

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Club Battle Lines Drawn As Atl. Labels Go RCA

By MIKE GROSS

NEW YORK—The disk club picture took on an important indie label look last week with the acquisition of the Atlantic Records' line by the RCA Victor Club. The move into the club scene by Atlantic, the last of the major independent label holdouts, now virtually wraps up the three-way record club battle for outside labels. In the

fray are the clubs operated by Columbia, Capitol and Victor.

The Atlantic executives, Ahmet and Nesuhi Ertegun and Jerry Wexler, had been receiving bids for club participation for some time but had turned down all offers, here and in foreign markets, waiting for a deal that would encompass a substantial quantity of Atlantic product as well as that of its subsidiary labels. Some

independent companies have gone with clubs on a "spot" basis in which the club selects only the top albums in their lines. Tamla-Motown, for example, has such a deal with the Columbia Record Club.

Access to Product

Atlantic's deal gives the RCA Victor Club access to all of its album product and the LP's in the catalogs of its subsidiary
(Continued on page 12)

Merc. Taking CARtridge Road

By RAY BRACK

CHICAGO — Mercury Record Corp. will soon announce the availability of its music in stereo tape CARtridges playable in units now sold with Ford automobiles, as well as other CARtridge players built to the same dimensional standards. Configuration of the Mer-

cury eight-track stereo CARtridge will also reportedly assure playability in automobile stereo systems soon to be announced by Chrysler and General Motors.

Generically, the Mercury tape cartridge will resemble the Lear Jet-Pak used by RCA Victor, but the cartridge used by Mercury will have structural and

functional features said to provide better sound and warrantibility.

"Improved" CARtridge

One such "improved" CARtridge will soon be marketed by a major Chicago plastics engineering firm. The cartridge will feature a "tape lock," which is said to eliminate tape spillage.
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Modugno, Cinquetti Win Remo

By GERMANO RUSCITTO

(Ed. Note: For additional editorial and pictorial coverage of the San Remo Song Festival, see pages 30 and 32.)

SAN REMO — Domenico Modugno, who first broke on the international music scene with "Volare" last week won his fourth San Remo Song Festival prize. Sharing honors with Modugno was Gigliola Cin-

quetti, who two years ago was a Festival winner, and who also took top honors at the Copen Festival that year.

The winning entry was "Dio Come Ti Amo," (God How I Love You), with both artists scoring heavily on the number.

It was an all-Italian triumph. U. S. artists who made the final round were Pat Boone, Vic Dana Gene Pitney and the New Christy Minstrels.

Other non-Italian in the finals were Francois Hardy and Richard Anthony of France; Chad and Jeremy of the United Kingdom, and the Surf of the Malagasy Republic.

Some 14 songs were sung in the final round, each one by two different contestants. Selection was made by juries throughout Italy. The jurors
(Continued on page 12)

MGM Bows Repackaging Policy

NEW YORK—All repackaged product of MGM Records will henceforth be clearly identified as such under a new policy announced by the firm last week. Mort Nasatir, president, said that he'd adopted the policy after conferring with both the Record Industry Association of America and the National As-

sociation of Recording Arts and Sciences.

The RIAA has asked for all details of the new policy and will circulate the information among its members.

Repackaging and anthologizing records is good business, Nasatir said, and record companies have to do this in order

to exist at a profit. "We have to anthologize just like book publishers. The problem is: How do you protect the public? Not every customer has an I.Q. of 120 . . . he can't tell that the songs on the album he's considering for purchase are also on an album he has at home."
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WILSON PICKETT has a hot new single, "634-5789" (Atlantic 2320), which is shaping up as a bigger hit than his recent "In the Midnight Hour." Pickett just completed a sensational engagement at the Trip in Hollywood and starts a one-nighter tour Feb. 4 through the East and South. (Advertisement)



IN FRANCE, singer, composer and author Christophe has had two successive No. 1 hits, "Aline" and "The Marionettes." He sits atop another big hit in France, the Seeburg Electra phonograph, the first to utilize eight speakers for true Big-Sound stereo and the first to use the dramatic effects of black lighting. (Advertisement)

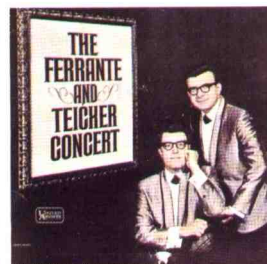
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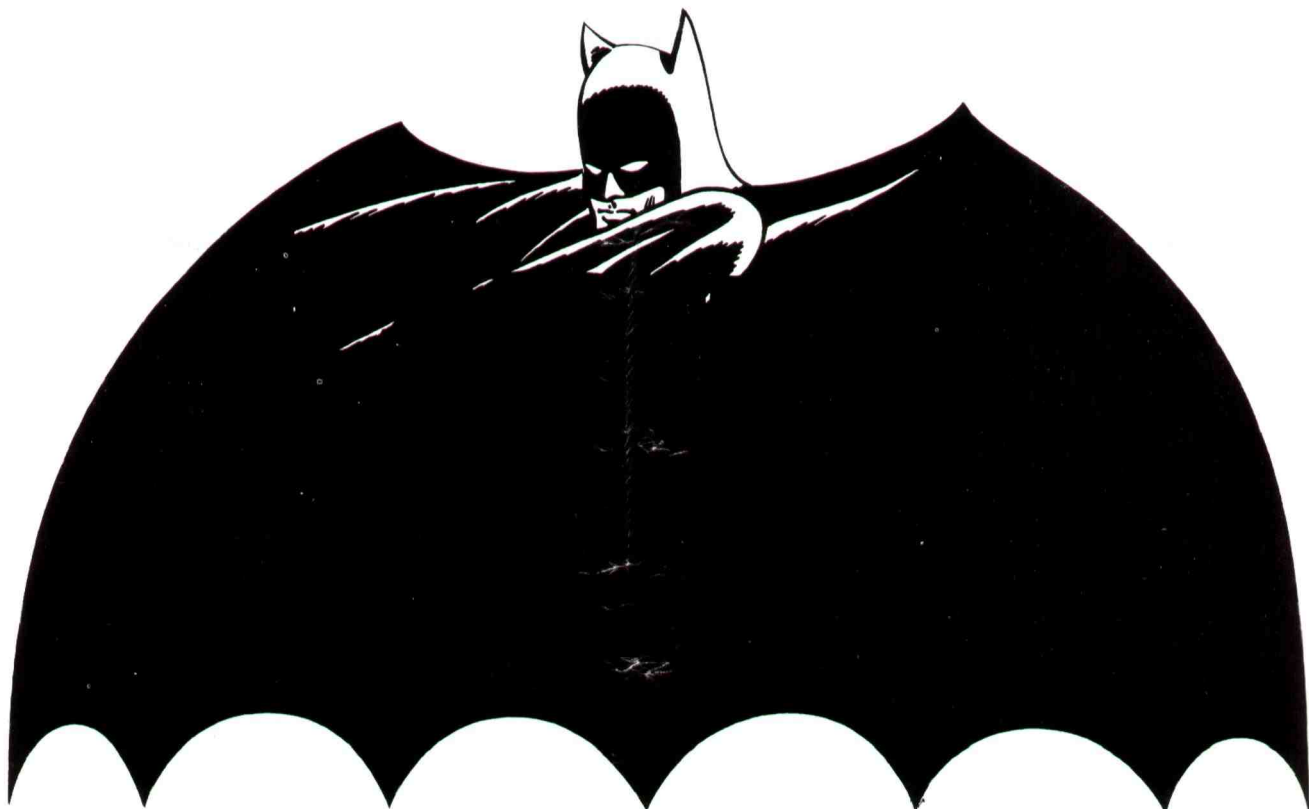


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Press and Pressure

Dr. Frank Stanton, president of the Columbia Broadcasting System, in his talk last week before the annual convention of the Soap and Detergent Association at the Waldorf, struck a powerful blow on behalf of all news media. Defending his network's coverage of the war in Vietnam, Stanton stated it was necessary to report the bad news along with the good. "There are those," he said in part, "who would like only the good news reported. . . . But, in common with all conscientious journalists, we are not subscribing to any theory of news by handout—telling the American people what somebody arbitrarily decides that they should know and concealing the rest."

The case for all news media, including television, radio, magazines, newspapers and business papers could not be stated more concisely or courageously. For a publisher to accept the principle of "news by handout" is tantamount to relinquishing the heritage of the American press; it is tantamount to acceptance of censorship through passivity—through failure to uphold the tradition of competent reportage, which is the chief obligation of news media.

In the trade paper field—as in other forms of communication—the special interests and pressures are always busy, working to manipulate and control the channels of news and thereby cheat and misinform the reader. Our journalistic field is replete with press agents who are not truly agents of the press and with individuals who labor mightily to block the dissemination of information.

Our battle against them is unceasing. An informed industry is a better industry. We advise all in it to ponder and take to heart Stanton's stand.

A Record-Breaking NARM Parley Seen

NEW YORK — A record-breaking attendance is in prospect for the annual NARM convention scheduled March 6-10 at the Fontainebleau Hotel, Miami Beach. Jules Malamud, executive director, announced that for the first time in the association's history, the convention is a complete sellout more than a month before it is scheduled to open. However, late registrants can be placed in the Barcelona Hotel, immediately adjacent to the Fontainebleau, where an additional 75 rooms have been secured.

A full complement of 60 rack jobber companies and 60 manufacturers will participate a pre-arranged appointment schedule with each manufacturer. Person-to-person has been closed since no additional spaces are available for either rack jobbers or manufacturers.

For the first time in NARM history, distributors will be included in the NARM conven-

tion, via the new associate membership distributor category. This category is in addition to the manufacturer associate membership category. Full membership is held by rack jobbers.

NARM has within its membership a total of 40 distributors from all parts of the nation. A distributors luncheon meeting, conducted by Dr. Alton F. Doody of Ohio State University, will cover the problems of the record distributor in a changing industry. This session will be held March 9. Distributors may contact the NARM office at the Trianon Building, Bala Cynwyd, Pa., for information on distributor membership in NARM.

Malverne Is Reactivated; Buys Portem

NEW YORK—Malverne Distributors, Inc., has been reactivated and has taken over the assets, facilities and staff of Portem Distributors, Inc., located at 601 West 50th Street. Al Hirsch, president of Malverne, will actively head the operation. Hirsch has been a pioneer indie distributor for more than 20 years. Prior to selling out to MGM in November 1964, Malverne was one of the nation's leading indie distributors.

Among the lines handled by the newly reactivated Malverne are Epic, Blue Note, Savoy, Prestige and Cameo-Parkway.

Joe Grippo remains as sales manager, and Harvey Maybrown and Jack Braun continue as salesmen.

The deal was concluded by Al Hirsch and Gladys Pare, who headed Portem.

Cap. Makes Major A&R Changes

HOLLYWOOD — Three major developments have occurred within Capitol's a&r department. Dave Dexter has been given the assignment of creating untested outlets for catalog album product. Bill Miller has taken over his job as head of the Capitol of the World foreign imports line and Lee Gillette has been retained to produce the re-signed Guy Lombardo orchestra.

Dexter's new job will focus on "re-exploitation" and re-use of all Capitol masters, explained a&r vice-president Voyte Gilmore. Dexter will develop premium packages for the Capitol Record Club, expand the repertoire available to the Pickwick-33 line of budget albums and provide EMJ's racked label, Music for Pleasure, with appropriate masters.

A significant part of the job will be taking artists with selling power who may be off the label and repackaging/infusing life into these albums through diverse outlets.

The move puts greater emphasis on reissues and special projects, with Dexter's broad knowledge of the company and its artists through almost 25 years with the company, cited by Gilmore as being instrumental in assigning him the job.

Besides developing his own rejuvenation projects, Dexter will handle assignments suggested by the company's a&r committee. "Special projects" might cover albums by Duke Ellington, Kate Smith, Dean Martin and cover

historical as well as entertainment topics.

In taking over Capitol of the World from Dexter, Miller will co-ordinate a foreign disk series which will initiate strong thematic merchandising campaigns. When the series first began, Gilmore noted, products were easier to sell than today, when the imports market is covered by copy companies. The new imports head has been in a&r with the company since 1945. Corporate thinking now is to couple related albums in a release, exemplified in the February package of German and Austrian albums. Merchandising aids and programs will be developed for each unified release. (The German language release is backed by travel posters, a large stenciled floor window display and smaller chalet displays for dealer use).

If this unform concept works, Gilmore indicated the company would consider hiring salesmen expressly for the foreign language series. The label had Capitol of the World salesmen several years ago but they were dropped in favor of a unified force handling all Capitol product.

In the move reuniting Lee Gillette with Guy Lombardo, Gilmore brings together a team which recorded a dozen best sellers during the band's 1956-1961 tenure with Capitol. Gillette left one year ago after the death of his close friend Nat Cole. For the past five years Lombardo was with Decca. He and Gillette, a veteran Capitol producer, have signal nonde-

pendent five year pacts with the label. Gillette will cut his first sessions with the 60-year-old band leader Feb. 23 in the Tropicana Lounge in Las Vegas. Plans are for two immediate albums.

During his stay at Capitol, Lombardo sold over two and one-half million LP's, Gilmore pointed out. Last year, while still on Decca, Capitol sold 150,000 Lombardo albums; 14,000 moving in December. In studying sales figures, Gilmore noted with interest that Capitol moved 7,000 Lombardo tapes of one title and 4,200 of another. The band has been together 40 years featuring Guy and brothers Carmen and Liebert.

KFRC Moves to Hot 100 Format

SAN FRANCISCO — KFRC, an Easy Listening station, is switching to a Hot 100 music format. Bill Drake, programming consultant who took over KJL, Los Angeles, last May and guided it to the top of the ratings heap, was hired by RKO General Broadcasting last Wednesday in New York to line up new staff members, and create the new sound. Drake was in San Francisco last Friday to begin the changeover, which will take place as soon as possible.

In a March 7, 1964, Billboard Radio Response Rating survey, KFRC tied for a low third with KPEN-FM in influencing album sales.

ANATOMY OF POP FOR ABC-TV

NEW YORK — "Anatomy of Pop," a TV show that explores today's popular music and examines the roots and how it developed, will be shown on ABC-TV (network) Feb. 15 at 10 p.m. (EST). Much of the show was filmed in Nashville, New Orleans and Detroit.

EXECUTIVE TURNTABLE

Charles Trepel named national sales manager of Command Records, reporting to



Loren Becker, general manager. Trepel joined Grand Awards Records in 1954 in Midwest sales, later headed Eastern sales, then was head of production at Command's New Jersey factory. He is a Yale graduate and lives in Summit, N. J., with his wife and son.

Hy Sandler, general manager of Lieberman Enterprises, Minneapolis, has been appointed administrative vice-president of the firm, one of the Northwest's largest phonograph record distributing firms, with many other wholesaling enterprises.

Bill Klusmeyer, for the past 14 months director of royalty administration at Mercury Records, has been upped to the post of director of accounting. He replaced Ed Goddard, who took a position outside of the record industry.

William F. O'Boyle, former national sales manager of Fleetwood of Canada, has been appointed national sales manager of Pilot Radio, Inc., manufacturers of stereophonic high fidelity components and consoles.

Leonard B. (Lenny) Lewis set as West Coast representative for E. B. Marks Music. Lewis is a show business veteran having at one time or another represented Artie Shaw, Count Basie and Larry Clinton, among others.

John J. Pavlove named West Coast sales director for Pickwick International. He will cover the

11 Western States. Pavlove had been executive vice-president of Brason Associates, a Chicago wholesaler. At Brason he introduced children's records into chain store toy departments.

Jesse Scott, songwriter and producer, has joined Raco Record Productions, Dearborn, Mich., as a producer.

Carl Proctor, former Mercury promotion man, now Scepter-Wand's Chicago promotion man.

Ralph Paolone set as acting manager of ASCAP's Dallas office. Paolone joined the Society as a field representative in 1963, working out of the Miami office.

Mike Glasser, formerly assistant to James Krueger at Transglobal Music, has started his own firm, Glasser Productions.

Don Diamond to International Tape Cartridge Corp. as supervisor and co-ordinator of production. He'll head four-man staff to analyze sales movement of various albums to assure distributors timely releases of cartridge product. Diamond was formerly with Columbia Record Distributors, New York, and has worked with Cosnat, Coral Records, and others.

Lee Levine, formerly manager of Standard Distributors, Pittsburgh, now on the Midwest sales and promotion staff of United Artists. He will make Pittsburgh his headquarters.

Tony Bultman named executive assistant to Alan Stroh, president of SCC Management.

Hy Sandler, general manager of Lieberman Enterprises, Minneapolis, Minn., has been appointed administrative vice-president of the firm, one of the Northwest's largest phonograph distributing firms, with many other wholesaling enterprises.

Handleman in Pink, Sees 17% Sales Hike

DETROIT—The Handleman Co. estimates sales will hit \$41-\$42 million this year, for a gain of approximately 17 per cent over the 1964 fiscal period. Last year the firm, the largest wholesale merchandiser of records in the nation, reported sales of \$24,932,453, up 24 per cent over the previous year. Handleman's fiscal year ends April 30.

Handleman's rise as a distributing power is graphed by its '65 fiscal gross of \$35 million, up from \$28 million in '64 which exceeded a \$23 million figure in 1960. Consolidation net earnings of Handleman last year rose to \$1,516,528 (\$1.51 a share), a 39 per cent increase over the \$1,088,487 (\$1.09 a share) reported last year.

During the six years the company has been distributing records, its sales have increased at an annual compounded rate of 26 per cent.

The firm's 16 distribution centers throughout the country service many mass merchandisers, including J. C. Penney's, Kresge's, Woolworth's, W. T. Grants and Montgomery Ward. The

company is 32 years old and is represented on the American Stock Exchange, having gone public in 1963.

It opened a Los Angeles office last August headed by Moe Handleman, who transferred here from Chicago. Last week three Handleman brothers, Joseph, Moe and David, were united in business meetings in Los Angeles.

'65 DISK SALES HIT HIGH: RIAA

NEW YORK — The Record Industry Association of America this week issued its 14th annual report, covering such items as legal and legislative activities, marketing, the postal scene, public relations, relations with broadcasters and technical standards. According to the report, record sales at retail during 1965 hit more than \$600 million, an all-time high.

MGM Launches 3 Budget Labels; A Major Jazz Is Included

By CLAUDE HALL

NEW YORK — MGM Records introduces three new budget lines this week, including a major budget jazz label. The new labels are: VSP—Jazz, Heliodor—classical, and Leo the Lion—children's.

Mort Nasatir, MGM Records' president, said the new lines would be shown to distributors Feb. 7 in New York; Feb. 8 in Chicago, and Feb. 9 in Los Angeles. Sol Greenberg, director of album sales, will conduct all three sales sessions.

The creation of the new budget labels follows "almost sensational results" from MGM's Metro Records, Nasatir said. Metro Records, a pop budget label, was launched a year ago. Almost every record company did well financially in 1965, he said, "but I think we have been particularly successful in that we have gained against competition. We did \$2 million in business in December, then followed that up with writing \$3.5 million in business at our West Coast sales meeting in early January. The three new budget lines will provide us with a complete service for dealers and rack jobbers in the low-price range as well as our front-line catalog."

MGM Records' low-priced

offerings now total four. These are in addition to the full front-line catalog. Metro, Nasatir said, will be continuously strengthened. In line with this expansion of budget material, MGM hired two men who started Monday (31). Peter Spargo will be in charge of a&r for budget material, reporting to Tom Wilson. Also hired was Phil Picone, formerly with 20th Century-Fox Records. Picone will be director of sales to rack jobbers.

"Second to None"

The classical product offered on the new Heliodor label will be "second to none" in the industry, Nasatir said. The material will come about 70 or 80 per cent from the catalog of DGG and the rest from MGM's classical catalog. "Not a month goes by that we don't receive requests for MGM's classical line . . . material that is unavailable on the market," he said. Product on Heliodor Records includes Mozart's "Requiem, K. 626" as performed by Irmgard Seefried, Gertrude Pitzinger, Richard Holm and Kim Borg with the Vienna Symphony, conducted by Eugene Jochum. Other artists featured in the 15 albums in the first series includes Annie Fischer with the Bavarian State Orchestra, conducted by Ferenc

Fricsay; the Salzburg Mozarteum Orchestra, conducted by E. Maerzendorfer and the Salzburg Camerata Academica, conducted by Bernhard Paumgartner; the Koeckert Quartet, the Chorus and Orchestra of Radio Leipzig, conducted by Herbert Kegel; the Berlin and Munich Philharmonic Orchestras and the Berlin RIAS Symphony Orchestra, conducted by Artur Rother; the Hamburg Camerata Instrumentale; the Bavarian Radio Symphony, conducted by Eugen Jochum; the National Philharmonic Symphony, conducted by Stanislaw Wislocki; Hans Pischner and Vladimir Yampolski; Andres Segovia; Carl Weinrich; Richard Ellsasser; the Guilet String Quartet; a wind ensemble, conducted by Arthur Winograd, and Beverage Webster.

Specially Designed

A feature of both the jazz and kiddie budget lines is that the jackets are designed especially for impulse sales. A sales message in large print that can be easily read several feet away races across the top of the jackets. One of the 15 albums in the VSP jazz line, for example, states: "Woody Herman. On March 25, 1946, Woody Herman's First Herd played a historic concert at Carnegie Hall. Here are the actual recordings of highlights of the concert, unavailable for many years, capturing the excitement and power of one of the greatest big bands of all time. Starring: Flip Phillips, Bill Harris, Sonny Berman, Billy Bauer, Pete Condoni."

Artists in the first VSP series include the Jazz at the Philharmonic All Stars (composed of jazz greats like Flip Phillips, Illinois Jacquet, Coleman Hawkins, Buddy Rich), Stan Getz, Dizzy Gillespie, Oscar Peterson, the George Shearing Quintet, Woody Herman, Art Tatum, Bud Powell, Count Basie and his orchestra, Billie Holiday, Johnny Hodges, Gene Krupa and his orchestra, Cannonball Adderley and Ray Brown, and Herbie Mann.

"We're aware that in Verve we have the greatest jazz catalog," Nasatir said. "Much of it can never be duplicated. And we believe we can market this catalog better via a budget line than at normal prices. We are striking for the impulse purchase." VSP, he said, stood for Verve Special Project. Both Heliodor and VSP have a suggested list price of \$2.50. The project took six months; working on it were Creed Taylor, Verve a&r director; Jack Maher, advertising manager of MGM Records, and Dom Cerulli of William H. Schneider Agency.

Shop-Tested

For VSP, no special LP was drawn from the Verve catalog, Nasatir said. "We put together several goodies." The budget jazz records were shop-tested with knowledgeable dealers around the country and did excellently. "We're appealing to a market that has never had the opportunity to buy jazz before."

The label for Leo the Lion Records is based on the lion that has growled at every MGM motion picture for years. The first 15 albums in the new line is all quality product with a \$1.98 suggested price. The kiddie line runs the full length of appeal to the younger set. Product includes a Snokey the Bear album with a message from Mrs. Lyndon B. Johnson on the back; Dr. Seuss' "Horton Hatches the Egg" story; Kay

Kay and Lewis 'Dealing'

NEW YORK — Monte Kay and Jack Lewis have set four independent production deals; two with MGM, one with Atlantic and one with Reprise. All the deals were made for clients of their management operation, Monte Kay Artists Management.

For MGM, the duo, in association with Charlie Calello, have produced a single by the Avengers, new vocal-instrumental group, of the theme from "The Batman" TV show. For MGM's new subsidiary label, Blue Verve, Kay and Lewis created a Clara Ward single that will ship this week and will be one of two disks used to introduce the Blue Verve line.

On Atlantic, the management

team will produce Jackie Cain and Roy Kral, and for Reprise, they will be turning out Joao Gilberto's Reprise albums and singles.

Although their production activities have been confined so far to artists in their managerial stable, they indicated that they will probably broaden their disk production.

Among the artists represented by Monte Kay Artists Management, in addition to those already mentioned, are the Modern Jazz Quartet, Charlie Byrd, Astrud Gilberto, Leon Bibb, Flip Wilson, Joe Petrone, Ray Barretto, Art Farmer, and the Brazilian vocal group, the Cariocas.

COL. ACCENTS MASTERWORKS IN NEW ALBUM

NEW YORK — In another audio-visual development at Columbia Records, the label is introducing a stereo LP buyer's guide to its Masterwork's catalog, titled "The Sound of Genius." The album contains highlights from 32 Columbia Masterworks recordings performed by many of the label's artists.

Paul Myers, Columbia Masterworks artists and repertoire producer, narrates the album giving information about each selection, the composers and the artists. Featured on the special foldover jacket are reproductions of 60 album covers. Fifty of the albums selected were critics' choices of the best Masterworks recordings issued in 1965. Represented are such publications as the New York Times, Time Magazine, Saturday Review, High Fidelity and HiFi-Stereo Review. The remainder of the jacket is devoted to 10 January releases.

Columbia's "Sound of Genius" is the first audio-visual classical catalog specifically designed by a record company to aid the consumer in purchasing classical recordings. It is aimed to fill a void created by the self-service merchandising trends of the past decade, which have left only a few retailers staffed with knowledgeable classical-record salesmen.

A new "Sound of Genius" recording will be released every three months and will be available to dealers at the manufacturer's cost. In addition to the recording, which will be given to the consumer free of charge, special record mailer sleeves are being supplied at a nominal cost to those dealers who wish to make a bulk mailing to their customers. For customer's convenience in ordering any of the albums listed on the "Sound of Genius" record, a return order postcard with space for a dealer's imprint is available with each album.

The next edition of "Sound of Genius" is scheduled for release in April.

Landé with rhymes, alphabet songs and riddles; the story of "Little Red Riding Hood"; the tale of "Goldilocks and the Three Bears"; an album of bedtime stories; "Cinderella"; "The Wizard of Oz"; an album of parade and marching songs; "Tubby the Tuba" as told and sung by Jose Ferrer; Mother Goose rhymes; Mighty Mouse; Flipper from the TV series; Tom and Jerry.

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LIBERTY RECORDS AND the label's national publicity director, Norm Winter, were awarded a plaque by the International Press & Photo Journalists organization for "the most comprehensive and co-operative service in the industry." The award, presented last week, is the first of its kind. From left, Liberty vice-president Robert Skaff, Liberty president Alvin S. Bennett, Winter, and Jan Storm and Miguel De Zarraga of the press organization.

RCA INTROS A BONUS WITH LP RELEASES

NEW YORK—RCA Victor is introducing an extra-added attraction to its album releases called a "Living Liner." The "Living Liner," a seven-inch vinyl LP, is enclosed with the regular package.

It is being introduced this month on Morton Gould's LP, "The Two Worlds of Kurt Weill," and is being planned for use with subsequent Victor albums. The "Living Liner" on the "Kurt Weill" LP contains spoken appraisals of the composer's work by Ogden Nash, Langston Hughes, Ira Gershwin and Morton Gould.

The "Living Liner" was conceived by a&r producer Howard Scott, in charge of the recording sessions for the album.

