Capitol Snares Track LP Of USIA's Film on JFK

NEW YORK—Capitol Records has been selected by the John F. Kennedy Center for the Performing Arts to record and distribute the soundtrack album of "Years of Lightning, Day of Drums," the special United States Information Agency film that traces the presidency of the late John F. Kennedy.

The movie, which will be distributed nationally by Joseph E. Levine's Embassy Pictures Corp., is the first USIA film to be shown in this country. Release of the soundtrack will coincide with the film and includes excerpts from speeches made by the late President and highlights the events that dominated the news between 1961 and 1963.

Alan W. Livingston, president of Capitol, said that one of the ways in which the LP will differ from the typical soundtrack release is in its cost to the consumer. It will carry a suggested list price of $3.79, monaural, which is lower than that of most soundtracks. This was being done, he said, because both parties — the Kennedy Center and Capitol — felt it was the type of album that should be made available to as wide an audience as possible.

Over a year ago, when Congress passed the special bill authorizing "Years of Lightning" for release in this country under the auspices of the Kennedy Center, no film by the USIA could be shown for distribution here, the chief reason being that funds for the information agency's activities are earmarked strictly for overseas use.

Following the first showing of the film to members of the Congress, however, a number of legislators thought the motion picture should be made available in the U. S. as well as overseas. The bill, authorizing the film's distribution by the Kennedy Center, was passed in the last session.

Livingston said that Capitol is currently developing a full-scale national merchandising campaign and advertising campaign to back the April-Easter release of the album. Although (Continued on page 8)

Record Labels Tasting the Sweet Smell of 'Sweet Charity' Success

By MIKE GROSS

NEW YORK—"Sweet Charity" opened on Broadway last Saturday (29) to one of the biggest advance disc spreads to greet a musical in some time. There were seven single records on the market and one album. Three of the singles are riding on Billboard's "Top 40 Easy Listening" chart in the current issue.

Columbia Records, which has the original cast album rights, went all out in its single barrage on the Cy Coleman-Donna Fields score. Songs from the show were cut by Barbara Streisand ("Where Am I Going?"

and "You Wanna Be"), Tony Bennett ("Baby, Dream Your Dream"), Steve Lawrence and Eydie Gorme ("If My Friends Could See Me Now"), Jerry Vale ("Too Many Tomorrows"), and Sylvia Syms ("There's Gotta Be Something Better Than This" and "Poor Everybody Else").

(Continued on page 8)

Miller Starting New 'Bonfire'

HAMBURG—U. S. disk producer Dave Miller has joined the German disk trade with the announcement that his Miller International Schallplatten Company here will bring out a new label of LP stereo disks retailing for five Deutschemarks ($1.25).

Since establishing his Hamburg disk firm in 1961, Miller has mounted a relentless attack on German retail disk prices. In the process, he has become one of Germany's biggest disk merchandising enterprises.

Miller's announcement of a $1.25 LP apparently is an answer to Electrola's intention to introduce a 7.50-Deutschmark ($1.87) LP of "well-interpreted (Continued on page 28)"

Decca Strikes Business 'Achord' With Guitar Line

NEW YORK—Record company diversification and the growing importance of country music on a national scale were spotlighted anew last week with the entry of Decca Records into the musical instrumental field.

The first step in this direction is the introduction of a line of guitars, amplifiers and accessories under the Decca trade name. The company is already eying other instruments to bring into the fold and it's expected that another line will be introduced once the guitars get under way.

Record company interest in guitars, which is an offshoot of the burgeoning country music market, is already in evidence. Last year Columbia Records bought Fender, one of the top guitar manufacturing firms in this country, and a few months ago, Mercury Records began a trial run in the guitar field with imports from Japan.

Decca's guitars will also be imported from Japan but the company is in it all the way. The line will be handled by Decca's 21 branches and distributors around the country. Merchandising has already been stocked on the East and West coast to facilitate quick delivery to all parts of the country.

So far it's strictly a U. S. deal in that Decca's wholly-owned subsidiary in Canada will decide on its own whether it wants to join the guitar pitch.

Market Study

Leonard W. Schneider, executive vice-president of Decca, said that the decision to enter (Continued on page 6)

CARtridges Win Best of Show

See Page 51

(Advertisement)

BUCK OWENS, the nation's No. 1 country artist, is this month's Capitol Artist of the Month. In keeping with those double-barreled honors, Owens currently has two new album releases, "Roll Out the Red Carpet" (ST-2543), including 12 original new tunes, and "The Buck Owens Song Book" (ST-7416). As part of the "Song Book" package are the words to all of Owens' biggest hits.

UNBELIEVABLE/billy stewart
THE NEW LOOK
PONTIKA BASS
HANG ON RAMSEY
JEAN GODSHALL THOMPSON
LUTZ 293
LUTZ 291
LUTZ 1496

Chess/Checker/Cadet is what's happening in '66

Copyrighted material
The Winning Hand!

LORNE GREENE
has a winner with this exciting new single

"5 Card Stud"

"/w "Shadow of the Cactus" *8757

Both sides are included in his big "Lorne Greene's American West" album LPM/LSP-3409. It's a fresh deck, so deal yourself in!

RCA VICTOR

The most trusted name in sound (3)

www.americanradiohistory.com
NARA Stepping Up Hiring Drive

By CLAUDE HALL

NEW YORK—The National Association of Radio Announcers (NARA) is sharply increasing its efforts to improve the public's view of the radio industry. The national public relations group last week announced its strategy.

Rolf, the organization's president, announced that the NARA will focus on improving radio's image. The group has decided to target atypical stations and air personalities.

The campaign, which depends on the air stations and air personalities to promote the program, is expected to produce a high level of interest among members of the group. The group is currently studying the plan and will make decisions about next steps.

New NARA field representatives appointed by Rolf include Novella Smith, KPRC-TV, Houston; Susan Callion, WHHI, Norfolk, Va., and Martha Jean Siders, WCID, Detroit.

Rolf praised WHHI general manager George Pleasant in Norfolk, who gave full support to the campaign on his station. Other stations emphasizing the campaign include WBEA, Chicago, which used the "Things Are Changing" record as introduction to new programs last week. Eddie Holland of WMPF, East Chicago Heights, started a program featuring at least one entry per show. WVNID aired an extended equal employment opportunities program and used the record, WABQ, Cleveland, declared an Equal Employment Opportunity Month.

The full report of a Blue Rock Records, in cooperation with L. S. Schwartz of the Advertising Council, is planned to be sent out a letter supporting the campaign to radio disc jockeys in Chicago, Detroit and Cleveland.

CMA Golfers Aim For (25G) Green

NAVISLE — The second annual Music City U.S.A. Golf Tournament will be a $25,000 event this year, and, with advertising already under way, will have more name golfs pros and music personalities participating.

The event will be Oct. 15-16, the weekend before the annual WSM Country Music Festival. Site of the tournament has not yet been selected.

Participating this year as a sponsor is the Nashville Tenen- nessean's morning newspaper, which will underwrite $15,000 of the $25,000 cost. The Country Music Association and Nashville Area Junior Chamber of Commerce will each contribute $6,750.

Co-operating with the above sponsors will be the Nashville Chamber of Commerce and Middle Tennessee chapter of the Professional Golfers Association.

Billy Denny, CMA president, said the tournament was a success "but we'll have more

and bigger names playing this year," assuring the tourist of bigger success.

D.C. Pierce and Hal Neely, tournament co-chairmen, said they had contacted bookers, who will be at the Oct. 15-16 weekend to name music and record personalities can play.

Among those already committed are Bob Black, Wynn, Perry Como, Lawrence Welk, Ernest Tubby, Porter Wagoner, Faron Young. There will be many others, in addition to more name pros than the nine who played last year.

The $25,000 will include purses and prizes. Amount of the prize money has not yet been set. Last year it was $2,500 for the one-day tournament, with pros receiving $500 expense money.

The pros who played in the inaugural event were highly complimentary of the tournament and expressed the desire to come back. In addition to the names top pros, a number of area club pros participated.

Pierce and Neely said ticket sales are well over the $25,000, and charities receiving net proceeds will be Nashville Children's Clinic, Country Music Hall of Fame, the Children's Clinic.

Moonglow Plea Is Denied on Righteous Bros.

LOS ANGELES — Superior Court Judge Ralph Nutter denied Moonglow Records' plea for an injunction halting the Righteous Brothers from recording for MGM Records and then turning around and denying the singers' appeal to halt Moonglow from interfering in their future plans last Monday (24).

While the duo is free to record for MGM, Moonglow is free to sue any new disk affiliation, according to its attorney Al Schlichter.

The Righteous Brothers are members of the Moonglow label. They have been denied the right to record for any other label, according to Moonglow.

The Righteous Brothers have been accused of selling out to record companies for a higher price.

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MGM Kushes Hermits' Disk

NEW YORK—MGM Records is rushing out a single of "Listen, People," by the Hermits. The song is the movie soundtrack album, "Where the Boys Are, the Girls." Last week, Frank Mantini, promotion chief at MGM Records, had reported 600,000 advance orders from distributors for this album.

This marks the third time the British group has had a single taken from an album because of sales demand. "Mrs. Brown, You've Got a Lovely Daughter," taken from the album "Introducing Herman's Hermits," and "I Saw Her Standing There," taken from the "Herman's Hermits On Tour" album.


NEW YORK—Jack Conn, an executive with Bremen, Yucco, Conn, Ltd., died Jan. 26 at his home in Englewood, N.J., of a brief illness. He was 39 years old.

Conn, who was well known in the music publishing and recording fields, joined BMC immediately after he discharge from the U.S. Army in 1948.

Conn's wife, Elizabeth Conne, and his son, Brian, Conn is survived by his parents. His father, Chester Conn, is one of the founders of BMC.

Aberbachs and NBC Agree on a Pub Deal

NEW YORK—The Aberbach and the National Broad- casting Company have agreed upon a co-publishing venture in the music business which the facility of the Aberbach's Hill & Range Songs and Rotts Jong nemeik will be used for the N.B.C. deals, which are available for the exploitation of NBC-TV and some other stations.

The deal, which was first indicated in Billboard Dec. 25, cleared the way for legal department Thursday (27).

The Aberbach's 35,000 song will act as agent for N.B.C. in their publishing, living music, Inc. and N.B.C. deal. N.B.C. have the right to use the material, and the operation, therefor, is set for both ASCAP and BMI music.

Law Enforcement Guide and the deals for the Aberbachs, pointed out to N.B.C., is that the guide to similar to that which exists between a film publisher and the film studio. The Aberbachs work closely with producers and directors and secure pop recordings of NBC music. This will result in cross-promotion. Writers will obviously benefit

because heretofore much TV music has come down the drain after one performance.

The arrangement, which is for the 12-month period in its current fiscal year, was made on behalf of NBC by Norman Lumenfeld, director of West Coast operations, and Bob Hanna, manager of music and literary rights.

2D HEARING SET ON 'FRAUDS'

NEW YORK—The second public hearing on fraud activi- ties in the music business is scheduled for March 2. The hearings will be held at 9:30 p.m. at 80 Centre Street, Room 1100. Additional information may be obtained from: American Society of Mechanical Engineers, 80 Centre Street, New York City.
A Rosy Spots, Growth Picture Painted for ABC-Para Distrs

SAN JUAN, P.R.—ABC-Paramount Records wrapped up its 11th annual convention at El San Juan Hotel here Saturday (2). Mr. Armand Cohen, president of the new product and hearing of sales plans during the five-day convention, and Leonard Goldenson, president of the post-Arrivals Broadcast- Paramount Theatres,

Roulette Spins Off Another Deal

NEW YORK—Roulette Records purchased Alegre Records last week and plans to use the acquisition program to become bigger in the Latin-American market. Alegre Records is an older established line and Roulette President Morris Levy said he would keep the name.

The purchase of Alegre Records follows upon one of the hottest sales periods in the history of Roulette’s Tico label. The group’s five new albums featuring Edmundo Ros, Tito Puente, Tito Rodriguez, Roberto Montoya and two Latin LP’s featuring various artists (including Tito Puente) sold about 25,000 records each.

Ron Reeser, sales chief at Roulette-Tico, said he already had 25,000 advance orders for “Homenage a Rafael Hernandez,” Yoselito’s “El Me” and La Lupe in a tribute to the composer. This album follows a successful release of a duo album—each sold nearly 50,000 and a second LP that sold 18,000.

Major U.S. markets for Latin-American music—New York, Miami, Chicago and Los Angeles—will receive all of the Tico product, including the forthcoming album to Puerto Rico and Central and South America. "National de los aniversario," the new recording, in Puerto Rico has done a tremendous job on us," Reeser said.

The plan is to keep both Alegre and Tico labels with not only new product by the Tico talent center, but by seeking out new talent.

Airplay Squashed in U.S. On Four of Beatles’ Tunes

NEW YORK—Several radio stations in the past few weeks have received telegrams urging them to play four songs by the Beatles. The telegrams came from Walter Horfar, music business attorney, and concerned "What Goes On," "Yesterday," "Here Comes the Sun," "Good Day Sunshine," none has been released officially in the U.S.

Dave Bennett, program director of WKBW, Buffalo, N. Y., said he was puzzled by the telegram. "We never heard of the songs. The telegram sounded peculiar. We certainly weren’t going to play them.

Two of the songs are released on the EMF album “Rubber Soul,” which contains 14 tracks from the Beatles’ second album, and "Gently Goodbye," is a Bob Currey production. The disc by London Records and Pyramid Audio is "It’s My Life," and "Something's Wrong With Our Love," were written by the group member Paul McCartney.

Airplay Squashed in U.S. On Four of Beatles’ Tunes

Date Swings into Action

NEW YORK—Record dates is swinging into market this week with its first release of three discs this year, and apparently reactivated by Columbia Records as well as Capitol Records and its marketing director.

Record Yr. for Capitol Club

HOLLYWOOD—The Capitol Record Club celebrated its millionth membership Saturday, reported president Alan Living- at a first annual planning session at the Mount Pocoma, Pa., offices of the company. The general man- jersey, reported that membership had doubled the “No. 3” club, club attended a record meeting to challenge Columbia, the only one.

Nash told the 50 club executives that the organization is prepared to commit resources for new ad money and to expand the organization to meet the present the club distributes product by 20 labels. Seminars on mail-order marketing, fulfillment systems and the release of new music for the three-day convention.

Musciror Purchase

NEW YORK—Musciror Records this week acquired the master of "The Square," by John Trotter, disk jockey of WJJZ, Chicago. The acquisition brings the label into the country field. The group includes Del Mar, Hall, Moon Mullican and Benny Barnes are in the works.

The sessions opened Wednesday (19) with product discussions and presentations on the following lines: Alegre-Paramount, Impressions-Decca, Warner, Decca, Imperial, JV Records, MCA-Paramount, Music Guild and Simon Says.

New product available includes 10 Alegre-Paramount albums, including the Impulse jazz (Continued on page 50)

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New product available includes 10 Alegre-Paramount albums, including the Impulse jazz (Continued on page 50)
What next, Barbra?

"Where Am I Going?" "You Wanna Bet?"
Barbra's stunning new single from Broadway's bright musical comedy, "Sweet Charity."
ON COLUMBIA RECORDS®
NEW YORK—As of last week, 20 labels had released singles featuring the name of Batman's series and one label was actively working on the next. There could be a penthouse of things to come in the record industry. TV series were bolstered by comic book heroes in the wind. There's a new "Superman" being reeled.

So far, "Batman" Theme by the Marketsons on Warner Bros. Records is the only one on the Hot 100. It has no Superman, yet. But Bubbling under this week are releases by Jack & Dean on Liberty Records and "Batman Theme" by Neil Hefti, RCA Victor.

Others using "Batman Theme"—the music of the late composer, published by Miller Music—include Nelson Riddle, 20th Century-Fox; the Riddlers; Mike Wizner, a former Art director of "Batman"; the Gang, Warner Bros.; and Link Wray, Swan.

Different tunes have also been recorded by (Games) Gene Simmons, Hi, the Camperers, Canyon City, Billy Lee Manley, Atlantic; the Platitudes, Roul-
ette, Scotty McKay, Charlie Brown and the Soul Brothers, the Spotlights, Smash, Ambassador and the group on the latest and possible for this Riddle box.

Roulette LP

Roulette Records is rushing out an LP of Batman music. Material from the label is devoted to comic heroes. Besides the singles already out, Lean producer said six different people had approached him with tapes of Batman songs.

According to the No. 100 radio station here, it was playing 12 records a week and rotating them. Then it was learned that many of the versions hadn't been licensed or recognized by the Licensing Corporation of America, which has exclusive rights from the owners of the Batman copyright. Jay Enright, chairman of the board of LCA, was extremely busy last week signing licensing agreements with those labels who'd rushed out records without first clearing. So, WAB demanded the number of Batman records it was playing. WABC is the American Broadcasting outlet in New York and thereby has close ties with the TV series.

WMCA here chose one disk—The Birds— and was spinning it.

EXECUTIVE

Jack Tessler named executive administrator of Mills Music. He will study and recommend means of expanding Mills foreign and domestic markets. His initial task will be to implement new national advertising programs, including the launching of a new promotional and marketing program. Tessler, who will represent the president and general manager of Mills, was previously associated with Columbia Records, where he held the post of International Promotion and Marketing Services Manager, and he also was in charge of international artists relations.

Roy Batscho has moved into the position of manager of Capitol Records Distributing Corp., a tasteful promotion manager. Batscho, who for the past year had been working expenses for Capitol in the states, is now responsible for all artists promotion activities along the East Coast.

William Lechner named vice-president and general manager by MCA Capitol Records: Distribution. Lechner is in charge of the distribution of magnetic tapes in California.

Mel Nimro promoted to manager of Decca’s sales branch in Seattle. He previously served throughout the Midwest in various sales capacities for Decca.

Labels Bat Out ‘Batman’ Disks

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LARRY NEWTON, ABC-Paramount Records president, grabs the first crate as the label's executives unpack at the new headquarters at 1320 Sixth Ave., New York. The company moved to its 16-year location at its Times Square location. Headquartered on the ninth floor of the ABC building, the ABC-Paramount label, in addition to Command, Westminster and Impulse, six music publishing firms, and 10 ABC-Paramount distributors, Tangerine, Jericho, Brown and Oliver.

Industry Hopes War Taxes Remain Dead and Buried

WASHINGTON—The home entertainment and theater worlds were relieved to learn last week that neither the White House nor the legislators on the Hill had set their sights on the record industry. As the war moves on, the record labels are expected to be more active than ever in the war effort. Meanwhile, the industry's efforts tolng bills that would save an estimated $60 million, it was learned the House Post Office Committee has recommended a cutback of $20 million. The proposed cut would be a $40 million cut in federal spending on the war.
TONIGHT!

WATCH AND LISTEN FOR THE DETROIT SOUND TO BE PERFORMED ON

HULLABALLOO

JANUARY 31st

FEATURING SMOKEY ROBINSON AND THE MIRACLES

DOING THEIR SMASH HIT GOING TO A GO-GO

TAMLA 54127

FEATURED IN THEIR LATEST ALBUM GOING TO A GO-GO

TAMLA 267

MOTOWN RECORD CORP.

DETROIT, MICH.
Buck Owens Stars in New Package Show

BAKERSFIELD, Calif. — Buck Owens, of the Buck Owens & His Buckaroos Art Group, announced last week it is releasing a special package show, which stars Owens and features his Buckaroos, Dick Curless, Thomas Curless, Dale Settle and Ronnie Owens. Kay Adams, Wynne Short and Joe and Rose Lee Mapsh.

Jack McFadden, president of Great Western, said a $60,000 bus, with sleeping bunks, telephone, intercom system and television, has been purchased and will be a life line at the show.

Name of the package is Buck Owens’ “American Music Show.”

McFadden reports Owens will make four to six appearances during the run.

Owens’ latest single, “Waitin’ in Your Welfare Line,” from No. 15 to No. 7 on Billboard’s country chart this week and from No. 93 to No. 89 on the pop chart.

Orbison to Tour U. K. in March

NASHVILLE—Roy Orbison will begin a European tour in England beginning in late March.

