With training and embarkation camps springing up all over the country, there was a critical need for morale-building entertainment. It was here that coin operated phonographs made a substantial contribution to the serviceman's well being.

With Rock-Ola men entering active service, women stepped in to fill their shoes, and they compiled an enviable record in the plant ... on the baseball diamond, too. The Rock-Ola Music Girls won the Chicago Herald-American tournament and went on to compete in the national championship in Detroit.

The hard, long war years taught a difficult lesson ... a lesson learned well at Rock-Ola. In precision, profit-making amusement games or tough, deliver-the-punch weapons of war, there is a common thread of excellence which results from a dedication to engineered simplicity and trouble-free operation.

Today's high performance phonographs ... Starlet, Princess Royal and Grand Prix II... have resulted from this experience.

Rock-Ola Manufacturing Corporation
800 N. Kedzie Avenue • Chicago, Illinois 60651

STARLET Model 499
GRAND PRIX Model 496
PRINCESS ROYAL Model 424

ROCK-OLA
music products for profit for 30 years