Fraternity to Aid Fight on Cancer

NASHVILLE — The local Kappa Phi Fraternity chapter of 90 high school boys is promoting a show featuring three groups which are college favorites and will give net proceeds to the local chapter of the American Cancer Society.

The show, March 11 at the Hippodrome with tickets \$2.50 each, will feature the Kingsmen, the Gentrys and the Charades.

The fraternity is aiming for a crowd of 7,000 and hopes to turn over \$7,000 to \$8,000 to the cancer society. Officials of the society said they believed it is the first time a group as young as this had undertaken such a large project.

Each fraternity member will sell tickets. In addition, they will be on sale at other spots. Jack Brown of BMI is assisting the fraternity in staging the show. There are 14 colleges in Nashville.

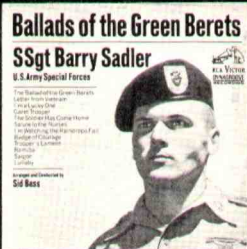




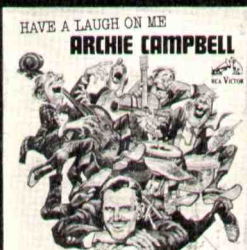
*You really haven't heard
"Bye Bye Blues"⁴⁴³⁵¹⁹
until you've heard the
Andy Williams single.
(c/w "You're Gonna Hear From Me!")
on COLUMBIA RECORDS *

NEW ALBUMS FOR FEBRUARY

EXCITING NEW POP RELEASES



Sings his songs of the Green Berets. "Ballad of the Green Berets," "Letter from Vietnam," "Saigon," 9 more. In Dynagroove sound. LPM/LSP-3547



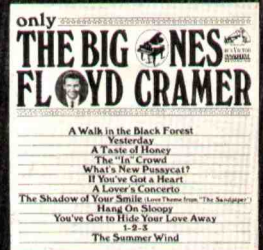
Plenty of laughs here. Includes his two "spoonerism" hits, "Rinderella" and "Beeping Sleauty." Also, "The Drunk," "Hey, Waiter!" LPM/LSP-3504



America's funniest story-teller in a "live" performance at the Royal Box of the Americana Hotel. 33 top stories in that Cohen style. LPM/LSP-3534



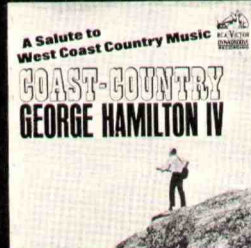
Here are big hits sung by the individual artists who made them. Album features Roger Miller, Eddy Arnold, Jim Reeves, Connie Smith, 8 others. LPM/LSP-3452



Playing the hits of 1965, Floyd follows his recent success of "Class of '65," "Yesterday," "The 'In' Crowd," 10 more. In Dynagroove sound. LPM/LSP-3533



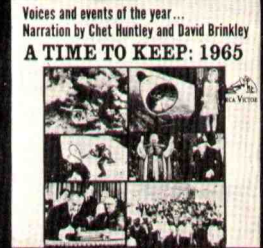
Many top composers selected their favorite songs for this one. "Charade," "How Deep Is the Ocean," 10 others. In Dynagroove sound. LPM/LSP-3501



Great performance with a West Coast approach to Country music. "Long Black Limousine," "Together Again," 10 more. In Dynagroove sound. LPM/LSP-3510



Original London cast recording. All the spirit and excitement, songs and music from the hit show. In Dynagroove sound. LOC/LS0D-2007



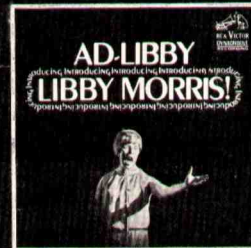
Comprehensive chronicle of 1965's big gest events. Includes actual voices and sounds of persons and events that made up the headlines. LOC-1122



Requested classical numbers chosen from their concert tours. "Minute Waltz," "Flight of the Bumble Bee," 6 more. In Dynagroove sound. LPM/LSP-3505



31 years of Oscar winners. "Chim Chim Cher-ee," "Secret Love," "Moon River," "The Way You Look Tonight," 2-record set. In Dynagroove sound. LPM/LSP-6013



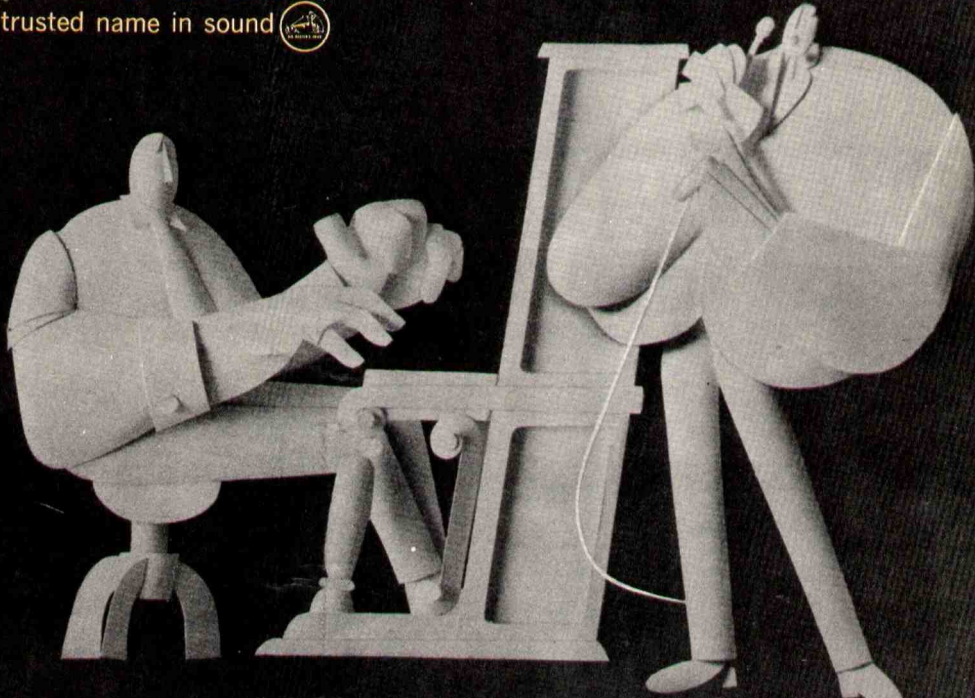
First album by this fabulous musical comedy and nightclub artist. 12 songs include "Sand in My Shoes," "It!-That!" In Dynagroove sound. LPM/LSP-3506



This one will go all the way. Original sound track composed and conducted by Elmer Bernstein. Sure to delight record buyers. LOC/LS0-1120

ON RCA VICTOR

RCA The most trusted name in sound **STEREO**



Direct Hits
— PLAYED BY —
CHARLES CALELLO AND ORCHESTRA

Lover's Concrete
The Mouse
The Name Game
The Clapping Song
Down Go Away
Candy Girl
Rennie
Navy Blue
Abigail Beecher
Let's Hang On
Bye Bye Baby
Concrete and Clay

Instrumental treatment of Calello's biggest hit arrangements. Includes "The Mouse," "The Name Game," "Let's Hang On." **Dynagroove** sound. LPM/LSP-3549

A BAG FULL OF SOUL
FOLK, ROCK AND BLUES
JOSÉ FELICIANO

Follows up his current album with such hits as "Goin' to Chicago Blues," "A Woman, a Lover, a Friend," 10 others. In **Dynagroove** sound. LPM/LSP-3503

SOPHIA LOREN
JUDITH

PETER FINCH JACK HAWKINS

A great new album that captures all the drama and exciting impact of the motion picture. Composed and conducted by Sol Kaplan. LOC/LSO-1119

Pee Wee Plays Pretty
PEE WEE SPITELERA

Featured clarinetist with the Al Hirt band in his first smash album. "Blue Clarinet," "Ebb Tide," 10 others. In **Dynagroove** sound. LPM/LSP-3511

Verdi
REQUIEM

BOSTON SYMPHONY LEINSDORF | **NILSSON CHOOKASIAN BERGONZI FLAGELLO** | **Boston Chorus Pro Musica**

Stellar cast in performance of Verdi's great opera. Boston Symphony/Leinsdorf, Boston Chorus Pro Musica. In **Dynagroove** sound. 2 L.P.s. LM/LSC-7040

HIGHLIGHTS
LAURENCE OLIVIER
in **OTHELLO**
William Shakespeare
A presentation of The National Theatre of Great Britain

Original London performance. "Sir Laurence Olivier is an even greater Othello on records than on stage"—Time. In **Dynagroove** sound. VDM/VDS-108

THE TWO WORLDS OF KURT WEILL
MORTON GOULD AND HIS ORCH.

BERLIN | **NEW YORK**

Arr. by Gould, Weill in Berlin of '30s style and contemporary style. "Mack the Knife," "Speak Low," "Bilbao Song," more. In **Dynagroove** sound. LM/LSC-2863

ANDRÉ PREVIN CONDUCTS
SHOSTAKOVICH: SYMPHONY NO. 5
LONDON SYMPHONY ORCH.

Previn's first recording of a symphony for RCA Victor. An exciting performance of Shostakovich's massive "Fifth." In **Dynagroove** sound. LM/LSC-2866

HEIFETZ-PIATIGORSKY
CONCERTS with **LEONARD PENNARIO** and Guests

Arenskey TRIO (in D minor)
Vivaldi: **CONCERTO** for Violin and Cello (in B-flat)
Martini: **DUO** for Violin and Cello

Latest in their historic recorded series. Flawless virtuosity. With Pennario, piano; Malcolm Hamilton, harpsichord. In **Dynagroove** sound. LM/LSC-2867

Schubert
Sonata in G
Op. 78
PETER SERKIN

Second Red Seal recording by the young artist who Eugene Ormandy says has "an all-embracing musical curiosity." In **Dynagroove** sound. LM/LSC-2874

URS, Ampex Will Make Tapes

By PAUL ZAKARIS

CHICAGO — Billboard has learned that Universal Recording Studios and the Chicago-based wing of Ampex will soon be duplicating eight-track stereo tape for use in Automobile playback systems.

Bernie Clapper, president of Universal, told Billboard that he will be ready on March 1 to turn out 6,000 tapes daily. Clapper said he is contracting to duplicate music for various record firms that want to make their products available for existing eight-track auto tape-players.

The Ampex disclosure was the first indication that the firm

would enter the eight-track CARtridge tape duplicating business. Modified Ampex equipment is used almost exclusively by eight-track duplicators in this country, but the firm has never done such work itself.

Ampex, which said it has nearly half of its 39-label music library ready for eight-track, has signed contracts with Orrtronics and the Amerline Corp. to produce cartridge-cases for the tapes. Ampex will begin duplicating in about 90 days. The first label to be released on the eight-track tapes will be London.

The Amerline CARtridge is designed for the Ford-Motorola eight-track systems and for playback units of similar dimensions.

(The company has been manufacturing tape cartridges for many uses in the past 12 years and is now contracting to build cartridges for various types of playback units.) The Orrtronics CARtridges may be used only with Orrtronics' own version of eight-track "after-market" playback unit which is currently being distributed by Sears, Good-year and various other national chains.

Clapper, who has devoted 16,000 square feet of space to his duplicating operation, said the new operation is part of Tono-Tapes, Inc., a wholly owned subsidiary of Universal Recording Studios, Inc.

Universal, which has long enjoyed the reputation as one of the leading sound studios in the country, has been in the high-speed duplicating business for more than 15 years.

For the eight-track duplicating requirements, Universal's engineers have adapted Ampex four-track equipment to new specifications.

Clapper said that his engineers have speeded up the mastering process and have improved the noise-to-sound ratio on eight-track tapes.

Epic Putting Distrib In the Driver's Seat

NEW YORK—Epic Records wound up its national sales meeting in Miami Beach's Eden Roc Hotel last week with the unveiling of its 1966 sales program titled "The DeVille Run." The program is a "road race" in which a distributor earns points translated into miles based on his performance in the sale of records during the race. The winners will be announced at Epic's July sales convention.

To coincide with the road race, Epic has developed the slogan, "The Success Route of 66," which will be utilized in all promotion, merchandising and advertising for the duration of the incentive program.

In order that the size of an individual organization does not determine the winner, all distributors will participate equally on the basis of a market share index, compiled through electronic data processing. This marks the first time computers have been used in a record label sales program.

All personnel within each distributorship will participate in the program. The first three Epic distributors leading the race as of July 2 will win prizes for all members of their organization. A 1966 Cadillac DeVille convertible will go to the first-place-winning distributor executive or sales manager. Second prize is an all-expense week-long trip for two to Paris, and the third prize will be a week for two in the Caribbean. There will also be prizes for other personnel in the top three organizations.

Mailed Reports

Status reports in the form of maps, also compiled and printed by the computers, will be mailed to the distributors every two weeks. At the meeting, Len Levy, Epic's vice-president and general manager, also unveiled the label's February album, tape and stereo Little LP product.

Seminars and open discus-



LEN LEVY

sions groups also highlighted the meeting. Leonard H. Hirsch, a certified public accountant and business management consultant, and Bill Leo, director of credit and collection for Epic and Columbia Records, conducted a seminar on credit and collections as pertaining to record distribution today. Hirsch also spoke on the proper methods of organizing a small business from the standpoint of proper internal contributions, employee benefits, proper management backup, possible use of electronic data process knowledge and utilization of the results.

An open discussion on the various means available for better merchandising and promotion of Epic and Okeh product was held among the distributor principals and the Epic and Okeh staff.

Miller Gets Rights To Winning Song

NEW YORK—Lollipop Music's Ed Miller returned from Spain with U. S. and Canadian publishing rights to "Min Les Tipota," winner of the Mediterranean Song Festival. The Greek song was written by Franziska Iakovidou and Andre Oeconomou. Miller also got the rights to "Mine," another Greek entry at the festival, and to "Iassou Opa Opa Iassou," which was not in contention.

Rights to all these songs were acquired from Canciones Del Mondo, a Madrid publishing firm.

Jolly Joyce's 50th

PHILADELPHIA — Jolly Joyce, head of Jolly Joyce theatricals here, celebrates his 50th year in show business March 24.

7 Singles Spur WB-Reprise's Sales Spurt

HOLLYWOOD — Following nearly a 100 per cent boost in album sales in December, Warner-Reprise is riding high in single sales. Seven disks have sold 1,400,000 copies since December.

The singles are: "My Love," by Petula Clark; "These Boots Are Made for Walkin'," Nancy Sinatra; "It Was a Very Good Year," Frank Sinatra; "Bat Man Theme," the Marketts; "The Dedication Song," Freddie Cannon; "Somewhere There's a Someone," Dean Martin, and "A Well Respected Man," the Kinks.

Similarly titled albums are in the works for the seven artists. Maitland said that international sales have followed the domestic trend, pointing to Miss Sinatra's disk as being called one of the hottest American record releases in England by the Pye licensee.

"Although 1965 was a banner year for us," said president Mike Maitland, "it appears the new year will easily outstrip it." The company shipped a total of \$82,000 singles alone in a 10-day working period, Maitland noted. The Nancy Sinatra single has been selling at the rate of around 30,000 copies a day; Frank's ballad hit the 200,000 mark.

NUNS' RECORD TO AID BLIND

NEW YORK—The Medical Missionaries of Mary, a group of 14 Irish nuns, will donate all their royalties from "Angels," a single released in the U. S. by Kapp Records, for the benefit of the 350,000 blind persons in Nigeria. The nuns, who were students at an Irish missionary training hospital, will serve in Nigerian missionary hospitals.



REUNION TIME: Juggy Gayles, left, of Bang Records and George Furness, right, of Atlantic Records, greeted Tony Bennett backstage at New York's Copacabana last week. Gayles and Furness worked on Bennett's first hit 15 years ago, "Because of You" and "I Won't Cry Anymore," which were back-to-back on Columbia Records.

Court Tells Ely & Kingsmen To Use a Different Billing

PORTLAND, Ore.—Jack Ely and the Kingsmen will have to change their billing. That's the ruling handed down by the Circuit Court here in the suit filed by the Kingsmen against "Jack Ely and the Kingsmen."

The court ordered that Ely no longer perform under any name using the word "Kingsmen" or any deceptively similar word, with this exception: He made promote and advertise himself with this phrase: "Jack

Ely, formerly of the Kingsmen." Ely was also restrained from identifying himself with the song, "Louie, Louie," which was a hit made by the Kingsmen, when he was with the group, on the Wand label.

The court, however, also said Ely could appear as "Jack Ely and the Kingsmen" in a certain number of specific dates which had already been booked. About 30 days are involved.

CHARLEY PRIDE

He'd Rather Sing Than Play

NASHVILLE — A major league baseball player has given up that career, has been signed to a recording contract by RCA Victor and is trying to make it as a country music artist.

The unique part of it is he is the first Negro ever signed to a long-term contract by a major label.

The man is Charley Pride, whose first single is "Snakes Crawl at Night" and "Atlantic Coastal Line."

There have been a few Negro c&w performers but they are rare. Many years ago DeFord Bailey appeared regularly on the "Grand Ole Opry." Roy Acuff

once had a Negro band member.

Pride played ball for a short time with the Los Angeles Angels, sang in clubs in off seasons and always wanted to be a c&w singer. He was on his way to St. Petersburg, Fla., to try out for the New York Mets at their training camp and decided to detour through Nashville.

He auditioned for Jack Johnson, who signed him and is his co-manager with Jack Clement, independent a&r director and publisher. Johnson calls Pride "a tremendous talent."

Pride, a native of Montana, is being given the opportunity and hopes he will succeed.

A&M, Alpert Hot Combo

HOLLYWOOD—"The imitators haven't hurt us one bit," chortled A&M co-owner Jerry Moss, in revealing gross sales in December hit the \$3 million mark and January's gross was very close to that. Moss' reference was to the string of imitation Tijuana Brass groups which have appeared during the group's current hot siege.

"The imitators can't hurt the Brass' impact," Moss added. The sound of the Tijuana Brass is the creation of Herb Albert and "Alpert copy groups should know they're covering one man."

The successful group is heading for London in March for two BBC-TV specials and a concert promoted by Brian Epstein. The exposure will be the Brass' first major appearance on the Continent.

A&M will have a strong LP

release in March, issuing product by the Brass, the We Five and Chris Montez together for the first time. Alpert, who a&r'd Montez's current "Call Me" chart single, is spending less time in the studio as a producer of acts because of the one-nighter demands for the TJB.

BMI NAMES 3 TO BOARD

NEW YORK—BMI's board of directors has named Leo Cherniavsky assistant vice-president, foreign rights administration; Oliver Daniel, assistant vice-president, concert music administration, and Howard Koenig, controller.

REEVES' RECORD IN NO. 1 SPOT

NEW YORK—In setting the "Top Country Singles of 1965" chart for Billboard's 1966 edition of "International Record & Talent Showcase," Jim Reeves' "This Is It" on RCA Victor was inadvertently omitted from the No. 1 position. The disk also was listed in Billboard's "Hot Country Singles" chart for 24 weeks during 1965.

**The Big Hit
by The
Righteous
Brothers
is on Moonglow!***

GEORGIA ON MY MIND

THE RIGHTEOUS BROTHERS

Moonglow-244

* Distributed by



Best-Selling Righteous Brothers LP's on Moonglow.*

AVAILABLE IN MONO AND STEREO



THIS IS NEW! 1003



SOME BLUE-EYED SOUL 1002



RIGHT NOW! 1001



Jazzfest Plans in Motion In the Longhorn State

By BARRY CANDY

AUSTIN, Tex. — Plans to stage one of the nation's major 1966 jazz festivals in Texas this spring have officially gotten under way here. Coming here to produce the Longhorn Jazz Festival, the first of its kind in the State, scheduled for April 2-3, will be George Wein, producer of the Newport Jazz Festival and other leading jazz festivals around the world.

Wein will come to Austin in mid-February. Wein's Festival productions and Austin backers of the festival have leased Ditch Field, home of the Texas League Austin Braves, as the site for the three open-air concerts making up the festival bill. The park's capacity will be expanded to 10,000.

On the slate will be evening concerts Saturday and Sunday, April 2-3, plus a Sunday afternoon (April 3) "workshop session." The roster of festival performers is being assembled. No musicians have yet been named, but Wein says they will be drawn from the top ranks of jazzdom. For many of the musicians, the Longhorn Jazz Festival will represent their first Texas appearance. Although produced by Wein, the festival here will be backed permanently by Austin businessmen, who first discussed such an event with Wein when he brought his Newport All-Stars here for a concert last summer.

Operating under the sanction of the City of Austin, the Longhorn Jazz Festival is envisioned as an annual affair.

COL. DISK CLUB'S BRANCH OFFERS DELUXE PACKAGES

NEW YORK—The Society of the Performing Arts has been formed within the Columbia Record Club to offer deluxe package product. Albums offered are box sets such as "After the Fall," by Arthur Miller; "As We Remember Him," the John F. Kennedy four-disk extravaganza; "An Historic Return: Horowitz at Carnegie Hall," "Who's Afraid of Virginia Woolf?" original cast, and "Mexico," a three-disk history of Mexico in sound and pictures.

Initial offer is four packages free with a membership requiring the purchase of four albums during 12 months. The Society's prices are \$4.79-\$5.79 plus mailing and handling. A dividend certificate is sent with every disk bought, which may be used to purchase selections after the initial enrollment requirement is met. These products are offered in a special magazine mailed out every eight weeks. For each disk desired, after completing the enrollment terms, the price is \$1 or \$1.50 on \$5.79 and up merchandise plus the certificate.

Nineteen multiple disk sets are available in the first offering.

New 'Golden' Series

NEW YORK — Golden Records has announced a new "Golden Language" series, designed to teach a foreign language to young children "without resorting to the spoon-fed vagueness or textbook boredom which so predominates the field."

The series is kicking off with a program in Spanish and one in French. Each record has two sides, the first in English and the second in the foreign language.

Northbeach Debut

SAN FRANCISCO — Northbeach Records here made its debut last week with singles releases by the Great Society, Little Juarez and the Chosen Few. The announcement was made by Bob McClay.

BIG 3 GRABS 2 PRESS AWARDS

HOLLYWOOD—The Big 3 (Robbins-Feist-Miller) was winner in two categories in the Hollywood Foreign Press Association Golden Globe Awards.

The Miller song, "Forget Doman," was picked as "best song." The Riz Ortolani-Norman Newell tune is from the film, "The Yellow Rolls Royce."

"Best score" award went to Maurice Jarre for his "Doctor Zhivago" music. The score is registered with Robbins.

The Golden Globe banquet was telecast live here on the "Andy Williams Show."

MINNY C OF C SONG CONTEST

MINNEAPOLIS — The Minneapolis Chamber of Commerce is running a song contest, as a city-wide promotion, and has already set Mitch Miller and Skitch Henderson as judges. Chairman of the judges committee is Al Heimbach, vice-president of Farmers & Mechanics Bank. According to Heimbach, other judges are Robert Manzke, director of Minneapolis Choralists; Robert Warren, director of Marvellous Minnesota; Jerry Mayerson, orchestra leader, and Roy Schuessler, assistant director of the department of Music of the University of Minnesota. Entry blanks for the contest, which closes April 30, are available at the chamber of commerce office.

Winners will receive a \$2,500 stereo radio - phonograph - tape recorder combination donated by Schmitt Music Co., plus \$500 cash. The winner also retains royalty rights.

Heimbach said two more judges will be named later this month.

TRO Cooking On Pub Front

NEW YORK—The Richmond Organization is making a concerted effort to bolster its standard catalog by buying copyrights and renewal rights.

The publisher recently picked up two Italian standards—"Come Prima" and "Only You"—from AMC Music.

Two other standards—"Walk Away" and "African Waltz"—were acquired from British publishers, while renewal rights to "I'll Get By," "I Don't Know Why," "Mean to Me" and "Love, You Funny Thing" were picked up.

TRO's Ludlow Music recently acquired renewal rights to Alec Wilder songs, including "While We're Young," which goes into the Ludlow catalog in five years.

Other recent renewal rights acquisitions by TRO firms include "Carolina Moon," "For All We Know," "One Minute to One," "Oh, Look at Me Now," "Contented," "Mocking Bird Hill" and "With These Hands."

Pelsman to Go On Tour for Roulette

NEW YORK—Morrie Pancho Pelsman, Roulette Records international operations manager for Latin America, leaves Feb. 18 to visit 11 South and Central American countries to further develop the company's Tico and Alegre labels. He'll visit foreign licensees in Mexico, San Salvador, Panama, Colombia, Ecuador, Peru, Argentina, Uruguay, Brazil, Venezuela and Puerto Rico.

Tito Puente and La Lupe, Tico Records artists, will perform at the Venezuelan Carnival for two weeks the later part of February. Tico Records' Joe Cuba Sextet will tour Puerto Rico Feb. 17-28.

Reizner to Bonn

CHICAGO — Lou Reizner, product manager of Mercury Records' Mod label, left Monday (7) for Germany to seek new material and artists for the label. In addition, he'll record Horst Jankowski in Stuttgart.

Retirement Doesn't Work for Dave Finn

By MIKE GROSS



DAVE FINN

NEW YORK—In the lexicon of Dave Finn there is no such word as "retired." Finn, manager of record distributor relations at RCA Victor who had been with the company since 1923, was given a testimonial retirement dinner last December but he hasn't stopped working for Victor.

Finn is now on a per diem basis for special assignments. He's currently working on plans for (1) the advisory council meetings to be held this year, (2) the label's school program for distributor-salesmen, and (3) the Top Record Panel of distributor managers and principals for the company's national sales convention in the summer.

In addition, Finn is continuing his relationship with the Victor sales force in the field by issuing a monthly bulletin called "Trying to Keep You Posted." It contains information about Victor's current product and activity.

The advisory council project, which Finn set up in 1960, is designed for the exchange of ideas on the operation of a distributor organization. The meetings will be held this year in March and again in September-October in four key cities around the country.

In regard to the school program, Finn is mapping out a blueprint for a two-day workshop to be held in late April or early May at which distributor-salesmen will receive instruction on developing selling techniques. The clinics this year will be held in Baltimore, Boston, Dallas, Atlanta, New York, Kansas City, Los Angeles, San Francisco and Indianapolis. Finn said that so far he's received requests from 180 salesmen who want to attend the clinics. The program for the clinic is pre-

Welsch High on New Discovery

NEW ORLEANS — Lou Welsch, active for many years in composing and recording in this area, said last week he is returning to activity with a new discovery on which he pins high hope.

The artist is Donna King, 17, a high school student who Welsch describes as having "one of the greatest voices to come out of New Orleans in a long time."

Her first single, on Nola Records, which has a leasing arrangement with Atlantic, will be "Bless His Heart" and "I Don't Mind," due out soon.

Welsch penned such hits as "Take Me in Your Arms," "Papa Does the Mambo," "Mardi Gras Mambo" and "Cryin' the Blues."

AFCO Makes Bow

UNION, Ky. — AFCO Records, a subsidiary label of Boone Records, debuted last week. The new label will feature Hot 100 and r&b product; Boone Records will continue featuring country music. The first AFCO release features Mac Vickery with "Bell Bottom Jeans."

pared by Harbridge House, a consulting firm based in Boston.