The tour will begin with a show in Nacogdoches, Los Angeles. The tour will be handled by ASCAP-Rose’s London office, Acuff-Rose Music, Ltd., in cooperation with London promoter Arthur Howes.

Capitol Sniffs

This field had been made after careful and detailed analysis of the existing and potential market. He believes that it will create revenue to be a product in a million-dollar business, while at the same time allowing those to obtain existing musical instrument and answer the public at a popular and competitive price point.

Decca Strikes a Chord

InSTRUMENTS

The Decca guitar line, which is deemed as a “basic stock for any music and record dealer,” comprises nine acoustic, four electric, two electric basses and a ukulele. In addition, the company will offer a complete line of accessories including amplifiers, carrying cases, bulk, and self-service book and various items blister-packed on self-carrier cards. All of the merchandise will be shipped from the company’s Glenside, Pa., factory. All of the Decca sales branch in Los Angeles.

Point-of-sale merchandising aids will be available to support the introduction of the new line. Decca representatives will begin tours in Los Angeles.

Labels Taste ‘Chariot’ Success

Columbia’s LP offering, so far, is “Stitch Henderson — Plays Sweet Charity.” Capitol is in the singles race with Peggy Lee’s “Big Spender” and Atlantic is in the instrumental race with Decca’s “Sweet Charity Theme.”

The discs that are the “Easy Listening” chart are Peggy Lee’s “Big Spender,” No. 1; Syd Sylv’s “There’s Gotta Be Something Better Than This” at No. 3; and Barbara Streisand’s “Where Am I Going?” at No. 32.

The singles race is expected to get hotter as more artists are lined up. There’s the chance that RCA Victor will be in the No. 1 slot with “You Wanna Bet” and AH Tert on “Sweet Charity Theme.”

Of special importance to the show right now is the strong airplay the “Easy Listening” chart discs are being given. Theater and music business trend.hxx figures that the store ticket buyers are making up a large part of the listening audience of the so-called “good music” station so that there’s bound to be a big thrill at the box-office attendant to the legs for the song with the show’s title attached. If an explanation is needed for the long lines at the Palace Theater boxoffice, New York transit strike and continued right on to the day the musical opened, those disk plugs have to be taken into account.

Another unusual wrinkle regarding the score is that it is being written by the writers’ own firms. It’s a co-production deal between Cy Coleman’s Notable Music and Dorothy Fields’ Lida Enterprise.

Erie Kodolos, general manager of Notable who is guiding the record and radio activity, reports there’s even lots of action on the sheet music level. He says that Hansen Music, which is printing the music, has already sold $2,000 and 1,500 copies of each of the 12 songs in the show.

Columbia will cut the original cast album Tuesday (6) and the LP should be in the stores before the week-end. The show’s producers are Fryer, Carr & Brodie and the star is Owen Vernon.

Muntz-Orfeo Deal

HOLLYWOOD—Orfeo Records, among Muntz’s most recent labels, has signed an exclusive contract with Stereo-Pak for Muntz’s second Latin American label. Muntz says having been the first foreign country to sign with the American firm, Alejandro Siegrett, Orfeo’s general manager, flew to Muntz’s Van Noy offices to sign the pact last week. Muntz will release 102 titles initially under sales manager Bill Weymouth. There are 2,000 titles in Orfeo’s catalogue. Muntz will emphasize Latin product in regions with large Latin populations such as Los Angeles, California, Texas, New Mexico and Florida.

4 Weils Falls Get Fed. Break

NEW YORK—Federal Referee Herbert Lowenthal this week gave the green light to Interstate Record Distributors, its wholly owned subsidiaries, Gard State Record Distributors and Florida Record Distributors, as well as Sunshine State Distributors, to keep operating until a proper arrangement of debts is made. The case items filed a Chapter XI in U. S. District Court here last week (Billboard, Jan. 29).

Under terms of the ruling, Maurice Weil will continue to operate the four firms until the final determination. The ruling permitted his weekly salary to be reduced from $600 to $500, and his bonus and salary Sterling reduced to $250.

ADVANCEMENT

TAPE CARTRIDGE TIPS

by Larry Finley

This column is being written on Instamatic Kodak, referring to New York from Chicago. We just spent a hard time here with the Annual National Auto Exposition.

Returning to the show, we met Jim Ball (Lair Stereo) and Ray Ranchers (Ranchers Stereo Market-

Kings), both of Buddy Cabin, popular manufacturers reo, who was telling us about the new BTSA, of Canada, Reid.

Ranchers stopped at the Orit-

tron booth, where we met Steve White (White’s Automotive Service in Chicago) who was running a healthy order for the Orintron eight track, machine with a 16-TCX cartridges.

Ranchers, California Auto Ra-

dio, Los Angeles) stopped by long enough to have a smoke from the tip.

INTERNATIONAL TAPE CARTRIDGE CORPORATION

Subsidiary of Dexta Corporation

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Tape West Coast Office

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West Hollywood 213: 474-5443

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from the new green label with the big top-40 sounds.

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"It Just Ain't Right"
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Produced by Al Harvey and Steven Scott
A Harvey Talents Production

THE SHIRTAILS
"I Want You to Stay With Me"
b/w "Something's Wrong With Our Love" 2-1503
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ALL GREEN!... ALL GO!... ALL GREAT!... ALL DATE!
RCA VICTOR

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Is the Music From the Original Score of the New

"BATMAN"

TV SHOW

We're Flying!

See Page 13
THE NEW BEATS have a NEW LINK in their unbroken Chain of HITS.

SHAKE HANDS
(And Come Out Crying)
c/w
TOO SWEET TO BE FORGOTTEN
HICKORY 1386

Hickory RECORDS, INC.
2510 Franklin Road
Nashville, Tennessee 37204
HOME OF THE NASHVILLE SOUND
HOLLYWOOD—Hanna-Barbera Records has sent two of its people on the road to unveil six new albums keyed to characters from a new NBC-TV, Saturday a.m. show and to firm up releases for artists recently acquired through independent master purchases.

General manager Don Bohan has spent two weeks visiting Sears, Koebeek and Montgomery Ward in Chicago, arranging promotions for the label's cartoon series and will then visit Milwaukee, New York, Cincinnati and Miami on other matters, such as restocking program. In Cincinnati, Bohan will discuss future recordings with Gerri Diamond, female vocalist whose "Give Up This Life" was leased to the H-B.

Bohan's assistant, Tom Ayres will cover eight southern cities, discuss albums with Charlie Clark and the Five Americans, additional master pickup artists, and unite with Bohan in Orlando, Florida, at the end of the tour. Both recordmen will seek to purchase masters which have shown sales reactions on local levels.

Silverman Gets Col. A&R Post

HOLLYWOOD—Bennie Silverman, Columbia Records West Coast special Projects Rep., has shifted over to the parent company's A&R department at the West Coast post. Position is new to the Coast office. He will be constructing around the duties formerly held by office manager Mrs. Gwen Foster, Col. A&R.

The post involves music publishing, recording, and activities. Mrs. Jones has handled all negotiations with the musicians' union and booked Columbia artists into the label's studios.

All other matters will be shifted over to Paul Wyatt, head of studio operations.

Silverman was in New York last week getting briefed on business matters and procedures. Silverman is a graduate of the label's A&R school here, Alan Stanton, has interviewed candidates for the job.

Monument Forms LTD Records

HOLLYWOOD—Monument has formed LTD Records to secure foreign masters for release around the world. Debut single, "16 Tons" by Allen St. Bobby Bright with "I Believe in You" from Records of Australia and the MPD, Ltd. with "Woody Don't Go." Monument's Machine Music will publish several of the first titles. The Nashville company, which recently obtained the master of vocalist Ornella Vanoni's "Zorba the Greek" and "Athena" for Bobby Weiss, West Coast head.

SERIES IS ISSUED ON BIBLE STUDY

HOLLYWOOD—Audio Bible Studies has compiled 136 recorded Bible lessons which may be sold by license by courses or in sets of eight courses. The entire series carries a suggested retail price of $276.49. Sales manager Bob Cotterell has developed a double truck merchandise to house the entire series. Terms include 40 percent off, 7.5 percent off on cases with an order or monthly rates of $15 for 11 months. Represented in the series are theologians from 15 seminaries, universities and Bible colleges throughout the U.S.
This is the music from the original score of the new TV Show

"BATMAN THEME"

Recorded by NEAL HEFTI Composer Arranger and Conductor of the theme for the ABC-TV Show "BATMAN"

A GREENWAY PRODUCTION - 20TH CENTURY-FOX TELEVISION SERIES

RCA VICTOR

The most trusted name in sound

Watch for the new BATMAN Theme album coming your way soon!
**TOP SELLERS IN TOP MARKETS**

This chart is based upon sales figures of the Top 40 singles records as reported by retail stores in 15 top markets.

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<th>Market</th>
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**From the Motion Picture 'The Flight of the Phoenix'**

**PHOENIX LOVE THEME**

(Blena Fine)

**BILLY SHEPPARD**

White Cliffs #228

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**MEN OF WAR**

BY THE ROUZAN SISTERS

**BREAKING R&B & Pop Everywhere!**

**BAMN**

**BY THE RONNIE COLE TRIO**

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**WASHINGTON**

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**FEBRUARY 5, 1966, BILLBOARD**

15 Copyrighted materials
On MGM The Soul Version (you can dance to)

Introducing the SPINE-CHILLING sound of

THE AVENGERS

Watch for The Avengers new MONSTER LP "BATMAN & OTHER SUPER MEN"

Ships in 10 days

A Jack Lewis—Monie Kay Production in association with Charles Coleto
Filipacci and Cogoni: France's Answer to Stevens and Brucie

PARIS—France, too, has its program team, and they are as vital to the national record scene as their American counterparts. One of the most important air personalities in the nation is Daniel Filipacci, whose "Salut Les Capitains" is on Europe One, one of the big three networks. It's heard in 200 cities located in Paris. The other commercial clout is Radio Luxembourg, both have transmitters located outside the country. It's been a policy of the records played by Filipacci," said

Hot 100 Stars

Arnold, Jaffe to Produce Country Music TV Series

NEW YORK—Eddy Arnold, RCA Victor Records artist, and Henry Jaffe, head of Henry Jaffe Enterprises and producer of such shows as "The Bell Telephone Hour," will produce an hour-long country music TV series for syndication.

RKO General Productions is expected to handle the show through its outlets nationwide. It will be the first in a series of TV outlets. This could mean that Arnold, Jaffe, and their shows will be seen on New York or WOR-TV.

It will be in color and, although details on the format haven't been completed, will basically feature country music artists. Johnson said he might feature an occasional pop artist singing country music on the show. It will be shown on cable networks. Gerald W. Parcell, managing director of RCA Victor, was in Europe last week. As soon as he returns in about a week, Jaffe expects to go to Nashville to begin operations.

The reason for the show? "For one thing, I think Eddie is a remarkable artist. Too, I've found in many of my other shows that when I had a country music artist performing the audience profile rises.

Jaffe, at one time legal counsel for AFTRA, has produced other shows, including "The High Tides Show," "Producers Showcase," "The Shirley Temple Storybook."
From the Broadway scene and the Hollywood screen... a new Tony Bennett single (and you know what that means)!

From the Joseph E. Levine production of "The Oscar... Song From 'The Oscar'"

From the musical production "Sweet Charity... Baby Dream Your Dream"

on COLUMBIA RECORDS®
WSLR Has Country Field in Hip Pocket

CLEVELAND — There’s no doubt about who influences country music record sales in the Cleveland area—and also the Akron area—WSLR. The station’s ratings are in the Cowboy Tent. But so strong is the station with Cleveland listeners that vice-president and general manager Sheldon Singer says the station received 60 cents per cent of its mail from that city.

The station ranked No. 1 with 70 per cent of the votes in the Billboard Country Resonse Rating of the market area.

here. And Ken Speck, air personal-ity and music director of the station, received 75 per cent of the votes in the decay category for influencing country music record sales. Voting was by record distributors, dealers, one-stop, rack jobbers and national and local record company executives.

The station was purchased with the intention of programming country music, said Singer. “It was the old WADC and filled in the Akron market. One of the Cleveland stations were even higher than this station in Akron. Beginning Feb. 1, 1965, the WADC began to make and has “done extremely well in audience and business. The October rating, said Mr. Singer, shows us a strong second here and we’re looking forward to the new in the Cleveland Hooper, too.”

To show how well the station pulls country music and the decay of the country music live shows promoted by the station in Akron, Tommy Edwards of Hill-ibity Heaven record store in Cleveland sold 1,500 tickets.

“Dead to that of many Hot 100 stations,” Singer said. “This is more the screwing type of decay because we’re talking to adults.”

Singer said that this decay has a closer connection with country music than other forms of music. Singer has his own country music band.

Peter C. Newell has been named assistant program director, WPRO-FM, Providence, R. I., and a vice-president in Capital Cities Communications, Inc., the station manager of the outlet.

Bill Bennett, sports annoucner at WIBM, Jackson, Mich., has changed to WGNE, Panama City Beach, Fla.

Jonathon Carne, an air personality and music director of station WKYS, Rocky Mount, Va., has writing a novel about a dejay, but his heart is always in the studio for his hero. WKYS program di-rector Rod Shirley thinks that, for now, Jonathon will stick mainly to the music. “He’s an artist but he’s not quite ready to take on that type of responsibil-ity,” said Shirley.

... Jay Katz and Stan Poses have signed Johnny Holiday of the Rolling Stone Band, to handle personal management. Holiday hails the “Hullabaloo” show on ABC.

Mel Hall has departed KRLA, Pasadena, as program director. Station manager John Burretti is handling the program director’s duties and the in-house replacement is named. ... Frank Tramontano is the new Ad con-troller for Golden West Broad-casters—KMPC, Los Angeles; KJY, Seattle; KEX, Portland, and KTLA, Los Angeles.

Bob H. Polinger has been appointed president of the Friday Night Broadcast Divi-sion. The appliance retail chain owns WTMF, New York; WJQ, New Haven; L. N. Y. Polinger was formerly vice-presi-dent and general manager of the division. He is a member of the board of directors of the National Association of FM Broadcasters.

Sundial Broadcasting hopes to have a new station in the air in Parma, Ohio, by mid-year. Application has been made before the Federal Commis-sion.

Buddy the King Bee) was at WVOL, Nashville, Tenn., celebrating his 15th anniversary a couple of weeks ago with an anniversary show starring the Kelly Brothers. ... SESAC, to mark its 35th anniversary, will put together a concert tour and ask their magazine and asks all disk jockeys or musicians who were in the music business to be active in sending them photos and biographies. ... Dick Ives, WLS Disk Jockey, SESAC, 10 Columbus Circle, New York, N. Y. 10019.

WIRZ, Newark, N. J., held its second country music live show in as many weeks. ... W. W. Purcell Associates. The Jan. 28 show was not as big. ... Artists featured were Ray Price, Little Jimmy Dickens, Webb Pierce, Red Sovine, and Max Power.

Mike Hight is now spinning country music disks at WTIP, Durham, N. C.; he was with WZBS, Henderson, N. C., for more than eight years as manager, but needed more time for his personal appearance on WRAL-TV, Raleigh, N. C.

Johnny Dollar, who has been “Talk Tall” part of the WMUR team, was praised WSLR, Akron, Ohio. ... WLS, Chicago, for its attention to the Jan. 29 show in Nashville, for great treatment of his country music single. ... Matt Lunt, Old Time Show, Camden, N. J., asks for Hot 100 stations to give country music re-ordered in the Camden-Philadelphia area.

In Pittsburgh, it was al-most as much at Laurel Mount-ain Ski area Saturday (29) with a large percentage of the crowd turned out for other events, including direct broadcasts, and other special events.

(Continued on page 22)
Clover Records. Clover does not cater exclusively to the devotees of either classical music or contemporary jazz. Clover concentrates on melodic music that integrates the many forms of individual expression from classical to contemporary.


Kitty White. "So Many Beautiful Men" (So Little Time). She wrote it. She sings it, in her own sensuous style. "Kitty White" Selections of classics that run the gamut of emotion delivered in her own full, lusty manner.

Distributors
Atlanta — Southland
Baltimore — General
Boston — Bay State
Buffalo — Best
Charlotte — Mangold
Chicago — M & S
Cincinnati — A & I
Cleveland — Main Line
Dallas — Big State
Denver — Pan American
Des Moines — Mid-America
Detroit — Music Merchants
El Paso — Krupp
Great Falls — Music Service
Hartford — Trinity
Honolulu — Music Craft
Houston — Daily Brothers
Indianapolis — Associated
L.A. — Record Merchandising
Memphis — Record Sales
Miami — Tone

Madison — Tell
Minneapolis — Lieberman
Nashville — Music City
Newark — Apex-Martin
New Orleans — All-South
New York — Beta
Oakland — Chatton
Oklahoma City — B & K
Philadelphia — Chips
Phoenix — Arizona State
Pittsburgh — Fenway
St. Louis — Roberts
Seattle — Independent
Shreveport — Stan's
Salt Lake City — Billinis

Clover Records
315 S. Beverly Drive
Beverly Hills, California

Executive Producer: Peter R. Brooke, National Promotion: George Jay
Cuts equipment: Luxembourg only

Both Europe One and Radio Luxembourg are not personality stations, Robinson said, except for Filipacci, Cogoni and a deejay on Europe One who works under the name of Hubert. He has a very good program which France is a lot of guest artists. But even these deejays present which would be considered a soft approach as compared to the Good Guys of WYNY.

"Radio stations in France have tried the screaming type of disk jockey format. The French audience won't accept it - the show's mad."

Any mention of French radio must include mention of Lucien Moreau, Robinson said. "He's Mr. Radio in France." Morrise heads AZ Records and has a radio program on Europe One, which is a live show recorded from the Olympic Theater each week.

Europe One and Radio Luxembourg are not personality stations, Robinson said, except for Filipacci, Cogoni and a deejay on Europe One who

**STATIONS BY FORMAT**

- **Continued from page 20**

- **Continued from page 18**

Woods to Host Vietnam Show

PHILADELPHIA—Georgie Woods, an air personality on WNYM, will host a show starting Bobby Rydell that left Friday (29) for two weeks in Vietnam. Woods is known to the overseas audience as the Jimmy Wynn Trio and a couple of a Go-Go girl, with whom he takes top G.I.'s and probably do a show for them. Rydell's manager, Don Drury, whipped up the show.

"We've done more than just contribute to the record because this show is improving immensely as a result of competition," Robinson said.

**Radio-TV Programming**

**WKNY No. 1 in Cleveland**

**WKLY No. 50,000, National Broadcast Co.**

**WKLY No. 42,000, National Broadcast Co.**

Final decision panel—Martin, himself, and MacFarlane—select new records for airplay "pretty much on the basis of our judgment can select it."

If a radio station is willing to change to a new program, once MacFarlane, then record promotion only too willing to keep the station personnel up-to-date on what is coming in of new records. "We've got some great guys working in promotion here."

Picked Frankie Wilds. Still, no records are selected for airplay by "car-picking." MacFarlane felt held often been lucky in that the records broke out later. He picked "It's as Good as Any Good Rodgers" from the Flip side when the label was pushing was very in his eye and present for that group. The local distributor got static from the label for holding off by having nothing wrong. But that turned out to be a hit. Why?

WKLY received 39 percent of the votes of record dealers, district record managers, and network local record companies in the city of Cleveland, and 30 percent of the votes of the WXY, a new operation that was still in the demonstration stage when the survey was taken, with 11 percent of the votes. WKLY had the two leading deejays of the station, (Mr. B) and Bill Winters. (See R&R charts.) MacFarlane was voted most cooperative in exposing new records.

**WW Travels Local Route To Success**

**Contd from page 18**

A combination albums is "strong personalities," Renwick pointed to.

Reese received 51 percent of the votes when connected with the record industry on the influencing sales of Easy Listening albums. He was also the major deejay in the last R&R survey of the market, but now seems to have dropped out of the list. In January 1965 he only had a 24 percent vote, and in December, "I don't have any illusions about radio in general," Reese said. "I am not the flag- waving type, but we've got a tremendous audience and we're now at an all-time high in billings. The nice thing about it is that a few years ago this was a minor station, so we feel that the executives here and the air staff is responsible."

"I know we have a show on many channels, one of them, one being "runaway tunes like those that are in the Top 40," and our formal programming department is instrumental, but now and then I like to slip in a "beer drinker," which MacFarlane, he said he used to be a heavy juke boxes in restaurants, bars, and bowling alleys to find out what was popular, then obtained the "beer drinker" from local distributors.

**CBA Parley on Coast May 8-11**

SAN FRANCISCO — The annual national convention of the Congress of Broadcasters of America will be held May 8 through 11 at the Fairmont Hotel. The general manager of Discount Records here said that a vast majority of record companies have registered they'd heard the record on WXY, and that Cleveland has sold out all other cities on this record.

**WCLY Fortissimo in Sales**

October the program has "very strong theme," he said, "and all of the stations are enthusiastic about it."

The station also does remote on the program, which is unique. "WCLY, Oberlin College, the Baldwin-Wallace Conservatory, Western Reserve University, Hope University and Western Reserve University, the University of Technology, and the Cleveland Institute of Music. In January, the station did 24 remote shows, 30 live performances on tape. These included performances by the Boston Symphony Orchestra, Boston Pops, the Philadephia Pops, the Cleveland Orchestra, and various national music concerts, and various national music concerts, and various national music concerts."

"We're the only station in Cleveland devoted strictly to fine arts, which encompasses classical music, comedy albums and Broadway show tunes," Con-
SOUPED-UP INSTRUMENTALS FOR SOUPED-UP SALES!

Soup & Onions/Soul Cookin' by The Roy Meriwether Trio

WHAT'S NEW HARMONICATS? JERRY MURAD'S HARMONICATS

ON COLUMBIA RECORDS
upbeat excitement you expect from TOM JONES PROMISE HER ANYTHING Bert Bacharach - Hal David picture theme

TV appearances—
ED SULLIVAN — Feb. 13
SAMMY DAVIS — March 18
9809

A DIVISION OF LONDON RECORDS, INC.
**Disk Sales in France Top 50 Mil.**

**By MIKE HENNESSY**

PARIS—Although exact figures will not be known until March, indications are that disk sales in France during 1965 topped 48 million copies.

Since longplay disks were introduced in France in 1952, the boom year for disk sales was 1957, when 30 million disks were sold and the industry registered a $41 million turnover.

This latter figure has never been surpassed, and it is expected that the total turnover for 1964 came close to it—$40 million. To reach this figure, disk companies had to sell 47 million disks.

For while record prices in general have remained static over the past nine years, there has been a tremendous response to the production of cut-price disks. Labels like Joaillie (Polydor), Mode (Vogue), Idées douces (Pathé, con) and Diamant (Philips) are

taking an increasingly large share of the French disk market.

For this reason, although 1965 figures are not yet available, sales of over 50 million, the turnover is not likely to be very different from the recent figure.

Airplay A Boost

The turnover figures are based on wholesale prices and do not include the retailer’s percentage, nor purchase tax, which in France is 25 per cent compared with 10 per cent on books, although a major source of discontent in the industry.

One of the biggest factors in boosting disk sales has been the increasing amount of airtime devoted to disk-playing in both commercial radio and TV programs to disks and disk stars.

The ORTF’s successful TV show, “Palmares de la Chanson,” in which viewers vote each week for the top song, in three different categories, has had a decided effect on disk sales. The show has already featured most of France’s top singers, and disk companies are competing strenuously to get the artists on them.

When Gilbert Becaud appeared recently and sang “Quand il fait bon,” 9,000 copies of the record were sold in the 48 hours immediately following the broadcast, and the disk had been selling at the rate of 2,000 a day. And record dealers report the same response with other top names like Aznavour, Eurovision winners Brassens, Charles Trenet, Adieu and Time.

On radio, too, the programs are extremely pop-oriented. France has always led the way, Luxembourg is close behind, now the ORTF’s France Inter is giving music a push to the world of records and recording stars. Although cover versions of American and British hits still figure prominently in the French charts, French disk producers are producing more original material today than ever before.

Exports of home-produced disks are also flourishing. Last year they were valued at $2,000,000, compared with a figure for imports of $1,800,000.

**Talks on for Dial-a-Disk In Britain**

LONDON—Britain’s General Post Office is having preliminary discussions with Phonographic Performance, Ltd.—which collectively represents the major record companies—by which the public could dial to hear recorded hits.

The move is understood to be one of the government’s plans to deal with pirate radio.

To dial a hit from a phone booth would cost 10 pence and for subscribers calling from home the cost would be just over 2.3 pence.

The GPO would have a Top 10 list for each week and the dialing music papers and the dialing system would be DIN 1 for the No. 1 hit, etc.

**NEW ELECTROLA LABEL A PARTY TO SING-ALONG**

COLOGNE—Electrola has brought out a party music label, ‘Party-Musik,’ which offers music and sing-along material especially suited to parties.

It can be played on an intimate atmosphere, folk music, and popular disco pieces such as ‘Kaiser Wilhelm’s Hit Parade.’

The secretary has a general selection of drink-along as well as sing-along selections, including ‘Music From the Bar.’

Much of the material is in English.

The new label is in line with the trend toward greater emphasis on drinking, and French disk firms are extracting and registering classics from the classics and pop to suit specific merchandising concepts. For example, the Party-Musik label ranges from the Beattles to Bach.

**THE BEACH BOYS, Capitol Records group, receiving bouquets on the stage of the Shubert Public Hall, Tokyo, during a reception honoring them. From left to right, Bruce Johnson, Carl Wilson, Al Jardine, Mike Love, and Dennis Wilson at drums.**

**Immediate Weighs Bids for U.S. Outlet**

**By CHRIS HUTCHINS**

LONDON—Andrew Oldham’s independent label Immediate, distributed in Britain by Philips, is still without an American outlet. Oldham’s U.S. business manager Allen Klein was due here last week to put forward offers received from American companies to handle the label.

Immediate steps up its sales with on-the-spot displays at a 1964 campaign, “England Swings.” The label will issue three albums next month. The LP gives a classical treatment to 1965 hits by the Rolling Stones, Beatles and Sunny & Cher, and was produced by Stones’ guitarist Keith Richard.

The album, “Today’s Pop Symphony,” features an orchestra directed by Richard, who wrote with Mick Jagger, three

** Tillotson Gets NG Award**

TOKYO—Johnny Tillotson, MCA’s world-renowned singer, has been awarded the Fuji-Yama Prize of Nippon Grammophon for outstanding achievement in 1964.

The award was presented recently at a ceremony attended by 300 at the Takanawa Prince Hotel here. G. Hellgardt, chief of the international division of Nippon Grammophon, reported that Tillotson’s latest release, “You and Me,” has already reached 67,000 in orders.

**Tereza Buildup**

PARIS—Pathé-Marconi is putting powerful promotion behind Tereza, one of Yugoslavia’s most popular singers who last year strived in Paris.

She is currently appearing at the Bobino Theater in Montparnasse. To coincide with her debut there, Pathé-Marconi has released her third EP, which features tracks by Serge Lama, “Dame moi l’amour,” “Les gens de mon quartier,” and “Conner Amour.”

Tereza, 24, was formerly a flautist in a symphony orchestra before becoming a professional singer in 1961.

**CBS Concludes A Deal With Indie Producer**

LONDON—CBS has concluded an agreement with independent producer Shel Talmy’s Orbit Universal Music Co. Orbit will produce single and album masters for CBS to press and distribute worldwide.

The agreement is completely independent of Talmy’s new Peace label and deals withCBS. The Orbit product will be issued on the normal CBS label and first releases are expected by the end of February.

Announcing the agreement, CBS’s managing director Ken Glancy said the deal would provide CBS with another source of British pop repertoire which his company has yet to have a rising-selling record with a British artist.

Although CBS has scored several British hits from its American catalog it set up operations here last summer, the company has yet to have a hit-selling record with a British artist.
NEW SINGLE
CL-4-43501
HAS TWO SIDES
From their Columbia LP "TURN! TURN! TURN!"
"SET YOU FREE THIS TIME"
TICKSON MUSIC CO./BMI
And
"IT WON'T BE WRONG"
TICKSON MUSIC CO./BMI

TICKNER-DICKSON MANAGEMENT/9000 SUNSET BLVD./HOLLYWOOD, CALIF. 90069
DEREK TAYLOR/PUBLIC RELATIONS
Clerics Take Pop to the Masses

COLOGNE—Two clergymen, one German and the other American, are leading a campaign in Europe for the use of pop music in church work.

Guentor Hegele, 36, is a chaplain at Munich University. The American, the Rev. Ronald D. Werner, 27, is an Episcopal priest serving as a canon at the American Cathedral in Paris.

The Reverend Hegele and Werner are working with European record companies to promote pop and folk music at church services and activities.

Hegele, known as the "pop vicar," insists on making pop music a key part of his church services at Munich University. "In many cases," contends the "pop vicar," the popular song has become a substitute for religion because the church can no longer find the path to the people.

"To many people the pop song suggests what they want in their hearts but can't achieve. You must be clearly shown that pop song frequently offers an illusion world and that it is a mistake to believe in this illusion."

Pop Music Drive

Hegele is campaigning for better pop music based on realistic themes. But such music will be written, he believes, only when it is accorded general respect by the clergy and the intelligentsia.

"The negative attitude of the intelligentsia in the federal republic toward the popular song has brought about a situation in which no composer of note is discouraged from writing pop and the best artists shy away from interpreting it," he said.

"The exclusion of popular songs from the church and from the school is quite untenable. Indeed, the schools force hymns and folk songs down the children's throats, with the result that when they leave school about 80 per cent of them never learn to be discriminating in their musical tastes."

A Cowboy Mass

Werner, at the American Cathedral in Paris, has developed what the French press describes as a "cowboy mass." A girl with long blond hair walks to the altar, puts her foot on a chair, strums a guitar and sings "He Never Said a Mum- min' Word." A boony string trio performed "On That Great Gettin'-Up Morning." And the service ends with a choir of 30 young people chanting "When the Saints Go Marchin' In."

Werner, of Indianapolis, presents the American Folk Song Mass composed by the Rev. Iain Mitchell. When he visits an American air base in France, Werner usually takes his guitar along. His Martin Dreadnought is almost as much a part of him as a prayerbook or a missal.

After celebrating Communion at a base chapel, he may take the guitar and meet with a group of young people for a folk-song session.

Sparton Handles Supraphon

TORONTO—Sparton Records of Canada has been appointed Canadian distributors of the Czechoslovakian Supraphon label, with a program of eight album releases per month and the first of the imported product scheduled to be in the stores later this month. The announcement was made by Robert J. Stone, newly appointed Canadian representative of the Aria division of the Foreign Trade Corporation for the Import and Export of Cultural Commodities, Prague.

Sparton general manager Harold Pounds describes the Supraphon catalog as "vast and varied," offering at least 500 albums suitable for the Canadian market, ranging from jazz to the classics, through folk, show tunes, standards, ethnic music, and spoken word.

Album notes are in both English and French, an important feature in this bilingual country. Initial releases will be representative of the wide variety on the label, and Sparton and Stone are planning to co-operate on an extensive merchandising campaign.

Price structure has not yet been completed, but Pounds says it will be "very competitive."

Aria was formerly represented in Canada by Mostmart, Montreal.

Miller Bringing New Label Into Price War

• Continued from page 1

classical music" on the German market.

Electrola has drawn on the resources of its parent EMI organization to fight Miller down the price line. The 7.90 Deutsche-mark disk is being introduced at the Electrola-Columbia studies in London.

When Miller appeared on the German scene in 1961, the lowest LP price was 25 Deutsche-marks (42.25). Miller founded the Somerset label selling for 13 Deutsche-marks (42.25). Somerset offered a little of everything—classical and pop and dancing music.

Later, Miller began importing from the U. S. He started "Blue Series," which he priced at 9.80 Deutsche-marks (22.78). Miller's pricing triggered a chain reaction among German disk firms. Soon, five of the biggest German record companies were offering classical LPs at popular prices.

In general, Miller's German competitors cut prices on 25 Deutschemark LPs which have been on the market long enough to amortize their production costs. This is known in the trade as the "Pocketbook formula."

Donovan Tangle Entangled

LONDON — The recording future of British folk singer Donovan has become still more involved. Pye Records withdrew his latest single from last week's release schedule and a label switch seems even more likely.

Complications began last fall when the 19-year-old singer quit his management and agency deals and joined the Vic Lewis Organization. Up to that point he had been recorded by his manager, with the tapes being leased to Pye who, in turn, sub-contracted him to Hickory for the U. S.

In December, independent producer Mickie Most—who has made all the Herman's Hermits and Animals records—axed Donovan and a track from that session, "Sunshine Superman," was scheduled by Pye for release Jan. 28.

But it is understood that Most himself has an exclusive pact with EMI in Britain for his product and with CBS in America outside his MGM commitments. American business manager Allen Klein, who handles Most's affairs, has arrived in London to try to untangle the situation.

Meanwhile international plans for Donovan start with a U. S. visit; he flies to New York Feb. 18 for a Carnegie Hall concert the following night, then to Toronto for a concert on the following night, then personal appearances in Los Angeles...
CHANGES

by JIM & JEAN

A Recording Of Poignant Warmth And Meaning.

KF-5005

Great Things are Happening on Verve/Folkways Records

Distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.
BRITISH WON'T SAY DIE ON EUROPE FEST

LONDON—Despite repeated failures in the song contest, Britain is back in the 1966 event with an even more determined effort. Several systems to select the song and performing artist to be entered have been tried in the past. For the second year running the BBC has picked the singer, and its viewers the song.

Scottish singing star Kenneth McKellar is the artist and in five TV spectaculars he has included a different song specially commissioned by the BBC from the contest's top writers. In the sixth show last week McKellar sang all six and viewers were invited to vote for their favorite. The result will be made known this weekend.

The songs are "Country Girl" (music and lyrics by Robert Farnon), "As Long as the Sun Shines" (by Ian Gourlay, lyrics by Cliff Chitty), "Come the Time" (by Ron Grainer, lyrics by Caryll Brahms and Ned Sherrin), "A Touch of the Tartan" (music and lyrics by Philip Grinton), "Across the Continent" (by Cyril Ormeau, lyrics by Petter Callander). The sixth song was not listed.

Once again disk jockey David Jacobs will be BBC's commentator at the contest in Luxembourg on March 5. The event will be beamed over the Eurovision network.

THE SERENDIPITY SINGERS were given a reception in London recently by Philips Records following a tour of the Continent and the Scandinavian countries. In England, the group appeared on the top-rated "New London Palladium Show" and taped four half-hour specials for Southern Television.

RCA Is Issuing German (Sound)

HAMBURG—RCA Victor is selling its LP of the 20th Century—Fox film "Sound of Music" here in Germany. This is a departure from the practice of using the American words and music and only dubbing the spoken words in the film into German.

Writers signaled the switch with "My Fair Lady," selling the LP here in the German version of the music. On this disk, the leading role Julie Andrews sang in the English-language film is sung by Ursula Schroeder in German, with Camillo Felgen singing the role of Captain von Trapp, Herta Staal as Liesl and Peter Bell as Rolf and Christo Nord as the nun. Teldec is releasing two singles with Camillo Felgen and Sonja Michael singing numbers from "Sound of Music" in German, with German text by Eberhard Storch.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Chris Andrews, No. 6 this week on the Top 10 list with "To Whom It Concerns" on Vogue made a special appearance on Dutch TV in the Dutch "Shindig" show, "Mooi Ga Ga." Michelle entered the charts this week, by the Overlanders on Pye.

Early February popular folk singer Donavan will visit here and be guest on the "Vara Show," only a week after his British release of "Superlove." Bovema re-released this week David & Jonathan's vocal adoption of "Michelle" on Columbia. The late Cor Steyaerts LP's are still showing strong sales. Although the interest for folk singers and repertoires is decreasing at this moment, Sonny & Cher are still riding the Southern part with "San c'est la vie." Up to now Bovema was the only company in Holland which raised the price of singles. It's not sure that other companies will follow but Phonogram may also raise its prices, too.

Seya, Nippon Col. Chief, Dies at 69

TOKYO — Tokichi Seya, president of Nippon Columbia, is scheduled on CBS Records International, died here last week. He was 69 years old.

Seya joined Nippon Columbia in 1923 and became president of the firm in 1961. In 1965, he was awarded a medal by the Japanese government for his contributions to audio-visual education in Japan.

The winning song for the coming Eurovision Song Festival "Sorry" (composed by Rudi van Dahn) has been recorded by CNR's Edwin Rusten, well-known national jazz singer, and by Phonogram's Conny van Bergen, member of the winning team of Kockie Festival last year. CNR's "Golden" Gerris Zimmerman will receive one of these, another golden record for more than 100,000 sold copies of "In den mondaller Nacht." Together with his wife Hermeline he released this week a new single "Tico Mio" b/w "Kleine Loreli" on CNR label. The Flanders & Swann success, "Have Some Madeira, M'dear," will be a new national success by singer Ted Break on Barclay label. The record moving on the lists from 36 to 16. The Swingin' Shakers will perform at the Concertgebouw at Amsterdam Feb. 16.

The popular Greek vocal and instrumental quintet, the Athenians, are under Philips contract. Their first LP was released in a special folk series. These five musicians started three years ago in a small café where they met with Nana Mouskouri. Phonogram has planned a recording in Holland of the Athenians with Mouskouri in February. Concerning folk music, we mention here the following as popular here. The "American" sound of Herb Alpert's Ti-Rama, and the "Flemish" sound of the Rolling Stones reached the top of the Euro lists. The Rolling Stones reached the No. 1 chart with their LP "The Rolling Stones" and with more than 100,000 sold copies of "Latitude 64." Dutch protest singer Don Merched made a new recording of Basart label "Zonkerzong" with the strange combination of a beat group and a string quartet.

Continued on page 36

From supper clubs to record counters, ENZO STUARTI scores with a haunting rendition of "That Wonderful Girl of Mine"
SOUNDTRACK SPOTLIGHT

THE SLENDER THREAD
Soundtrack, Mercury MG 21070 (M); SR 16078 (S)
Quincy Jones' band of Jones (jazz) does for top-flight soundtrack music what some top-flight bands do for jazz. The film itself seems to favor the reviewer's view.

THE DOWNTOWN SOUND OF TONY HATCH
Warner Bros. W 1629 (M); WS 1629 (S)
The composer of "Downtown" is among the greats of contemporary music writers. This album of a dozen arrangements is replete with the "thick" harmony and the "thinner" melodies which have won Mr. Hatch his fame. "This is a Place." The 60-piece orchestra does past fine.

RUBY AND THE ROMANTICS GREATEST HITS ALBUM
Kapp KL 1438 (M); KS 3428 (S)
The very clearest of that make Ruby and the Romantics strong, proving that with such records as "Ruby Was My Baby Care for Me," they are presented in the strength and excitement without artificial gimmicks. The effort is well placed.

JAZZ SPOTLIGHT

FEELIN' GOOD
Gerry Mulligan, Limelight LS 86005 (M)
Superbly recorded, performed and produced, there are two "hits" here. Mulligan's clarinet and baritone with his group, this green man's horn, with a tenor, both swing madly.

SEE ALBUM REVIEWS ON BACK COVER

ALBUM REVIEWS (continued)

BREAKOUT ALBUMS

* NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

* NEW ACTION LP's

Three new albums, not yet on Billboard's Top 10 LP's, have been reporting strong sales since entries in major markets.

IT'S MAGIC

Jerry Vale, Columbia CL 2444 (M); CS 9244 (S)
A formidable but familiar face, Jerry Vale, has been one of the few to have been able to maintain his image in the public eye. His latest album, "It's Magic," is a greatest hits collection, and fans of Brill will enjoy his "Paradise," and "Swan" in the listener's role. Vale will also enjoy home sales from this album.