Finn, also, is now in the process of preparing the organization of the Top Record Panel which will attend the summer sales convention. He says it's all part of Victor's policy of building closer ties between the home office and its men in the field.

The special assignments bring Finn to the New York office about two or three days a week and he says that he'll probably ease the pace next month. In the meantime, Victor should repackage that "retirement" dinner.

Southern Plastics Of Nashville Is Sold for \$1.5 Mil.

NASHVILLE — Southern Plastics, Inc., of Nashville, large record pressing plant, was sold last week by owners C. V. Hitchcock and John Dunn for \$1.5 million.

The plant, which presses for some 80 labels, was bought by George Mecsnyne and Edmon Turnley. Mecsnyne is an accountant and also owns a record distributorship and juke box operation. Turnley is a furniture manufacturer.

Hitchcock founded the company in 1947 and was its president. Dunn, who was vice-president and treasurer, managed it. Each owned 50 per cent of the stock.

Mecsnyne, the new president, said there would be no personnel changes and Dunn would continue operating the business. Mecsnyne said he would direct administration and Turnley would direct production.

Hitchcock is president of Vendors Manufacturing Co., maker of bulk vending machines. The company, which also started small and now employs 25, recently moved into a new \$125,000 building.

'LA MANCHA' HIT FOR KAPP

NEW YORK—Kapp Records, which has the original cast album of "Man of La Mancha," is reaping the benefits from the musical, playing to full house at the ANTA Washington Square Theater. The 1,155-seat house took in more than \$50,000 last week, the highest since it opened in November. The label reported that an album advertisement in the New York Times three weeks ago brought in response from most of the 50 States.

A SURE WINNER! Starting to move up fast
and soon to be challenging for lead position—

DON GIBSON singing **"A BORN LOSER"**

c/w "All the World Is Lonely Now" #8732

Published by Acuff-Rose



RCA VICTOR

The most trusted name in sound



ADVERTISEMENT TAPE CARTRIDGE TIPS

by Larry Finley

During the past 2 weeks, ITCC has shipped its distributors the original sound track from the 20th Century-Fox picture "Our Man Flint" in both four and eight track stereo tape cartridges.

This week, ITCC will be shipping the original sound track from MGM's "Dr. Zhivago" in both systems. This is one of the most beautiful musical scores of any motion picture, and our prediction, based on present sales of the MGM album, is that this cartridge will quickly rise to the top of the charts.

In BILLBOARD's "Top LPs" of January 9th, ITCC is represented with 38 titles, Columbia with 19, Capitol with 13, and RCA Victor with 12. This is one of the many reasons why ITCC is acknowledged as the leader in the tape cartridge field.

At the time of this writing, ITCC is shipping over 1,000 titles in four track and 80 titles in the Lear Stereo 8 and Orrtronics eight track principles.

Our new eight track catalog is at the printers, and will list 400 titles, covering everything from rock 'n' roll to the classics.

We are also issuing a weekly "Hot Sheet," covering additional cartridges which hit the BILLBOARD charts, or which, in our opinion, will become best sellers. The items listed on the "Hot Sheet" are available in either four or eight track and, starting immediately, all new releases will be available in either of these systems.

We have a great deal of confidence in the future of the tape cartridge industry. If you share our feelings and would like to become a distributor . . . we still have a few areas open. If you are a dealer and would like information on the nearest distributor . . . CONTACT US!



**INTERNATIONAL TAPE
CARTRIDGE CORPORATION**
Subsidiary of Dextra Corporation

Main Office
1290 Avenue of the Americas
New York, New York 10019
212: 581-1040

West Coast Office
1434 Westwood Boulevard
West Los Angeles, California
213: 474-5443

Modugno, Cinquetti Win at San Remo

• Continued from page 1

watched the event on television and sent in their choices.

DiMartino Exits Lib. A&R Staff

HOLLYWOOD—Andy DiMartino, 25-year-old producer, has departed Liberty Records a&r staff after eight months because of "policy differences." Liberty job was his first working for a major label, having principally worked locally as an independent producer.

Under terms of his departure, Liberty has relinquished the Cascades, act he manages and brought to the label. Group had a chart single with "Rhythm of the Rain" on Valiant two summers ago. DiMartino also manages the Accents and Betty Turner.

While at Liberty he was involved with teen product but produced the recent LP, "Boss Baroque," by harpsichordist Larry Knechtel and the Carmel Strings.

He hopes to sign with a major company and has already begun chatting with labels. He said he would be completely cleared out of his Liberty office by March 1.

London Acquires A German Hit

NEW YORK—London Records has bought release rights to Drafi Deutscher's "Marmor, Stein und Eisen Bricht." The label has retitled the German No. 1 hit to "Marble Breaks and Iron Bends," and will use English lyrics.

The deal was concluded between Peter Maisel, German publisher, and Walt Maguire of London.

London is also rush releasing on its Press label "Mirror Mirror," with Pinkerton's Assorted Colours, a British group. The record is on the British Top 20.

MGM Bows Repackaging Policy

• Continued from page 1

MGM Records has long had a rule that if a customer wrote in complaining about a record for any reason whatsoever the company offered him a replacement or his money back.

Will State Source

"But I don't feel this is enough. So, from now on, all repackaged and anthologized product will clearly state the source," he said. An example is a new release coming up that will state on the album jacket: "Herman's Hermits' hits played by the Liverpool Strings. The material in this album was previously released as the Herman's Hermits Songbook." Nasatir said the cover would also contain the information that these were instrumentals of songs that had been hits by the Herman's Hermits.

He said he thought every record company should follow this same type of policy regarding their repackaging. "It's time for every company in this business to take a stand. Sure, this is a tough industry, but we have to develop respect. MGM Records may lose a few sales with this new policy, but I feel we'll develop an even higher image than we have now."

Follows Probe

This new customer protection

Harking back to the "Volare" precedent, Modugno wrote and performed the winning song. This was the pattern of all his San Remo awards.

The Municipal Casino here was packed for the 16th annual running of the event.

Among the songs reaching the final round were:

"Now Yes," by Sergio Endrigo; "God How I Love You," the winner; "A La Buenas de Dios (Thanks to God), sung by Ribelli and the Minstrels; "I Will Give You More," a Remigita Testa song sung by Ornella Vanoni and Orietta Berti; "No One Can Judge Me," a Pace and Panzeri song performed by Caterina Caselli and Gene Pitney; "Never, Never, Never Valentina," a Colonnella-Testa song performed by Giorgio Gaber and Pat Boone.

A major upset at the Festival was the first-night elimination of Bobby Solo, last year's winner.

RCA LOOKS TO PRESLEY FILMS

HOLLYWOOD—With Elvis Presley set for eight films through 1968, RCA should reap a harvest of soundtracks and singles. Presley signed for four more MGM films, on top of two already committed to MGM plus single efforts for Paramount and United Artists. All record product is released on RCA through Presley's exclusive pact. Three Presley films will be released each year. Upon completing his six assignments for MGM, singer will have done 12 for that lot. He bowed in films in 1956 with "Love Me Tender" and will have rolled up 30 films when all current commitments are concluded.

policy launched by MGM Records comes on the heels of investigations by New York State Attorney Gen. Louis J. Lefkowitz into possible deception in the record industry. To date, only minor labels have, for the most part, been involved in the investigations. Lefkowitz has scheduled a second public hearing in the matter for Feb. 18.

COLLEGE CIRCUIT

By CLAUDE HALL

The Four Seasons' "never-ending string of hit records rocked the rafters" at Ohio University Jan. 15, said Billboard correspondent George Joachim. Josh White was also a performer at the show that drew 3,500 and he enthralled the audience. Jim Webb at Webb's World of Music in Athens, Ohio, reported that the concert did little to stimulate sales of albums by the Four Seasons. Rex Koons at Koons Music reported the same lack of sales response, though he did sell six LPs.

Correspondent Bill McCloskey at Villanova University, Villanova, Pa., said a Dec. 7 performance by the Swingle Singers attracted 2,100 though the concert wasn't promoted too well on campus. "The show was excellent." But Steve Thomas at a nearby Sears department store reported having no album by the group in stock.

Rollins Quartet

The Sonny Rollins Quartet on Jan. 16 at Penn State, University Park, Pa., "really turned on" an audience of 500, said correspondent David S. Kenig. Steve Fishbein

at the Record Room, however, reported no action or requests for albums resulting from the concert. Guy Maddenfort at Music Mart said he sold the "Now's the Time" LP he had in stock, but there were no further requests.

On Jan. 12, the Serendipity Singers performed to 600 at Pittsburgh University, Pittsburgh, and the concert proved of vast benefit to Fred Lackey at Bob's Discount Center—he reported selling all of the nine albums he had in stock by the group. Correspondent Jim Smith also found that the National Record Mart had "fair" sales resulting from the concert.

Ivan and the Sabers performed Jan. 14 before 450 students at a dance at Miami University, Oxford, Ohio, said correspondent David L. Neidorf. All four of the Sabers are college students; they play only on weekends. Joseph Myers at Myers Music Store said he'd received one or two questions about records by the group, but he had none since they hadn't any current releases. Hossack's record store reported no reaction.

Club Battle Lines Drawn As Atl. Labels Go RCA

• Continued from page 1

labels: Atco, Dial, Stax, Volt and Focus. The acquisition is an important step for the RCA Victor Club, which only really started rolling on its own about a year ago, in that it now has available to its membership some of the top pop, jazz, r&b and rock 'n' roll records issued in recent years.

Atlantic's first release through the RCA Victor Club will be available in June. It's expected that there will be eight albums in the first offer.

Victor, which took over the operation of its club from the Reader's Digest last year, started moving swiftly in acquiring outside lines. In addition to Atlantic, it now is handling Decca, London and DGG.

Columbia, the first record manufacturer in the club field, handles outside product produced by Warner Bros. Records, United Artists, Mercury, Liberty and Vanguard. The Capitol Records Club has taken in albums in the catalogs of ABC-Paramount and its Command and Westminster subsidiaries; and MGM with its Verve and Folkways subsidiaries.

The club picture began to enlarge late in 1964 after the Federal Trade Commission exonerated the Columbia Record Club on charges of monopoly and control of the record market

via exclusive licensing of outside labels. The decision gave the green light to other clubs to go after outside labels and the scramble was on.

Mercury CARtridge

• Continued from page 1

loose turns and tape hang-up problems that sometimes arise in shipment, storage and use. The new cartridge, unlike the Lear Jet-Pak, will be of screwlock construction.

Regardless of mechanical refinements and minor aspects of configuration, the Mercury cartridge will operate in any player that will accommodate the Lear cartridge.

Mercury is expected to sign a contract with a major Chicago high-speed, tape duplicating firm now entering the eight-track field.

To be made available through regular distribution will be the catalogs of Mercury, Smash, Fontana, Linn, Emarcy, Philips, Mod and budget labels on eight-track stereo.

Announcement of the Mercury tape CARtridge program will come in a week to 10 days, Billboard learned.

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The original cast recording of the
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RCA Victor

 The most trusted name in sound 

CLEVELAND

DETROIT

LOS ANGELES

MIAMI

Table with 2 columns: Rank and Song/Artist. Includes songs like 'Barbara Ann', 'Lightnin' Strikes', 'Spanish Eyes', etc.

Table with 2 columns: Rank and Song/Artist. Includes songs like 'Love Makes the World Go Round', 'Lightnin' Strikes', 'Don't Mess with Bill', etc.

Table with 2 columns: Rank and Song/Artist. Includes songs like 'I'm Tight', 'Going to a Go-Go', 'Love - Petula Clark', etc.

Table with 2 columns: Rank and Song/Artist. Includes songs like 'My Love - Petula Clark', 'A Well Respected Man', etc.

ST. LOUIS

SAN FRANCISCO

SEATTLE

WASHINGTON

Table with 2 columns: Rank and Song/Artist. Includes songs like 'Don't Mess with Bill', 'The Duck - Jackie Lee', etc.

Table with 2 columns: Rank and Song/Artist. Includes songs like 'I'm Tight - Stevie Wonder', 'Lightnin' Strikes', etc.

Table with 2 columns: Rank and Song/Artist. Includes songs like 'Lightnin' Strikes', 'These Boots are Made for Walkin'', etc.

Table with 2 columns: Rank and Song/Artist. Includes songs like 'I'm Tight - Stevie Wonder', 'Don't Mess with Bill', etc.

NO SOLDIERS HEADING FOR #1

STOP HERE AT THE ORIGINAL TIME SIGNATURE RECORDS. The Same Oldies as You Remembered. Golden World Records. Ric-Tic 109 and Ric-Tic 112.

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

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

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

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

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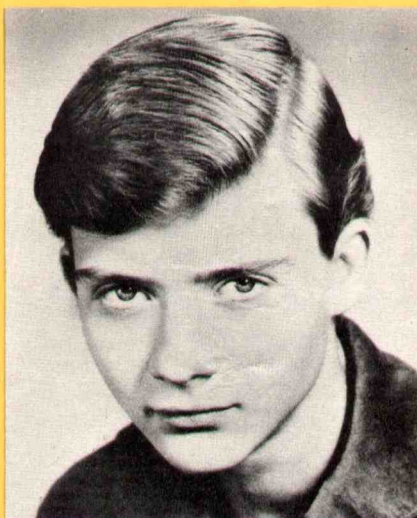
These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

WEEK	1966			TITLE	Artist, Label & Number	WEEKS ON CHART
	1	2	3			
1	2	3	3	CRYING TIME	Ray Charles, ABC-Paramount 10739 (Bluebook,)	12
2	6	6	7	ZORBA THE GREEK	Herb Alpert & the Tijuana Brass, A&M 787 (Miller, ASCAP)	8
3	1	2	2	IT WAS A VERY GOOD YEAR	Frank Sinatra, Reprise 0429 (Duff, ASCAP)	8
4	7	8	10	MY LOVE	Petula Clark, Warner Bros. 5684 (Duchess, BMI)	8
5	3	4	4	THE MEN IN MY LITTLE GIRL'S LIFE	Mike Douglas, Epic 9876 (Jewel, ASCAP)	8
6	4	1	1	SPANISH EYES	Al Martino, Capitol 5542 (Roosevelt & G.E.M.A., BMI-ASCAP)	12
7	10	15	16	CALL ME	Chris Montez, A&M 780 (Duchess, BMI)	9
8	11	17	30	MICHELLE	David & Simonian, Capitol 5563 (Macklen, BMI)	5
9	13	21	31	BYE BYE BLUES	Bert Kaempfert & His Orchestra, Decca 31882 (Bourne, ASCAP)	5
10	5	5	6	SECOND HAND ROSE	Barbra Streisand, Columbia 43469 (Fisher-Shapiro-Bernstein, ASCAP)	9
11	8	7	5	THUNDERBALL	Tom Jones, Parrot 9801 (Unart, BMI)	11
12	14	19	26	MICHELLE	Bud Shank, World Pacific 77814 (Macklen, BMI)	6
13	9	9	12	TIJUANA TAXI	Herb Alpert & the Tijuana Brass, A&M 787 (Irving, BMI)	8
14	17	29	37	WHEN LIKING TURNS TO LOVING	Bonnie Dove, Diamond 195 (Tabi-Ann & Unart, BMI)	4
15	12	10	13	AS TEARS GO BY	Rolling Stones, London 9808 (Essex, ASCAP)	7
16	20	24	35	A HARD DAY'S NIGHT	Ramsey Lewis Trio, Cadet 5525 (Macklen/Unart, BMI)	4
17	19	20	24	MICHELLE	Billy Vaughn, Dot 14809 (Macklen, BMI)	7
18	15	11	9	MAKE THE WORLD GO AWAY	Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	18
19	21	23	29	PLAY A SIMPLE LITTLE MELODY	Horst Jankowski, Mercury 72520 (Berlin, ASCAP)	6
20	16	13	15	SPANISH HARLEM	King Curtis, Atco 6387 (Progressive-Trio, BMI)	10
21	22	30	40	LOVE IS ALL WE NEED	Mel Carter, Imperial 66148 (Travis, BMI)	4
22	18	12	11	ON A CLEAR DAY YOU CAN SEE FOREVER	Johnny Mathis, Mercury 72493 (Chappell, ASCAP)	15
23	29	38	—	BIG SPENDER	Freddy Lee, Capitol 5557 (Notable, ASCAP)	3
24	32	—	—	WHERE AM I GOING?	Barbra Streisand, Columbia 43518 (Notable, ASCAP)	2
25	30	33	38	FEELING GOOD	Joe Shorman & the Arena Brass, Epic 9877 (Musical Comedy Productions, BMI)	6
26	33	37	—	ONE OF THOSE SONGS	Ray Charles Singers, Command 4079 (Leeds, ASCAP)	3
27	35	—	—	ONE OF THOSE SONGS	Jimmy Durante, Warner Bros. 5684 (Leeds, ASCAP)	2
28	34	—	—	THE ARENA	Al Hirt, RCA Victor 8736 (Barton, BMI)	2
29	36	—	—	I WANT TO GO WITH YOU	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	2
30	31	36	—	THERE'S GOTTA BE SOMETHING BETTER THAN THIS	Sylvia Syms, Columbia 43475 (Notable, ASCAP)	3
31	40	—	—	THE WEEKEND	Jack Jones, Kapp 736 (South Mountain, BMI)	2
32	—	—	—	SOMEWHERE THERE'S A SOMEONE	Dean Martin, Apple 0453 (Hill & Range, BMI)	1
33	38	—	—	THE WEEKEND	Steve Lawrence, Columbia 43487 (South Mountain, BMI)	2
34	—	—	—	HUSBANDS AND WIVES	Roger Miller, Smash 2024 (Tree, BMI)	1
35	37	—	—	ANGELS	Missionaries of Mary Choral Group, Kapp 731 (Segway, BMI)	2
36	39	40	—	SOMEWHERE THERE'S LOVE	Margaret Whiting, London 10815 (Blue Ballroom, BMI)	3
37	—	—	—	PROMISE HER ANYTHING	Tom Jones, Parrot 9809 (Famous, ASCAP)	1
38	—	—	—	BYE BYE BLUES	Andy Williams, Columbia 43519 (Bourne, ASCAP)	1
39	28	32	32	ASHAMED	Jerry Vale, Columbia 43473 (Hollyland, BMI)	6
40	—	—	—	BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	1

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Martha and the Vandellas record ever.....*

my BABY LOVES me

*Martha and the
Vandellas*



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RECORD CORP.
DETROIT, MICH.**

RADIO-TV programming

Good Music Sparking Stations' Ratings Climb

By CLAUDE HALL

NEW YORK—Easy Listening music seems to be making a comeback not only on Billboard's Hot 100 Chart but as a contributing factor in radio station ratings. Two radio stations that have just shot to the top of their markets in ratings with Easy Listening formats include WIP, Philadelphia, and WDAF, Kansas City, Mo.

Twenty songs presently on Billboard's Hot 100 Chart are definitely Easy Listening songs . . . and they're getting heavy airplay on radio stations like WIP, WDAF, and WNEW, New York, and WSMB, New Orleans. WSMB is No. 1 until 3 p.m., at which point it drops behind the two big Hot 100 stations there—WNOE and WRXK.

A December-January Hooper rating showed WDAF with a 25.3 share of the Kansas City

audience between 7 a.m. and noon. WHB, the Hot 100 outlet, has 22.4 in the same period. From noon to 6 p.m. WHB goes ahead with a 26.2 share compared to WDAF's 22.3. On Saturday, from 8 a.m. to 6 p.m., WHB has a 31.1, but WDAF has 14.9 a higher rate than it has had before, indicating a possible upward trend.

Among the Easy Listening songs that are on the Hot 100 Chart are "My Love" by Petula Clark, "Crying Time" by Ray Charles, "Zorba the Greek" by Herb Alpert & the Tijuana Brass, "The Men in My Little Girl's Life" by Mike Douglas and "Michelle" by David and Jonathan. All are in the top 20 on the chart.

WIP Grew

WIP in a Pulse rating last July-August-September had a 20 share of the audience in the

morning and a 19 share from noon to 6 p.m. The leader was WIBG, a Hot 100 station. To show the climb that WIP has made, Hooper showed the station in an October-November report as having a 23.1 share 7 a.m. to noon and a 19.0 share noon to 6 p.m. WIBG had a 22.4 and a 21.0 share in the same time periods. In a November-December Hooper, WIP had moved to a 23.0 share in the morning and 21.8 in the evening. WIBG had 18.2 in the evening. (Continued on page 22)



THE SUPREMES of Motown Records display CP badges during visit to studios of WLS Radio, Chicago, during station's United Cerebral Palsy "Celebrity Day" held recently. From left, are WLS personality Clark Weber, Mary Wilson, Diana Ross, Florence Ballard, and UCP's Mrs. Lou Ann Gerber.

Willis Views R&B Stations as A Vital Outlet to New Artists

NEW YORK—The music line between r&b and Hot 100 radio stations grows thinner and thinner, but this hasn't hurt r&b stations. Buzzy Willis, promotion man at Roulette Records, says that r&b record airplay on a Hot 100 radio station can "give you all of the market, but these stations most of the time don't have as large a playlist as an r&b station. R&b stations often

get on the record faster, especially those by new artists."

But because Hot 100 radio stations are playing a flood of r&b product these days, promotion men must provide both r&b and Hot 100 stations with product. The entire record industry has expanded so much and has become so complex that promotion is more than a public relations chore today, Willis said. "We have to possess knowledge of sales, advertising and distribution." Willis constantly takes college courses in sales and specialized fields at night in order to do his job better.

The men most responsible for "bridging the gap" with r&b product to the Hot 100 field, Willis said, were Morris Levy, head of Roulette Records; Jerry Wexler, vice-president of Atlantic Records; Leonard Chess, president of Chess Records, and his brother Philip; Hy Weiss, of Oldtown Records, whom Willis said was a "legend," and Ewett Abner.

The most powerful factor in breaking a record that is already big in the r&b field into the Hot 100 field is communication . . . "promotion men have to let the Hot 100 stations know the record is happening. In some areas, like in North Carolina, I can get r&b and pop airplay on a record at the same time. And I can sometimes get both types of stations to play a record in the Baltimore - Washington market and Chicago," he said.

Sales often make the difference, WVON, Chicago, is such a power at creating sales that the pop stations there eventually have to go on a record. He cited Anabelle Fox's "Getting Through to Me" as earning pop acceptance, especially at such radio stations as WTOB, Winston-Salem; WPTB, Albany, N. Y., and WCAO, Baltimore. He's now working on "Human Race," by June Adams. "It's very big in the r&b field in Baltimore and is now spreading."

'Split-Level' TV's Up 3%

By MILDRED HALL

WASHINGTON — Census Bureau reports that U. S. households with more than one TV set jumped from 16.8 to 19.5 per cent between 1964 and 1965. Multi-set household increase reflects the increase in split-level viewing, and offers a stronger chance for record talent programming tailored for the young audience segment with its own "upstairs" TV set.

Census report confirms what industry is already well aware of—color TV and second and even third set buying reflects demands for program diversity.

The 92.4 per cent of households owning TV has changed little since 1964—but the multi-set household increase shows a continuing trend "plainly apparent in earlier surveys of the series." Census found in August 1965 survey that one in 14 TV households have color sets, and nearly 23 per cent could get UHF (ultra high channels 13 to 83) on their sets.

WIP Philly's King as LP Sales Influence

PHILADELPHIA — WIP is the No. 1 station in the market, according to a recent Hooper rating, and Billboard's latest Radio Response Rating Survey of the market showed the station is No. 1 in influencing album sales.

The Easy Listening station had 54 per cent of the votes of dealers, distributors, rack jobbers, one-stops, promotion men, and record company executives. (See RRR chart, page 22.)

The major deejays who influence album sales were: Tom Brown, 37 per cent; Ken Gardland, 31 per cent, and Joe McCauley, 18 per cent—all WIP staffers. WIP was also the major influence upon comedy album sales.

WIP program director Rich-

ard Carr said the station felt very strongly about all of the ingredients that go to make up a good operation. "You've got to have good personalities, the news, the promotions. Too, we're being more careful of the way we put our music together. We play what we consider fringe artists — Ronnie Dove, Mel Carter—but that's about as far as we go to the left. Yet these singles artists are an important part of our sound." About 25 per cent of the playlist features artists like Peggy Lee, Andy Williams, Tony Bennett, and Robert Goulet. The playlist includes as many hits as possible. Among the promotions featured by the station is album giveaways, which are done with the help of local distributors.

WIBG Rock 'n' Roll Winner All the Way

PHILADELPHIA — WIBG has virtually no competition when it comes to influencing sales of Hot 100 records. Billboard's latest Radio Response Rating survey of the market showed the station with 100 per cent of the votes of promotion men, dealers, rack jobbers, distributors, one-stops, and executives of record companies.

Hy Lit of WIBG was the major air personality who influenced singles sales; he had 46 per cent of the votes. Following him were Joe Niagara and Jerry Stevens of WIBG. The only possible competition WIBG's personalities faced was from disk jockeys at Philadelphia's two r&b stations—WHAT and WDAS. (See RRR chart.)

Joseph T. Conway, vice-president and general manager, attributed the station's success with its Hot 100 format to "consistent programming over

the nine years we've been playing contemporary music. We haven't deviated. Too, our deejay staff has been relatively unchanged during all this period."

WIBG has for the past five years conducted a survey among civic leaders and public officials to determine community needs and entertainment desires. "This guides us," said Conway. "We get as deeply involved as we can in civic affairs. . . . try to participate."

"I don't think anyone of us knows what makes a particular song popular. We just try to reflect what the public feels is popular."

The Hot 100 outlet is one of the few major market radio stations that has constantly held a good ratings position, Conway said. "We're fortunate in having good, strong air personalities and fortunate in that they've stayed with us."

WFLN Has Classical Sewed Up in Philly

PHILADELPHIA — Experts program the music at WFLN-AM-FM, a powerhouse here for influencing the sale of classical records. The station received 96 per cent of the votes of dealers, distributors, rack jobbers, one-stops, and local national record men in Billboard's latest Radio Response Rating survey of the

market — the nation's fourth largest.

Raymond C. Green, general manager and president of the station, started the whole operation 17 years ago. Prior to that, he was production manager of the International division of NBC network, New York. "My

(Continued on page 54)

2 R&B Stations in Photo Finish

WHAT Close 2d; Winner in Jazz

PHILADELPHIA — WDAS is the major station for influencing sales of r&b records here. Billboard's Radio Response Rating survey showed the outlet with 54 per cent of the votes of record dealers, distributors, one-stops, rack jobbers and local and national record company executives. The station has two of the nation's major r&b air personalities — George Woods,

(Continued on page 22)

WCAM MAY GO R&B ROUTE

PHILADELPHIA — WCAM here was recently purchased by Leonard and Philip Chess, head of Chess-Checker-Cadet Records and owners of WVON, the powerhouse Chicago r&b outlet. Speculation grows stronger that WCAM will soon switch to an r&b format, which would provide the market with another major r&b outlet.