THE PRIME OF MY LIFE

Billy Eckstine, Motown 632 (M); 5 632 (S)

MORE HIT SOUNDS OF THE LETTERMEN

Capitol T 2428 (M); ST 2428 (S)

OUR TIME'S COMING

Dino, Deal & Billy, Reprise R 6174 (M); RS 6174 (S)

NO MATTER WHAT SHAPE (YOUR STOMACH'S IN)

T-Bones, Liberty LP 1429 (M); LSP 7439 (S)

THE RUMPROLLER

Lee Morgan, Blue Note 4119 (M); BLP 4119 (S)

THE BEST OF JIM REEVES

RCA Victor LN 2482 (M); LSP 2482 (A)

NAT KING COLE AT THE SANDS

Capitol NAS 3424 (M); SMAS 3424 (S)

CAPE VERDE BLUES

Herman Silver Quintet, Blue Note 4320 (M); BS420 (S)

SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POPULAR SPECIAL MERIT

YOU DON'T HAVE TO BE IRISH
Mike Douglas, Epic EM 2437 (M); BN 2637 (S)

SPECIAL POPULAR MERIT

LOVE SONGS FROM SOUTH OF THE BORDER
Tommy Garrett, Liberty 13033 (M)

DAVID ROSS; STEVING QUARTET IN E PLAT MAJOR, OP. 31
Vicchi Quarter - Minstrel Kempthorne Movement, Artie APL 706 (M); ALPS 706 (S)

JAZZ CLASSICS

JAZZ SPIOTLIGHT

FEELIN' GOOD
Gerry Mulligan, Limelight LS 86005 (M)

COMING AND NEAR!
The Dukes of Cleveland, Decca DL 4706 (A); DL 74708 (S)

JAZZ SPOTLIGHT

FEELIN' GOOD
Gerry Mulligan, Limelight LS 86005 (M)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is bound by Billboard's Review Policy, and its sales potential is noted within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

WEBSITE: www.americanradiohistory.com

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THE ORIGINAL MOTION PICTURE SOUNDTRACK

"VIVA MARIA"
STEREO UAS 3410, MONO UAL 4328

TEN HOT NEW POPULAR ALBUMS

JIMMY ROSSELLI
NEW YORK
MY PORT OF CALL
STEREO UAS 6470, MONO UAL 8470

LENA IN HOLLYWOOD
STEREO UAS 6472, MONO UAL 8472

MAGNIFICENT MOVIE MUSIC
STEREO UAS 6473, MONO UAL 8473

JORDAN CHRISTOPHER HAS THE KNOCK
STEREO UAS 6479, MONO UAL 8479

JAY & THE AMERICANS
SUNDAY & ME
STEREO UAS 6474, MONO UAL 8474

BOBBY GOULD
BROOMSTICK COWBOY
STEREO UAS 6471, MONO UAL 8471

AL CAIOLA
TUFF GUITAR TRIBAL STYLE
STEREO UAS 6475, MONO UAL 8475

JOHN PEerce
CONCERT IN PARIS
STEREO UAS 6477, MONO UAL 8477

"VIVA MARIA"
STEREO UAS 6410, MONO UAL 8410

Copyrighted material
FOUR GREAT COUNTRY & WESTERNS

TWO LATIN-AMERICAN WINNERS

AND ON THE ASCOT LABEL

the growing giant
<table>
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<th>No.</th>
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<td>BEACH BOYS PARTY</td>
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<td>DEAR HEART</td>
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<td>TURN TURNO TURN!</td>
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<td>YOU DON'T HAVE TO BE JEWISH</td>
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<td>JAMES BROWN PLAYS JAMES BROWN TODAY &amp; YESTERDAY</td>
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PROUDLY PRESENTS...

THE VOICE OF
BONNIE GUITAR
"I'm Living In Two Worlds"
B/W "GOODTIME CHARLIE" 16811

STEVE ALLEN
SONG FOR MY FATHER
Ring of Fire
16817

PAT BOONE
JUDITH
As Tears Go By
16026

GEORGE CATES
CRISTO REDENTOR
Flowers On The Wall
Hamilton
50041

EDDIE FISHER
THEY CALL THE WIND MARIA
Great Day
16824

BEST SELLING SINGLES

SHARON GARRISON
I WOULDN'T HAVE LETCHA
Wish I Had A Way
16814

WINK MARTINDALE
GIDDYUP GO
The Working Man's Prayer
16821

JIMMIE RODGERS
HOLLOW WORDS
Bye Bye Love
16781

BILLY VAUGHN
MICHELLE
16809

KAREN VERROS
I CAN'T REMEMBER
(Ever Loving You)
Lilac Way
16815

LAWRENCE WELK
TIJUANA
Currier & Ives
16810

BARRY YOUNG
NASHVILLE, TENNESSEE
Since You Have Gone From Me
16819

BARRY YOUNG
ONE HAS MY NAME
(The Other Has My Heart)
16796

THE GREATEST TALENT ON RECORDS

www.americanradiohistory.com
**FROM THE MUSIC CAPITALS OF THE WORLD**

*Continued from page 30*

The Basin-Stibble Company this week released a new album of five Norwegian songs performed by Johny Vågen, son of Norway's prime minister. "Lofoten," the album's centerpiece, features songs by composers such as Tord Bjerke and Sigmund Unnes. The album has been well received by critics and is expected to do well on the Norwegian charts.

**HAMBURG**

Philips has four new best-selling albums this week. The first is "Who's Sorry Now?" sung by Louis Armstrong and Duke Ellington. The second is "The Man in the Mirror" by Frank Sinatra. The third is "Love Me Tonight" by the Four Tops. The fourth is "Mambo Italiano" by the Mantovani Orchestra.

**OSLO**

Five girl singers were elected to present the five Norwegian songs on a new album for the Song for Europe contest. The singers are Marit Molvik, RCA Victor; Wenche Myhre, Philips; Kjell Sæter, Truls, and Anthea Tufte, Philips. All five songs have been translated into English and will be performed at the final competition on May 25th. The winning song will represent Norway in the Eurovision Song Contest.

**SYDNEY**

Overseas performers scheduled for the Sydney Festival include the Seeds, and beginning their tour here Feb. 17. To coincide with their visit, EMI will release special first English Columbia album, "The Seeds," while their latest single, "The Can," is out on the market.

**TOKYO**

Nippon Victor echoed the new album of the Bonneville Silverettes, which took place in Japan last month, was up 25,000 copies and was awarded a prize by the Tokyo Music Journal at a show. The record was a "take off" on a second prize in a competition for the Japanese charts. Her album, "Home on the Range," will be released in Japan in March.

**LONDON**

After three smash hits in a row all penned by their recording manager, "Lili Marlene," and "Sing Me Softly," have waxed an American song by Paul Anka, "She Loves Me Not." The Jukebox team for their next single.

**TORONTO**

CBS's "You've Earned It" by the Zombies and "I Hope You'll Stay" by John Norman, also popular in Canada, has been released on the American market. CBS has plans to release similar material in Canada.

**FEBRUARY 5, 1966, BILLBOARD**
ARGENTINA

**Debuts this week**

1. AVEC—Charles Amatria
2. Franciscar sanmami
3. Plants, Pueblos, and Colonias
4. AVELO—Rosa M. de Gris
5. EL DIA DE LA JOYA—Renato Arzaga
6. LA PLATA—Gustavo Chistan
7. ADOLO PEREZ (RA)—Jorge Basadre

**Returning acts**

1. AVELO—Rosa M. de Gris
2. FRANCISCAR SANMA
3. PLANTAS, PUEBLOS, AND COLONIAS
4. AVELO—Rosa M. de Gris
5. EL DIA DE LA JOYA—Renato Arzaga
6. LA PLATA—Gustavo Chistan
7. ADOLO PEREZ (RA)—Jorge Basadre

AUSTRALIA

**Debuts this week**

1. KEEP ON RUNNING—The Turbines (Footscray)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. THE SEEKERS (Fortescue)
4. SPOON—Wayne (Rockhampton)
5. LET'S HANG ON—The Seekers (Footscray)
6. A MIGHTY WIND—The Seekers (Footscray)
7. TELL US WHY—The Seekers (Footscray)
8. THE SEEKERS (Fortescue)
9. UPTIGHT (SUNSET)—The Seekers (Footscray)

**Returning acts**

1. KEEP ON RUNNING—The Turbines (Footscray)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. THE SEEKERS (Fortescue)
4. SPOON—Wayne (Rockhampton)
5. LET'S HANG ON—The Seekers (Footscray)
6. A MIGHTY WIND—The Seekers (Footscray)
7. TELL US WHY—The Seekers (Footscray)
8. THE SEEKERS (Fortescue)
9. UPTIGHT (SUNSET)—The Seekers (Footscray)

BANDSTAND

**Debuts this week**

1. 1962—The Seekers (Fortescue)
2. MY LOVE—The Seekers (Footscray)
3. 1967—The Seekers (Fortescue)
4. 1968—The Seekers (Footscray)

**Returning acts**

1. 1962—The Seekers (Fortescue)
2. MY LOVE—The Seekers (Footscray)
3. 1967—The Seekers (Fortescue)
4. 1968—The Seekers (Footscray)

BRITAIN

**Debuts this week**

1. STAY—The Seekers (Fortescue)
2. CAN'T HELP MYSELF—The Seekers (Footscray)
3. GIVE ME LOVE—The Seekers (Footscray)
4. 1967—The Seekers (Fortescue)

**Returning acts**

1. STAY—The Seekers (Fortescue)
2. CAN'T HELP MYSELF—The Seekers (Footscray)
3. GIVE ME LOVE—The Seekers (Footscray)
4. 1967—The Seekers (Fortescue)

CANSING

**Debuts this week**

1. 1962—The Seekers (Fortescue)
2. MY LOVE—The Seekers (Footscray)
3. 1967—The Seekers (Fortescue)
4. 1968—The Seekers (Footscray)

**Returning acts**

1. 1962—The Seekers (Fortescue)
2. MY LOVE—The Seekers (Footscray)
3. 1967—The Seekers (Fortescue)
4. 1968—The Seekers (Footscray)

CANADA

**Debuts this week**

1. MUST YOU—Herman's Hermits (MGM)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

**Returning acts**

1. MUST YOU—Herman's Hermits (MGM)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

FRANCE

**Debuts this week**

1. LE FOLKLORE AMERICAIN—Sheila (Philip)
2. LES MARONIENNES—Bobbejaan (Phil)
3. COMME UN COUP D'ATELIER—Maurice Ravel (Chimar)
4. LA NORME—Charles Aznavour (Calino)
5. LA SANTÉ—Hervé Salvador (Rag) Salvador

**Returning acts**

1. LE FOLKLORE AMERICAIN—Sheila (Philip)
2. LES MARONIENNES—Bobbejaan (Phil)
3. COMME UN COUP D'ATELIER—Maurice Ravel (Chimar)
4. LA NORME—Charles Aznavour (Calino)
5. LA SANTÉ—Hervé Salvador (Rag) Salvador

ITALY

**Debuts this week**

1. STAY—The Seekers (Footscray)
2. CAN'T HELP MYSELF—The Seekers (Footscray)
3. GIVE ME LOVE—The Seekers (Footscray)
4. 1967—The Seekers (Footscray)

**Returning acts**

1. STAY—The Seekers (Footscray)
2. CAN'T HELP MYSELF—The Seekers (Footscray)
3. GIVE ME LOVE—The Seekers (Footscray)
4. 1967—The Seekers (Footscray)

Ireland

**Debuts this week**

1. STAY—The Seekers (Footscray)
2. CAN'T HELP MYSELF—The Seekers (Footscray)
3. GIVE ME LOVE—The Seekers (Footscray)
4. 1967—The Seekers (Footscray)

**Returning acts**

1. STAY—The Seekers (Footscray)
2. CAN'T HELP MYSELF—The Seekers (Footscray)
3. GIVE ME LOVE—The Seekers (Footscray)
4. 1967—The Seekers (Footscray)

SINGAPORE

**Debuts this week**

1. WE CAN WORK IT OUT—The Beatles (Parlophone)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

**Returning acts**

1. WE CAN WORK IT OUT—The Beatles (Parlophone)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

SOUTH AFRICA

**Debuts this week**

1. GET OFF OF MY CLOUD—The Beatles (Parlophone)
2. THE CARNIVAL IS OVER—The Beatles (Parlophone)
3. HUNGRY FOR LOVE—The Beatles (Parlophone)
4. CALIFORNIA GIRLS—The Beatles (Parlophone)

**Returning acts**

1. GET OFF OF MY CLOUD—The Beatles (Parlophone)
2. THE CARNIVAL IS OVER—The Beatles (Parlophone)
3. HUNGRY FOR LOVE—The Beatles (Parlophone)
4. CALIFORNIA GIRLS—The Beatles (Parlophone)

SWEDEN

**Debuts this week**

1. WE CAN WORK IT OUT—The Beatles (Parlophone)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

**Returning acts**

1. WE CAN WORK IT OUT—The Beatles (Parlophone)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

WORLD CAPITALS

**Debuts this week**

1. CANADA—Herman's Hermits (MGM)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)

**Returning acts**

1. CANADA—Herman's Hermits (MGM)
2. DAY TRIPPER/WON'T YOU COME OUT TO BEATLES (Footscray)
3. MY LOVE—The Seekers (Footscray)
4. AS THOSE YEARS GO—The Seekers (Footscray)
"MICHAEL"  
by The C.O.D.'s  
(Kellman #1003)

"TIRED OF BEING LONELY"  
by The SHARPEES  
(One-derful #4639)

The Neophonics are at it again. The Stan Kenton-conducted Los Angeles resident jazz orchestra has brought its second series at the Music Center, the city's glittering cultural mecca. After bowing last year with four concerts of unevent works, the large orchestra is attempting to win a place for itself with South California sold out jazz buffs by widening its horizons to allow more composers in and by offering what appears to be more straight jazz compositions and less classical leaning compositions.

The orchestra's recent first concert presented works by nine American composers. Bob Cooper, Leonie Niehaus, Oliver Cooper, Chick Spender, Bill Holman, Gerry Mulligan, Earl Zindars, Bill Jolly and Morry Stevens. Not a 14-karat line-up, but impressive in that these musicians elicited overwhelming enthusiasm from a near-capacity audience.

The orchestra's first Capitol album was released to go hand-in-hand with the initial concert, but Capital: a golden opportunity to merchandise the handsome package. No one in the massive

Tower had the foresight to get copies ready for the initial concert and sold that evening before an audience which was quite the most constructive to purchase it than any other genre of music in the country. Blown one opportunity to combine business with aesthetics. I'll be an awfully cold day in California when jazz buffs buy another album where their albums aren't on sale in the lobby.

Enjoyable Composition

The most enjoyable composition on the itinerary was the Holm/Mulligan collaboration, "Music for Baritone Saxophone and Orchestra," in four movements. Several of the movements sounded like splicings of previous Mulligan works, with the blonde-haired saxophonist performing in a gentle, relaxed fashion. Riding down the final movement, something went away, with Kenton halting the orchestra to tip his hat to the stellar performer. Nick Ceroli shouting to attract his audience's attention. "War 13," Ceroli shouted. There was a secondary pause and Kenton started the 2-piece orchestra up again. Ceroli is replacing Shelly Manne and proving to be an excellent big band percussionist.

One of the important clues displayed in this first of four concerts was the future decided concern for a rhythmic flow. Previous compositions were often written without a constant rhythm foundation, which killed any feeling of swing being generated. But this first crew of composers dug deeply into the characteristic rhythms of jazz for their ideas. The compositions were all tailor-made for Kenton's brass band which had a field day with Oliver Nelson's "Piece for Orchestra," Chick Spender's "Moodomorphosis" and Mary Severns' "Tranquil Moods." "Something for Horns," by Bill Jolly, was written especially to show off the French horn section, but it was nothing more than a pseudo jazz melody.

A slightly rockifying beat and below the intricate of the accoutrements of reception. Of the audience, however, applauded gratifyingly, which prompted Kenton to step forward and without a mike acclaim: "You always thought the French horns was a classical instrument. We have some rock and rollers!" (Cleveland Plain Dealer)
NEW ALBUM RELEASES

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

ABC-PARAMOUNT
RAY CHARLES—Crying Time; ABC 544, ABC 545
DANIELLE—Let's Go; ABC 597, ABC 598
JERRY FIELDING—Hollywood Bowl; ABC 542, ABC 543
GARY U.S. BONDS—All Time Great Hits; ABC 541, ABC 542
DANIELLE—The Highest; Look and Listen; ABC 543
SHIRLEY ROBB—Moonlight; ABC 538, ABC 539
THE IMPRESSIONS—Rise Up High; ABC 543, ABC 545
THE MACGREGORS—Right Now; ABC 536, ABC 537
WAND—A Ray of Country Sun; ABC 529, ABC 539
DIANA RITCHIE—Like It Like Dat; ABC 540, ABC 541

ARCHIVE
VARIOUS ARTISTS—All Research Period/The German Pre-Classical; SAPM 19850, ABC 72021
VARIOUS ARTISTS—All Research Period; The Italian Revolutionaries; 1969 SAPM, 72694 ABC
VARIOUS ARTISTS—The Italian Revolutionaries; 1966 SAPM, ABC 72694

ARTISTA
BRITTEN; SOPHIE IN C KARAKEYEV—Virtuoso Violin; ALP 702, ALP 703
SYMPHONY STRINGS QUARTET—In a Flat; ALP 704, ALP 705
PRAGA SYMPHONY ORCHESTRA NO. 2 IN G MAJOR FOR PIANO & ORCHESTRA—Chopin: Piano Concerto No. 2, ALP 706, ALP 707
STRAUSS SYMPHONY NO. 1 IN F MAJOR, KARLOFF—ALP 710, ALP 710

ASCRT
MONGANA KING—Mere Mangana; AES 16025

AFO
HINO TEMPO & APRIL STEVENS—Hey Baby; LP 35-180, SS 35-180

ATCO
VARIOUS ARTISTS—Portrait in Soul; LP 2000, LP 2003

ATLANTIC
VARIOUS ARTISTS—Portrait in Soul; LP 2000, LP 2003

BEGLET
don columbus—Many Voices for the New World; LP 309,

BGS
BERGLET

BRUNO

CARAS
Ed BELLEW—Tom Sawyer; TC 1205
JAMES MACDONALD—My Little Dachshund & Other Poets; TC 1200
JAMES MACDONALD—A Doggone Last & Other Poets, TS 1203
VARIOUS ARTISTS—Shoes Steeps to Conquer; TS 309, TS 309

CAMBODIAN

MOZART—QUINTET IN E FLAT—Various Artists; OPUS 187

CANADA
LIVING STRING/ROBERT RAITT—Alto Organ; CAT 930, CAS 930
VARIOUS ARTISTS—Quartet—So Many Rivers; CAS 906

CATHOLIC

AL MARTINO—Spanish Eyes, T 2453, SS 2450
HOLLYWOOD SINGERS—Skyscraper; T 2451, SS 2451
DAVE MARICAU—Music—A New Day; T 2452, SS 2453
WILSON SIMPSON, I—1943, 1943

CARNIVAL

MANNHATTAN—Dedicated to You; CMLP 201

CHESS
PERSIFOR MARKHAM—Think Ill Kill Ya; LP 1200

CO & CE

YOGUE—Five o'Clock World; LP 1220

COLOMBIA

PERCY FAITH & HIS ORCHESTRA—The Time of the Year; CL 2441, CL 9247
JERRY MURRAY'S BAND OF THE YEAR—That's What Harmony; CL 2435, CL 9235
PERRY REEVE & THE RAISERS—Just Like Us; CL 2431, CS 9231
MANDEL BONDOVICH—Foods of the Soul; PONTOO; LP 1263
PETE SINGH—Galerry Blues; CL 3432, CS 9232
STEWART BOSWELL—Flowers on the Wall; CL 2449, SS 9240
ANDY WILLIAMS—W址tow Hymn; CL 2425, CS 9123

COLUMBUS

MACDONALD—The Time of the Year; CL 2441, CL 9247
PERRY REEVE & THE RAISERS—Just Like Us; CL 2431, CS 9231
MANDEL BONDOVICH—Foods of the Soul; PONTOO; LP 1263
PETE SINGH—Galerry Blues; CL 3432, CS 9232
STEWART BOSWELL—Flowers on the Wall; CL 2449, SS 9240
ANDY WILLIAMS—W址tow Hymn; CL 2425, CS 9123

CONCERT CLASICS

ALFRED ESCHBREHM—A Duet for Violin and Piano; OPUS 187
WILLIAM HICKS—Organ Music; CS 5060

CONNECTICUT

RUSSELL MARSHALL Sangs; SS 740

CRI

IVES—ROBERTW BROWING OVERTURE—Polish National Orchestra; (Dublin); SS 1174

CRLA

BERGHEM—But-Oliv—Again; R 1150
BSON RAEFFER & HIS RURALAND DUTCHMEN LP 1900
JOE KARMAN; R 2207
VERNE HESSER—Stroll; LP 2042
DAVE SHEERMAN; R 3032

SCP

THE BEST OF LITTLE ANTHONY AND THE IMPECCABLES; DCS 5007

DECCA

ORCHESTRA OF THE CONCARDO; El Supremo; DCS 5007
DECCA

PERRY MARSHALL—Music of the Winds of Sionsa; FC 4522
VARIOUS ARTISTS—Background Music for Boston Ballet; FC 0513
VARIOUS ARTISTS—This Land Is Mine; FC 0516
VARIOUS ARTISTS—Irish Music in London; FC 0517

GATEWAY

HAROLD BETTERS Sangs; LP 1918
DUQUINNI UNIVERSITY TANZANITANS: An Evening With the Tabuclanzi; LP 1450
DUQUINNI UNIVERSITY TANZANITANS: Start Knol! The Old Country; LP 1298

(Continued on page 40)

“FEBRUARY 5, 1966, BILLBOARD”

“The Man in the Little White Suit” is a hit by
Charlie Walker.