WDAS Captures 54% of Votes

PHILADELPHIA — WHAT is a station that has much to offer to its audience. On AM, the station ranks a close second to WDAS in influencing sales of r&b records, according to Billboard's latest Radio Response Rating survey of the market. The station had 46 per cent of the votes of dealers, rack jobbers, distributors, promotion men, one-stops, and rec-

(Continued on page 24)

THE TWO WORLDS OF KURT WEILL MORTON GOULD AND HIS ORCHESTRA



BERLIN

Mack the Knife
Theme from "Mahagonny"
Bilbao Song
Marie Galante
Polly's Song
Surabaya Johnny

NEW YORK

Mack the Knife
Speak Low
September Song
Lost in the Stars
Train to Johannesburg
My Ship
I Got a Marble and a Star



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"The Two Worlds of Kurt Weill" aims at two worlds of record lovers: those who like the lean, electric style of Kurt Weill of the Berlin '30s, and those who like their Weill played in the contemporary American idiom. These two features add up to extra sales appeal all around, and more profits for you. Also working for you are national advertisements in the New York Times Magazine Section in color, Esquire and Schwann, as well as window displays and other promotional material. *Another* big sales-getter:



THIS "LIVING LINER" WILL HELP YOU SELL THIS EXCITING NEW ALBUM. The "Living Liner" is a 7" vinyl disk on which the voices of Ira Gershwin, Ogden Nash, Langston Hughes and Morton Gould are heard in "Recollections of Kurt Weill." A "must" for Kurt Weill devotees—a big sales plus for you. So stock, display and feature this unusual new album.

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happening right now!

"NOBODY BUT A FOOL (WOULD LOVE YOU)"



C/w "I'll Never Get Over Loving You"

#8746. Watch for her "Miss Smith

Goes to Nashville" album

LPM/LSP-3520 coming soon.

RCA VICTOR

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IT'S A

BOOM!

*ALREADY
HIGH ON THE CHARTS*
HIDE & SEEK
BM-60,000
BY
THE SHEEP
PRODUCED BY
FELDMAN-GOLDSTEIN-GOTTEHRER

YEAR!

THE SECOND

BOOM!

*ON ITS
WAY UP*
**YOU'RE SO GOOD
TO ME** BM-60,001
BY
DEBRA SWISHER
PRODUCED BY
FELDMAN-GOLDSTEIN-GOTTEHRER

Delta Meet Hit With Retailers, Labels

EDITORIAL

Good Deal for Dealers

The second annual Delta Dealers Convention in New Orleans was an outstanding example of an enterprising distributor bringing together record manufacturers and retailers to enlighten the dealers on merchandising.

The dealers learned a great deal from manufacturing sales officials in panel discussions. The theme was on album catalog product, its importance to the retailer and how to sell it.

It is significant that Sandy Beach, of Disneyland Records, reported that for nine months last year sale of Disneyland product through Delta increased 1,000 per cent. Edward H. Walker, Delta president, credits his first annual convention for this increase.

If Disneyland's sale experience is indicative of the future, the 37 other labels represented at the second convention will find it was well worth their time to have taken part in the convention and contributed what they could.

This form of dealer education should take hold around the country. Sales would climb remarkably. Delta Distributing Co. has taken the lead. Other distributors should follow suit and watch their sales go up.



MAKES POINT—Sandy Beach, regional sales manager for Disneyland Records, tells dealers there is a big market for children's records. Other panel members, from left, are: Joe Fields, Prestige Records, and Bob Demain, Mirwood Records.



DISPLAY ROOM—A view of part of the room. All wall space was covered and it was impossible to photograph entire display. Thirty-seven labels were represented.



PANEL MEMBERS—Some of the members of panels on album merchandising, from left: Chet Woods, Mainstream Records; Rick Frio, Imperial Records; Lee Howard, Delta Distributing Co., moderator; Robert Kornheiser, Atlantic and Atco; Max Cooperstein, Chess, Checker and Cadet.

HELP
HELP
HELP
HELP
HELP
HELP
YOUR
RED
CROSS



Delta Distrib Meet Packs Solid Punch

NEW ORLEANS — Delta Distributing Co.'s second annual Delta Dealers Convention at the Hilton Inn here, Jan. 29-30, was a highly successful event, with retailers acquiring many merchandising techniques from top record company sales officials.

The event featured a display of product by 37 independent labels, panel discussions to enlighten retailers on selling and social events at which retailers got acquainted with record manufacturing officials.

Edward H. Walker, president of Delta, reported the event "very successful in every way" and brisk sales orders from some 100 retailers from five States.

Theme of the convention was the importance of album catalog product.

Attendance was good even though one of the worst blizzards in years hit much of the nation and produced the coldest weekend for New Orleans in 67 years.

Convention Praised

Record officials, who came from New York, Chicago, Detroit, Miami and other distant cities, were unanimous in their praise of the convention. Marv Jacobs, of Music Merchant Distributors, Detroit, attended with the view of staging a like event in Detroit.

Hosts for the convention, along with Walker, were his assistant manager, Ewell Roussell, and promotion director, Bob Spendlov.

Of top interest were the panel sessions at which national sales managers and presidents of record companies spoke and answered dealers' questions.

Catalog Merchandise

The panels: Catalog Merchandise—Robert Kornheiser, Atlantic and Atco; Max Cooperstein, Chess, Checker and Cadet; Rick Frio, Imperial; Chet Woods, Mainstream.

Highlights:

Kornheiser: "If an artist has a hit, several of his albums on

display will move. When a customer inquires about an artist, call his attention to the artist's other catalog items. You'll get more sales."

Cooperstein: "By telling the customer the continual catalog sellers, you'll move more product. Also, it is better to scatter selling artists throughout the store than confine them to one section."

Frio:

"Catalog product for us is every new release. We have a lot of material from New Orleans and will continue to have. We have eight albums with New Orleans in the title. We are re-activating the Minit line, which started the whole thing for us here."

Woods:

"In 1964, between Thanksgiving and Jan. 1, 88 per cent of all business of all manufacturers was on catalog albums. Our company did \$3 million sales in 1964 with catalog merchandise. It is easier to sell 300,000 albums than to get a hit single—and you'll make more money on the albums."

Lee Howard, controller for Delta who moderated the session, added: "Handling catalog items in the store can't be overstressed. Teaching sales people can't be overstressed. Special orders should not be overlooked. They are important. We at Delta can assure you special orders will be filled promptly. If you don't supply the customer within a week, you'll lose his good will."

Children's and Medium Priced Merchandise—Joe Fields, Prestige; Bob Demain, Mirwood; Sandy Beach, Disneyland.

More Highlights

Beach: "Our business with Delta from January to Oct. 1, 1965, increased 10 times over any previous year. This is not fantastic. The business has been here all along. You dealers just found it. There will always be a big kiddie business. Are you



EDWARD H. WALKER



EWELL ROUSSELL



ROBERT H. SPENDLOV

Please, Mr. Weatherman . . .

NASHVILLE—Hickory Records artist Sue Thompson is convinced she is snake bit as far as the weather is concerned and cites these happenings:

On one of her tours to Hawaii last year it rained two weeks, and it wasn't the rainy season. When she and the Teddy Neely Five got back to California, it started raining when they hit the airport. In the next few days it flooded.

When she played Lake Tahoe in November, they had the worst blizzard they'd had in 20 years.

In December she called Nashville, asked how the weather was, told it was sunny and beautiful, arrived to record and next day eight inches of snow fell.

When she went to New Orleans recently to entertain at the Delta Dealers Convention, the city was hit by the coldest weather it had had in 67 years.

Miss Thompson, astounded at the cloud that's following her around, called her mother, Mrs. Pearl McKee, in Las Vegas to ask how the weather was.

"Beautiful since you've been gone," said Mrs. McKee.

Miss Thompson told her she would be home soon. "Take your time," said her mother.

SAM MONTEL CROWD PLEASER

NEW ORLEANS—Sam Montel, of Montel Michelle Records, a panel member at the Delta Dealers Convention, rose to speak with trepidation. He was not a public speaker, he confessed, and had, in fact, been reading books on how to speak in public.

But he needn't have. Montel, who spoke on comedy albums, which his company produces, started off with some real funnies and soon had the crowd laughing uproariously. He was a big hit.

When he left the rostrum, moderator Edward H. Walker said to him:

"When are you going to record yourself?"

getting it? Remember to use your displays to tie in with the Walt Disney movies."

Fields:

"If you will display medium priced product, your rate of sales will increase fantastically. It must be in a traffic area. Price is a factor. The sale on our reissues on outdated albums at medium price in the past two years really astounded me."

Demain: "Medium priced al-

(Continued on page 42)

Disney Records Go to School

NEW ORLEANS — Sandy Beach, of Miami, regional sales manager for Disneyland Records, said he made a presentation on educational records to the Nashville Board of Education. The superintendent and five teachers were present.

Beach made his pitch and the music teacher put one of the records on a player and got out her tone-pitch pipe. The music teacher played the first notes of the album, sounded her pipe, and Beach winced with frustration and uncertainty.

The music teacher turned and said, "Perfect."

Disneyland ended up on the school board's approved list. "It's the first time I've sold any records in that way," said Beach. "Now they're impressed with all our records."

A RECORD HIT...



from
MASTERWORK 

ALONE — MODEL 1902

WAS A RUN-A-WAY BEST SELLER!

**NOW - You can sell it with an exciting Record Pack
AT NO EXTRA COST!!!**

Look into this exciting profit-packed promotion. Sell the best selling M-1902 "Attache Case" Solid State Portable and offer a package of 5 Hit 45 rpm records featuring top recording artists such as THE BYRDS, BOB DYLAN, NEW CHRISTY MINSTRELS, DAVE CLARK FIVE, and BOBBY VINTON, AT NO EXTRA COST!

\$2895*

(COMPLETE)

The POWER HOUSE for '66

*MANUFACTURER'S SUGGESTED LIST PRICE EAST OF THE ROCKIES

® "MASTERWORK"  MARCAS REG.

MASTERWORK



A Product of COLUMBIA RECORDS 51 West 52 Street, New York, New York 10019 A Division of COLUMBIA BROADCASTING SYSTEM, INC.

★ STAR performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Billboard word

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Includes songs like 'MY LOVE', 'LIGHTNIN' STRIKES', 'BARBARA ANN', etc.

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Includes songs like 'I FOUGHT THE LAW', 'I SEE THE LIGHT', 'NIGHT TIME', etc.

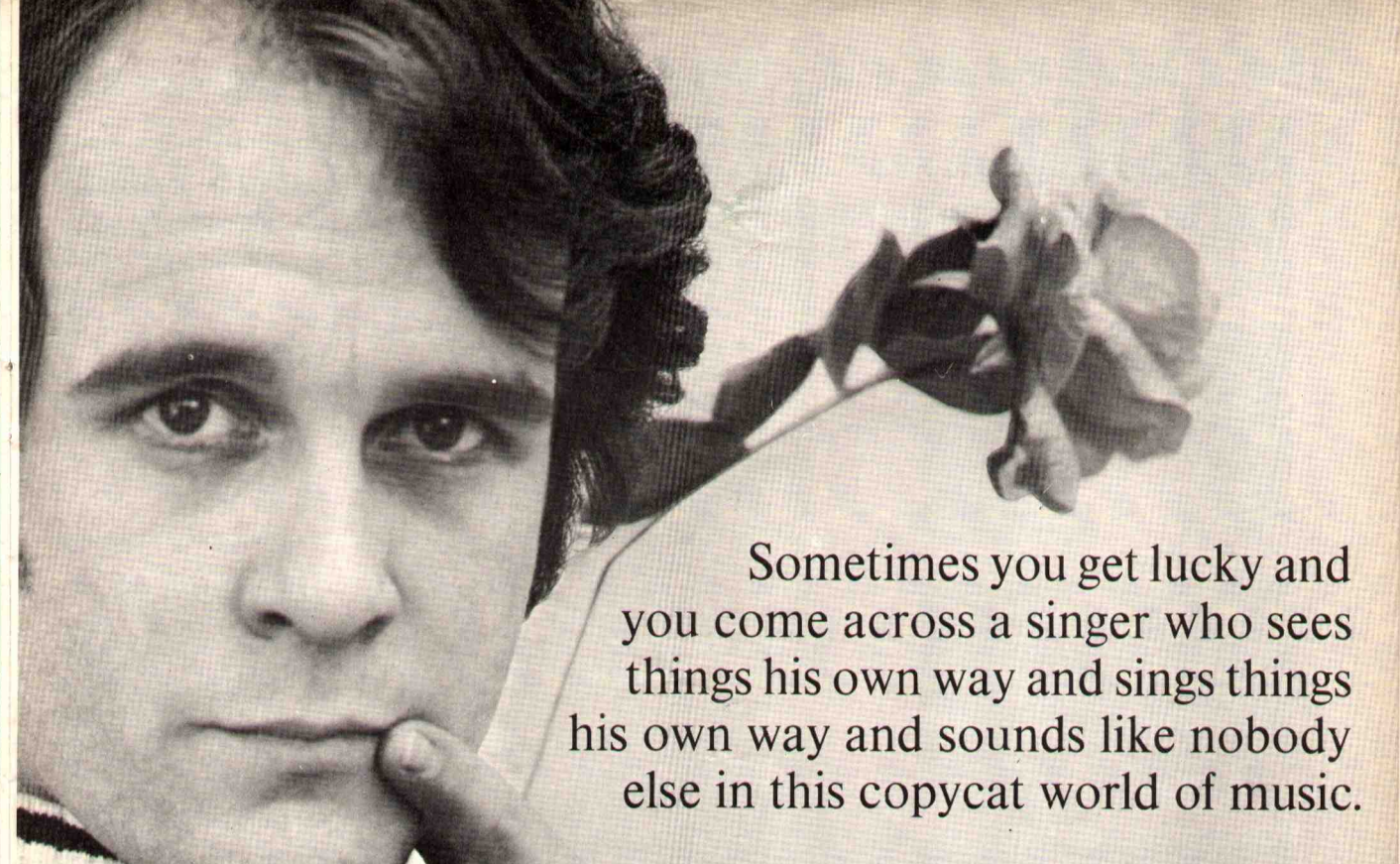
Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Includes songs like 'A LITTLE BIT OF SOAP', 'MICHELLE', 'BATMAN THEME', etc.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs and artists alphabetically from A to Z, including 'Answer (Sea of Tunes, BMI)', 'Are You There (Blue Sea-Jac, ASCAP)', etc.

Table listing songs and artists alphabetically from A to Z, including 'A1 MY ANSWER', 'BIG BRIGHT EYES', 'DO YOU BABY', etc.

A black and white photograph of Tim Hardin. He is looking directly at the camera with a serious expression, his hand resting on his chin. A large rose is visible in the upper right corner of the photo.

Sometimes you get lucky and
you come across a singer who sees
things his own way and sings things
his own way and sounds like nobody
else in this copycat world of music.

On Verve-Folkways...

Tim Hardin

His first single is

Hang On To A Dream

and It'll Never Happen Again KF-5008

Produced by Erik Jacobson for Sweet Reliable • A product of Koppelman-Rubin Associates, Inc.

Exciting things are happening on **Verve**
FOLKWAYS

Distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.

Favedica Executives Winding Up Junket

LONDON—Cezar Roldan and Stanley Steinhaus, president and international director of Favedica (Fabrica Venezolana de Discos) respectively, conclude this week a European trip covering London, Brussels, Paris, Milan, Berlin, Cologne and Munich, during which they have been visiting major European disk firms to discuss acquisition of new material for release in Venezuela. Favedica distributes EMI, Warner-Reprise, Decca and Capitol labels. In Venezuela they issue local product under own labels Discomoda and Impacto.

The beginning of expansion of the Venezuelan disk business was sparked seven years ago when the government prohibited importation of records. Previously, the market had given record buyers only a slight taste of overseas material through imported finished product. With the new situation, local pressing had to be developed and licensee distribution arranged. Favedica decided to put into operation a

long-range project involving moving into a new plant. Presses are being increased and the project includes a new recording studio housed in the same building. Business for Favedica for 1965 reached \$1 million, 75 per cent in albums and 20 per cent 45's.

Major plans for 1966 include full exploitation of the Favedica catalog of national product on the Discomoda label in foreign markets; development of low-price, two-speed record players in Venezuela using foreign components; tapes and tape cartridges. Steinhaus told Billboard that the company will open its own branch in San Juan this year to manufacture and sell its catalog in Puerto Rico and U. S.

Favedica will make its distribution facilities available to international associates who want to have their product exploited in those markets. It is expected the executives' trip will result in the exploitation of European artists previously unknown in Venezuela.

British Talent Launching A Promotional Invasion

PARIS — January 1966 has seen a determined and high-pressure assault on the French disk market by British group and singers.

The technique of short but intensive promotional visits by British disk stars is clearly seen as an essential prerequisite for boosting their record sales in France.

Austria's Entry

VIENNA—Austria's entry for this year's "Grand Prix Eurovision de la Chanson" will be Udo Juergens, with his own composition, "Merci, Cherie."

LUXEMBOURG AWARDS TO 3

LUXEMBOURG — Radio Luxembourg's Lions this year for the most successful German singers are: The Golden Lion for Udo Juergens ("Stiehzehn Jahr, Blondes Haar," Vogue), the Silver Lion for Roy Black ("Du Bist Nicht Allein," Polydor) and the Bronze Lion for Drafti Deutscher ("Marmor, Stein Und Eisen," Decca).

Pathe-Marconi began the invasion by bringing over Herman's Hermits and the Swinging Blue Jeans early in January and they followed up with Peter and Gordon.

Now Decca is following suit with Marianne Faithful, the Moody Blues and Lulu and the Luvers.

Marianne Faithful was set for a Musicorama concert with Hugues Aufray and five TV appearances in three days, including a color TV'er with Serge Gainsbourg to be shown on the First Channel in black and white.

Lulu and the Luvers were set to do four TV shows in two days and the Moody Blues for two concerts and four TV shows in five days.

Other British groups due to make promotional visits include the Pretty Things and the Walker Brothers.

Entered for Prix

MUNICH — West Germany's entry for the Grand Prix Eurovision de la Chanson on Luxembourg will be "Die Zeiger Der Uhr," music by Walter Dobshinski, lyrics by Hans Bradtke. The singer will be Margot Eskens.

CMPA ELECTS RON NAPIER

TORONTO — The Canadian Music Publishers Association, whose members represent the 13 leading active music publishers, held its annual meeting Jan. 25 and elected Ron Napier, in charge of serious and educational publications for BMI Canada, Ltd., as chairman for the coming year.

Elected vice chairman was Frank Daley of Waterloo Music Company, and the committee for 1966 is made up of past-chairman Freda Ferguson of Oxford University Press, Bruno Opollonio of Ricordi & Co., and St. Clair Low of Canadian Music Sales, permanent secretary of the CMPA is Geoffrey Standford, assistant general manager and secretary of the Toronto Board of Trade.

Eire's Songfest Entry Is Chosen

DUBLIN — "Come Back to Stay," a song written by Rowland Soper, was chosen from 12 numbers to represent Eire in the Eurovision Song Contest in Luxembourg next month. The singer was Dickie Rock. Pye will release the record.

Second was Sheila Fawcitt-Stewart's "The Wind Thro' the Rafters," sung by the Ludlow Trio. Dan Kerr's "Why Don't You Say It's So," sung by Deirdre Wynne, was third.

Pharaohs Wind Up Tour in Paris

PARIS—Sam the Sham and the Pharaohs completed a week's promotional visit to Paris, set by Polydor, with a musicorama concert for Europe No. 1 at the Olympia Theater.

Earlier the group appeared in a number of radio and TV programs. The group got extensive coverage in the national and musical press and also made a wildly successful appearance at the new Top Ten club on the Champs-Elysees.

FROM THE MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Philips Phonographic Industries public relations manager Piet Beishuysen has been appointed managing director of CCGG, the collective commission for disk advertising. Bob Bouma will take his place at PPI. . . . In combination with a big daily newspaper, Phonogram had chosen the teenager Nanna Engelander, to present the Rolling Stones their golden disk for more than 100,000 sold copies of "Satisfaction," with Phonogram's public relations assistant Frank Visser she flew to London where Nanna met the Stones at Andrew Oldham's office. . . . A new album containing four LP's of Bach's "Matthew Passion" has been released by Phonogram. Recordings were held in November at the Amsterdam Concertgebouw. Conductor: Eugen Jochum, soloists: Ernst Haefliger, Walter Berry, Agnes Giebel and Marga Hoffgen. . . . With a view to the wedding of Crown Princess Beatrix with Claus von Amsberg, Dureco released a single with Zangeres Zonder Naam singing "Bedankt Livve Ouders" (Thank You Dear Parents) "In Een Gouden Koets" (In a Golden Coach). . . . Columbia

HOW THE LABELS FARED

Company	Entries	Won	Lost	Pct.
Ri-Fi	2	2	0	1.000
Curci	1	1	0	1.000
Saar	6	5	1	.833
Fonit-Cetra	4	3	1	.750
CGD	12	8	4	.667
Voce-EMI	5	3	2	.600
Ariston	2	1	1	.500
Phonogram	2	1	1	.500
RCA*	2	1	1	.500
Clan	3	1	2	.333
Ricordi	7	2	5	.285
Cellograf	1	0	1	.000
Edibi	1	0	1	.000
MRC	1	0	1	.000
Vedette	1	0	1	.000
Meazzi	2	0	2	.000

(*Participated as individuals)

SAN REMO SIDELIGHTS

Just before the festival, Gigliola Cinquetti co-starred in her first film with American actor Mark Damon. It was made as "Un Bel Giorno" (One Fine Day), but during the Festival Ultra Film bought rights to "Dio, Come Ti Amo" (God, How I Love You) from Domenico Modugno, who sang along with Signorina Cinquetti in Festival, and that's the name under which film will be issued, song included, of course.

No. 1 fan of Festival is Ruggero Pecchioli, who owns stores in Genoa and San Remo (opposite Casino). He has attended every Festival since the first and since 1960 he has eight special porcelain plates to commemorate Festival made at Germany's Rosenthal factory for special presentations. Four of the plates went to the two winners here and the two newcomers who had won the Castrocaro Terme preliminary, while other four were given to director of Austrian Tourist Office, who joined in promotion for "A Rose From Vienna," Radio Monte Carlo for its broadcasts, Ricordi and "Big," an Italian song weekly. It was Signor Pecchioli who created the sensation in the hall in 1959 when Domenico Modugno completed his rendition of "Giovane" (It's Raining), upon which occasion he opened an umbrella in his seat. Among other things, Pecchioli is consul for Paraguay in San Remo.

Public relations has been slow in coming to the Italian record industry, but in 1966 it erupted in its full vigor with folios, cases and distribution of disks going on full pace among press (400 accredited out of 800 who asked for places) and others from the industry. SAAR, CGD, Voce del Padrone, Ricordi and Fonit-Cetra were among those who prepared outstanding presentations of their representatives.

RAI-TV, which has no love for Bobby Solo, did him a worse turn by allowing him to participate at last minute after he had written a letter of apology for his past antics which had led to his suspension for one year from all TV programs. Had he not been reinstated he might have remained a martyr, but he participated and was eliminated in first round.

What does it cost to participate in the festival? RCA's Edouardo Vianello, competing unofficially, said that it cost him two million lire (\$3,200) for fees, conductor and other expenses. On this basis, the 52 entries would run to some \$160,000 with transportation fees for artists and combos from abroad, housing costs and promotion expenses bringing total bill to about \$250,000. Without figuring what is lost at the casino's gaming tables, the three-day event brings about \$1,000,000 worth of business to San Remo's hotels, restaurants and stores.

One Milan publisher who contended that the result was "fixed," and deposited his prediction that Adriano Celentano would win with a notary, saw his "scandal" go a-glimmering when Celentano was eliminated in the preliminaries.

Most popular promotion gimmicks seen around the Festival were western hats distributed by the New Christy Minstrels, miniature playing cards by Gino Paoli, singer of "The Winning Card," and roses by the Austrian Tourist Office for "A Rose From Vienna."

Viewing can vary. Francoise Hardy, competing in her first Festival after three years of pleas, called it "my first and last," echoing Petula Clark, who after last year said, "Once is enough." George Greif of the Christy Minstrels, however, whose group made four finalists in four tries in two years is all ready to return in 1967.

Journalists tried to get the barber opposite the Casino to say the long-haired groups were ruining his business but he would only say that they took trims instead of haircuts. Milano's "La Notte" labeled the first night when all but one of the five long-haired groups (including Chad and Jeremy) were

(Continued on page 40)

(Continued on page 42)



THE NEW CHRISTY MINSTRELS were again standout performers in the San Remo Festival this year in Italy, although they didn't have another "Chim Chim Chere" song to take them to the top in 1965. Man with the mustache is the group's manager, George Greif.

cilla black

LOVE'S JUST A BROKEN HEART

b/w YESTERDAY 5595



Cilla Black is now England's —



— most popular female singer —



— and her new single is already —



— Number Four on UK charts.



LOVE'S JUST A BROKEN HEART —
watch it pop up the U.S.A. charts!



SAN REMO STORY

Camera Eye View



WINNERS SHOW the excitement of the moment—Domenico Modugno and Gigliola Cinquetti—with the Festival master of ceremonies, immediately after the win was announced.



THREE FINALISTS, left to right, Wilma Goich (Ricordi); Peppino Gagliardi (SAAR-Jolly label); and Anna Identici (Ariston).



BILLBOARD'S EUROPEAN DIRECTOR Andre de Vekey congratulates Gramito Ricci of Curci, publisher of winning song.



JOE GIANINNI (CGD) shares the moment of success for the company's winning record.



LEFT TO RIGHT are Mr. and Mrs. Cyril Shane (Shapiro-Bernstein); H. Van Zoeren (Belinda, Amsterdam); George Alexander, general manager, Odeon (EMI), Barcelona, and Mrs. Alexander, Jimmy Phillips, Peter Maurice Music, London.



VISITING INTERNATIONAL artist Caterina Valente chats with Festival organizer, Gianni Ravera.

BOBBY VINTON, who was eliminated in the first round.



FRANCOISE HARDY at rehearsal.



MR. AND MRS. EDDIE BARCLAY with Lucien Morrise, Europe No. 1 Radio, Paris and AZ Records.



SERGIO ENDRIGO (Cetra-Fonit).



FINALIST PAT BOONE with Lawrence Yaskiell, center, of Deutsche Vogue and G. de Gioia of SAAR Records.



LEFT TO RIGHT: Gianni Marchetti (Ricordi); Lucio Salvini (Ricordi); Paolo Ruggieri (Ricordi); Wilma Goich; Guido Rignano (Ricordi general manager); Ron Kass, Liberty. At rear, left, member of Yardbirds group and manager Giorgio Gomelsky.



GENE PITNEY AND JOE GIANINNI (CGD), after the second heat.



JOHN LEE, Voce del Padrone, Milan; Vic Dana; Gianni Ravera, San Remo Festival organizer, and Ron Kass, Liberty Records, in the usual order.



GEORGE GREIF, Christy Minstrels manager, left, with co-manager Martin Singer and Billboard's Milan correspondent Germano Ruscitto.

THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!

“THAT’S PART OF THE GAME”

AM-005

Arranged & Conducted by John Abbott

Produced by Lou Guarino

THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!
THE DAYTRIPPERS ARE HERE!