“Sammy” by David Houston follows suit.

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Introduction

42nd

Y

GLP 3331

TOM JONES-Thunderball, PA 81052, PAT 7160

POLITIONS
MATI KARL - CLINT BARN Bopp-Country, 84401
RABBITTES-HE + & Jack Murphy-TOgether Again, PA 2764

PREVIUS
ERIC BRICKELL in Europe, Vol. 2, PR 7566

RICHARD "BOBBLE" BROOKES- Soul Message LP 7142

THE HOLY MODAL ROBOTS/5: 7420
WILLIAM JACKSON & JIMI DIXON-Together Again, PA 2764

WILLIAM SOUTHWATER- TO 7419

PREVIOUS

THE New Folk Sound of TERRY CALLERIN
JESSIE ROBERTS- S mart-Deer Park, PR 7205

The Biographical Encyclopaedia & Who's Who of the American Theatre
Walter Rigdon, Editor. Introduction by George Freedley, Curator, Theatre Collection, New York Public Library.

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Walter Rigdon, Editor. Introduction by George Freedley, Curator, Theatre Collection, New York Public Library.

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FROM THE MUSIC CAPITALS OF THE WORLD

Continued from page 37

of the L.P. on which Johnson sings on three cuts and plays guitar on three others, "Nothin' But West End Blues," which he recorded with Louis Armstrong in 1928.

Mel Tormé, who killed the Imperial Room of the Royal York Hotel in Toronto this past Tuesday, Dec. 3, . . . Gary Lewis and the Playboys make their first appearance at Massey Hall Feb. 13, presented by Geo. 3 Star Productions, who plans to bring Toronto a show a month featuring top pop stars.

KIT MORGAN

CHICAGO

Lest it be forgotten that Wisconsin is solid about country music, WKKB-TV's "American Swingaround" brought in the performers of Wisconsin for the Jan. 29 show. Also on the show were Rock Owen, Jan Howard, David Hampton and Hank Cochran, Via Farsch, sales manager for M.D. Management Co., has been named vice-president and general manager of the distributing operation, a result of the company's acquisition of Musical Isle Record Corp.


VARIOUS COMPOSERS.-Seventeenth Century Drinking Songs. 17X125, S 50.025.

STAX

CARLA THOMAS.-Comfort Me. LP 706. 50.706.

LUPINE

Is Monday With BOB DALTREY. IS 1002.

VEE BIZZIE EGGIE.-Real Robots Crusade for American Beauty. LP 3501.

The Golden Touch of CARL MAGNUSSEN. LP 1929.

SUNNY

BILL SWIFT WITH ROYAL CUBS.-Music for a Merrily Rendition. S 1916. S 50.16.

SWING

THE RELAY FOUR QUARTET. S 4148 LP.

SWING & SHIELD

VARIOUS ARTISTS.-Teen Sings 1961. 3 1919. JIMMY ANDERSON.-If God Ruled Your Heart. UP 6201.

TOPPA

VARIOUS ARTISTS.-Topper Taps. On All LP. 12128.

TOMER

DICK COOLEY.-Traveling Man. T 5185.

UNITED ARTISTS

SOUNDTRACKS.-Tom Jones/Isma Is a Beauty by the Law. 61.314.

SPOTLIGHT AT THE DOWNSTAIRS

ORIGINAL CAST.-Just for Openers. UP 57065.

VENUE FOLLOWERS

LIGHTEST HOPPEST-LighTEST Shivering, PV 75.

LEABEST.-Keep Your Hands Off Her, PV 8101.

PETE SUGER.-Little Bossa & Other Broad Street. PV 7500.

MARK SPERLASH.-The Times I've Had, PV 8681.

SONNY TERRY & BANGARDIE.-McGee-Guitar LP 8401.

VOICES

WERNER FEICHEL. PV 73766.

KALIN TRIBOY.-Kalin, WF 77971.

CATERINA VALETTO.-Caterina, WF 77977.

WORLD PACIFIC

BUD SHANE-Michelle. WP 1840. NYS 21040.

WORD

BADGES HATS.-Christian STEVENS W 4008.

STOCKHOLM CONCERT ORCHE.-The Masters of Sacred Music. W 4027. WSB 9077.

Palmers, 13401 Lynden, Detroit, Michigan
HOT COUNTRY MUSIC

STATION KIKK REMAINS C&W DESPITE CONFUSION

HOUSTON—County music Station KIKK's zealou promotion pitch that it would switch from country to classical backfired when many didn't hear all the details and had the station switching to a classical music format. "We're still country," says program director Bill Bailey. "We'd rather fight than switch."

What happened was that in December the station began a promotion, saying KIKK was "going classical. Tune In Jan. 3 and hear the world's greatest masters."

That was when word got out that the station was going classical. However, the station later made it clear it was referring to "country classics" as "the world's greatest music" and that it considered country music artists "as the world's great masters."

Bailey said: "As you can see, the station didn't deceive our listeners."

The station did manage, however, to confuse a lot of people at first.

Some trade publications heard of the promotion and reported that the station would switch to classical music.

Rush Is on For C&W Acts In Europe

NASHVILLE-W. E. (Lucky) Millinder, of Mollie Talent, Inc., largest C&W booking agency in the world, reports that so far this year the firm's artists have been contracted for almost 300 personal appearances in Europe. The numbers March 1 and April 8. These represent only confirmed appearances, and he expects many more foreign tours to be set before the end of the year. The artist mentioned has so far for U.S. military bases in Germany, Italy and France.

Artists and dates are: Faron Young, March 11; Ernest Tubb, March 12; Jimmy Dickens, April 20; Duke of Paducah, April 20; the Homesteaders, April 20; Delores Smiley, May 1; Red Sovine, May 1; the Greeters, May 1; Merle Travis, May 1; Hank Snow, June 30; the Snows, July 10; and Archie Campbell, Sept. 30.

THE HOT COUNTRY ALBUMS

This Week Last Week TITLE Artist Label Number Weeks on Chart

22 THE LIFE OF A MAN Ray Price Columbia 3544 10
23 I BELONG TO THE COUNTRY Carl Sanders Capitol 3544 10
24 THE NEW BUTTERCUP ANNIE Carl Sanders Capitol 3544 10
25 THE ROAD TO PARADISE Carl Sanders Capitol 3544 10
26 DODGE '55-JO 90000 Carl Sanders Capitol 3544 10
27 IT'S A NEW DAY OF THE WEEK Ray Price Columbia 3544 10
28 IT'S A NEW DAY OF THE WEEK Carl Sanders Capitol 3544 10
29 IT'S A NEW DAY OF THE WEEK Carl Sanders Capitol 3544 10
30 IT'S A NEW DAY OF THE WEEK Ray Price Columbia 3544 10

The World's Worst Guitar Picker, Don Bowman, is back at it again on RCA Victor with his new chart LP titled "Fanny Way to Make an Album (LPM 2645)." In this new issue, the young comic does, more or less unsuccessfully, with love, show business, airlines and various other subjects, including a skitfully understated reading of "Kansas City Star." In person and on records, Don Bowman plays the versatile B-25 Gibson guitar. Gibson—choice of professional artist and acknowledged world leader in fine guitars. (Advertisement)
The Follow-Up to
"It's Another World"
by
THE
WILBURN
BROTHERS

"Someone
Before Me"
(Decca 31894)

DECCA

Bookings:
THE WIL-HELM AGENCY, SMILEY WILSON, PRES.
801 16th Avenue, S.W., Nashville, Tenn. 615—244-1403

Another
Big Hit
by
LORETTA
LYNN

"Dear
Uncle Sam"
(Decca 31893)
This 3800-seat concert hall is home base for the well-known Villanova Intercollegiate Jazz Festival... and has played host during the past year to such recording artists as FERRANTE & TEICHER • THE FOUR SEASONS • PETER, PAUL & MARY • MANTOVANI • THE SERENDIPITY SINGERS • GEORGE SHEARING • PHOENIX SINGERS • THE FOUR FRESHMEN

Several administrators and organization chairmen are permitted to book shows into The Field House. They are among the more than 5,000 college booking influencers who will receive personally addressed complimentary copies of the 1966 MUSIC ON CAMPUS edition.

If you have something to say to them... CONTACT YOUR NEAREST BILLBOARD OFFICE...
Ariola Pushing Red Repertoire

GUETERSLOH, W. Ger-
many—Ariola-Eurolid is con-
ducting a big promotional pro-
gram with its European distribu-
tors for the new Russian reper-
toire it has just acquired.
Ariola is thoroughly briefing its main European distributors on the new Russian repertoire. Ariola says that distributors have been so deeply in-
doctrinated on foreign disk product as is the case with the Russian repertoire.

Ariola strategies believe that sales of the Ariola over-all clas-
sical repertoire can be lifted appre-
ciably by tying promotion generally to the Russian reper-
toire.

Sixteen titles are being is-
ued initially, and the reper-
toire will be expanded to about 100 LP's during 1966. The reper-
toire is from the Russian State-
Archives including recordings by Sviatlav
Richter, David Farkas, Vov-
tract, Mislaw Rostropovich, Leonid Kogan, Rudolf Barshai and Ivan
Kozlovsky.

Distributor Meetings
Ariola is conducting its Soviet sales promotion program on the basis of a series of meetings with
European distributors. For ex-
ample, Hans Kellerman, co-
director of Capitol, brought six of his salesmen to

Deutsche for talks on the Russian reper-
toire. Leading German
retailers have been called in for similar indoctrination, and
representatives of Sopholet, Ariola's gen-
al manager in West Germany, Albrecht Lorraine, made a similar pil-
rimage here.

Also appointed the Ludwig Wagner firm of Bolzano its
only representative for South Tyrol, and Wagner will press sales of the Russian reper-
toire in that area.

Ariola's sales briefings feature
the serving of original Russian meals before each lecture to set
the mood for the session.

Electrola Widens Classics For Common Man Program

COLOGNE—Electrola is ex-
panding its “classics for the common man” program with a winter offering of 51 LP's span-
ing the classical favorite prices
between $4.50 and $5.25.

Disks at $4.50 consist of operas and light classical music of
Franz Lehar and Johann Strauss. At $5.25 are the works of
Bach, Haydn, Telemann, Tom-
maso, Verdi, Mozart, Han
del, and Andre Campra.

Electrola also makes it a prac-
tice to explore classical themes in its “classical music for the masses.” For example, one LP at
$5.25 is “Famous Piano Etudes” from Caruso Mozofsky,
Symphony No. 21. 

Another effort at packaging classical in pop form is its Grand Prix LP “Petit Triomphant.” This record—“A
Concert for Queen Marie Antoinette”—has works by
Gounod, Saint-Georges and Schubert.

Another such offering presents a complete registration of the
Hamburg court—“Vienna Hof-
burg.”

There are many of Mazz
tori's LP's and organ works from
Bach, and Beethoven is repre-

sentcd by his Concerto for Viola and Piano—12.

German disk firms are succ-
ceding in producing pop ver-
sions of the classical masters. All major German record companies are trying to appeal
to the classical music listener on the mass market by cutting prices and expanding their product
line.

Electrola's sales strategy calls
for getting the public started on light classical, advancing to pop similarly, and stimulating the
consumer for a standard long-
hair product.

For instance, Electrola caps its new “classics for the masses” offering with three high-priced, win-
ning evaluations—London—Carl Orff's "Der Mond" ($12.50), the complete Bartok Piano Suite
($15.60) and Tales of Hoffmann ($18.75).

Electrola takes the position that selling classical music to
the millions is not a matter of
merchandising. Along with cutting prices and experimenting
with a variety of packaging
material, Electrola is pressing dis-
tribution of pop disks through its disk club tie-up with the
Hoefer, the mass-circulation radio-TV guide.

Arts Center Goal Over Top

NEW YORK—The campaign
to raise $160,000,000 to
deliberately Lincoln Center for the Performing Arts has
gone over the goal by $4,700,000. A
total of $165,400,000 has been
raised, making this one of the
largest successful capital fund campaigns in the history of
American philanthropy. An
additional $3,400,000 still
needed, however, and is being sought to meet completion
costs on the Juilliard School. Recent expressions of intent to con-
tribute $1,000,000 to the Center are counted on to bridge the gap.

Individuals, foundations, cor-
porations and foreign govern-
ments have given $95,000,000 to
Lincoln Center, which is a
private nonprofit corporation. Sources of
money from the Federal, State and city govern-
ments for the publicty owned buildings and plazas in the Center.

William Schuman, president of Lincoln Center, said the achievement of the campaign
will make possible the opening of the performing Center. As we approach the end of the
bricks and mortar stage, all our energies will be devoted to the task of establishing, with the
constituent institutions

which have given the Center its artistic endowment, a true edu-
cational and institutional organiza-
tion. It will be the Center's purpose
and responsibility to form con-
stituent organizations by de-
veloping creative educational and artistic projects which com-
plement and support their pro-

London World Tour Set

LONDON—The London Symphony Orchestra starts its third world tour
next month. It will be in Hong
Kong, Singapore, Australia and
the U.S. during the next five
months. All in all, 12 concerts
will be given in Hong Kong in connec-
tion with British Week and 14 in Australia
($1,025) in 1973.

The U.S. concerts begin April 1 at Rutgers University, New
ark, N. J., coinciding
with the university's bicen-
tennial celebration marking the founding by Queen Charlotte, wife of King George III. There are
four concerts scheduled at
Carnegie Hall on April 2, 3, 6 and 7, and the Los Angeles Philharmonic April 4. Isvan Kertesz
will conduct. The six-week tour is an international one.

The city's capital has
been advanced in a sufficiently good manner; the British Arts Council and a contribution of $30,000
by the Petabol Symphonists of Australia. The program
will include two new works; a horn concerto of
Don Banks and a sym-

FRENCH AWARD TO RCA ALBUM

NEW YORK—The Academie du Disque Français has
awarded the Prix de L'Institut
de Musique in the "Folk-
lore Interpretation" category to "Les Chants d'Avoures," an RCA Vic-
tor Red Seal album starring soprano Anne Moffo with Leon
Renouf and the Orchestre de la Symphonie Fracaise. The
album was released in the U.S.
under the title "Songs of Avoures," and it portrays the inter-
pretations of Miss Moffo in Ravel's "Bolero" and Villa Lo-
Bro's "Bachianas Brasi-
leras No. 5."
GOSPEL MUSIC
GMA Begins Intensive Member Drive

BY ELTON WHISENHUNT

NASHVILLE—Gospel Music Association officers and directors decided at their first quarterly membership meeting in Nashville Jan. 3 to launch a massive membership drive to get the GMA functioning as a major association to promote the growth of gospel music.

All officers and 19 of the 20 directors were present at the meeting at Capitol Park Inn and displayed an enthusiasm not seen at any prior meeting.

Plans were laid for sweeping action to obtain new members in the various facets of the industry and among the fans and get the GMA in orbit.

The Plans

Among plans were these:
• Quarterly newsletter to be mailed to all members and 1,600 radio stations. Copies of the GMA bylaws and constitution would be mailed to present members.
• The committee to produce the newsletter is C. W. Wilburn, of Music City News, chairman; Bob Benson, Heart Warming Records, and Elton Whisenhunt, gospel music editor for Billboard. It will be mailed by MCN.
• Follow this with a letter to gospel DJ's from James Blackwood, first vice-president of GMA, and Brock Speer, chairman of the board, letting them know they are needed in GMA and asking them to join.
• Appointment of a membership committee to get new members. These include business members at $100, life members at $10 and individual members at $10 a year. Committee chairman is Don Light, Don Light Talent Agency, Nashville. Members are Bob Benson, Heart Warming Records, Nashville; Don Bal- win, Hyeemstone Records, Harrisburg, Pa.; Jim Myers, SESAC, New York, and J. D. Sumner, Stamps Quartet, Memphis.

• Printing of GMA letterhead stationery listing names of officers and directors. The stationery will be used in mem-


MEMEN OF MUSIC
NEW QUARTET

STATESVILLE, N.C.—Two members of the former Sons of Song stars, Bob Robinson and Lee Kitchen, have formed a new group, Men of Music. Robinson is pianist and manager of the new group. Other members are Gerald Arrowood and Clark Thompson. Thompson was a member of the Rangers some years ago.

THE OAK RIDGE QUARTET, booked by the Don Light Talent Agency, Nashville, is packing auditoriums all over the country. Their latest album, "The International Oak Ridge Boys Quartet," on Starday features many top standards. (Advertisement)

EDITORIAL

GMA on the Move

The Gospel Music Association is on the move. This year will be devoted to buildup of its membership and treasury with the view toward employing a full-time executive secretary.

The executive secretary would have an office in Nashville and devote all his time to the continued growth of the membership roll and promotion of gospel music.

There is a key man in this membership drive. He is Don Light, Don Light Talent Agency, 806 17th Avenue, South, Nashville, appointed chairman of the membership committee. Success or failure of GMA rests, at this stage, squarely on his shoulders. He should already be hard at work by mail, selling $100 life memberships, $100 business memberships and 10 individual memberships.

If you are in the gospel music industry — record companies, publishers, books, promoters, composers, DJ's, radio stations — have not yet been hit by Light or his committee to join, go ahead and beat them to the draw. Send your letter enlisting as a member and check to him. You will be put on the membership roll, receive a membership card, all GMA mailings and have a ground floor part in the growth of the gospel music industry — and its future looks very bright.

McLain Dies In Collision

STATESVILLE, N.C. — Long-time promoter C. R. McLain, 64, was killed recently on U. S. 54 near Statesville when an oncoming tractor-trailer had a blowout and swerved into his car.

McLain was returning home after attending a sing at Greensboro, N. C.

The Speer Family, of Nashville, sang at the funeral Jan. 5 at the Methodist Church here. Many persons in gospel music, fans and friends attended.

THE PROMISE

The Unique Gospel Sound!

Bookings: Joe Diamond, Jr., Box 3994, Knoxville, Tenn.
Phone: 615-689-1277

Met Star, Humorist Speaker Up Religious Record Sales

By ELTON WHISENHUNT

NASHVILLE — Word Recorders' arrangement to record name artists from other music areas "has helped a great deal" in selling gospel music albums during '65 in rack and mass retail outlets, Jerry McCracken, president, reports.

McCracken, in Nashville to attend a two-yearly sales meeting with eight Word salesmen from around the nation and three home office officials, said another significant development for Word in 1965 was its entry into the gospel quartet field.

The name artists include Metropolitan Opera star Jerome Hines, Burt Ives, Jim Roberts, of the Lawrence Welk show, and the Billy Graham Evangelists, Cliff Barrows, Ted Smith and Don Husted.