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(A Subsidiary of Cosmopolitan Television and Radio Artists Corp.)

39 W. 55 St.

New York, N. Y.

212—JU 6-2452

Executive Producer Dee Anthony

ALBUM REVIEWS (continued)



SOUNDTRACK SPOTLIGHT

OUR MAN FLINT

Soundtrack. 20th Century-Fox TFM 3179 (M); TFS 4179 (S)

The movie "Our Man Flint" is creating a lot of excitement and this LP captures every gunshot, every smile from an enticing damsel. And it's some of the most listenable background music in years, especially in the stereo version. The movie, of course, will provide dealers with their biggest sales impetus, but bonus sales could come from the enormous airplay expected.

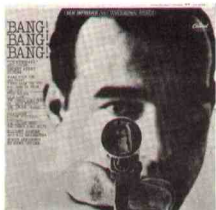


POP SPOTLIGHT

CHARTBUSTERS

Ted Heath & His Music. London SP 44074 (S)

Ted Heath's big band sound gives a dozen recent pop hits a resounding workover. Heath's instrumental style takes the original melody and embellishes it with imaginative musical ideas that give them new stature.

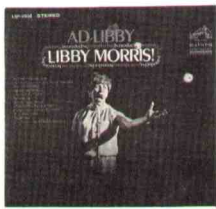


POP SPOTLIGHT

BANG! BANG! BANG!

Elliott Fisher & His Orch. Capitol T 2455 (M); ST 2455 (S)

There's nothing secret about the fact that secret agents are financial successes—especially in movies and records. The spine-tingling excitement of beautiful babes and danger pounds throughout this album which features themes from "The Spy Who Came in From the Cold" and "Our Man Flint," plus the vastly popular "Thunderball," "Goldfinger" and "From Russia With Love." All big band style by Elliott Fisher and his orchestra.

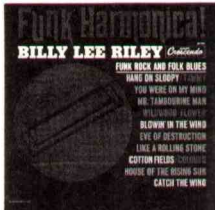


POP SPOTLIGHT

AD-LIBBY

Libby Morris. RCA Victor LPM 3506 (M); LSP 3506 (S)

Libby Morris has a strong music hall voice—bold and brassy. She can also sing a tender ballad, but she's best when she belts "em out." Selections on the album are split between standards and music hall material. Miss Morris has an explosive quality and comic sense rare among the current crop of female vocalists.

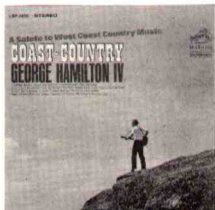


POP SPOTLIGHT

FUNK HARMONICA!

Billy Lee Riley. Crescendo GNP 2020 (M)

This album—featuring the funk harmonica of Billy Lee Riley—is not only an impressive showcase for the instrument, but a potential sales giant based on excellent instrumentals of hits like "House of the Rising Sun," "Hang on Sloopy" and "Like a Rolling Stone." Teen-agers will like this one for its dance beat.



COUNTRY SPOTLIGHT

COAST-COUNTRY

George Hamilton IV. RCA Victor LPM 3510 (M); LSP 3510 (S)

This artist is so tremendously popular in the country music field he doesn't need a hit to hinge an album on, but all the same this album has many tunes of hit caliber, including the tear-jerker "Long Black Limousine," "Together Again" and "I Don't Believe I'll Fall in Love Today." Dealers will find this a very profitable item.



COUNTRY SPOTLIGHT

THE BEST OF JUDY LYNN

United Artists UAL 3461 (M); UAS 6461 (S)

A must package for c&w outlets and stations. Judy projects the true country flavor in these sides. The material is of the weeper category, unabashed and powerful.



CLASSICAL SPOTLIGHT

SCHUBERT: QUARTET NO. 13 IN A MINOR/QUARTET NO. 9 IN G MINOR

Juilliard String Quartet. Epic LC 3913 (M); BC 1313 (S)

Franz Schubert was a serious as well as a romantic composer who had a strong rhythmic feel for melody. The Juilliard String Quartet is an interpretative unit of high caliber and all of Schubert's nuances are performed with perfection.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

WHERE THE ACTION IS!

Ventures, Dalton BLP 2040 (M); BST 8040 (S)

IT'S MAGIC

Jerry Vale, Columbia CL 2444 (M); CS 9244 (S)

THEY'RE PLAYING OUR SONG

Al Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)

THE BEST OF THE ANIMALS

MGM E 4324 (M); SE 4324 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

HANG ON RAMSEY! . . .

Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)

DR. ZHIVAGO . . .

Soundtrack, MGM TE-65T (M); 1SE-65T (S)

P. D. Q. BACH . . .

Peter Schickele, Vanguard VRS 9195 (M); VSD 79195 (S)

VIOLETS OF DAWN . . .

Mitchell Trio, Mercury MG 21067 (M); SR 61067 (S)

INTRODUCING THE WALKER BROTHERS . . .

Smash MGS 27076 (M); SRS 67076 (S)

BIG SIXTEEN, VOL. 3 . . .

Gene Pitney, Musicor MM 2085 (M); MS 3085 (S)

NAT KING COLE AT THE SANDS . . .

Capitol MAS 3434 (M); SMAS 3434 (S)

MUSIC—A PART OF ME . . .

David McCallum, Capitol T 2432 (M); ST 2432 (S)

OLDIES BUT GOODIES, VOL. 8 . . .

Various Artists, Original Sound OSR-LPM 5014 (M); OSR-LPM 8856 (S)

THEMES FOR THE "IN" CROWD . . .

Perry Faith & His Ork, Columbia CL 2441 (M); CS 9241 (S)

THE SCREEN SCENE . . .

Peter Nero, RCA Victor LPM 3496 (M); LSP 3496 (S)

MORE HIT SOUNDS OF THE LETTERMEN . . .

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

BEST OF LITTLE ANTHONY & THE IMPERIALS . . .

DCP DC 3809 (M); DCS 6809 (S)

VILLAGE CALLER! . . .

Johnny Lytle, Riverside 480 (M); 9480 (S)

PLAY GUITAR WITH THE VENTURES, VOL. 2 . . .

Dalton BLP 16502 (M); (No Stereo)



CLASSICAL SPOTLIGHT

OPERATIC RECITA

James McCracken. London 5948 (M); OS 25948 (S)

James McCracken, one of the great dramatic tenors of our day, displays his wide range of talents with familiar arias from "Trovatore," "Faust," "Tannhauser" and others of the more popular operas. The Vienna Opera Orchestra forms an excellent backdrop for the recital.



CLASSICAL SPOTLIGHT

DVORAK: PIANO QUINTET IN A MAJOR, OP 81

Various Artists, Vanguard VSD 71148 (M); VRS 1148 (M)

Telling and moving performances presented in perfect harmony make this record an outstanding one. Schneider's violin is deep and piercing, young Serkin shows usual excellent form, the other members share individual honors.



COMEDY SPOTLIGHT

THE DETECTIVE

Don Adams, Roulette R 25317 (M); SR 25317 (S)

Adams' brand of humor is perfectly fitted for disks and he comes off much better than many other comedians. Included here are his famous Bengal Lancers, the Football Coach and Detective stories, and they're all hilarious. Roulette was smart in releasing this disk, recorded much before his very popular TV series.



CLASSICAL SPOTLIGHT

DVORAK: VIOLIN CONCERTO IN A MINOR/RAVEL: TZIGANA

Edith Peinemann/Tschechische Philharmonie (Maag), Deutsche Grammophon 139 120 SLPM (S)

Edith Peinemann, one of the best of the crop of young violinists, lives up to her promise in this moving album. The beautiful lyricism of Dvorak's "Violin Concerto" and the gypsy style of Ravel's "Tzigana" are captured by Miss Peinemann.



FOLK SPOTLIGHT

GOD BLESS THE GRASS

Pete Seeger. Columbia CL 2432 (M); CS 9232 (S)

Pete Seeger lends his numerous talents to the cause for conservation as he picks and sings such "outdoor" songs as "Coal Creek March" and "My Land Is a Good Land." The traditional folk tunes "Barbara Allen" and "Johnny Riley" are also well performed. Justice Douglas penned the liner notes in an effort to focus attention on this national problem.

SPECIAL MERIT PICK

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.

POP SPECIAL MERIT

YESTERDAY

Matt Monro. Liberty LRP 3437 (M); LST 7437 (S)

Matt Monro knows how to make a ballad work for him. It's especially noticeable in this set because he's got so many good ballads on which to show his stuff. It's evident on a ballad as current as "Yesterday" or as evergreen as "Skyjark." In all, a pleasing package.

(Continued on page 46)

SEE ALBUM REVIEWS ON BACK COVER

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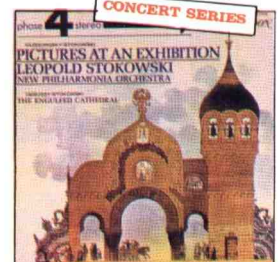
Such renowned artists as:

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FRANK CHACKSFIELD
WILL GLAHE
TED HEATH
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EDMUNDO ROS
ROBERT SHARPLES
ROLAND SHAW
LEOPOLD STOKOWSKI

Sensational New Releases

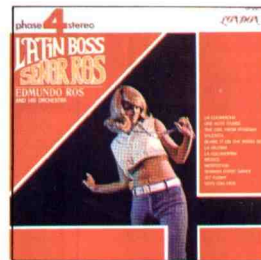


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SPC21006

MONO PM 55004



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All phase 4 LP's also available on 4 track stereo tape

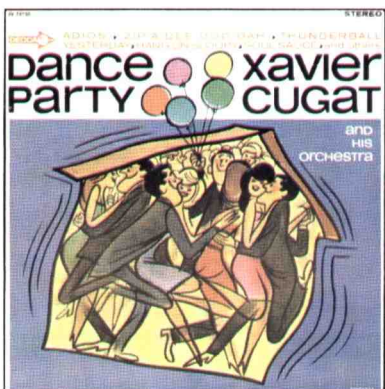
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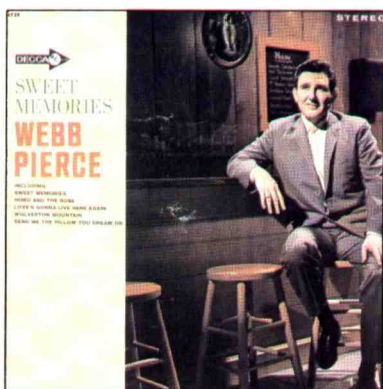
Bye Bye Blues—Bert Kaempfert DL 4693(M) • DL 74693(S)



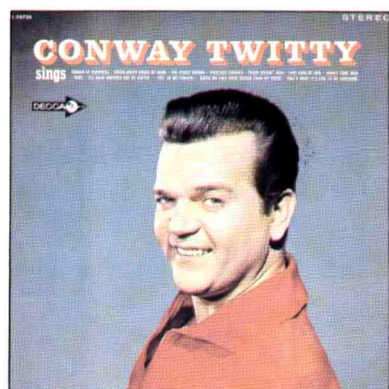
Night Sounds—San Francisco—Joe Bushkin
DL 4731(M) • DL 74731(S)



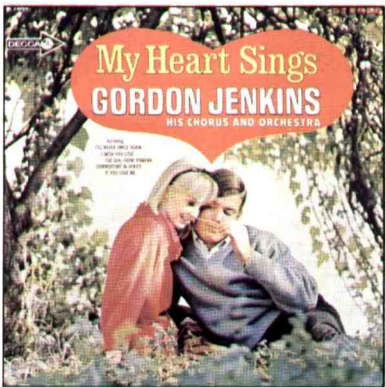
Dance Party—Xavier Cugat DL 4740(M) • DL 74740(S)



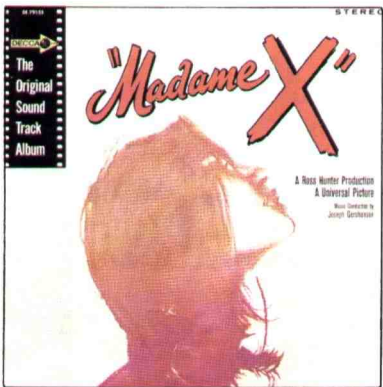
Sweet Memories—Webb Pierce DL 4739(M) • DL 74739(S)



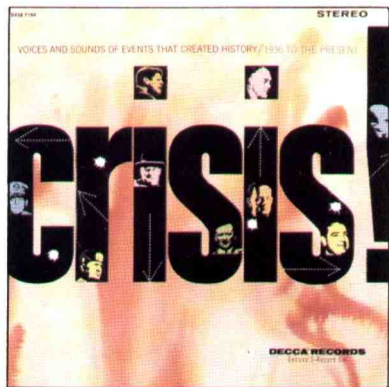
Conway Twitty Sings DL 4724(M) • DL 74724(S)



My Heart Sings—Gordon Jenkins DL 4714(M) • DL 74714(S)



Madame X—Sound Track DL 9152(M) • DL 79152(S)



Crisis DXA-194(M) • DXSA-7194(S)

(M) Mono (S) Stereo (SE) Enhanced For Stereo

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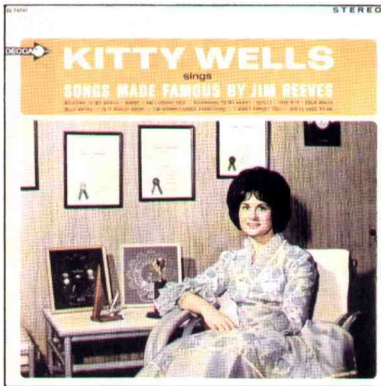
DECCA RECORDS is a Division of MCA INC.



Easy Listening—Carmen Cavallaro
DL 4743(M) • DL 74743(S)



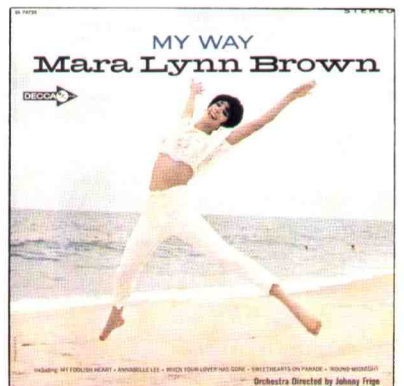
Soul Galore—Jackie Wilson BL 54120(M) • BL 754120(S)



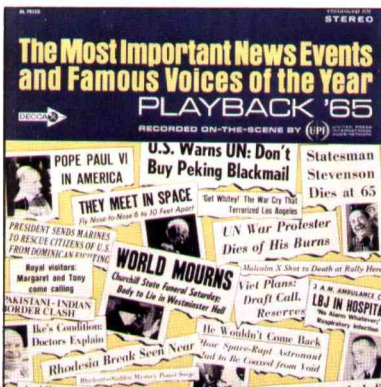
Songs Made Famous By Jim Reeves—Kitty Wells
DL 4741(M) • DL 74741(S)



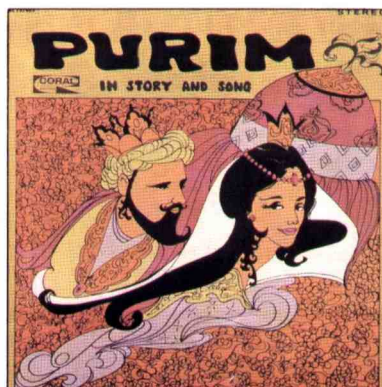
The Wilburn Brothers Show DL 4721(M) • DL 74721(S)



My Way—Mara Lynn Brown DL 4728(M) • DL 74728(S)



Playback '65—U.P.I. Album DL 9153(M) • DL 79153(SE)

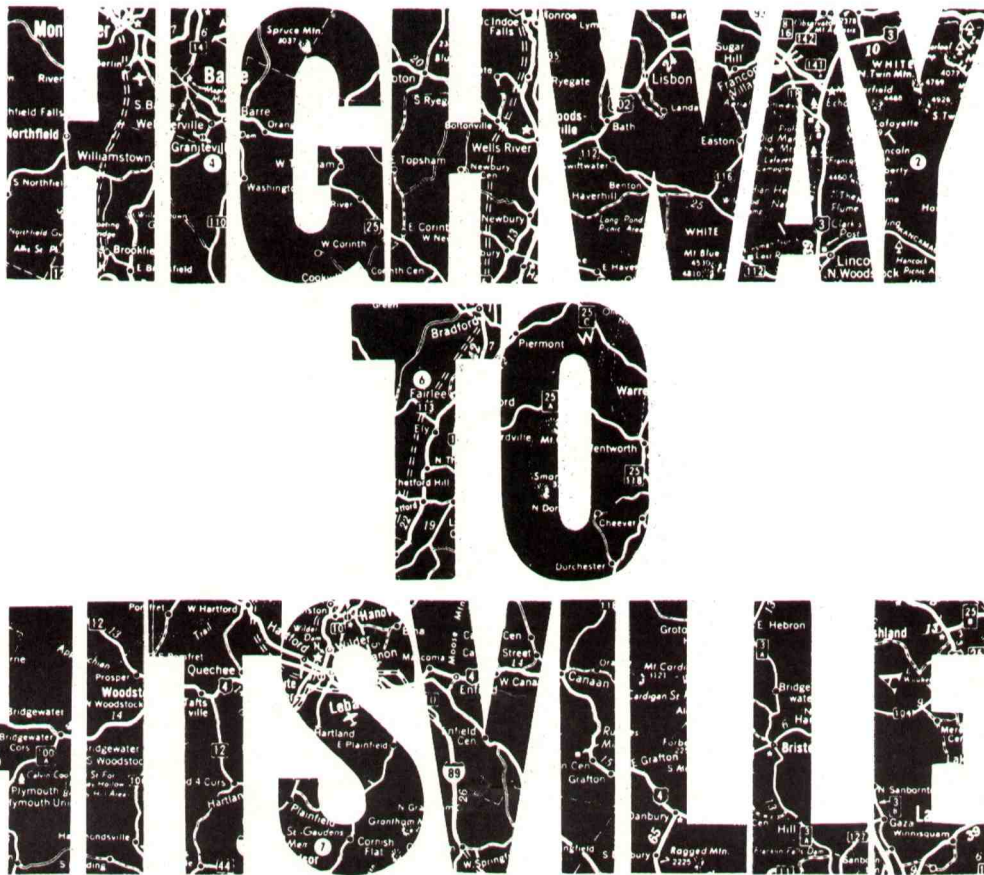


Purim In Story and Song CRL 57483(M) • CRL 757483(S)



Here's To The Irish—Ruby Murray & Brendan O'Dowda
CRL 57485(M) • CRL 757485(S)

AT YOUR LOCAL DECCA® BRANCH



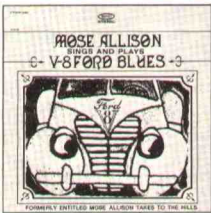
Alternate Routes:



LN 24185/BN 26185*



LN 24184/BN 26184*



LN 24183/BN 26183*

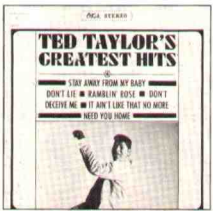


FLM 13103/FLS 15103*



LF 18043/BF 19043*

Includes a song performed by Bobby Vinton at the Festival.



OKM 12113/OKS 14113*

Includes Ted's current smash, "Stay Away From My Baby" 4-7231.

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#55860

Delta Distrib Parley Packs a Solid Punch

• Continued from page 26

bums came through evolution because of the tremendous amount of product. Most all independents have gone to medium priced albums or will. People who come in to buy a hit album will buy this merchandise. Retailers who have missed these sales should start stocking this product."

Merchandising of Album Product — Bob Shad, Mainstream; Rick Frio, Imperial; Bob Kornheiser, Atlantic and Atco; Max Cooperstein, Chess, Checker and Cadet.

Frio: "A window display can sell that product you tend to forget. Also, playing an album in the store is good promotion. A salesman in a Corvette store in Chicago sold 1,600 Sandy Nelson albums in three weeks in December by playing it for customers."

Bob Shad: "An album in a browser eliminates it as a seller. People walk in and ask for a hit album. You have to expose and advertise your product. You have to keep your window dressed up. To stay alive the store has to promote. Your distributor has money for promotion he gets from the manufacturer. Your manufacturer will do anything for the distributor, and anything for the store, to help him promote."

Cooperstein: "We allow the distributor an advertising fund.

Some prefer radio, some newspaper ads. An important promotion is to tie in when an artist is on a national TV show. The smart dealer will put something in his shop or window."

Kornheiser: "The important thing is service. Too many people have gotten away from it. Knowledgeable sales personnel who know the catalog and make use of this knowledge are better than a hit single. The greatest merchandising aid is yourself — keep your staff informed and the customers happy."

There were also panel discussions on:

Special Categories — Mac Davis, World Pacific/Pacific Jazz; Joe Fields, Prestige; Fred Mendelsohn, Savoy; Sam Montel, Montel Michelle.

Chart or Hit LP's — Al Klein, Motown; Gene Norman, GNP Crescendo; Bob Austin, Record World.

The convention ended Sunday night with a dinner dance and show. Featured artists were Sue Thompson, Johnny Nash and Irma Thomas. Justin Wilson kept the crowd in stitches with a hilarious series of cajun stories. The Lloyd Alexander orchestra played for dancing.

SAN REMO SIDELIGHTS

• Continued from page 30

eliminated, "The Massacre of the Zazzere (Hairly Ones)."

Two singers, on Army leave for Festival, **John Foster** and **Franco Tozzi**, not only lost out in first round but lost two extra days of leave which was extended only for time of actual participation.

Naples opera claque returned again this year to offer services to all who were willing to pay. At least four singers, only two of whom entered the finals, used their services.

Rehearsals during first three days of the week provided the best show. As in the case of **Connie Francis**, who arrived at the last minute a year ago because of bad weather. **Pat Boone**, who did a San Francisco TV show the night before the Festival, arrived on first day but didn't suffer by lack of rehearsal time. He made the finals with both of his songs, a rarity for a foreign competitor.

Eastern Europe, which began to telecast the San Remo Festival via Eurovision, has caught the Festival fever. Two representatives were here from Czechoslovakia to observe all phases of the operation here in preparation for a similar event which will take place this spring in Bratislava.

Connie Francis, who gave up

this event after two tries, is now being sought to do the U. S. recording of one of the hottest songs to show up this year here, "A Rose From Vienna." **Bruno Lauzi**, lyricist, who competed in 1965 with his own song, record of which sold only 15,000 copies by his own admission, stands to profit far more by this number which has been most widely sold during Festival. Next to it in popularity among foreign buyers seems to be "Mai, Mai, Mai, Valentina" (Never, Never, Never, Valentina) an easy-to-sing number of "the bouncing ball" category.

A combo known as **Equipe 84**, which appeared here for Vedette label, announced that its future tapings will be for Ricordi. A Beatle-like group, it is composed entirely of Italians.

There is no agreement on what is a good song. The special jury of 15 journalists which voted each of the first two nights to "rescue" one of the seven songs turned down by the public juries, split on each occasion in every direction, voting on one night for six different entries and on the other gave at least one vote to each of the seven.

Four consecutive songs in the finals were with the lyrics of **Vito Pallavicini** seemed like something of a record until a member of the selection committee revealed that he had submitted 63 different numbers by various composers. In this case two of the composers, **Edoardo Vianello** and **Pino Donaggio**, sang their numbers, and two others, **Ezio Leoni** and **Gorni Kramer**, conducted the numbers they had written with the busy lyricist. Not to be outdone by too much, **Alberto Testa** contributed three of the numbers. Only two had lyrics and music by one man, and both were sung by the authors, **Domenico Modugno** and **Sergio Endrigo**.

Emotion and heat overcame one of the two distaff announcers who assisted American singer **Mike Bongiorno**. Signorina **Carla Puccini** fainted on stage during the second evening just as "The Yards" appeared, but she was carried off without being seen by the TV audience. One of **Les Surfs** failed to appear with the group for the second number they performed in the finals. Even Bongiorno was suspiciously missing for part of the last evening, although he returned after a lapse. The long-suffering audience in the heat of the strong lighting reported no casualties.

The natural advantage with Italian juries of the songs sung by two Italian singers of prominence over those sung by one Italian and one foreigner, no matter how prominent, was reported exclusively two weeks ago in Billboard. Although juries of final evening were confined to major cities with more knowledgeable residents, it still turned out that the winning song was sung by two Italians.

The Festival made no less than 10 magazine covers, of which most interesting were the widely circulated "Domenica Del Corriere" and "La Tribuna Illustrata." The former showed background figures of Bellini, Rossini, Donizetti, Verdi, Leoncavallo and Puccini aghast at participation of noted tenor **Giuseppe DeStefano** in pop event, while other had **Sergio Endrigo**, favored in a pre-Festival poll taken by a Rome daily, looming as the threat over the Casino where Festival is held.

William S Fishman, president of Automatic Retailers of America, Inc., was honored and made a Fellow of the University. **George E. Craney** set up the Crescent Vending Company based in suburban Orland, Pa., where he makes his home.

MAURIE H. ORDENKER

FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 40

will record a new album for Smash soon.

The **Gentrys**, red-hot sextet, have another climber on MGM in "Spread It On Thick," are in big demand for bookings, reports **Ray Brown** of National Artists Attractions. The group of 18-year-olds got started by winning on the **Ted Mack "Amateur Hour."**

Bobby Lee Trammell had all his long English-style hair cut off recently. He said: "I made a lot of money singing as a longhair, but I always felt dirty. My mother was embarrassed. Everywhere I went people looked at me like I was some kind of freak. Maybe I won't make as much money now, but at least I'll feel clean."

ELTON WHISENHUNT

NEW YORK

Columbia recording artist **Ray Conniff** has received an award for his gold-record-winning LP, "Memories Are Made of This," from X.E.R.C. Radio Exits, Mexico's leading station for international music. The award was established by the station in 1965 to honor the most popular international artists. . . . **Mary Helfer** and **Perry Stevens** have set up an independent promotion firm, based in Cleveland, covering the areas of Cleveland, Pittsburgh, Cincinnati and Detroit. . . . **The Young Rascals**, who record for Atlantic, open at the Phone Booth on Feb. 11. The group is set for NBC-TV's "Hullabaloo" show on Feb. 28 and Ed Sullivan's CBS-TV show on March 20. . . . **The Remains**, Epic artists who are on a month-long concert tour, return to Trade Hotel's in Greenwich Village on March 12.

Zoot Sims currently at the Embers West. . . . **Charlie Louvin**, Capitol artist, on a tour of U. S. bases in Germany. Before leaving, Louvin taped eight syndicated TV shows which will be aired in the coming weeks. Touring Germany with Louvin will be his guitarist, **Steve Chapman**. . . . **The Dave Clark Five** set for another shot on Ed Sullivan's TV show on Feb. 20, the 10th time they've appeared on the show. . . . **Ivan Mogull**, recently returned from a global tour,

picked up the publishing rights for the U. S. and Canada to "Mirror, Mirror" and "She Didn't Care," recorded on British Decca by the **Pinkertons**. . . . **Leon Bibb**, who recently signed **Monte Kay** as his personal manager, is currently in London for appearances on both BBC-TV and ATV. . . . **Clara Ward and Singers** return to the Village Gate on Feb. 11 for a three-week engagement. . . . **Glenn Yarbrough** recorded the title song for the Four Star TV series "High Noon."