McCracken, who with Marvin Norcross, has built Word into the largest religious record company in the world in 15 years, said another new and significant development this year has been Word's success with humorous speaker Don Lone.

Lone, in his humorous patter directed to teen-agers, gets a second message across. Two albums, "Don Lone Talks to Teen-Agers" and "Don Lone Talks Again," tops Word's best-seller list.

The answer seems to lie in the glib, humorous patter and message of Christian ethics and principles by the new generation of religious teenagers who won't accept teaching from parents and churches, McCracken said.

McCracken put first the Lone album as an experiment and was surprised when it began to sell like wildfire. Word came with the second album, realizing something new in religious recording had been discovered and are now looking for something else like it.

In the name artist area, Word had remarkable success with Jerrome Hines album and came with his second in January, "I Love to Tell the Story." "This album will sell for many years," McCracken said.

Word also bought the old tapes of the late Charles Thomas' NBC radio shows and are re-releasing two albums from them. McCracken said their entry into recording gospel quartet and non-quartet fields showed "a good sales movement." He said the Happy Goodman Family is one of the most successful new groups they have the talent to stay on top and other groups, nationally and saleswise is to keep them there,

McCracken stated.

Attending the sales meeting with McCracken from the home offices in Waco, George Baskin, sales director and advertising director, Wayne Philpot, national sales manager and director of sales; Dick Ashley, coordinator of advertising and sales promotion.

Salesmen: Bill Jelley, Ocean Grove, N. J., national sales manager; Gail Lowman, Nashville; Kaye Rusk, Nash- ville; Elaine Lee Jones, Nashville; Joie Light, Nashville; Ron Thompson, Charlotte, N. C.; J. P. Wood, Oklahoma City, Okla.; Carla, La., and Cy Jackson, Los Angeles.

JOIN

Gospel Music Association
P.O. Box 1201, Nashville, Tenn.
Individual Members, $10

FEBRUARY 5, 1966, BILLBOARD
Word Is Expanding In the Quartet Area

WACO, Tex.—Word Records, Inc., world’s largest religious record producer with sales of more than a million units a year, is "making a concentrated push in the gospel quartet field," Marvin Norcross, vice-president, said last week.

Word’s latest addition to its Gospel label is the Blue Ridge Quartet, signed last month. The quartet formerly recorded for Sing Records, Atlanta.

Word now has more than a dozen gospel groups signed. They add to the roster of gospel record sellers several weeks ago was the Happy Goodman Family.

“With one of the major producers, to make a move like that, is encouraging. We’re going into new areas. We’re trying to bring all of gospel music into the mainstream of public acceptance,” says Norcross. “Until last year we had not been in that area. We are attempting a well-rounded catalog encompassing all types of religious music.”

At Word’s present expansion rate in the quartet field, it could be the leading producer in that area within a year.

Word released three new quartet albums in January. They are, "The Love of God." Blue Ridge Quartet; "Sing Unto the Lord," the Coureurs; and "So Many Reasons," the Harvesters.

In addition, Norcross was in Nashville in January to record the three groups which star on the syndicated gospel TV show, "Gospel Singing Jubilee." They are the Happy Goodman Family, the Florida Boys and the Gospel Echos.

Word has a network of distributors over the U. S. It also has a modern new building in New Zealand and distribution outlets in Australia, Canada and other parts of the world.

Norcross will resume activity this week. He will return to Nashville to produce an album, Feb. 12, with Hal Kennedy, country-gospel soloist who sings with the Dixie Echos.

This Album Will Make Any Dealer Smile

-A Powerful Sales Package-

(LPM-3488) RCA VICTOR (LV-3488)

For Concert Availability:
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AC 901-683-5711

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But look how big our bus is, and it's only 10 years old!

The Courier Quartet was the first all-black quartet to tour the United States as the COURIERTS we’ve sung our Gospel songs in such renowned places as Carnegie Hall in New York City, the Tropicana Hotel on the Las Vegas strip, the plush Jubilee Auditorium of Western Canada, the Magic Hall in Buffalo, the Long Beach Municipal Auditorium and the massive Hershey Sports Arena in Pennsylvania, just to mention a few. Our round-the-clock travels have taken us to every state on the mainland and every Canadian province.

While under syndicated television contract with Show Biz, Inc., our faces were seen in millions of American homes.

When we sing in most places, the promoter asks us to come back again and again. It’s a lot of fun, but we like to go to new too. If you live in a new place, call us. We're very interested.

COURIERS QUARTET
Box 1140
Harrisburg, Penna.
17108
Area Code 717 Phone 768-7757

A Great New Album From RCA Victor

"The Happy Sound of the Statesmen Quartet"
(RCA-Victor LPM-3494)

Statesmen Bookings:
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Suite 109, Briarcliff Hotel
Atlanta, Ga.

Phone: 873-2139
874-9711

GOSPEL MUSIC

SHAPED NOTES

By ELTON WHISENHUND

There was more interest and enthusiasm at the Jan. 3 Gospel Music Association of directors meeting than any previous one. Darol Ries, RCA gospel air producer, flew to Nashville from Hollywood yesterday, Jan. 1st, on Saturday, only day he could get a flight out, and waited two days to attend the meeting! He is a director.

Others who traveled a long way to attend:

These traveled lesser distances, but, like the others, are vitally interested in the success of GMA: Hovie Lister, James Wethington, Uriah LeFever, Murice LeFever and Jerry Goff, all of Atlanta; James Blackwood and J. D. Sumner, Memphis; Wes Gilmer, Decatur, Ga.; Harold Press, Wes Memphis, Ark.; Rusty Goodman, Madisonville, Ky. The rest of the officers and directors (seven) reside in Nashville.

Former gospel promoter Wal- lard Fowler suffered a cut on his right hand last month (4) when he fell asleep at the wheel returning from a trip to Nashville and crashed into a power pole near Nashville. . . DJ Wes Ellis, of WGIN, Deca- tur, Ga., asks for gospel albums to play.

The Blackwood Brothers and Statesmen made a California tour last month. The Black- wood went on into Oregon, Washington and Canada on dates. James Blackwood, a member since 1941, will be back for the sessions. "The Statesmen are the happiest group I have ever seen. They are a lot of fun and I’m happy to work with. Jerry Crutchfield is good to work with too."

In 1964, Cheryl was signed by Creative Management Assoca- tiates in New York, which han- dled such top stars as Richard Burton, Paul Newman, Joanne Woodward, Eddy Gardner. A movie contract with Warner Bros. followed, and she was sent to dramatic school in New York for six months.

But from the few months she decided that wasn’t the life for her. She and her brother, Gary, grew up singing gospel music with their parents, the Rev. and gospel recording activity last month.

Cheryl Toney, a beautiful young lady with a voice to match, has just entered the gospel field as a soloist and, if advance rave notices are an indication, she will be a major success.

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But from the few months she decided that wasn’t the life for her. She and her brother, Gary, grew up singing gospel music with their parents, the Rev. and
Gospel Record Sales Growth Continues

NASHVILLE — RCA Victor released more gospel product in January than any major label, as religious music continues its growth and strength in the industry, not only in record sales but in related areas of concert performance and syndicated gospel TV shows.

RCA released an album by country music star Porter Wagoner singing with the Blackwood Brothers, titled "Grand Ole Opry," and it is the first RCA album combining the talents of Wagoner, one of their top country artists, and the Blackwoods, one of their best-selling gospel groups.

RCA’s Camden label also released a new Blackwood Brothers’ album, "On the Jericho Road." Other RCA January releases were "A Storybook Serenade," by the Anita Kerr Quartet, and an album by the Statesmen, titled "The Happy Sound of the Statesmen Quartet."

New Album Product

RCA is riding the growing popularity of gospel music, with an ad producer, Dave Rice, who devotes full time to gospel music. "We are getting inquiries in regard to public appearances from England, Australia, Italy, and the Scandinavian countries. It is only a matter of time before gospel shows begin to play concerts to civilian audiences in these countries."

"There has been quite an expansion in gospel music recently, particular gospel TV shows. All markets have shown an increase. The primary advantage of gospel groups is exposure, which results in more record sales and concerts."

SINGING IN DALLAS

"There have been a number of gospel ensembles singing in different locations in Texas. We have a good record at the special services where we have presented gospel groups. If the ensembles are well organized, the results are good."

One subject agreed on for discussion at the next meeting is to stage a major sing to benefit GMA. The promoter would provide the audiotorium and talent would contribute their services. All proceeds would go to the GMA treasury. Promoter W. B. Nowlin of Fort Worth offered to promote and provide the audiorium. However, there was some discussion about a sin that would have to be more centrally located, in either Memphis or Nashville.

It was generally agreed that 1956 would be devoted to membership drive and by next year GMA would be ready for beginning of a Billboard awards program and a Gospel Music Hall of Fame.

GMA officials were present at the Jan. 11 meeting. James Blackwood, first vice-president; Brock Speer, chairman of the board; Uria LeFevre, second vice-president; Marvin Norcross, secretary; Don Light, treasurer. Directors who attended: Hovie Lister, J. D. Sumner, P. J. Zondervan, Darel Rice, Don Baldwin, Wes Glittle, Roy Foltz, John York, Merle LeFevre, Jim Myers, Herschel L. Letter, Bob Benson, James Witherington, Elmo Whisnant, W. B. Nowlin, C. W. Willey, Harold Penn, Smitty Gallin.

Only director not present was V. Ralph Peterson, of ASCAP’s Nashville office.

NEWS RELEASES FROM

THE CATHEDRAL QUARTET WITH STRINGS

LPS 1852—LPHF 1853

THE GOSPEL ECHOES

THOSE SINGING RAMBOS

LPS 1868—LPHF 1869

JAKE HESS AND THE IMPERIALS

HE WAS A PREACHIN’ MAN

LPS 1860—LPHF 1861

See Your Distributor or Write

HEART WARMING RECORDS

136 4th Ave. North—Nashville, Tennessee

FEBRUARY 5, 1956, BILLBOARD
TALENT

Happiness B'way Disk to Elkins

By MIKE CROSS

NEW YORK—Hillard Elkins is a Broadway producer who believes records can be potent promotional tools for a production. His first stab at this is proving so well for his current Broadway musical, "Golden Boy," that's he's now getting ready to release the cast album of his upcoming straight play via a disk tie-in of some kind.

Elkins, who reported in the February issue that he will work on the cast recording for this spring's "La Lupa," an upcoming Broadway production directed by Anna Magnani; "The Best Laid Plans," a comedy by Gwen Davis, and "The Man Who Married a Rope," a drama by Jack Finney, is now in the process of getting title songs written for each show. In the case of "La Lupa," he's handling the entire process, for record companies are now recording the songs as though they were a 'La Lupa' show as the play opens on Broadway in late March. Gwen Davis, the author of "The Best Laid Plans," is also a composer and lyricist so she's writing the title song for her own show. Elkins is now talking to writers for the title song assignment on "This Win-

Hollywood B'way Disk to Elkins

"It's Elkins' belief that the disk plug for the record is played on the air or brought in to a high profile to bring people to the box office. So strong does he feel about this that he's checking in independent disk pro-

Chappell Albums Give Lead Part
To Show Tunes

NEW YORK—Chappell & Co., music publishing firm, has revamped its "Walk In The Park" project via its Gallery label. The project is plagued on a number of albums that will be issued under the heading of "The Broadway Song Show." It is still all title in-

raiment, it is designed to showcase the talents of the songwriters to be found in the Chappell catalog.

"The first LP in the series (LPG-1200) is performed by The John Carcosa Singers with arr-
gagement by Jack Ferman, Clay Warnick and Cavanagh. The show is recorded at the Town Hall, and the movie rights for $2,500 million plus 25 cent of the gross.

Wuthering Heights by Elkins

How do the Have the Drive On Coast Range

HOLLYWOOD — Woody Herman and his "Swinging Herb" sailed through the Playboy Club in Hollywood, marking the third time the band has played this bunny out-

The 16-piece aggregation is basically a young man's band, with Woody's clarinet and saxo-

ally, and collectively with the sections and veteran pianist Nat Pierce following a Basicale role of co-

Box. The album is "Golden Boy," a dramatic and melodic musical, written by Stephen Sondheim for the musical, and is now on sale in bookstores everywhere.

Also in the works for Leg-

and, long considered a musical written by Eddy Murray, which is scheduled for a Paris produc-

tion next season. An adaptation of the 1948 movie hit, it will be issued under the heading of "The Broadway Song Show." It is still all title in-

Wendy and Her "Have the Drive On Coast Range"

"Swinging Herb" sailed through the Playboy Club in Hollywood, marking the third time the band has played this bunny out-

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TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week 2/5/66

<table>
<thead>
<tr>
<th>Week 2/5/66</th>
<th>This Week Title, Artist, Label &amp; No.</th>
<th>Last Week Title, Artist, Label &amp; No.</th>
<th>Week 2/8/66</th>
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<th>Last Week Title, Artist, Label &amp; No.</th>
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<tbody>
<tr>
<td>1</td>
<td>UP TIGHT</td>
<td>Martha Twell, Decca 45124 (Jacks, BMI)</td>
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<td>2</td>
<td>GOING TO A GO-GO</td>
<td>Bobby Parker, Del-Fi 2005</td>
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<td>3</td>
<td>DON'T MISS WITH BILL</td>
<td>Marlenee, Teal-Tate 451 (Jacks, BMI)</td>
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<td>4</td>
<td>THE DUCK</td>
<td>Jackie Lee, Korda 3002 (Korda-Minor)</td>
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<td>5</td>
<td>10 OUT OF MY LIFE, WOMAN</td>
<td>Lee Dorsey, Uni 45 (Uni)</td>
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<td>6</td>
<td>A SWEET WOMAN LIKE YOU</td>
<td>Vic Telemark, Uni 45 (Uni)</td>
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<td>7</td>
<td>I GOT YOU (I Feel Good)</td>
<td>James Brown, King 4015 (Cleve-Hy, HM)</td>
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<td>8</td>
<td>BABY SCRATCH MY BACK</td>
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<td>RAINBOW 95</td>
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<td>MICHAEL</td>
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<td>I'M TOO FAR AWAY</td>
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<td>12</td>
<td>FIERCE</td>
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<td>13</td>
<td>HOLE IN THE WALL</td>
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<td>14</td>
<td>MAY ONE MORE DAY</td>
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<td>15</td>
<td>I CAN'T TURN YOU LOOSE</td>
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<td>16</td>
<td>SOMETHING I WANT TO TELL YOU</td>
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<td>17</td>
<td>TRUE</td>
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<td>18</td>
<td>MY ANSWER</td>
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<td>19</td>
<td>CRYING TIME</td>
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NEW ACTION R&B SINGLES

Our records reflecting solid sales in certain markets and appearing to be a week away from arriving on the national R&B Singles chart show. All records on the chart are not eligible for a listing here.

CANT YOU SEE... | Mary Wells, Motown 4392
BIRD TIPS | Andre Alexander, Atco 103

NASHVILLE SCENE

Continued from page 42

the Dude Cowboy, wants to let everyone know he's still active. He's back on the Doolin, Pa., stage to be added to making left-handed single-string ban- banums. He made a big contribution to the industry some years ago by penning the hit, "That Old Fam-

TOUR TOPICS: The Jolly Joyce Agency, 58 W. 48th Street, New York, recently booked Alan Lee and Steady Cooper, Foran Talent, Young, Minute Pearl and Melba Travis for overseas tour. Kitty Wells and Johnny Wright have been booked by Moeller Talent Inc., for Europe a year ago.—January 1957.

Key Talent Agency has his artists touring on TV shows. These are: Darre Dennis, Bobby Bare, Billy Grammer, the Kendalls and Jimmy Newman.

Jimmie Klein, of the Jimmie Klein Agency, Vidor, Tex., has Connie Smith touring the South. She appears at the Radio City Music Hall, New York City, for the March 17 stock Exposition for 10 days next month. George Jones is playing Canada and the Midwest.

TV TAPERS: Erskie Arnold appeared with the Phoenix, San Francisco Symphony Jan 15; taped a Danny Kay TV show for Fab, 9 airing, taped a Danny Thomas special for March 12 viewing and flew to London last week for appearances there in Ireland. — Del

Reeves, who recently concluded a tour of Germany, is set to return to the U.S. and play a few dates in Sweden and Spain, and a side trip to Portugal.

CHART CHAT: Billy Walker has been advised his single, "Rockin' Pleasantly," is No. 1 in Para.

L'AIR DU TEMPS | Del-Fi 2005
COMMODORE | Scotch 13
THE SINGING BIRDS | Camel 2500 (RCA)
A HARD DAY'S NIGHT | Apple 2500 (RCA)
TALK WITH ME | Imperial 4065
A BALLAD OF COUNTRY & WESTERN | ABC-Paramount 1079 (Bluebird)

Jazz Beat

Continued from page 38

Why Kenton's otherwise erudite managers, George Greif and Sid Garris, don't sling a portable tape can-

World in 360 Minutes With Music | Finkel

IFA AIR Tape Sales Price

"Things won't happen unless Finkel says it," says a constant

MONUMENT & MUNTZ IN TIE

HOLLYWOOD—Monument and its subsidiaries, Sound Stereo Pak and T.C. Electronics, have formed a non-exclusive pact with Mustang Stereo-Pak. Initial release will center on 11 cartridges. Contract is Monument's first with a stereo cartridge duplicator and others are currently in nego-

NEW ACTION R&B LP'S

Other albums replacing solid sales in certain markets and appearing to be a week away from arriving on the national R&B LP chart show. All records on the chart are not eligible for a listing here.

NO NEW ACTION R&B'S THIS WEEK

Ropsy Product, Growth Picture

The Command program, with releases by Dick Hyman, Bobby Byrnes, Don Severson and William Steinberg and the Pittsburgh Symphony, as well as a special Command Program album with the Ray Charles Singers, has been outlined by Becker, with Trelp explaining the sales program.

Other brass on hand included Simon B. Siegel, ABC executive vice-president; Howard Stark, ABC - Paramount vice-president, Jerry Adler and Jay Laskow, of Edmund; Jerry Dunton of Jer-

Finkel believes it is possible to capture an "addi-

for Johnnie Ray and vinyl records sold extremely well during the holiday season. His store is emphasizing tape more and more, but Finkel feels tape can't be handled like records.

The manufacturer's—enjoy the tape story to customers, Finkel believes it is possible to capture an "addi-

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FEBRUARY 5, 1966, BILLBOARD

50
Singing...

JERRY VALE sings title song from his new Columbia release "It's Magic" to crowd of customers in record department of Goldblatt's massive store in downtown Chicago.

...And Signing

HAPPY AUTOGRAPH SEEKERS crowd around Vale who obliges them with his signature. Handling the singer's appearances were Goldblatt's record department manager Tom Bonthio, Columbia Records Distributors promotion men Fred Salem and Ralph Elber and Musical Isle Record Corp. promotion director Terry Marquart.

FEBRUARY 5, 1966, BILLBOARD

CARtridge Players Steal Chicago Show

By PAUL ZAKARAS

CHICAGO—CARtridge players were a hit at the 39th Annual Auto Accessories Exposition at McCormick Place here last week.

The dozen new tape units demonstrated by eight firms received such enthusiastic response that it now seems inevitable that the audio-electronics industry will plunge into the music business in a big way.

"Dealers are extremely interested in CARtridge players," said Ralph Ayers, purchasing agent for New-Tronics, one of the exhibiting firms, "but most are in the dark about types of units.

In many cases, Billboard discovered, exhibitors were displaying units that today are somewhat in the dark themselves.

The variety of answers given and directions taken indicated that manufacturers are only beginning to feel their way along in this new facet of the industry. Each exhibiting firm stated differing views about such matters as distribution to record dealers, 8-track vs. 4-track, compatibility of CARtridge, installation procedures, promotional campaigns and many other aspects of the budding autotape field.

Record Dealers

Record manufacturers seemed surprised by the question about the use of record dealers as sales outlets—indicating that they had given little thought to the possibility of getting outside their normal auto accessories distribution systems.

One company, ARC Electronics, said they are going to distribute to record dealers "very soon," Bob Tribbet, president, told Billboard that installation will be no problem because his firm will arrange for a number of service centers which will install the units free of charge.