Gale Garnett completed a deal between her Lupercalia & Leprechaun publishing companies and E. B. Marks for latter to publish a "Gale Garnett Song Book." . . . **Tener Records** has set up a rhythm and blues subsidiary, **Hype Records**. . . . **RCA Victor's Frankie Randall** currently at the Copacabana. . . . **Marty Robbins** and his All-Star Show will appear at Carnegie Hall on Feb. 25. . . . **Charlie Calello** arranged and produced **Lou Christie's** first MGM album and winding up his first LP with guitarist **Charlie Byrd**. . . . **Inez and Charlie Foxx**, Sue Records artists in Europe for TV dates and personal appearances. . . . **Clyde Otis** has signed **Leonard Poncher** to represent him for film assignments. . . . **Tom Paxton** signed with **Harold Leventhal** for personal management. . . . **Bob Hallay** arranged an RCA Victor recording session for baseball star **Tony Conigliaro**. **MIKE GROSS**

PHILADELPHIA

Ralph W. Pries, vice-president of Berio Vending Company, will be among the head table guests participating in the annual Allied Jewish Appeal dinner of the Theatrical Division on January 24 at the Variety Club. He's an associate chairman of the Appeal's Trade Council. . . . **Donal Sockett**, a vending machine stockman, was recently attacked and robbed of \$75 in cash and 36 cartons of cigarettes after he had finished stocking a vending machine at a tavern location. . . . **Dr. Abram L. Sachar**, president of Brandeis University, was the principal speaker at the dinner on January 12 at the Warwick Hotel at which

ANOTHER HIT "BABY I NEED YOU"
by/w/ "Teach Me (Filly Dog)"
THE MANHATTANS
Carnival 514

"BUY THIS RECORD FOR ME"
by
LEON & the METRONOMES
Carnival 515

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(LOVE WILL GET YOUR HEART)



Jolie maman

(slow)

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BILLBOARD

IS WHERE THINGS HAPPEN

IN HOLLYWOOD

—Billboard photos by Bob Fisher



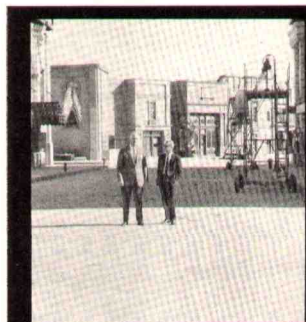
Start of a working day—Billboard's West Coast News Editor Eliot Tiegel takes to the road to visit news sources scattered around the Los Angeles area. With Warner Bros.-Reprise in Burbank, Disney in Glendale and contacts in Beverly Hills and other sections of LA, a good part of the reporter's day is spent in traveling around the city by car. (Each day over three million cars traverse the city's freeway network, providing the radio industry with unusually large audiences. Greater LA is really 200 separate communities.) Tiegel has been in journalism 11 years, with Billboard two and in the music business four years.



Southern California is the surfing capital of the U. S., so it was a natural development for musicians in Hollywood to translate this enthusiasm by youngsters into an exciting musical form. Overnight Hollywood became the home of the surfing sound and as these surfing fans walked to their favorite stretch of beach, the creative talents of Hollywood record producers were hard at work developing music to express the explosive quality of the sport.



With the record industry a vital, alive, growing portion of the Los Angeles show business community, Billboard keeps abreast of recording activities by attending sessions and watching the artists and technicians at work from inside the control room. The a&r man, right, and his engineer, at the control panel, discuss balance during a session.



Movieland and its soundtrack albums are choice plums for record companies. Good tracks are indispensable albums which have good longevity. Here Sonny Burke, director of Warner Bros. Pictures music department, walks down a studio lot with Billboard's reporter.



While the actors cavort before the camera on these dummy streets, the musicians toil inside the studio's special sound stages where the music is synchronized to the action behind them on a large screen. Burke explains the process from the conductor's podium.



Southern California has spawned the car tape cartridge industry with Muntz Stereo Pak and Autofereo, the first two LA companies creating product and machines for mobile audiences. Consequently, the cartridge tape duplicators have become vital news sources for the magazine. Here Earl Muntz, left, stands by the conveyor belt in his Van Nuys factory which moves tapes and cartridges through all the steps in the packing-duplicating process. Muntz and Autofereo both have factories in the San Fernando Valley, a suburb of LA in which over one million people reside.



Command post of Liberty Records



Headquarters of Capitol Records



The mammoth facilities of NBC



The Burbank office of Warner Bros.-Reprise Records



The tourist attraction of CBS



Nighttime is fun time along the Sunset Strip where the majority of the clubs are located. The strip is not a strip at all, but rather a section of Sunset Boulevard, where the music is live, loud and frantic; at such locations as the Whisky A Go-Go, The Trip, It's Boss, Galaxy, Grazerri's and on and on.



Jazz fans find the same intensity at Shelly's Manne Hole (back down the road on Calverga Boulevard) where the Chico Hamilton quartet (photo) offers hot dishes, and major jazz names call the spot their regular Hollywood stopping off point.

HOLLYWOOD—the home of the record industry's lucrative endeavors . . . the film "soundtrack" . . . the multimillion-dollar splash of the "surfing" boom . . . and the music industry's newest development in years—the auto stereo tape CARTRIDGE.

HOLLYWOOD—the uncontested breeding ground for the novel, the unique, the bizarre, and five-will-get-you-ten if anything exotic happens within the music world, some phase of it will have been nurtured . . . in Hollywood.

Maybe it's the climate. Maybe it's the people. Maybe it's the place. Whatever it is, there's no maybe about Billboard. We've been making the music scene—reporting it—for over half a century.

. . . BECAUSE BILLBOARD IS WHERE THINGS HAPPEN

MEMO TO: WELL-INFORMED MEN OF THE MUSIC WORLD
FROM: MEN FROM BILLBOARD

SUBJECT:
**The TAPE CARtridge
STORY...**

"...BILLBOARD has become the 'bible' of this fast growing
CARtridge tape industry," . . . Larry Finley of I.T.C.C.
(International Tape Cartridge Corporation)

BILLBOARD is Number One again in bringing you the FIRST
and ONLY comprehensive report of its kind -- anywhere:

The TAPE CARtridge STORY...

WHO makes the playbacks
WHAT are the different systems available today
WHERE to buy playbacks and to get recorded cartridges
WHY - its the newest development in the music industry
in years
and
HOW it all began and HOW important is this market

WHEN
March 5

Billboard

Advertising Deadline: February 24th

New York

Chicago

Hollywood

Nashville

THE FOLK HITS
Mike Leander Ork. London LL 3453 (M); PS 453 (S)

REFLECTIONS IN A CRYSTAL WIND
Richard & Mimi Farina. Vanguard VRS 9204 (M); VSD 79204 (S)

DONALD LEACE AT THE CELLAR DOOR
Gateway GLP 2083 (M)

RELAX YOUR MIND
Jim Kweskin. Vanguard VRS 9188 (M); VSD 79188 (S)

BLUES

THE REAL FOLK BLUES
Howlin' Wolf. Chess LP 1502 (M)

THE REAL FOLK BLUES
Muddy Waters. Chess LP 1501 (M)

THE REAL FOLK BLUES
Sonny Boy Williamson. Chess LP 1503 (M)

THE BLUES VOLUME 5
Various Artists. Cadet LP 4051 (M)

SOUL MESSAGE
Richard (Groove) Holmes. Prestige-PR 7435 (M)

GOSPEL

TEXAS SINGS
Various Artists. Sword & Shield 1011 (M)

IF GOD RULED YOUR HEART
Jim Wesson & Goss Brothers. Sword & Shield LPM 6501 (M)

RELIGIOUS

AN EVENING WITH BOB DANIEL
Supreme SS 2032 (S)

VEP ELLIS SINGS ORAL ROBERTS CRUSADE FAVORITES
Supremes SS 2031 (S)

THE GOLDEN TOUCH OF CHARLIE MAGNUSON
Supreme SS 2029 (S)

POLKA

SLOVENIAN POLKA TIME
Al Morouse & His Orchestra. Gateway GLP 1104

DAVE SEEHAWKER
Cuca K 2032 (M)

SPOKEN WORD

HELEN GURLEY BROWN AT TOWN HALL-12-12" LP
Crescendo GNP 608 (M)

CHILDREN'S

THE STORIES OF HANS CHRISTIAN ANDERSON
Robie Lester Camarina. Disneyland DQ 1276 (M)

LOW PRICE CHILDREN'S

LET'S GO TO THE FARM
Robert Douglas. Vocalion-VE 3758 (M)

INTERNATIONAL

THE WORLD OF CHARLES AZNAVOUR-IN CONCERT
Reprise R 6193 (M); RS 6193 (S)

FADO THE SOUL OF PORTUGAL
Amalia Rodrigues. Columbia EX 5153 (M)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

LOU & ZACK PLAY YOUR FAVORITES
Kama 1003 (M)
BACKGROUND MUSIC FOR HOME MOVIES, VOL. 2
Various Artists. Folkways FX 6111 (M)

LOW PRICE COUNTRY

TOPPA TOPS 'EM ALL!
Various Artists. Toppa LP 112365 (M)

CLASSICAL

CHAMPAGNE, ROSES & BONBONS
Minneapolis Symphony Orch. Philharmonia Hungarica (Dorati). Mercury MG 50444 (M); SR 90444 (S)
SCHUBERT/SCHUMANN/GOETHE-LIEDER/HERMANN PREY
London 5927 (M); OS 25927 (S)
ADAGIO LAMENTOSO & OTHER ORCHESTRAL WORKS
Alfred Eisenstein. Concert Classics 4151 (S)
BOCCHERINI: QUINTET NO. 2 FOR GUITAR AND STRINGS IN C MAJOR
Various Artists. Vanguard VSD 71147 (S); VRS 1147 (M)
FOUR CENTURIES OF MUSIC FOR THE HARP
Marie-Claire Jamet. Nonesuch H 1098 (M); H 71098 (S)
MASTER WORKS FOR ORGAN, VOL. 1
Jorgen Ernst Hansen. Nonesuch H 1100 (M); H 71100 (S)

BREAKOUT SINGLES

NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

STOP!
Moody Blues, London 9810 (Cheshire, BM) (New York)

YOU BRING ME DOWN . . .
Royalties, MGM 13451 (South Mountain, BM) (St. Louis)
MOULTY . . .
Barbarians, Laurie 3326 (Elmwin, Roznique, BM) (Boston)
THE ONE ON THE RIGHT IS ON THE LEFT . . .
Johnny Cash, Columbia 43496 (Jack, BM) (Houston)
STOP HER ON SIGHT (S.O.S.)
Edwin Starr, Ric-Tic 109 (Myto, BM) (St. Louis)
IF YOU CAN'T BITE, DON'T GROWL . . .
Tammy Collins, Columbia 43489 (Seashell, BM) (Minneapolis-St. Paul)
COME LOVE . . .
Bruce and Terry, Columbia 43479 (Shaw, ASCAP) (Baltimore)

HITS OF THE WORLD

Continued from page 44

SINGAPORE

This Week	Last Week	Title
1	1	WE CAN WORK IT OUT—Beatles (Parlophone)
2	3	THUNDERBALL—Tom Jones (Decca)
3	2	WIND ME UP—Cliff Richard (Smash)
4	4	ENGLAND SWINGS—Roger Miller (Smash)
5	6	A MUST TO AVOID—Herman's Hermits (Columbia)
6	9	MICHELLE—Billy Vaughn Ork. and Chorus (Dot)
7	—	ONE HAS MY NAME—Barry Young (Dot)
8	—	THE DUCK—Jackie Lee (Philips)
9	—	TO WHOM IT CONCERNS—Chris Andrews (Decca)
10	8	MY SHIP IS COMING IN—Walker Bros. (Philips)

SOUTH AFRICA

This Week	Last Week	Title
1	1	GET OFF OF MY CLOUD—Rolling Stones (Decca)
2	2	THE CARNIVAL IS OVER—Seekers (Columbia)
3	5	WE CAN WORK IT OUT—Beatles (Parlophone)
4	3	HUNGRY FOR LOVE—A-Cas (RCA)
5	6	WIND ME UP—Cliff Richard (Columbia)
6	7	TREAT HER RIGHT—Roy Head and the Traits (Ray)
7	10	YESTERDAY MAN—Chris Andrews (Decca)
8	4	CALIFORNIA GIRLS—Beach Boys (Capitol)
9	8	HOW THE MIGHTY HATH FALLEN—Emil Dean (CBS)
10	9	COME BACK SILLY GIRL—Staccatos (RCA)

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COUNTRY MUSIC

Imperial Will Expand Its C&W Output

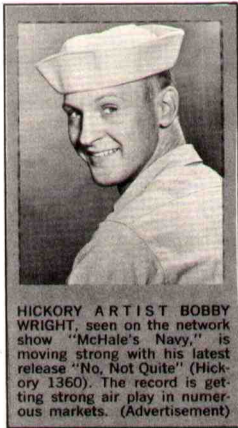
NEW ORLEANS—Rick Frio, national sales manager of Imperial Records, told delegates to the second annual Delta Dealers Convention here last week that Imperial is "going more into the country and western field."

Frio, who was on two panel discussions, said the label will make its expansion move soon. The decision was reached, he said, because of the tremendous growth of c&w music and its audience.

Imperial, a subsidiary of Liberty Records, has concentrated a great deal on New Orleans-flavored music in recent years.

Imperial's expansion in the country field apparently means the label will be cutting a lot of West Coast-based artists, or recording at Nashville with Nashville-based artists.

Frio was a member of panel discussions on "Catalog Merchandise" and "Merchandising of Album Product."



HICKORY ARTIST BOBBY WRIGHT, seen on the network show "McHale's Navy," is moving strong with his latest release "No, Not Quite" (Hickory 1360). The record is getting strong air play in numerous markets. (Advertisement)

Gene Bennett Clicks With Nashville Sound

PITTSBURGH—WPIT-Radio reports its country music show with Gene Bennett, veteran c&w deejay and a native of Nashville, has proved highly successful, with its emphasis on the Nashville sound.

The station said Bennett's mail pull in the six-State area the station serves amounts to "bushels of mail."

Bennett is also a composer and artist for Mercury and Kernel Records. He has also emceed many country music shows throughout the country.

WPIT is a 5,000-watt and also has country music programming on WPIT-FM, 20,000 watts. The station says its listening potential is 10 million persons.

Guests Set For Wilburn TV Show

NASHVILLE—Chet Atkins, outstanding guitarist and RCA Victor's Nashville a&R chief, appeared as a guest on the Wilburn Brothers syndicated country music TV show last week.

The Wilburns announced the following talent line-up for upcoming shows: Hank Locklin, Carl Smith, Earl Scott, the Osborne Brothers, Jean Shepard, Stonewall Jackson, Bobby Bare and Archie Campbell.

Regulars on the show with the Wilburns are Loretta Lynn and Harold Morrison.

BUSY TIME FOR BARBARA

RICHMOND, Va.—Barbara Allen and her show played the "Dominion Barn Dance" here and the WWVA "Jamboree," Wheeling, W. Va., last week, and leave this week (11) for two weeks at the U. S. Naval Base at Guantanamo Bay, Cuba.

Following the Cuban stand, she will be featured on the WCMS "Grand Ole Opry" show in Norfolk, Va. (26-27). Jim Gemmill, of Jim Gemmill Productions, her agent, said she is also set for Fort Lee, Va., March 11, and Knoxville, April 2.

Miss Allen also appears as a regular on the syndicated country music TV show, "The Billy Grammer Show," taped at Knoxville.



Decca Records' Loretta Lynn is scoring heavily in the nation's record charts this week. Her single "Dear Uncle Sam" (Decca 31893) is certain Top 10 material in the country single chart while her Decca LP "Hymns" (DL 4695) is climbing the album chart steadily. Loretta proudly plays and records with an Epiphone Excellent guitar, because of its superior tone and response under all conditions. Epiphone—the choice of artists who can hear the difference.

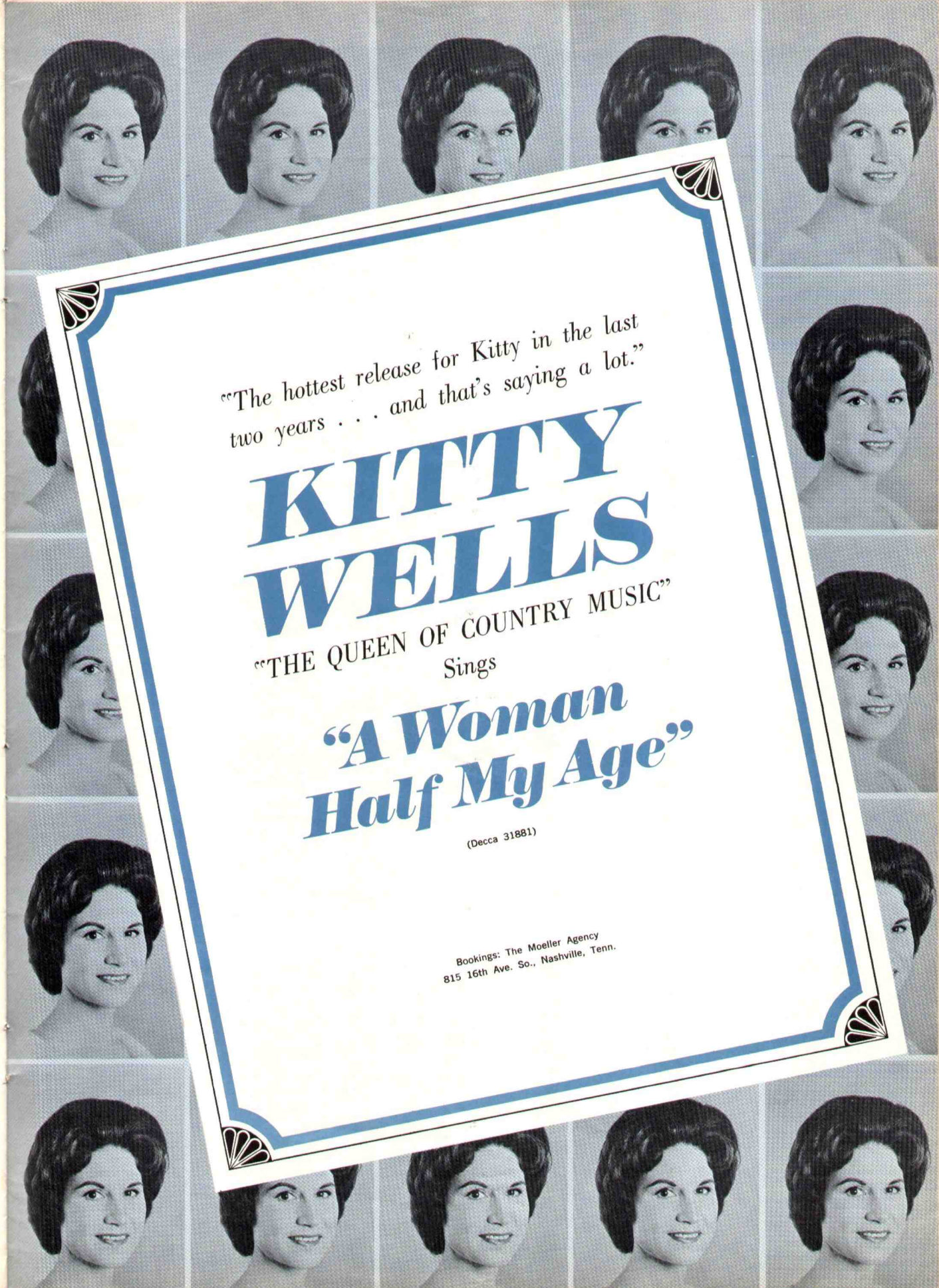
(Advertisement)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/12/66				Billboard SPECIAL SURVEY for Week Ending 2/12/66			
This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1	1	GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)	13	26	31	A BORN LOSER Don Gibson, RCA Victor 8732 (Acuff-Rose, BMI)	4
2	2	FLOWERS ON THE WALL Stallier Brothers, Columbia 43315 (Southwind, BMI)	21	27	35	BEFORE THE RING ON YOUR FINGER Turns Green Dottie West, RCA Victor 8702 (Acuff-Rose, BMI)	11
3	3	TRUE LOVE'S A BLESSING Sonny James, Capitol 5536 (Marson, BMI)	10	28	28	MORE THAN YESTERDAY Slim Whitman, Imperial 66130 (Maiden Fair/Cuculo, BMI)	16
4	6	SNOWFLAKE Jim Reeves, RCA Victor 8719 (Open Road-Rondo, BMI)	6	29	24	IF THIS HOUSE COULD TALK Stonewall Jackson, Columbia 43411 (Moss-Rose, BMI)	12
5	7	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	4	30	40	A WOMAN HALF MY AGE Kitty Wells, Decca 31881 (Cramart, BMI)	2
6	4	WHAT KINDA DEAL IS THIS Bill Carlisle, Hickory 1348 (Lonzo & Oscar, BMI)	10	31	32	I'D BETTER CALL THE LAW ON ME Hugh X. Lewis, Kapp 717 (Moss-Rose, BMI)	9
7	11	BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	10	32	36	ANITA, YOU'RE DREAMING Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	5
8	5	ENGLAND SWINGS Roger Miller, Smash 2010 (Tree, BMI)	13	33	25	HAPPY TO BE WITH YOU Johnny Cash, Columbia 43420 (Copper Creek & Gallico, BMI)	13
9	9	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	19	34	38	DEAR UNCLE SAM Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	2
10	10	SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	15	35	41	THE GIRLS GET PRETTIER (Every Day) Hank Locklin, RCA Victor 8695 (Combine, BMI)	6
11	8	WHAT WE'RE FIGHTING FOR Dax Dudley, Mercury 72500 (New Keys, BMI)	13	36	—	NOBODY BUT A FOOL Connie Smith, RCA Victor 8746 (Stallion, BMI)	1
12	13	SKID ROW JOE Porter Wagoner, RCA Victor 8723 (Carreta, BMI)	8	37	27	A PICTURE THAT'S NEW George Morgan, Columbia 43393 (Peach, SESAC)	10
13	12	WOMEN DO FUNNY THINGS TO ME Del Reeves, United Artists 949 (Window & Starday, BMI)	11	38	42	I WISH Ernie Ashworth, Hickory 1358 (Acuff-Rose, BMI)	4
14	14	TAKE ME George Jones, Musicor 1117 (Glad, BMI)	15	39	39	FIVE MILES FROM HOME Bob Luman, Hickory 1355 (Acuff-Rose, BMI)	3
15	15	YOU FINALLY SAID SOMETHING GOOD Charlie Louvin, Capitol 5550 (Regent, BMI)	9	40	30	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	21
16	16	DON'T YOU EVER GET TIRED OF HURTING ME Ray Price, Columbia 43420 (Pamper, BMI)	12	41	43	IF YOU CAN'T BITE, DON'T GROWL Tommy Collins, Columbia 43489 (Seashell, BMI)	2
17	17	THANK YOU MA'AM Ray Pillow, Capitol 5518 (Screen Gems-Columbia, BMI)	8	42	34	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Columbia 43388 (Central Songs, BMI)	19
18	20	I'VE CRIED A MILE Hank Snow, RCA Victor 8713 (Wilderness, BMI)	8	43	49	SOMEONE BEFORE ME Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	2
19	18	BOTTOM OF A MOUNTAIN Tex Williams, Boone 1036 (Pamper, BMI)	6	44	46	BOSTON JAIL Carl Belew, RCA Victor 8744 (4 Star Sales, BMI)	2
20	23	GOLDEN GUITAR Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	4	45	—	THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	1
21	26	THE MEN IN MY LITTLE GIRL'S LIFE Archie Campbell, RCA Victor 8741 (Jewel, ASCAP)	4	46	—	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	1
22	19	WRITE ME A PICTURE George Hamilton IV, RCA Victor 8690 (Harbot, SESAC)	11	47	50	MEADOWGREEN Brown, RCA Victor 8714 (Tree, BMI)	2
23	29	BABY AIN'T THAT FINE Gene Pitney & Melba Montgomery, Musicor 1155 (Blue Crest, BMI)	5	48	—	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	1
24	21	MY DREAMS Faron Young, Mercury 72490 (Vanadore, BMI)	12	49	—	TEAR TALK Johnny Doller, Columbia 43343 (Zanetis, BMI)	1
25	22	BUCKAROO Buck Owens & His Buckaroos, Capitol 5517 (Bluebook, BMI)	16	50	—	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss Rose, BMI)	1

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY for Week Ending 2/12/66				Billboard SPECIAL SURVEY for Week Ending 2/12/66			
This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart
1	1	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	19	11	14	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	26
2	2	BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	12	12	7	DOODLE-OO-DOO-DOO Del Reeves, United Artists UAL 3458 (M); UAS 6458 (S)	10
3	4	THE OTHER WOMAN Ray Price, Columbia CL 2392 (M); CS 9182 (S)	20	13	9	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	21
4	3	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	16	14	18	FUNNY WAY TO MAKE AN ALBUM Don Bowman, RCA Victor LPM 3495 (M); LSP 3495 (S)	4
5	2	ROGER MILLER/GOLDEN HITS Smash MG5 27073 (M); SR5 67073 (S)	13	15	20	GIDDYUP GO Red Sovine, Starday SLP 363 (M); (No Stars)	2
6	12	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca DL 4686 (M); DL 74696 (S)	8	16	17	THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE Dave Dudley, Mercury MG 21057 (M); SR 61057 (S)	2
7	8	PRETTY MISS NORMA JEAN RCA Victor LPM 3449 (M); LSP 3449 (S)	6	17	13	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	19
8	10	HELLO VIETNAM Johnny Wright, Decca DL 4698 (M); DL 74698 (S)	8	18	16	ROY DRUSKY'S GREATEST HITS Mercury MG 21052 (M); SR 61052 (S)	11
9	6	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Columbia CL 2442 (M); CS 9242 (S)	9	19	—	FLOWERS ON THE WALL Stallier Brothers, Columbia CL 2449 (M); CS 9249 (S)	1
10	15	HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	4	20	—	THE MANY MOODS OF CHARLIE LOUVIN Capitol T 2437 (M); ST 2347 (S)	1



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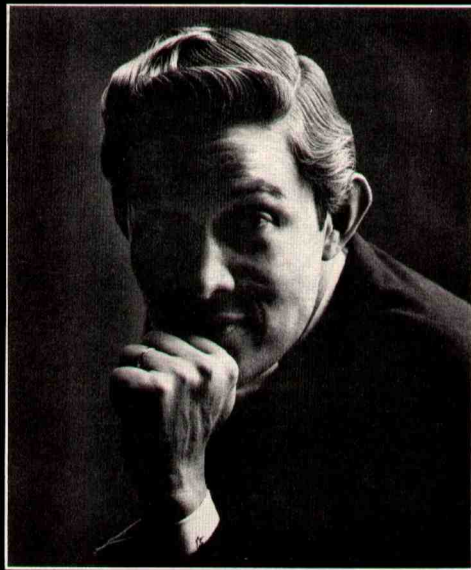
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ON COLUMBIA RECORDS 

CLASSICAL MUSIC

Angel Achieves Record Sales Year Sparked by Eight Factors

By ELIOT TIEGEL

HOLLYWOOD—Angel Records hit a sales peak last year going up 11 per cent over 1964, reports Stan Gortikov, president of Capitol's distributing organization.