Borg-Warner indicated that they are making plans to approach record dealers because they have no need for installation facilities. Vince Vecchioccii, manager of the consumer products division, said, "Installation of units is important to the dealer, but the average car owner will be able to do it himself in a matter of minutes."

Two other firms said they believed their distributors would approach record dealers in the normal course of expanding their manufacturer networks.

Brochures issued by the exhibiting firms audiously avoided the question of 4-track vs. 4-track by failing to mention which kind of CARtridge units their firms built. Some exhibitors apparently had no idea that the number of tracks was at all meaningful. "I think ours is a 2-track system," one said.

Another company said its unit was 4-track and then removed a 4-track CARtridge from its demonstration model. According to the manufacturer of this unit there seemed to be no established direction. Suggested retail prices of all units fell within the $65.95 to $129.95 range—with some companies offering two models, a low-cost unit priced between $65.95 and $89.95 and a more expensive one ranging from $109.95 to $129.95. Installation sometimes included in the list price, other times was appraised as an additional fee of $10.

Noticably absent from the exposition were models bearing the brand names of Lear, Orrtronics, Motorola and Ampex; although these four companies have been making announcements that they are participating in the "after-market" CARtridge field.

Summary of manufacturers taking part in the exposition:

(All 4-track systems listed below are of the standard fielded variety and use compatible CARtridges. Eight-track systems displayed Lear-type CARtridges. The fairly recent and revolutionary Orrtronics designed system, which is being distributed by Sears and Goodyear was not represented in the exposition.)

ARC Electronics Inc. (Paramount, Calif.) 4-track unit. To retail at $139.95 including cost of installation. Will distribute to record dealers. Has a ready-made distribution setup which has been handling their auto record player for the past year.

Automatic Radio Inc. (Metcalf, Mass.) Currently the leader in 6-track, 8-track, 10-part system. $109 plus installation charge. No current plans for distribution through record dealers. Currently being retailed through auto accessories dealers and electrical music equipment stores.

Borg-Warner Corp. (Bollwood, Ill.) Two models: 8-track and 4-track. $119.95 and $109.95. Automatic Radio Inc. (Metcalf, Mass.) Currently the leader in 6-track, 8-track, 10-part system. $109 plus installation charge. No current plans for distribution through record dealers. Currently being retailed through auto accessories dealers and electrical music equipment stores.

Borg-Warner Corp. (Bollwood, Ill.) Two models: 8-track and 4-track. $119.95 and $99.95. Cartridges of the two units not interchangeable. Simplified installation. Probably will distribute through record dealers. Launched full-scale national ad campaign in Boston to evaluate market potential.

Carl Baracana, Inc. (Los Angeles) Two models of 4-track unit. $89.95 and $119.95. Also home model for approximately $230. Installation extra. Higher priced unit using stereo production and will reach market in April. Cartridges by Pioneer of Japan. Extensive music catalog offered. Plans for manufacturing unit that will go into production by 8-track before end of 1966. May adopt for dealer's own products. Cheaper model is currently selling at Sears and other chain record stores for its own label.

Kinnatix, Inc. (Chicago) Eight-track unit to hit market in April. Accurate approach to full-scale production. Plans to distribute to record dealers, but will use different brand name. No firm policy on completion of installation.

Merlin Manufacturing Co. (Warrensville Heights, Ohio) Combination 4-track and 8-track unit. Supposedly able to use both types of cartridges, this model was demonstrated only with the Lear 8-track cartridge. Billboard asked to be shown 4-track cartridge playing with the unit and was turned down.) $139.95. Will distribute through new record dealer, but will use different brand name. No firm policy on completion of installation.

New Tradex Corp. (Cleveland) Subsidiary Automatic Radio. 4-track unit. $128.50 plus installation. Six months on market. Selling through automotive accessories dealers. Possible future attempt to approach record dealers. Point-of-sale installation systems have been implemented to date.

Tele-Pro Industries, Inc. (Cherry Hill, N. J.) Two 4-track units. One stereo ($89.95) and one monaural ($69.95). Stereo unit will be converted to four-track production. Will be available in quantity in April. Assembling since February 1965. Will build 8-track system if market demands. Current distribution through department stores and auto accessories shops. Distribution through record dealers foreseen as "strong possibility." Point-of-sale installation systems have been implemented to date.

Although only Tele-Pro mentioned a monaural system, it is understood that four-track systems may be monaural if they are used on one speaker. Most companies, however, included either two or four speakers into the price of the tape unit.

Several firms displayed units specifically designed for use on marine craft.

NEW Decca Phono Line

NEW YORK—Decca Phonograph, a dominant factor in the popular-priced record player market, last week introduced the introduction of 11 new models for 1966. In addition to the eight most successful Decca units being retained for this year, the new models give Decca a total of 19 models available in February.

The products include portable and console phonographs with price range of $199.50 to $1599.50. The highly respected Garrard standard equipment in most Decca models.

Photographs, descriptions and prices of several of these new models are given in the New Products section of this issue.

Pfanzhieh

CHICAGO CORPORATION • SIO 754
351 LOS ANGELES AVE., WARDENBURG, ILLINOIS

Department of the D F A Illinois Department

www.americanradiohistory.com


DECCA KENDALL I model phonograph. Solid-state, full stereo high fidelity automatic portable. Two speakers, automatic turntable. Controls on batteries or AC current. Moulded two-tone carrying-case. Retail $74.95.

Sentry Industries

PORTA TAPE cinema: 4 track stereo or mono, 4 track automatic. Includes 4 track stereo or mono, 4 track automatic. For more information contact SENTRY INDUSTRIES, 188 West Randolph, Chicago, Illinois 60601. Tel: (312) 425-0200.
BULK VENDING news

Improvement in 'Adult' Candy; Nickel Sweets Needed: Nelson

By RAY BRACK

CHICAGO—Local distributor executive Jack Nelson is pleased with the variety of bulk candies (particularly those suited for vending to adults), but he sees a growing need for candy product to fill "the need in the vending field today for new candy merchandise. With the emphasis on multiple-unit stands, there should be a corresponding variety in the candy offered."

He added, "Boston baked and jelly beans remain prime sellers, but the field is ready for new entries. Operators and locations are both seeking for such products."!

ACORN—The World's Most Profitable Vendors! We have the largest variety of all brands of sugar candies in stock.

HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

RAKE • COIN MACHINE EXCHANGE 112 W. Clark, Chicago, Ill. Phone: (312) 664-4000

NPA PIONEER

Kantor Lauds Bulk Association

NY Bulk Group Meets Feb. 7

NEW YORK—The New York Bulk Vending Association meets Monday (7) at the Knickerbocker Room of the Sheraton-Tennery Motor Inn here, with dinner at 6:30 and the meeting at 8 p.m. Non-members are invited as guests of the association.

Some of the important results of this, or any other trade association, is the life insurance provided for members. It is the best kind of policy and security a person can have.

Trade conventions and meetings are very important part of the association, said Kantor. "Most important, of course, is that operators attending a convention have a chance to see the merchandise even before it appears at the distributor's showroom. But before that, conventions are a good place to unwind, to see an interesting city, to get away from the routine of work for a while and return refreshed, possibly filled with some new ideas."!

At this year's April convention said Kantor, "Two important meetings will have to be discussed. The first concerns the trade association's insurance policies. These have always been a problem but have recently been compounded because many cities, counties, and States have been putting pressure on insurance companies. Many operators have routes which cross

Upstate Group

UTICA, N.Y.—Upstate New York bulk vending operators have formed the Upstate New York Bulk Vending Association and elected the following officers: Jim Hardy, Rochester, president; Dan Foley, Erie, vice-president; and Don Gar- gul, Syracuse, secretary-treasurer.

The newly formed group will work closely with the veteran New York Bulk Vending Association. Warren Raphael, Folz Vending, representing NYBVA, was at the organizational meeting.

BULK SURVEY AVAILABLE IN REPRINT FORM

CHICAGO—Billboard's Sec- ond Annual Survey of the Bulk Vending Industry appeared in five installments during January 1966 and is available free to Board readers who desire it. All reports, graphs and descriptive copies are intact in the reprints. The copies must be limited to one per reader. To get copies: Bill Board Vending Editor, Billboard Magazine, 188 W. Randolph Street, Chicago, Ill. 60601.

NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the desired capacity, high quality and low cost that you've grown to expect from all Northwestern vend- ing machines. Model 60-BULK-PAK holds one box (1,000 pieces of individually wrapped gum) BULK-PAK—priced at $18.95 ea.

Available with 1c, 5c, 10c or 25c Mechanisms.

Stamp Folders, Lowest Prices, Wills
MEMBER MACHINE DISTRIBUTORS, INC.

NORTHERN GOLDEN 60

This full prod- uct vending machine is truly the most versatile in the market. Handles ball, gum, chew, cigarettes, all tabs and any small bulk product with- out breaking or crushing. Gold deco- rative panel, frame and bottom.

Say you saw it in Billboard
Survey of State Business Laws

New Jersey
TRENTON, N. J.—A State tax expert responded to a Billboard query regarding vending regulations as follows:

The State of New Jersey does not generally impose license fees or taxes on the operation of coin-operated vending machines. However, it is suggested that municipal authorities be consulted concerning licenses and other requirements for vending machines.

New Mexico
SANTA FE, N. M.—"In compliance with your request," writes a New Mexico official, "I have enclosed an opinion by the attorney general on vending machines."

New York
Aunt, N. Y.—"No.

Ohio
COLUMBUS, Ohio.—The Ohio Attorney General believes that only those who are subject to the Ohio income tax are entitled to a State income tax exemption on vending machines.

Oregon
SALEM, Ore.— "The Oregon Attorney General believes that any person engaged in making available a vending machine to the public as a place of business is subject to the Oregon Business and Excise Tax Act.

South Carolina
COLUMBIA, S. C.—State regulations regarding vending machines are subject to the investigation of the Department of Revenue.

South Dakota
PIERRE, S. D.—"The South Dakota regulations regarding vending machines are subject to the investigation of the Department of Revenue and the Attorney General of South Dakota."

Tennessee
NASHVILLE.—"The Tennessee Attorney General believes that any person engaged in making available a vending machine to the public is subject to the Tennessee Business and Excise Tax Act."

Rhode Island
PROVIDENCE.—"To the best of our knowledge," reported State official Andrew A. DiPrete, "there are no State regulations concerning vending machines."

Eating Candy May Help
Overcome Driving Fatigue

By James W. McCreary

When a person is tired, the text points out, "the blood sugar level may drop dangerously low and the driver may feel sleepy. If the driver takes a piece of candy, the sugar in the candy goes into the blood stream and helps to prevent any falls in blood sugar levels."

The article advises drivers to keep a small package of candy in their cars and to eat a piece of candy each time they feel sleepy at the wheel.

Legal Experts

Schoenbach Co.
Manufacturers Representative

MACHINES

GREAT TIME DRUMS

COIN weighing SCALES

$22.00

97310

[Advertisement with prices and descriptions]
ILLINI HEAR GRANGER REVIEW ROYALTY ISSUE

By RAY BRACK

SPRINGFIELD, Ill. — The 2-cent-per-side royalty proposed by the Music Operators of America as proper payment for the use of copyrighted recorded music on juke boxes received endorsement by Illinois operators at a State association meeting here last week.

The Illinois Coin Machine Operators Association indicated its favor of the exclusive juke box operator royalty, proposed by MOA late in 1965, following a full review of national

(Continued on page 58)

COIN MACHINE NEWS

S. CAROLINA, ILLINOIS ENDORESE MOA ROYALTY BID

Elect Keels S. C. President

By LAMAR GUNTER

COLUMBIA, S. C. — The South Carolina Coin Machine Operators Association is fast becoming one of the most aggressive regional trade associations in the country. Last week voted without dissent to endorse the royalty proposal made late in 1965 by the Music Operators of America to the Judiciary committees of the S. C. House and Senate.

At the same meeting, the SCCMOA’s regular quarterly conclave, H. C. Keels of Florence was elected president for 1966, succeeding A. L. Witt. Witt automatically becomes chairman of the board of directors. Keels served as association first vice-president during 1965. MOA President John Wallace, who attended the Saturday and Sunday meeting at the Hotel Jefferson, thanked the association for its support of MOA’s offer to pay 2 cents per side for the right to play recorded copyrighted music.

The association also gave MOA another boost when it voted to require its members to belong to MOA. Royce Green Sr., president of the South Carolina Association when it was formed, two years ago, offered the motion. It also carried without dissent.

Dues were set at $75 and the association secretary, Mrs. Erby

(Continued on page 60)

OPERATOR’S SUIT CHALLENGES LICENSE FEE

By PAUL ZAKARAS

YOUNGSTOWN, Ohio — Ronald Vross, owner of the Shenango Music Co. in suburban Canfield, has filed suit in the Mahoning County Common Pleas Court, seeking a declaratory judgment on the validity of the recently passed Youngstown city ordinance which imposes a license fee in excess of $1,500 on operators of amusement and music devices.

Vross’ attorney, W. Glen Osborne, told Hillboard that he is seeking an immediate injunction from the court against enforcement of the ordinance.

“We are asking that the city be enjoined from enforcing that part of the ordinance which concerns ‘mechanical amusement devices’ until a declaratory judgment on the matter is given.”

“Mr. Vross feels that this portion of the ordinance is unconstitutional, that the fee is excessive and confiscatory and is no longer a license but a tax. He believes that the licensing power of the city is being exercised unequally in that there is no other type of business is taxed at a similar high rate.

Possibly Invalid

“He also feels that the law was improperly passed by the city council. All ordinances require three readings to the council before they are passed — unless they are emergency measures. This ordinance was passed as an emergency measure and the three readings were waived by unanimous vote of the council. However, an emergency measure must spell out within the ordinance itself the reasons for the emergency. In failing to do so, said Osborne, this ordinance appears to be invalid.”

Osborne added that the suit names the city of Youngstown, Mayor Anthony Plank, president of the city council Joseph E. O’Neill, the city’s finance director, the city’s law director, the chief of police, all seven current councilmen, two former councilmen, and Attorney General of the State of Ohio, William B. Saxbe, as co-defendants in the case.

“Mr. Saxbe is not involved in this situation,” said Osborne, “but, according to Ohio law, he must be brought into cases involving constitutional rights.”

Osborne said that although Vross is not a resident of Youngstown he operates several machines in that city.

Small Operator

Vross is described as a “small operator” of both music and amusement devices who bought the Shenango Music Co. about one year ago.

Attorney Osborne has a history of association with coin operators. His father started the Melody Music Co. in

(Continued on page 60)

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(Continued on page 60)

MAKING MONEY WITH MUSIC: THE COUNTRY & WESTERN JUKE BOX

EDITOR’S NOTE: Here is the second in a series of Billboard special reports on some of the premiere juke box locations in America. The series will devote itself only to locations that stand as examples of imaginative music merchandising — not only to locations that gross more than the 1965 national average of $15 weekly. It is hoped the series will earn a few ideas you can put to use in your operation.

By BRUCE WEBER

LONG BEACH, Calif.—By emphasizing country and western music in a juke box era of discotheque, rock and young adults sounds, Miles (Pop) Hoy, 63, owner and operator of the Leilani, a hillbilly-oriented tavern in Long Beach, Calif., is uncovering a “pot of juke box gold.”

Hoy’s formula for a successful country-western tavern is simple: “Combine a little homespun Texas philosophy—folk—mix it with a juke box loaded with country, western tunes, and start back, boy, they’ll come a-flockin’,” he said.

The secret of Hoy’s success at his juke box is that he stuffs with country and western music, and letting the word spread about town. Hoy is able to corral the country-western music devotees and cater to ‘em.

Since Pop began catering to the country-western music follower—Hoy, originally had programmed a mixture of music with an accent on popular ballads and rock—the Leilani is in sound financial shape. Although tavern business in the Long Beach area is down, a Long Beach Chamber of Commerce spokesman admits, the Leilani is bucking the downward slide.

Hoy admits making the switch from popular music to country-western was not accomplished overnight. Before becoming a hillbilly success, he

(Continued on page 58)

A TOAST TO SCOPITONE

SKAGAL Tel-A-Sign, Inc., president A. A. Steiger (left) and Atlas Music Co. president Eddie Ginsburg join Scopitone film star Joel Lansing in a toast to new affiliation involving the two firms. Miss Lansing, who will soon appear in two new Scopitone films, is seen celebrating with the execs at the Pub in the Palmer House Hotel in Chicago, one of the top cinema-jukebox locations in the country. (See Atlas-Scopitone story on page 57.)

FEBRUARY 5, 1966, BILLBOARD

www.americanradiohistory.com

Copyrighted material
Making $55 With C&W Music

Continued from page 55

western tavern, and that Pop, who was born in Texas, "is one of our people." By being "one of 'em," Pop is able to converse with the customers sitting at the bar, stroll among the patrons drinking beer.

FOR ONE MAN

AN UNUSUAL OPPORTUNITY

Individual experience in "operator" central required by young energetic, self-educated equipment technician. Must include entirely new concepts in amusement and vending. Position includes: guaranteed愛情able-

all types of equipment, including: pinball, shuffleboard, jukeboxes, pool tables, pool table accessories, and other amusement equipment. This position is an absolute requirement.

This man will be supported by the top-notch graphic arts, direct mail and advertising and promotion department. Company includes amusement dealers and is associated with nationally known manufacturers of amusement equipment.


CHUCK LYON: C&W OPERATOR

LONG BEACH, Calif.

Coin machine operators should work hand-in-hand with disk jockeys and radio stations to promote the Western music market for juke box listeners.

Lyons, a juke box operator from Long Beach, Calif., says he has used that operator-disk jockey-radio station relationship to get his listeners interested in giving more attention to Western music. "I like to think that we're doing our part to make the public aware of the importance of Western music through the juke box," he said.

Lyons, a native of Texas, has been a juke box operator for 15 years. This year he plans to sell juke boxes to other stations in Southern California to get more people interested in Western music.

Although rock 'n' roll is still his "bread and butter," Lyons says country and Western music is making a comeback on the juke box. Particularly in taverns and restaurants near Long Beach, the operator has found a new market for the Western music that he is promoting.

Lyons programs more than 50 locations in the Long Beach area with Western music. Although rock 'n' roll is still his "bread and butter," Lyons says country and Western music is making a comeback on the juke box. Particularly in taverns and restaurants near Long Beach, the operator has found a new market for the Western music that he is promoting.

"We need more Roger Miller type material," Lyons said. "It captures the younger listeners and gives them more variety than Western music.

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Al Dietz Dies

DAYTON, OHIO—Albert Dietz, 51, owner of the Air City Amusement Co., died recently following a sudden illness. He is survived by his widow, Al- bert's daughter and two sons.

New Equipment

BLUE RIBBON. Four-player flipper game by Bally Manufacturing Co., Chicago. Features chain-reaction scoring, in which skillful manipulation of the flippers sets up another goal for another skill shot. Basic to the feature is a sequence panel on the playfield in the design of red, yellow, green and blue ribbons. A number is spotted (1 through 4) on the panel before each shot challenging the player to strike corresponding color targets for bonus scoring of up to 300 points. Chain-reaction scoring also opens the free ball gate when proper sequences are achieved. Feature offers 27 separate score-building objectives, plus an optional match score objective.

B BALL. Two-player flipper game by Williams Electronic Manufacturing Corp., Chicago. Play features designed around principles of a real pool game. Offers solids and stripes with a special Horse Shoe feature to permit making the B-ball and resulting high score. Achieving the B-ball awards the player an extra ball. The game offers a number match, has stainless steel molds, flipperless skill sets, flipperless playfield, automatic ball lift and is adjustable for three or five ball play.

Fun Cruise. Amusement game from Bally Manufacturing Co., Chicago. Has no flippers and has simple scoring system based on the old favorite "right out" idea. As bumpers are hit, lights go out on the playfield and correspondingly numbered ship's flags light on the back glass. Scores are based on the total number of flags lighted. Company officials say flipperless design "restores to the players the happy arts of nudging, tapping and body English." A 3 ball game. Play is said to be "unsurprisingly fast."
Here's Why Atlas Took on Scopitone

By RAY BRACK

CHICAGO—A lot of opera-
tors took another look at Scopi-
tone when Joe Westerhaus, an
Atlas distributor, made an offer
at the recent radios and phonos
s show in Milwaukee.

A lot of operators gave the
video juke box concept an even
longer look when Eddie Ginsburg's
Atlas Music Co. was awarded Greater Chicago dis-
tributor rights (Billboard, Jan. 8).

And the attention of the trade
this week turns momentarily to
an establishment of another
S
c
machine
market.

The operator of juke boxes
and games tended to war-
tially to the big marketing push
by Tel-A-Sign, Inc., following
its acquisition and remodeling
of the Scopitone concept last
year. The big question raised
in trade association gatherings
around the country was: "Is this
machine a threat to juke boxes?"
And frequently operators con-
cluded, "The fad won't last."

Then Eddie Ginsburg, Joe
Westerhaus and Joe Kleiman
decide to bring Scopitone smack
dab in the middle of the coin-
machine business. Why?

It's logical to ask that ques-
tion of Eddie Ginsburg. "The
Atlas president has been in the
broad-fo'd coin machine business for 40 years and the distributor
ship which he and his late brother Morrie founded marked its 50th anniversary in 1964.

"One doesn't stay in this busi-
ess 40 years by standing still," he
said. "I am a conservative businessmensever jump on something too quickly—and in I
I looked at Scopitone for a long time
before making a move."

"That he did, indeed," re-
marked Tel-A-Sign, Inc. presi-
dent A. A. Bland.

Potential

"We decided that this type of
machine is part of the business,"
Ginsburg continued. "It is for a
specialized market, of course,
such as clubs and hotels, but it has
tremendous potential in that
limited market.

"I estimate that most good
operators will be able to use two
or three Scopitone machines on
their routes. And let me make
one thing very clear. As with all
our equipment, we stand behind
each Scopitone unit 100 per-
cent. We will make sure that
every operator knows the ins
and outs of Scopitone thor-
oughly—how to service and to
how to merchandise the machine."

Ginsburg commented that
many operators are still
confused about the modern coin
juke box concept with the ill-fated
machine introduced by Mills
shortly before World War II.

"Scopitone bears no resemblance to that machine," he said. "However, despite the fact
that the Paneran machine had
only 10 selections that played
without choice, it served as anexcellent exposure medium for
artists. And Scopitone has 10
times that exposure potential."

Ginsburg said that in short
order Atlas Music will conduct
service training classes on the
unit for operators, much in the
manner of their regular schools
on the Rowe AMJ juke box and
vending machine lines.

"To put it briefly," Ginsburg
declared, "we became distribu-
tors of this product because we
believe the industry cannot
stand still."

February 5, 1966, Billboard

Arkansas Association Discusses Copyright

By EARL PAIGE

LITTLE ROCK, Ark.—The
board of directors of the Ark-
ansas Music Operators Asso-
ciation met here Jan. 20 and
discussed recent developments on
the national legislative scene.

Topping the agenda during the
directors' regular quarterly
meeting was the copyright re-
vision bill now before Congress.
State legislative problems were
also discussed according to
AMOA executive secretary
Charles N. Stewart of Little
Rock.

The organization, founded in
1959 with seven members, grew
to a membership of 69 operating
firms in one year and now
boasts 100 members.

The association holds a State
convention annually, usually in
the fall.

Comprising the association
are Stewart, AMOA presi-
dent N. O. Bledsoe, Edorf, vice-
president Earl Gill, Hot
Springs; secretary C. O. Temple,
Hope; treasurer Felton Lan-
drum, Fort Smith, and Joe B.
Mike, Blytheville; Ther
Moffett, Mem.; Nathan Wheel-
ess, Jonesboro; Charles Wilcox,
Pine Bluff, and A. G. Williams,
Monticello.

Dues in the organization are
$4 per machine per year (five-
machine minimum and 100-
machine maximum) payable
quarterly.

The association is actively
involved in the course of
State legislation and has assisted
in the formation of coin ma-
chine trade associations in Mis-
issippi and Oklahoma.

Designers Praise Wurlitzer 3000

NORTH TONAWANDA, N.
Y.—Wurlitzer's Model 3000
coin-operated phonograph was
selected for inclusion in the 12th
Annual Design Review, pub-
lished in the Cue Stick, a
special issue of Industrial De-
sign lists 52 products, each of
which can be generally ac-
cepted needs of structural nec-
essity and improved use of
materials.

The Model 3000 was de-
signed by Van Dyke Associa-
tion, division of Van Dyke Corpo-
ration, Southport, Conn., in
conjunction with the Wurlitzer
engineering department.

Wurlitzer's 3000 phonograph
is a quartz controlled, self-
weighting, 10-ounce 33⅓ RPM
3-speed record player. It has
been designed to accommodate
340 33-⅓ RPM records, 60
3000 45 RPM records and 30
3000 78 RPM records. It is
available in satin anodized or
brushed chrome.

Here's JOL in FULL, with the
nearly rested Scopitone machine
that is beginning to capture the
interest of traditional coin ma-
chine distributors and operators.

Scopitone Signs
James Darren
**Empire Alters Identification**

CHICAGO—The major Mid-West distributing company here-tofore known as Empire Coin Machine Exchange has officially changed its name to Empire Distributing Co.

Empire, outlet for the Rock-Ola, Midway and Automatic Products lines, among others, maintains central offices here and branches in Detroit, Grand Rapids and Moline (all in Michigan). The firm has a sub-distributorship, Hastings Distributing in Milwaukee, Wis.

Empire's top executives are Gilbert Kitz, president, and Joseph Robbins, vice-president.

**New Company Will Develop Video Unit**

MELROSE, Mass.—A joint ownership project involving three companies has been formed in an attempt to bring the third U.S. film juke box to market—the Colorama machine announced by Intersphere Development Corporation last summer.

Touted by Intersphere as a low-cost ($2,000), compact, cartridge-type film unit, the Colorama machine was to have been marketed by the end of 1965. However, though Intersphere successfully negotiated what was reportedly an exclusive film cartridge contract with Fairchild Camera & Instrument Corporation near year's end, the machine development and marketing plans went awry.

Colorama

In latest developments, announced last week, Intersphere Development Corporation has joined in ownership with National Co., Inc., and Official Films, Inc., of Color-Sonics, Inc., to develop the Colorama unit.

National Co., located here, is a manufacturer of specialized electronics equipment, its strength being in the communications field. Engineering and manufacturing of the Colorama machine will be carried out by an agreement between Color-Sonics, Inc., and the National Co.'s facilities.

Official Films, Inc., is a television film production firm, film syndicator, and distributor of film series and features. The firm recently set up facilities in Hollywood for production of TV films. Official is to supply the film for Colorama, and will supervise supplementary film supply by other producers.

**Cinebox**

Intersphere Development Corporation was formed in 1965 to produce the Colorama unit. Intersphere President Henry A. Schwartz had shortly before resigned as vice-president of the Intersphere Corporation, a division of the Esterly Co., which held distribution rights to an Italian-made video unit called Cinebox. Intersphere Corporation was eventually dissolved due to bankruptcy proceedings in which Esterly was involved.

Intersphere is located at Hixville, N. Y.

Officers in Color-Sonics, Inc., are Louis C. Lerner, chairman of the board, also board chairman of both National Co. and Official Films; Stanley Green, president (an Intermezzo office); Schwartz, executive vice-president; Paul Knizcke, vice-president (an Intersphere office), and Frank F. Oddi, vice-president (a vice-president with Victoria Investment Co.).

The new company's executive and sales offices are located in the Chanin Building on East 42nd Street in New York.

**Solid-State**

Specifications of the new Colorama machine, as announced by company officials, will be delivered in May of this year, were finally made public, but are expected to be close to the following:

**Viewing area**
300 square inches

**Film:** 8mm cartridge type.

**Film supply:** six new films per month.

**Film cost:** $8 per selection.

**Cabinet size:** takes about 30-inch square floor space.

**Program:** 20 film selections on low-cost model ($2,000); double that on higher priced unit.

**Circuitry:** all solid-state.

If successfully marketed, the Colorama machine would enter well in arrears of the widely distributed Scopitone machine and the Cinebox-oriented units available from Philadelphia distributor David Rosen. Both the Rosen units and Scopitone have gained acceptance with a number of recognized coin machine distributors, including a number of leading firms, of which Scopitone manufacturing and sales is a subsidiary, plan to expand promotion and distribution of their video products in the near future.

In development by Scopitone, it is a 30-inch cartridge film projection system that will simplify the unit and greatly reduce the cost of film.

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**Illini Hear**

Granger Review Royalty Issue

*Continued from page 55*

Copyright revision criticism by MOA's executive vice-president, Fred Granger.

Granger explained to the group that while MOA made a 2-cent proposal to the Judiciary Committee of the U. S. House of Representatives and Senate, which are drawing up a general proposal to U. S. copyright owners that have been on the books for over half a century, the subject is well covered in his topic.

Granger took his audience step by step through the U. S. legislative process, explaining that the national trade association has had to maintain vigilance in Washington.

**Mechanics**

Said Granger, "Many operators have not been aware, that they are paying no more for the use of copyrighted material on juke boxes than they are for playing records on their home phonographs at parties. (The standard mechanical royalty paid by all disk buyers is 2 cents per tune.) The MOA proposal would offer copyright owners 2 cents per tune for every record acquired for play on juke boxes.)

"It no longer a question of stemming the tide," Granger said. "Congress is sure to act on the traditional juke box exemption from royalty payments. The action could come this year."

**Clint Pierce**

Presiding over the well-attended, agenda-jammed meeting was MOA president and MOA board chairman, Lou Casola of Rockford.

**Other guest speakers were:**

Clint Pierce, MOA vice-president and president of the Wisconsin Photographic Operators Association, who discussed the philosophy and function of a trade association.

Jack Morain, director of the Institute of Coin Operations, Denver, reporting on the coin machine trade school he founded over a year ago and connection, Casola briefly mentioned developments toward establishment of a similar school in Chicago.

**Bill Poon**

Zeke Giorgi, Illinois State legislator, discussed the relations of a trade association with the State Legislature.

Bill Poon is national chairman of the MOA's national membership project. As reported, in a national membership project, MOA members are not affiliated with the national association to take advantage of measures offered by the MOA.

Paul Kiel, president of the Chicago Recorded Music Service Assn. (and chairman of the State association membership committee), outlined plans for an all-out drive for new IOCOA members.

A representative of the Wage and Hour division of the U. S. Dept. of Labor answered questions regarding application of new WAM legislation to the business of operating coin machine trade.

The meeting was held at the Holiday Inn East here. Much credit to the arrangement of this event was accorded Rock Island operator Orville Johnson, who stepped up the arrangements committee for the assembly.
Northwest Ohio Assn.  
Re-Elects M. Hopkins  

DELPHOS, Ohio — Maynard Hopkins, president of the Northwest Ohio Music Operators, Inc., since 1959, was re-elected in office last Monday (24).

Hopkins, a member of the board of Music Operators of America, is owner of Hopkins Music, Galion.

Elected vice-president was Leo Taylor, Imperial Amusement Co., Findlay. Bill Hullinger, Delphos, a past vice-president of MOA and an active national association booster, was returned as secretary-treasurer. Hullinger has held the post since the local association was founded in 1958.

According to Hullinger, last week's dinner hour meeting was spiced with discussion of impending copyright revision debate in the U.S. Congress.

The Northwest Ohio group has hosted the Toledo association at two dinner meetings recently to discuss plans for forming a strong state association. "But so far we haven't gone too far with our plans," Hullinger said.

It is NOMO policy to urge that all local association members join the national trade association as well, Hullinger said.

Automatic Canteen Profits Jump 51 Per Cent  

CHICAGO—The Automatic Canteen Co. of America last week reported net earnings for the quarter ended Dec. 25, 1965, were $51 per cent up of those reported in the same period of 1964. Earnings totaled $2.57 million, or 35 cents per share, compared with 1964 net earnings of $1.70 million, or 25 cents per share.

Sales and income from operations reached record highs for the period, amounting to $69,204,000, compared with $63,203,000 for the same period of 1964.

Patrick O'Malley, president of the firm, stated that the company's continued upward surge in sales and earnings "is a reflection of Canteen's further penetration into new market areas along with an increased strengthening of our position in traditional food and vending activities.

"I am highly optimistic toward business conditions for the coming months and anticipate continued gains in all company operations," he added.

Figures released by the company show that federal income taxes paid by the company during the first quarter of 1965 were $1.79 million as opposed to the $0.93 million paid in taxes during the same quarter of the previous year.

Automatic Canteen currently has 6,832,061 shares outstanding.

Seattle have other Mont for Libby owners.

Hall morequiring tributors in field in also Westerhaus machine coming now.

Survey of State Cigarette Taxes

We continue our survey of cigarette taxes with a State-by-State look at cigarette ingestion and rates, 1965.

**Missouri**

The State Legislature raised the cigarette tax rate from 2 cents per pack to 3 cents per pack. The State also grossed $22.9 million in cigarette taxes, compared to $22.5 million the preceding year. The average price per pack during the fiscal year 1965 was $0.56, of which 45.8 per cent (12 cents) was State and Federal taxes. The State's 3 cents per pack sales tax added another cent to the price.

**Montana**

The State's 8-cent tax rate in effect as of Nov. 1, 1965, meant the gross of $6.6 million in cigarette taxes last year. The average price pack was $0.39. Taxes represent 51.8 per cent of the retail price.

**Nebraska**

The cigarette tax rate of Nov. 1, 1965, was 7 cents. State grossed $5.3 million in cigarette taxes during fiscal year 1965, of which $19.9 million were State and Federal taxes. Sales tax added another cent to the price.

**New Hampshire**

Rate as of Nov. 1, 1965 was 8 cents per pack. Grossed $5.3 million during fiscal year 1965; $4.9 million of which was received by the State. Average price was 25.9 cents, 12.5 cents of which was taxes.

**New Jersey**

Rate as of Nov. 1, 1965 was 8 cents per pack. State grossed $7.7 million in cigarette taxes during fiscal year ended June 30, 1965; $7.2 million of which was State and Federal taxes. Average price was 30.4 cents, of which 16 cents was taxes. Sales tax added another cent per pack to price.

**New Mexico**

Rate was 8 cents per pack as of Nov. 1, 1965. State grossed $7.7 million in cigarette taxes in fiscal year ended June 30, 1965; $7.2 million of which was State and Federal taxes. Average price pack was 30.4 cents, of which 16 cents were made up of taxes. Sales tax added another cent per pack to price.

**New York**

Rate was 10 cents per pack as of Nov. 1, 1965. State grossed $158 million in cigarette taxes during fiscal year ended June 30, 1965; $125 million the preceding year. Average price per pack was 34.6 cents per pack, 18 cents of which was taxes. Sales tax added another cent per pack to price.

**North Dakota**

Rate as of Nov. 1, 1965, was 8 cents per pack. State grossed $4.7 million in cigarette taxes during fiscal year ended June 30, 1965; $4.5 the previous year. Average price pack was 30.2 cents, of which 13 cents was taxes.

**Ohio**

As of Nov. 1, 1965, rate was 5 cents. State grossed $68 million in cigarette taxes during fiscal year ended June 30, 1965; $65 the previous year. Average price pack was 28.3 cents, of which 13 taxes was.

**Oklahoma**

Rate was 8 cents as of Nov. 1, 1965. State grossed $19.9 million in cigarette taxes during fiscal year ended June 30, 1965; $19.4 the preceding year. Average price pack was 30.4 cents of which taxes made up 16 cents.

**Pennsylvania**

Rate was 8 cents as of Nov. 1, 1965. State grossed $110.3 million in cigarette taxes during fiscal year ended June 30, 1965; $107.2 the previous year. Average price pack was 29.8 cents, of which 16 cents was taxes.

**Rhode Island**

Rate as of Nov. 1, 1965 was 8 cents per pack. State grossed $9.7 million in cigarette taxes during fiscal year ended June 30, 1965; $7.6 million the previous year. Average price pack was 30.1 cents, of which 16 cents was.

**South Carolina**

State was 5 cents as of Nov. 1, 1965. State grossed $11.5 million in cigarette taxes during fiscal year ended June 30, 1965; $11.1 the previous year. Average price pack was 26.2 cents, of which 16 cents was cigarette taxes. Sales tax added another cent to price.

**South Dakota**

Rate was 8 cents as of Nov. 1, 1965. State grossed $4.2 million in cigarette taxes during fiscal year ended June 30, 1965; $4.4 the previous year. Average pack price was 30.4 cents of which 16 cents was cigarette taxes.

To be concluded next week.
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TURNS ANY SPOT INTO FUNSVILLE

Ask any location owner who has a Model 3000 Wurlitzer in action. He'll tell you its beauty attracts play and, once it starts, the action spreads to the beverage and food departments. People stay longer, spend more because they're having FUN. Want further proof? Talk to the Wurlitzer Operator who installed the box. He's having FUN, too . . . making more money!
**ALBUM REVIEWS**

**SPOTLIGHT PICK**

**MICHELLE**

Real Skeek, World Pacific WP 1640 (M); WPS 21640 (5)

Spotlighting her successful single "Meditation," this lovely lady of the stage and screen tells a story with a voice that is reminiscent of a younger Ella Fitzgerald. The arrangements are simple and effective, allowing Michelle's voice to shine through.

**WHO'S WHO**

**THE NASHVILLE SOUND**

Jimmie Rodgers, Dot 4167 (D); DOT 2467 (5)

Rodgers' unique voice and style make him a standout on the country music scene. His hits like "How Much Do You Love Me" and "Tobacco Road" are classics.

**COUNTRY SPOTLIGHT**

**THE KING OF THE COUNTRY DUETS**

Various Artists, MCA 3079 (M); NS 3079 (5)

This album features some of the biggest names in country music, including Johnny Cash, Loretta Lynn, and George Jones. Each duet is a masterpiece, demonstrating the power of collaboration in country music.

**FAMOUS COUNTRY DUETS**

Various Artists, MCA 4007 (M); NS 4007 (5)

This album continues the tradition of country duets, with hits from previous duets and new collaborations between some of country's biggest stars.

**COMEDY SPOTLIGHT**

**AN EVENING WITH TOM LEHRER**

Reprise R 8189 (M)

Lehrer's brand of ironic humor is still as relevant today as it was when he first performed. His songs, full of wordplay and biting social commentary, continue to resonate with audiences.

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**CLASSICAL SPOTLIGHT**

**PIANO MUSIC OF GRANADOS**

Alicia de Larrocha, Epic LC 3910 (M); SC 1210 (5)

This collection features the music of the Spanish composer Isaac Albéniz, arranged and performed by Alicia de Larrocha. Her interpretations are deeply moving, capturing the essence of Albéniz's work.

**CLASSICAL SPOTLIGHT**

**MEETING AT THE SUMMIT**

Benny Goodman, Columbia ML 6005 (M); MS 6005 (5)

This album documents the historic meeting between Benny Goodman's orchestra and the leading jazz figures of the time. It's a testament to the power of music to bring people together.

**JAZZ SPOTLIGHT**

**MY FAVORITE THINGS**

Duke Ellington, Columbia CL 21457 (M); CL 9237 (5)

A collection of Duke Ellington's most celebrated compositions, performed by his orchestra. The arrangements are as innovative and surprising as they are timeless.

---

**POP SPOTLIGHT**

**HANG ON RAMSEY!**

Ranney Lewis Trio, Caper 761 (M)

This album features the talents of Ranney Lewis, a pianist with a gift for the blues. His jazz-infused style is both soulful and uplifting.

**POP SPOTLIGHT**

**MORE HIT SOUNDS OF THE LETTERMEN**

The hit record from this album has been a staple of the music charts for years. The Lettermen's unique blend of harmony and style makes this album a must-listen for fans of vocal groups.

---

**LOST HITS**

**THE "NEW" LOOK**

Fontaine Bass. Chavers LP 2977 (M)

This album features some of the most cutting-edge looks in the music industry, showcasing artists who are pushing the boundaries of what is possible in music.

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**RAW TEXT END**