Eight reasons are cited for the healthiest sales season in Angel's seven years of availability in the U. S.:

• Sparked by Maria Callas'

"Carmen" (a three disk set) and "Tosca" (two disks), Angel's best selling new albums included "Messiah," "Magic Flute" (both three disk sets) and Mozart's "Symphonies 40 & 41," by Otto Klemperer; "Mirella Freni Opera Arias" (one disk); "Tales of Hoffman," with Elisabeth Schwarzkopf, Nicolai Gedda and Victoria de los Angeles and "A Purcell Anthology, Vol. I," by Yehudi Menuhin. All

these packages went over the 20,000 sales mark, according to Angel merchandising chief Brad Engel, with "Carmen" the leader at close to 40,000 units.

• Many of Angel's new releases—the company issued 90 LP's—were by established artists whose catalog albums started selling after their new LP's obtained hit status. This catalog action was the highest in Angel's history.

• The success of Mirella Freni on the opera stage in New York and Chicago, along with her appearance in the Warner Bros. released film of "La Boheme," brought her to the attention of American disk buyers.

• American Airlines stereo programs featuring Angel repertoire, providing supplemental exposure for new product, which was translated into orders for the complete albums. According to survey cards returned to the label, "we were amazed to learn how many people wrote they had heard the music on American Airlines," Engel said. Angel is the exclusive supplier of classical music to American, noted Engel.

• Exposure concentration on AM and FM classical stations resulted in extra emphasis and was one of the reasons attributed for the success of "Tales of Hoffman." Engel called "Hoffman" an example of a recorded work for which there was a public demand, since there was no other new work of the opera on the market.

• An advertising - merchandising program featuring sampler disks at \$1 through coupon offers.

• Advancements in the recording and manufacturing process to increase fidelity of the product.

• A more aware sales staff which could boast of "Carmen" and "Messiah" hits. Angel's own eight sales reps, plus two district sales managers were augmented by Capitol's entire sales corps.

An interesting point about the "Messiah" package is that it was the third and last version released last year and yet was a strong seller.



ANDRE PREVIN, conductor-composer-pianist, is shown here conducting the London Symphony Orchestra in a performance of Shostakovich's Symphony No. 5, being released by RCA Victor on its Red Seal label this month. Previn recently signed with Victor as a classical and a pop artist.

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Now—for the first time—you can offer all nine of Beethoven's famous symphonies on two 3 3/4 I.P.S. 4-Track Stereo Tapes at the same reduced price as the 7-LP deluxe set. And the five Beethoven piano concertos on one tape at the same reduced price as the 4-LP deluxe set.

These performances have been consistent top sellers. "...the most recommendable presentation of the Beethoven symphonies," wrote the New York Times of the readings by George Szell and the Cleveland Orchestra. And Leon Fleisher with the Cleveland Orchestra under Dr. Szell has caused equal excitement with his interpretations of the Beethoven piano concertos.

These Epic tapes measure up to the biggest music bargain of the year. Stock them now.



Szell Touring Eastern Cities

NEW YORK—George Szell and the Cleveland Orchestra are on their annual tour of the East Coast which encompasses 13 concerts in 15 days. The tour opens with a concert at Carnegie Hall here on Feb. 7.

In all, the orchestra will be heard in six Carnegie Hall performances. In addition to the opening concert, programs will be presented on Feb. 8, 13, 14, 20 and 21. In addition to the New York concerts, the orchestra will perform in Harrisburg and Villanova, Pa., on Feb. 9 and 10 and in Washington on Feb. 12. The following week the orchestra will go to New England for four concerts; New Haven (Feb. 15), Boston (Feb. 16), Northampton, Mass. at Smith College (Feb. 17) and Hartford (Feb. 19). The con-

BEST SELLING CLASSICAL LP'S

Below is a list of best selling Classical LP's in top Classical Retail Outlets.

This Week

- 1. AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL:** Columbia (2-12") M25-728 (S), M2L-328 (M).
- 2. PUCCINI—La Boheme;** Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M).
- 3. IVES—Symphony No. 4; American Sym. Orch. (Stokowski):** Columbia MS 6775 (S), ML 6175 (M).
- 4. SCHOENBERG—Gurre-Lieder;** Borkh, Topper, Engen, Fiedler, Schachtsschneider, Bavarian Radio Orch. & Cho. (Kubelik): D.G.G. (2-12") 138984/5 (S), 18984/5 (M).
- 5. HANDEL—Messiah;** Schwarzkopf, Hoffman, Gedda, Hines, Phil. Orch. & Cho. (Klemperer): Angel (3-12") S 3657 (S), 3657 (M).
- 6. MAHLER—Symphony No. 10 (Unfinished):** Philadelphia Orch. (Ormandy): Columbia M25-735 (S), M2L-335 (M).
- 7. OFFENBACH—Tales of Hoffmann;** Gedda, Di Angelo, Schwarzkopf, De Los Angeles, London, Blanc, Benoit, Paris Conservatory Orch., Ducloux Cho. (Cluytens): Angel (3-12") S 3667 (S), 3667 (M).
- 8. BERG—Wozzeck;** Lear, Fischer-Dieskau, Wunderlich, Berlin German Op. (Bohm): D.G.G. (2-12") 138991/2 (S), 18991/2 (M).
- 9. HOROWITZ PLAYS SCARLATTI:** Columbia MS 6658 (S), 6058 (M).
- 10. BERLIOZ—Les Troyens;** Crespin, Chauvet, Paris Op. (Pretre): Angel (2-12") S 3670 (S), 3670 (M).
- 11. COLUMBIA PRESENTS JOHN WILLIAMS:** Columbia MS 6608 (S), ML 6008 (M).
- 12. PRESENTING MONTSERRAT CABALLE—BELLINI AND DONIZETTI ARIAS:** RCA Victor LSC 2868 (S), LM 2868 (M).
- 13. VERDI—Il Trovatore;** Tucci, Simonato, Corelli, Merrill, Rome Op. (Schippers): Angel (3-12") S 3653 (S), 3653 (M).
- 14. BRUCKNER—Symphony No. 6;** New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
- 15. NIELSEN—Symphony No. 3;** Royal Phil. (Bernstein): Columbia MS 6769 (S), ML 6169 (M).
- 16. SAINT-SAENS—Piano Concerti Nos. 2 and 4;** Entremont, Phila. Orch. (Ormandy): Columbia MS 6778 (S), ML 6178 (M).
- 17. NIELSEN—Symphony No. 4;** Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M).
- 18. CHOPIN—Waltzes;** Malczynski: Angel S 35726 (S), 35726 (M).
- 19. BEETHOVEN—Symphonies Nos. 8 and 9;** Berlin Phil. (Karajan): D.G.G. (2-12") 138807/8 (S), 18807/8 (M).
- 20. BRUCKNER—Symphony No. 9;** Vienna Phil. (Mehta): London 6462 (S), 9462 (M).

Richmond's Essex Expands Offices

NEW YORK—The Richmond Organization is expanding its overseas operation. Essex Music, Ltd., its British affiliate, moved into new London offices which will triple its previous space.

The new headquarters will have the latest mechanized-electronic equipment for taping demonstrations, production control, copyright data and accounting.

TRO's French affiliate, Editions Essex S.A.R.L., has acquired from Rudi Revil the offices formerly occupied by Revil's Les Editions Tropicales.

Corby Co. Formed

SAN GABRIEL, Calif.—Corby Record Productions, an independent production company, has been formed here by Steve Waltnor, Doug Cox and Dennis Hardesty.

The label will begin with pop singles and expects to branch into r&r and country. The firm will also have two labels of its own, Corby and Big C. Artists signed include J. Michael and the Bushmen, Doug Corby, Steve Wilson, the Red Roosters, Ralph Geddes and the Youngbloods.

WQXR STARTS BAROQUE SEG

NEW YORK — WQXR is latching on to the baroque vogue with a series titled "The Age of Baroque." The series' host is harpsichordist Igor Kipnis. The series, which will be broadcast on Sundays, began Feb. 6.

certs in New Haven, Boston and Northampton will be taped for inclusion in the Cleveland Orchestra Syndication Service. The orchestra now records for Columbia Records and has a hefty LP catalog on the Epic label.

TALENT

Hazelwood Opens Up 5th Front

HOLLYWOOD — Song-writer-producer Lee Hazelwood is being "rediscovered" for the fifth time, courtesy of his hot streak as an independent a&r man.

He is picked that every two years he gets "rediscovered" despite his always making a good living in the music industry. Right now his credits include writing Dean Martin's "Houston" smash, Dino, Desi and Billy's first two hits and Nancy Sinatra's "These Boots Are Made for Walkin'" which looms as her first national hit.

Hazelwood, an independent producer for Warners-Reprise, Capitol and MGM (where he is also signed as an artist), believes in a formalized approach to a&r. "I'm not a chance taker," he explains in his cynical manner. He uses the same musicians on dates, the same copyist,



LEE HAZELWOOD

arranger Billy Strange and the same United engineer, Eddie Brackett. If any of these people are unavailable, he'll cancel a session rather than use a substitute.

When recording vocalists, Hazelwood cuts tracks instead of taping the disk all at once. "It's now legal to track," he says with a smile, but acknowledges that it costs him an additional \$40 per man for tracking sessions.

He prefers to track vocalists because the process enables him to completely concentrate on the singer. With Nancy Sinatra's

new single, he cut the horns and rhythm first and then brought the vocalist into the studio.

Hazelwood's contracts as an independent producer are unusual in that he receives an artist royalty for world-wide sales beginning with the first disk sold. This is in addition to his regular a&r fee. As an exclusive writer with Criterion Music, an ASCAP firm, he receives a healthy royalty also.

He has just been reunited with Duane Eddy for Colpix, with the guitarist paying him recording fees and royalties. Hazelwood formerly worked with Eddy for Jamie and RCA.

Hazelwood, 36, calls himself a late comer in the music business, but he has written around 400 songs. He estimates 60 per cent of the records he a&rs are his tunes. Jimmy Bowen was responsible for assigning him a score of Reprise acts including nine-year-old Donna Butterworth.

He's been offered staff a&r jobs but calls them "good for your ego but not for your pocketbook."

He worked with eight arrangers before settling on Billy Strange. The duo completed Nancy Sinatra's "Boots" album over the weekend. Hazelwood admits the freelance pace has been frenetic, but shrugs it off as part of the business of "rediscovery."

Toronto Theater New Mecca for Disk Acts

By KIT MORGAN

TORONTO—The dwindling supply of hit musicals from Broadway has broadened the scope of attractions booked into the O'Keefe Centre here, with popularity on records a major factor, according to Hugh Walker, president and managing director.

The 3,200 seat showplace, which opened in December 1960, with "Camelot" on its way to Broadway, looks primarily to road shows of hit musicals and pre-Broadway tryouts for its fare, balanced by opera and ballet and a smaller number of plays, like "Beckett" and "School for Scandal" which, because of their high cost, would not otherwise play Toronto in smaller theaters. In the past, each season has been rounded out with just a couple of "in concert" appearances or variety revues headlined by such artists as Harry Belafonte (who grossed over \$1 million in four engagements at the O'Keefe), Judy Garland, Liberace, and the late Nat King Cole, all of whom have appealed to essentially the same audience.

The shortage of touring Broadway musicals this season, however, has seen the O'Keefe turn to a larger number of one-man shows or revues, a wider range of attractions which, in turn, will appeal to a wider range of audiences. This season, for example, the O'Keefe presents its first-ever country music show, with Johnny Cash, Tex Ritter, the Statler Brothers,

and Deborah Swisher. . . . Charades to Monument Records. . . . Willie Morganfield, spiritual singer, to the Jewel label.

June Carter, and the Tennessee Three (17-19) which is expected to draw many people who have never before been to the O'Keefe.

Earlier, the New Christy Minstrels and Henry Mancini attracted a larger proportion of young people than is customarily found at the O'Keefe. "We are very interested in attracting younger people to the theater," says Walker, who is counting on doing just that with the first Toronto appearance of U. K.'s Donovan in a one-nighter (20) and Petula Clark March 25, 26, 27 with the Supremes to follow, tentatively set for June.

Other names from the record scene set for the O'Keefe this season are Roger Williams headlining his "From Broadway to Las Vegas" revue (8-12), Duke Ellington and his orchestra March 14-16, Sergio Franchi on May 1, and negotiations are under way with Al Hirt. Walker is also considering the possibility of importing the New York Folk Festival from Carnegie Hall, or putting together a folk fest of similar calibre, "if that would interest the community."

The O'Keefe Centre has presented many musicals prior to their Broadway debuts, either in tryout stage or en route from London's West End to Broadway, and it has also presented the Lincoln Center productions of "Merry Widow," "Carousel" and "Kismet," but this season it presents its first pre-Lincoln Center tryout, with "Annie Get Your Gun," starring Ethel Merman opening in Toronto in May prior to its New York run.

The record industry here is happy to see more disk names making personal appearances at the O'Keefe, with high expecta-

Verdon, Score Put Bounce in 'Charity'

NEW YORK — The propelling energy and zesty musical beat that runs through "Sweet Charity" are the elements that give it a long-run potential on the boards and a big sales rub-off for its Columbia Records original cast album counterpart.

Credit for the show's energy go to Bob Fosse, who fashioned the production as director and choreographer, and Gwen Verdon, its luminous star. And credit for the bold and brassy score goes to Cy Coleman (mu-



GWEN VERDON

HOW DAILIES SAW 'CHARITY'

TIMES: "The show's chief attractions are the staging and the dances, which have style and theatrical vitality. The same cannot be said about the book or the score."

HERALD TRIBUNE: "There are at least six things that will interest you—the dances, the scenery, the songs, Gwen Verdon, Gwen Verdon and Gwen Verdon. On the other hand—the show has tried very hard for one quality it doesn't get: wistfulness. . . . You'll have to settle for the raciness."

NEWS: "It can't miss. The music and lyrics are considerably above the Broadway average."

POST: "Brightly, imaginative musical comedy. Most of it is fun, and Gwen Verdon is downright wonderful."

JOURNAL-AMERICAN: "Gwen Verdon has never been in better form. She is backed up by a rousing and persuasive score."

WORLD-TELEGRAM & SUN: "There are production numbers and individual personalities as theatrically exciting as anything that's hit town in years."

and Dorothy Fields (lyrics) with a nod to Ralph Burns for his nifty orchestrations.

There is so much going on in the song and dance departments that the unwarding plot line becomes a minor objection. Inspiration for Neil Simon's book came from the Federico Fellini film, "Nights of Cabiria," which told a weepy tale of an Italian prostitute. Simon has made her a dance-hall hostess, eliminated the tears and injected some jokes and funny situations, but at the end he leaves her with hope instead of a husband. But that's not enough.

The plot line, therefore, negates any cliché or big boy-girl ballad use and has to settle for a steady stream of uptempo numbers. Miss Verdon is supreme in all and scores with several authentic show-stoppers. "If My Friends Could See Me Now," "I'm a Brass Band" and "There's Gotta Be Something Better Than This," which she does with Helen Gallagher and Thelma Oliver, are high-voltage

tions for stimulated sales accompanying the appearances. Walker says, "The support of the record industry and their promotion is a valuable asset to our success with these engagements."

numbers that fill the stage and the audience with electric waves. The group numbers, such as "Big Spender," "Rich Man's Frug" and "Rhythm of Life" also send forth plenty of sparks. The principals and the dancing chorus turn them all into a tour de Fosse.

In addition to Miss Verdon, who's on stage most of the time, there is plenty of opportunity for others in the cast to shine. Brightest are Helen Gallagher and Thelma Oliver, who bring a special zing to their dance-hall hostess roles; John McMartin, the almost-husband, and James Luisi, an Italian film star.

Most of it adds up to high-spirited fun and that's just what the Broadway musical scene has been missing lately.

MIKE GROSS

Easy Treatment By Sims, Unit Easy to Take

NEW YORK — Zoot Sims' casual and irreverent approach to jazz made an impression on Embers West patrons here Wednesday night (2).

The group was put together for the engagement—with Sims on tenor sax, Eddie deHaas on bass, Ross Tomkins on piano, Jim Rainey on guitar and Ron Lomberg on drums. They're all fine musicians and they performed as though they had been together for years.

Informality was the keynote of the evening. Sims arrived a bit late because he overslept, and during a set he would wander off occasionally, park his sax on a nearby table, light up, and chat with a customer. The combo played on unconcerned. Later, other members would take breaks during a set, and they would light up on stage when the opportunity presented itself.

But there was nothing sloppy about the performance. Sims, Tomkins and Rainey turned in first rate solos, with honest sounds and without frills.

This relaxed approach was not accompanied by clowning. Sims is a serious musician without being a pompous one.

Sims has been on the jazz scene since the late 1940's, and at various times has recorded for several leading jazz labels. His current showcase is a good one. It's the only mid-Manhattan club which features jazz regularly.

AARON STERNFIELD

SIGNINGS

Vernon Oxford added to RCA Victor's country roster. His first Victor disk was produced by Bob Ferguson in Nashville. . . . Celia Cruz, Cuban singer, to Tico Records. . . . Larry Steele and Lloyd Green added to Hilltop roster. . . . Dan Elliott signed to Don Costa Productions. His disks will be released on Columbia. . . . The Fugs to ESP Disks. . . . Vocalist Judy Henske shifts from Elektra to Reprise for a swing into the pop market. She had been sticking to the folk groove. . . . Singer-comedienne Christine Nelson to Warner Bros. . . . FGG Productions signed Jimmy Jones

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STARR SERVICE

BILLBOARD DEALER PANEL

No Uniformity in Record Supply Service

EDITOR'S NOTE: The Market Research Department of Billboard recently interviewed hundreds of dealers around the country. The following is a report on dealers' comments in response to three questions about quality of record suppliers' service.

CHICAGO—More than 30 per cent of the dealers polled by Billboard indicated dissatisfaction with some part of their supply service. About 20 per

cent praised their suppliers, while the rest felt that service was merely adequate.

Most of the unhappy responses were given to the question about service on special orders. Best replies were given about supply of current releases, while catalog items, the third category discussed, received most answers of "adequate" service.

A random selection of dealer panelists discussing supply service revealed the following comments:

"Very bad. More people are asking for old singles and it seems distributors and manufacturers are cutting them out too soon. Even a record that sold a million copies, you can't get after it gets a few months old. They are still listed in the phonograph but salesmen tell me they are not available. There is a great demand for many 'old hits'—but I simply cannot get the records." (Mr. H. L. Green, owner, Music Box, Bessemer, Ala.)

"Major labels are very good, give prompt service. Others are average. Three or four are very poor." (Frederick Apple, manager, Customs Electronics, Dayton, Ohio.)

"Lousy. The customers have to wait four to eight weeks, then get mad at us because they think it's our fault." (Ann Bennet, record manager, Caplan's, Harrisburg, Pa.)

"It's usually very prompt; two or three days. And we normally get all the records we order." (Carl Stacy Jr., manager, Stacy's Music Store, Charlottesville, Va.)

"Some are good, some bad. Depends a great deal on the company. Some salesmen know their catalogs and are good; others seem indifferent and it shows in their service." (Sandra Gillani, record manager, Campi Music, San Jose, Calif.)

Current Releases

"Just fair. A record is released and it's several weeks before I can get it. I'm not too happy because many 'big' distributors will not send to me as I'm a small dealer." (Helen Thompson, manager, Carroll's Records, Enid, Okla.)

"No one gets them as soon as they should because the disc jockeys play them two weeks in advance. By the time we get them something new is becoming hot." (Eva B. McKelvey,

Smallest CARtridge Entry



NORELCO car tape system, compatible with units distributed by Wollensak and planned by Mercury, uses smallest cartridges, narrowest tape, and has most compact unit of any currently on the market. The unit is portable, can be carried away from the automobile and then reinstalled into the Car-Mount in a matter of seconds. It is the only autotape system that records as well as plays.

Additional CARtridge Units Exhibited in Auto Exposition

CHICAGO — Three late entries in the 39th Annual National Auto Accessories Exposition held in McCormick Place earlier this month which were not included in Billboard's original roundup of the show (see Billboard Feb. 5, 1966) were Orrtronics, Trans World and Jay Electronics.

Orrtronics (Toledo, Ohio), a subsidiary of Champion Spark-plugs, showed a monaural and an eight-track playback unit. The former was priced to list at \$79.95, the latter \$99.95. Installation cost is extra. Company is currently distributing through Sears and Goodyear. Plans to make a home playback unit this year. Eventually will attempt to distribute through record dealers. Recently showed a specially designed model to be used in private airplanes. Orrtronics playback systems and cartridges cannot be made compatible with other existing eight-track playback systems. (Amplex Corp. has indicated it will make a unit compatible with the Orrtronics cartridge.)

Trans World Corp. (Metairie, La.) showed a four-track fidelipac-type CAR-tridge unit, \$119.95 plus installation. Company is working on making their

product compatible with Ford-Motorola eight-track system. Has been making tape player for several years and has established distribution system. Product features simplified installation that requires no cutting of holes in auto for either the unit itself or for the speakers. May approach record dealers in the future.

Jay Electronics (Hicksville, N. Y.), exhibited four-track fidelipac-type CAR-tridge unit which will be available in May, \$99.95 plus installation. Firm has been in the music duplicating business for several years. Is currently converting some of its four-track duplicating equipment to eight-track duplicators. Firm is attempting to make four and eight-track compatible playback unit. Has distribution network which includes several record dealers. Firm feels record dealers will not be too interested in playback units until there is a demand for home cartridge players.

New Location For King Karol

NEW YORK — King Karol One-Stop Service, which supplies record dealers all over the world, has recently moved to a large, new headquarters in Manhattan. The one-stop's owner, Ben Karol, who has been serving the industry for more than 10 years, told Billboard that he carries "everything available in the Schwann catalog and then some."

"We probably carry more LP's than anyone else in the world, and we have a full line of tapes also," said Karol.

"We have a staff of 25 employees to serve customers who contact us in person, by phone or by mail. We welcome all orders, no matter how large or small they might be, and we have established a reputation for very fast delivery."

Karol added that his firm services the New York area with a fleet of trucks, but that it does most of its business through mail orders.

Looking forward to the future, Karol predicted that the automobile tape player will have a strong and revolutionary impact on the music business. Karol said he expects tapes and tape cartridges to become increasingly more important items of the industry, but said "it doesn't matter whether the music is on records or on tapes—as long as it is recorded music it is part of our business."

Record Profits For Handleman

DETROIT—The Handleman Co., local record rack jobber, announced record net earnings of \$1.5 million for the past year, a 39 per cent increase over 1964 earnings. Sales last year also reached an all-time high of \$34.9 million.

Paul Handleman, president of the 32-year-old firm, reported that the "new distribution centers in Dallas, Los Angeles and Miami are all operating profitably and contributing to our sales growth. Sales of our Canadian operation are up 45 per cent."

"We are particularly interested in the new 8-track stereo tapes now being offered in many 1966 automobiles. Our company expects to have a key role in the distribution of these tapes in the months ahead," he said.

Handleman added that the new autotape systems will augment car radios and said that "with 90 million autos in the United States as a potential, we envision a grand and glorious future for these tapes."

David Handleman, executive vice-president of the firm, said that there has been a tremendous record sales explosion recently and that he feels rack jobbers have attained most of the industry's sales increases.

manager, Classic Records, Harper Woods, Mich.)

"Awfully slow. The only distributors here are a couple of one-stops who cater to juke box operators. They have to have a lot of requests before they stock

a record and by that time it is dead. When you finally get the order you're stuck with it." (R. H. Bailey, owner, Oklahoma Record Shop, Kansas City, Mo.)

"Excellent. All I have to do is pick up the phone and call collect. If they have the records I want then I can pick them up the following morning at the bus

(Continued on page 56)

Norelco Starting Big Push for Autotape System

NEW YORK — The North American Phillips Co. is currently launching a nationwide advertising and merchandising campaign to promote "Car-Mount," the Norelco-designed four-track cartridge tapeplayer sound system for automobiles.

The campaign consists of advertisements in leading newspapers in 35 major markets. Wybo Semmelink, assistant vice-president of North American Phillips, said that free listings of local dealers would be provided in the ads. He also said that participating dealers would receive free promotion literature, streamer display materials and ad mats.

To qualify for the program, a dealer must purchase a specified quantity of "Carry-Corders," the Norelco cartridge-loaded recorders utilized in the system, and "Car-Mounts," the Norelco designed housing units. All such purchases accrue regular advertising dollars under the terms of the Norelco retail advertising agreement.

Cartridge Units Appearing With '66 Motor Boats

NEW YORK—Tape cartridge players, on the road to becoming standard equipment in American automobiles, may also achieve popularity with boat owners.

Many such tape units were shown with craft exhibited at New York City's recent 56th National Boat Show.

Lear Jet's tape player-AM radio combination was installed in a pair of Glasspar Co. speedboats. The system included four speakers and was priced at \$169.95.

A Viking Auto-Tape 500 was shown unmounted in a 15-foot speedboat of the Winner Boats, Inc., exhibit. No price was indicated for the Viking unit.

Larson Boats exhibited a cartridge player as standard equipment in boats of about the \$3,000 range. The mounted units, bearing a Larson label, were in operation during the show.

Other boat firms showed Autostereo and TelePro cartridge players described as optional equipment of various craft.



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Cavalier Vending Awarded \$350,000 S.B.A. Loan

SUFFOLK, Va. — Cavalier Vending Co., victor in the famous anti-trinket-mix case instituted by the Federal Food and Drug Administration 15 years ago, was last week awarded a \$350,000 Small Business Administration loan, reportedly the largest loan of this type ever made to a bulk vending firm.

Handling details of the loan was attorney Edwin Kellam, who successfully defended the local bulk vending firm in the "U. S. vs. Cavalier Vending" case.

The participating bank is the Seaboard Citizens National Bank here. Negotiations involved Cav-

alier President Wilbur L. Thompson and bank executive officer Lawrence Smith. Also present as papers were signed was Herb Goldstein, national sales manager for Oak Manufacturing Co., Los Angeles.

32,000 Units
The loan, for business expansion purposes, will mean a sizable addition to Cavalier's current total of 32,000 machines routed from Virginia south to Florida. Cavalier has placed an order with Oak Manufacturing for an undisclosed number of bulk vendors.

The significance of the Cavalier vending court case was brought to the attention of the industry last year when the F.D.A. moved to attach an anti-trinket-mix amendment to an unrelated bill sponsored in the U. S. Congress by the National Confectioners Association.

In raising successful opposition to the proposed amendment, attorneys for the National Vendors Association alluded to the Cavalier decision as follows:

Foundation
"Some years ago, the very foundation of this industry was threatened in a landmark case, 'U. S. vs. Cavalier Vending,' filed by the Food and Drug Administration, under Section 402, wherein the Department sought to condemn as adulterated, per se, a bulk vending machine in which plastic trinkets were mixed with gum balls. The Department

conceded that the gum was not adulterated and did not of itself fall within the condemnation of the Act, but took the position that the mingling resulted in an 'indistinguishable mass of food' which contained trinkets within the meaning of Section 402. The Court held that such mingling was not adulteration within the meaning of the Act and that the giving of trinkets along with the sale of candy or gum does not add anything to the articles of food for consumption, nor do they affect such articles in any way.

"The Cavalier decision was rendered some 14 years ago, and we know of no public need which should cause Congress to overrule its effect."

Food Store Chain Runs Its Own Bulk Operation

DENVER—Probably the only bulk vending business in the Rocky Mountain States which operates directly through IBM stock control methods is the 200-odd unit route installed in Miller's Super Markets, of Denver, Colorado Springs, Greeley and other cities.

The Miller Super Markets, which several years ago became part of National Stores, went into bulk vending some eight years ago, when president Morris Miller took time out to study the peculiar problem affecting the bulk vending industry.

Among the more important conclusions he made was that supermarket managers and their assistants must schedule their time so efficiently that there is no provision for "dropping everything to co-operate with a route operator who can come in at any time." Another factor Miller noticed was that many varieties of bulk vending machines meant a multiplicity of repair and maintenance problems.

On the credit side of the ledger, the Denver supermarket pioneer realized the high importance of bulk vending machines to both children and adults. Youngsters who are peevish over being told "don't touch this" and "don't touch that" are easily mollified with a penny or two in bulk-vended candy or gum—and adults who have a "sweet tooth" get a habit to enjoy the same while shopping through the store.

The net results of these studies was the decision to install either three or six bulk vending machines in every Miller store, depending upon the amount of traffic, store layout, etc., to be operated by the store manager, or any one of three assistants which the Miller stores average. Miller buyers went to Star Novelty Company, where veteran distributor Andy Anderson sold the chain sufficient Topper machines, all finished in blue, all 1-cent models, to implement the new program.

The bulk vendors, without exception, were installed immediately off the turnstiles through which all customers enter the shopping area, where they are among the first things to be seen. Here, as mothers come in with children, or sweet-toothed adults arrive, a huge percentage of each store's cus-

COMING EVENTS

March 2-6—Toy Manufacturers of the U.S.A. annual convention, Sheraton Hotel, New York.

March 7-12—Toy Manufacturers of the U.S.A. annual Toy Fair, Hotel New Yorker, New York.

April 22—National Bulk Vending Machine Distributors meeting, Sheraton-Chicago Hotel, Chicago, 10 a.m.

April 21-24—National Vendors Association Annual Convention and Trade Show, Sheraton-Chicago Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association Annual Convention and Trade Show, McCormick Place, Chicago.

American Sold To Philly Gum

HAVERTOWN, Pa.—Philadelphia Chewing Gum Corp., Havertown, recently gained control of American Chewing Products Corp. of Newark, N. J., manufacturer of specialty and private label chewing gum products since 1924.

Mr. A. Duffield Schaeffer, president of American Chewing Products, is retiring from the firm after a long career as inventor and producer of many well known chewing gum innovations in the past 40 years.

Edwin L. Fenimore, president of Philadelphia Chewing Gum Corporation, will succeed Schaeffer as president. He announced that additional facilities and personnel will be added to the Newark operation to increase product lines and achieve greater efficiency.

Martin J. Schaeffer reportedly will continue as general manager of factory operations.

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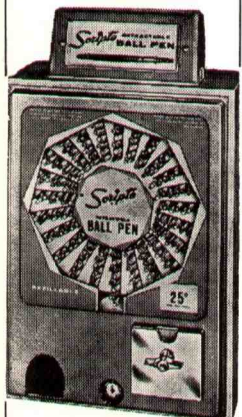
N.W. Model 49, 1c or 5c	\$14.00
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10 Col. 1c Tab Gum Mach.	18.00
N.W. Model 53, 1c Porc. Converter for 100 ct. Ball Gum	4.50
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	16.50

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Pistachio Nuts, Jumbo Queen, Red	\$.92
Pistachio Nuts, Jumbo Queen, White	.87
Afghan Crown Red Lip Pistachio Nuts	.70
Afghan Prince Red Lip Pistachio Nuts	.60
Indian Nuts, 5 lb. bag, per lb.	1.00
Cashew, Whole	.80
Cashew, Butts	.74
Peanuts, Jumbo	.45
Spanish	.37
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.42
M & M, 500 ct.	.47
Hershey's	.48
Rain-Bio Gum, 72 ct.	.32
Milk-rite, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bio Ball Gum.	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
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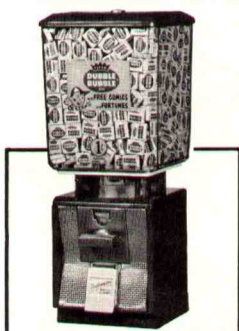
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tomers dig in their pockets for pennies.

IBM Cards
All of the machines are serviced from the big central Miller warehouse with fill, including ball gum and bridge-mix primarily. The merchandise is regarded as if it was another "shelf" item, according to Rip Steiger, who was appointed (Continued on page 58)

NORTHWESTERN Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

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- 7—NEW "T" HANDLE PREVENTS LOSS OF MERCHANDISE IF FORCED OR BROKEN OR DAMAGE TO MECHANISM
- 8—NON-SKIP OR JAMMING ON ALL MODELS. LARGE DIAMETER MERCHANDISE WHEEL VENDS CONSISTENTLY AND ACCURATELY
- 9—WATERPROOF, PATENTED TOP LOCK PREVENTS SPOILAGE OF GUM OR CANDY, AND PROHIBITS ADHERING
- 10—This adds up to the "BEST IN VENDING"

Time payments available on KOMET machines through all distributors on approved credit
"YOU CAN'T AFFORD NOT TO BUY A KOMET"

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Say You Saw It in Billboard

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OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheel-mounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is 19½ lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90021

Macman Gets Dick Tracey

OCEANSIDE, N. Y.—Cognizant of the current craze for comic book characters, Macman Enterprises Corp. has licensed the comic strip detective Dick Tracey and the Marvel Comic Group.

According to president Manny Greenberg, Macman will soon release various bulk vending charm items based on these characters as Sub-Mariner, Captain America, Hulk, Thor and Spider Man.

Elect Ferrier WVMOA President

By SAM ABBOTT

LOS ANGELES—Kenneth P. Ferrier, operator of Consolidated Vendors, San Pedro, Calif., was elected president of the Western Vending Machine Operators Association last week.

Robert Feldman, Acme Vending Machine Company, hosted the meeting.

Ferrier succeeds Preston Coombs, who held the presidency for three, one-year terms.

The members were the guests at a cocktail party held prior to the steak dinner and the meeting.

Leo Weiner proposed that the association's executive secretary and counsel, Eugene Zola, look into the matter of removing the State sales tax from bulk vending machines. Zola is to check on the action of the New York association and make a report at the next meeting in April.

Weiner said that the support of bulk vendors throughout the State will be solicited in the campaign.



KEN FERRIER, Consolidated Vendors, San Pedro, Calif., is congratulated by Preston Coombs (right) after election as president of the Western Vending Machine Operators at a Los Angeles meeting. Coombs, outgoing president, held the post for three one-year terms.

Food Store Chain Runs Its Own Bulk Operation

• Continued from page 57

buyer for the bulk vending department shortly after it was established. Ordering is on a perpetual inventory basis, controlled by the IBM cards, with the manager of each store free to requisition additional fill as required. As the smoothly operating system functions, however, it is very seldom that an extra order for fill must be sent in.

Under contract with suppliers, all fill comes in five-pound bags, equivalent to the capacity of the usual vending machine. Busy as they are, managers are expected to keep an extremely close check on the stock in every bulk vender and to make sure its fill is complete, the entire five pounds goes in at once. This not only means a more sanitary, eye-appealing and fresh stock, but does away with an annoying problem—the fact that an opened but not emptied sack of bridge-mix is likely to be consumed by the store's employees.

Peanuts are the only item vendible in the big Denver supermarkets which are not "IBM controlled." To insure absolute freshness, Steiger contracted with

a Denver nut distributor who has excellent roasting facilities to deliver the nuts, likewise packaged in five-pound, grease-proof bags, on order from individual stores. Because the nuts have often been roasted the same day or the day before they are ordered, an exceptionally high degree of quality is maintained, and the store can be sure that flavor and eye-appeal are at their best.

Machine maintenance is up to the individual market manager. In most stores, carry-out boys are detailed to wipe down the machines regularly, while store inspectors, who visit each outlet on the average of once per week, have the responsibility to see that machines are vending the proper amount per penny inserted and that any mechanical repair needs are carried out. Miller's, incidentally, is considerably more generous than usual in the amount of product vendible per penny—a simple touch which helps goodwill, it has been found.

Maintenance

All repair and upkeep work is maintained by the store's engineering department, with several mechanics trained to handle each aspect of bulk vendors. It is primarily a matter of parts replacement, according to Steiger, who says he has suffered very little damage to machines except for occasional knocking over of a stand by a heavily loaded grocery cart. In such instances, the globe often breaks and the fill is a complete loss. However by backing the machines up against a heavy pipe rail, which separates the shopping area from the turnstiles, the danger of toppling has been almost altogether eliminated.

Machines are repaired by the same department, using a bright blue, which makes them easy to see. With a minimum amount of brightwork to contend with, the appearance-reconditioning job is a simple one.

Managers of each store are free to use their own initiative in developing extra advantages from the bulk vendors. For example, in one large store the manager, during the back-to-

Take Depositions In St. Louis Suit

ST. LOUIS—Action in the \$535,000 Four Gems, Inc. vs. Ford Gum & Machine Co. case set for trial March 14 continued here in U. S. District Court last week as attorneys began taking depositions from several key witnesses.

The case in which veteran St. Louis vendor Jason Koritz is bringing a two-count \$450,000 suit against Ford Gum & Machine Co. was initiated nearly a year ago (Billboard, March 20, 1965). Ford Gum subsequently filed an \$85,000 counterclaim (Billboard, June 19, 1965).

Attorneys for both sides have issued an exhaustive list of interrogatories as part of the preliminary preparation in the lengthy case. Attorneys for Ford Gum & Machine Co. submitted answers to the list of 18 interrogatories drawn up by plaintiffs' counsel but still awaiting action is the answer to 23 interrogatories running to over 1,200 words drawn up by Ford Gum & Machine Co. attorneys.

In the wake of the depositions now being taken by plaintiffs' attorneys, an answer to the defendants' interrogatories is expected early next week.

school period and on weekends, boosted his sale of chalk, pencils, tablets and school supplies by moving the vending machines to the center of a mass display. Here, youngsters, going out of their way to use the vending machines, were reminded of school needs, and parents simply added the latter to their shopping list.

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 Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.
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ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

England Swings at Amusement Trades Exhibit

By ANDRE DeVEKEY

LONDON — Intermittent fog and drizzle did not deter more than 3,000 buyers from attending the 22d annual Amusement Trades Exhibition at its new site in London's northern outskirts here last week.

Because of the long journey from the center of London to Alexandra Palace where 90 exhibitors displayed several hundred new ideas in coin-operated amusements, the pattern of attendance showed up as "one-time" visitors. Exhibitors, however, expressed unanimous appreciation of the better site, increased display space, and reported a jump in business over past years.

Taito Trading

Foreign firms exhibiting for the first time, Taito Trading Co. of Tokyo and Rally from France, were well pleased with results. Michael Kogan, of Taito Trading, reported many sales of his company's games machines, the Hoi Hoi Test, Amasco and Teletype to U.K. operators. U.K. distributors for these Japanese lines are Shippoods, Ltd., London. Hale Enterprises of London are handling U.K. distribution of the Rally games product. Forster Automatenbau of Furth/Bayern, Germany, displayed their flipper games in conjunction with Jollymatic, Ltd., of London. Jollymatic also showed an Italian-made organ-piano-type juke box mounted on a wheeled handcart, the Magic Box, with 100 selections. Price is about \$750. Jollymatic reported they sold 20 on the first day for use in the home. The Rally firm was especially pleased as their sales were made not only to U.K. distributors but to overseas buyers, some from the U. S. Most popular was the car game, Rally France, requiring some element of skill.

Rock-Ola phonographs (five models) were shown by Ruffler & Walker, Ltd., subsidiary of the European distributorship of Nova Apparate Hamburg. The Seeburg instruments were exhibited by the recently appointed U.K. firm Phonographic Equipment, Ltd. Both firms had the largest stands in the show. Ditchburn Equipment had an imposing display of the Wurlitzer 3000 phonograph and Console Discotheque. The products of Theo Bergman & Co., the German maker of phonographs and games equipment, including their new \$100 Luxus Console and \$100 Wall Box, were shown by the Symplay, U.K. distributors. (Continued on page 65)

Set New Date For Meeting Of MOA Board

CHICAGO — Music Operators of America Executive Vice-President Fred Granger announced that the date of the association board meeting in Washington has been changed from March 13 to March 20.

Directors will assemble at the Statler Hilton Hotel and will commence their three-day meeting with a luncheon on Sunday. During their stay in the Capital, the board members will confer with senators and congressmen and will participate in a legislative seminar conducted by MOA counsel Nicholas Allen.



'65 European Exports Off Slightly During 1st 9 Months

WASHINGTON—Figures released by the U. S. Department of Commerce indicate that exports of U. S.-made juke boxes and coin-operated amusement games to seven major European markets during the first nine months of 1965 lagged \$1.2 million behind the figure for the same 1964.

Coin machine shipments to the seven countries during January-September of 1965 totaled \$20,438,184 in value. For the same period of 1964—to the same seven countries—the figure was \$21,647,419.

Broken down in terms of phonographs and games, the first nine months of 1965 saw \$8,178,897 worth of music machines shipped to the seven countries, compared to \$7,137,180 during the comparable period of 1965. The game figures were \$12,259,287 worth of games during the first nine months of 1965 compared to \$14,510,239 during the same 1964 period.

Country-by-country, the shipment comparisons are as follows:

United Kingdom

Both music machines and games showed increases during the 1965 period over 1964—games making a sizable dollar-volume jump. Shipment of U. S.-

made juke boxes totaled \$585,199 during the first nine months of last year; \$458,576 in the same period of 1964. Game shipments for the respective periods were \$4,153,149 compared to \$2,907,983.

France

Juke box imports from the U. S. during the first nine months of 1965 hit \$426,886 in value compared to \$526,603 during the same 1964 period. Game volume was also down last year during the period, \$3,508,738 compared to \$5,223,023 for the same 1964 time span.

West Germany

West Germany's imports of U. S. coin machines were up across the board. During the first nine months of 1965 the nation brought in \$3,876,636 worth of U. S. juke boxes compared to \$3,004,733 during the comparable 1964 period. West Germany imported \$3,127,910 worth of American-made games during 1965's first nine months, compared to \$2,563,525 during the same period of 1964.

Belgium

This nation imported more phonographs; fewer games during 1965. The juke box total value in imports during the first nine months of 1965 was \$2,667,710; \$2,516,632 the pre-

vious year. Game imports dipped from \$1,133,007 in the first nine months of 1964 to \$693,311 during the same 1965 period.

Sweden

Value of juke boxes imported from the U. S. was \$69,703 during the first nine months of 1965, compared to \$49,864 during the same 1964 period. Game imports totaled \$223,737 for the 1965 period and \$290,615 for the preceding year.

Italy

Juke box imports from the U. S. totaled \$176,272 during the first nine months of 1965, compared to \$307,437 during the same 1964 period. The value of games imported during the first nine months of 1965 dropped drastically (due to adverse national legislation) to \$113,882 from \$1,554,144 the preceding year.

Switzerland

Juke box imports from the U. S. during the first nine months of 1965 ran \$376,491 in value, compared to \$273,335 the previous year. Switzerland imported games valued at \$438,360 during the first nine months of 1965 compared to \$837,942 during the same 1964 period.

U. S. exports to other European countries during the first (Continued on page 68)

Wage-Hour Expert Calms Ill. Operators

Differs With NAMA Stand

By RAY BRACK

SPRINGFIELD, Ill.—An official of the Wage & Hour division of the U. S. Department of Labor informed Illinois operators in convention here last week that most are free of conflict with existing interpretations of W-H laws.

The spokesman, Harry Newhouse, a W-H investigator located here, picked on the location held by the National Automatic Merchandising Association regarding the application of wage and hour laws to vending firms.

"We don't feel you juke box operators, or the merchandise vending people, are retail establishments," he declared, "regardless of what the NAMA says."

The NAMA takes its position, according to legislative counsel Richard Funk, on the basis of decisions in the 4th and 6th Circuit Courts defining vending vending machine operations as "retail establishments."

Analysis

The NAMA, however, does not advise its member firms to strongly press for classification as retail establishments because of the contradictory interpretation of the laws by the Wage and Hour Administrator. Many members have changed their wage systems to comply with W&H coverage requirements, Funk said.



LABOR DEPARTMENT OFFICIAL HARRY NEWHOUSE addressing last week's convention of the Illinois Coin Machine Operators Association. Seated at speakers' table are (from left) Jack Moran, head of the Institute of Coin Operations, Denver; Fred Granger, executive vice-president, Music Operators of America; Lou Casola, president, ICMOA; Clinton Pierce, president, Wisconsin Music Operators Association; Les Montooth, Bill Poss, Mary Gillette and Earl Kies, officers and directors of the ICMOA.

(The NAMA will soon issue a comprehensive analysis of Wage and Hour legislation as it applies to vending companies, Funk said.)

Newhouse told the Illinois operators that the court decisions finding vending firms retail establishments will likely be appealed by the Labor Department to the Supreme Court. "We feel the normal definition of 'retail establishment' is something on the order of the corner grocery store," he said.

The "retail establishment" definition is key to the operator's position under wage and hour laws because the Fair Labor Standards Act of 1938 was amended in 1961 to bring millions of additional employees under minimum wage coverage on the basis of direct or even re-

equipment reach the distributor," Newhouse said.)

The officials added that the same interpretation of interstate commerce applies to the operator's purchase of cigarettes. He explained that any operator who buys machines, records, cigarettes or other vended merchandise directly from out-of-state suppliers is covered by wage and hour legislation and must meet minimum wage and overtime requirements.

Not Covered

(All firms doing \$1 million gross income, \$250,000 of which is done out-of-state, are automatically required to meet minimum hourly wage and overtime requirements.)

Newhouse assured Illinois juke box and games operators, however, that most are not covered because:

1. They do less than \$1 million annual volume.
2. They buy their records and coin-operated equipment from distributors. ("Interstate commerce ceases when records or

equipment reach the distributor," Newhouse said.)

The officials added that the same interpretation of interstate commerce applies to the operator's purchase of cigarettes. He explained that any operator who buys machines, records, cigarettes or other vended merchandise directly from out-of-state suppliers is covered by wage and hour legislation and must meet minimum wage and overtime requirements.

10 Reasons

Newhouse said it is likely the U. S. Congress will reduce the \$1 million annual volume exemption figure to \$250,000 in six months to a year. The \$1.25 minimum wage is likely to be raised at the same time, he said.

Newhouse heads one of 10 (Continued on page 68)

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AT THE RIGHT PRICE!

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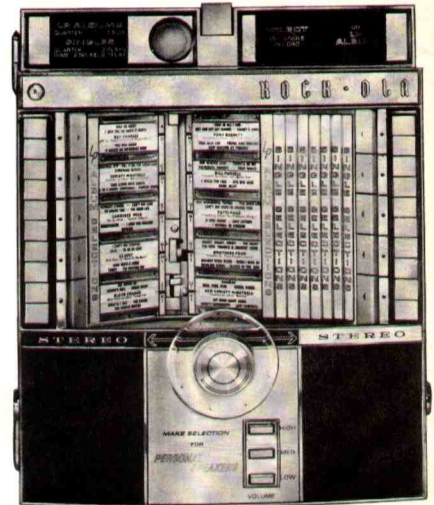
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Phonette permits playing of LP's or singles; 33 $\frac{1}{3}$ or 45 RPM records from customer's seat. Model 500—160 selections; Model 501—100 selections. 50¢ coin chute optional.



A.T.E. Crowd Is an Industry Who's Who



MADAME M. J. MOREILLON and R. Bizouard at the first showing of Rally (Nice) games at the A.T.E.



A. MERONI, Williams European sales manager (left) with R. Michele, sales manager of Seeben, Antwerp.



JOHN SHELLEY, AMI general manager in England, sets up for discotheque display.



SEGA REPRESENTATIVES, Raymond Lemaire, Tokyo (left), Martin Bromley (center) and Korwin E. Hailey, both of Las Vegas.



GEOFF GRANGE, general manager Mar-Matic Sales (Jennings-Keeney), gives the O.K. signal on the order situation.



SOL GROENTEMAN tries out one-half horsepower electric motor version of Ford auto.



A. W. ADICKES, president of Nova Apparate, Hamburg, calls at the Billboard stand.



FRED WALKER (Ruffler & Walker) takes a break from his stand for exercise at the Electro Golf stand.



ORGANIZING SECRETARY of the A.T.E., John Singleton, takes stock on the first day.



SAM STERN (Williams) with friend at Mar-Matic display of Jennings-Keeney games.



CYRIL SHACK (Photographic Equipment) breaks away from business to face Billboard photographer.



MICHAEL KOGAN (Taito Trading Co., Tokyo), left, and R. Dent of Shipgoods, Ltd., the U. K. distributor of Japanese-made games, pose with salesgirl.



JAPANESE GAMES from Taito Trading Tokyo, being demonstrated at the A.T.E.



PETER GROOM (Photographic Equipment) poses near Seeburg display.



HENRI HERBOSCH (center), general manager Seeben, Antwerp, with Sol Groenteman (left) and Henry Grant of Belgia Amusement Co., Antwerp.

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THE NEW

ROWE

BANDSTAND

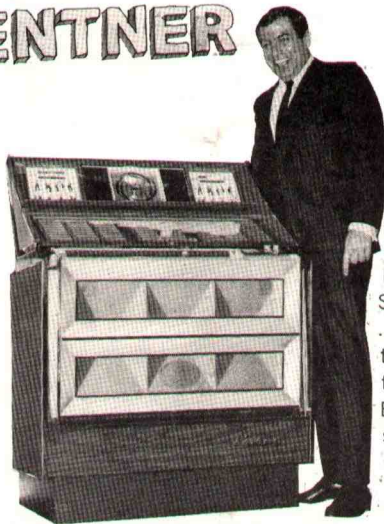
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GOT THE
BEAT...
KILLER JOE
PIRO**



**'IT'S A
SWINGER'
...THE
HULLABALOO
DANCERS**



**'IT'S THE BIG BAND SOUND'
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Moran Explains Chicago Trade School to ICMOA

SPRINGFIELD, Ill. — Jack Moran, who started the country's first music and game service school in Denver, told the Illinois Coin Machine Operators Association that a similar Chicago school is ready to begin operations shortly. Moran said he would back "any graduate of this school 100 per cent."

Chicago, the "hub of the industry," said Moran, needs such a school due to shortages of qualified repairmen in the Midwest as well as in other parts of the country.

Moran, a 25-year veteran of the coin-operated equipment industry, said the Chicago school will be modeled on the successful Denver version which has been in operation for one year.

"The course will last five months," said Moran. "The first 12 weeks will be spent on juke boxes—three weeks on each make. Then we will go into games and vending machines. Students will be able to take a machine apart and put it back together correctly. Besides teaching them about major repairs, however, we will stress preventive maintenance."

"The school is subsidized by the federal government through various local employment services. Each man will receive \$150 worth of tools when he starts school. The government will also pay the man's tuition and give him money for expenses."

"It is the school, however, and not the government which has the final say about everything. We don't have to accept the men sent by the employment services. We give everyone a three-week trial period and, if the individual doesn't seem good enough to us, we get rid of him."

"We also determine the age of men qualified for the course. Our experience in the business has shown us that 25 is a good cut-off age. Once a man reaches his middle 20's he is more serious and more likely to be a good worker. I'd say 25 to 40



JACK MORAN shown addressing Illinois Coin Machine Operators at recent Springfield meeting. Moran told operators about the new Chicago coin machine servicemen's school, and said "complete records of the work done and grades received by the students will be open to any operator interested in hiring them." Five-month school, subsidized by federal funds, is due to start classes this spring.

is the range that we're specifying for this school."

Moran encouraged operators to pick out men that they knew and send them to the school, provided they agreed to hire them. "We don't have to take them from the employment services if we can get them on recommendation from the operators."

He said operators can send a man to any portion of the school. "You can send a student to us just for the 12-week part on juke boxes, or to any one of the three-week parts on any particular brand of machine."

Moran said that the industry, operators, distributors, and manufacturers have been very cooperative in the matter of servicemen's schools.

Calderon Sets Staff, Policy

INDIANAPOLIS — Calderon Distributing, late last year named Seeburg distributor for the State, issued a policy statement and announced names of key sales personnel last week.

According to company President Albert Calderon, the company staff will contact personally every operator in the State.

"We will inform each businessman that we intend to not only sell equipment — but will service it expertly and quickly," Calderon said.

He named Stan Ziegler as sales manager for music and Elliott Nelson as head of the vending sales division. The distributorship will host servicemen schools in the near future, Calderon said.

Elect Wayne Hesch in Chi

CHICAGO — The Associated Buyers Club, an association of juke box operators, has elected Wayne Hesch, A&H Entertainers, as president. Hesch formerly served as association vice-president and is currently vice-president of the Music Operators of Northern Illinois.

Elected vice-president was Kem Thom, Western Automatic Music, Inc. Secretary-treasurer elect is Charles Lindelof, General Music; and the new assistant treasurer is Leon Mohill, a veteran Chicago operator and member of the Music Operators of America.

Business and Fun In Springfield, Ill.



ILLINOIS GREETS WISCONSIN at recent meeting of Illinois Coin Machine Operators Association. From left, Les Montooth and Andrew Hesch, veteran Illinois operators, and Mr. and Mrs. Clinton Pierce, deans of the coin machine industry in Wisconsin.



VETERAN SALESMAN Jack Burns (left) corners young operator Don Jacobs. Burns is sales manager for Empire Distributing, Inc., Chicago.



REMEMBERING the first ICMOA meeting, which they both attended, are Chicagoans Larry Cooper and Mary Gillette.



PRESIDENTIAL GREETING from Lou Casola, Rockford (right), goes to (from right) Nathan Feinstein, president, World Wide Distributors, Chicago; Mary Gillette, Chicago, and Moses Proffitt, Chicago.



NEWEST MEMBER of the ICMOA, Frank DelVecchio (left), is persuaded by national association district membership drive chairman to also join MOA.



DENVER COIN MACHINE SCHOOL administrator Jack Moran (left) is quizzed by Aurora, Ill., operator Bill Poss about the availability of trained coin machine mechanics.

Dynaball Names New Salesmen

SKOKIE, Ill.—Sherwin Robbin, sales manager of Mr. Billiard, Dynaball Co., recently announced the appointment of two

new regional sales managers. Al Wagner, of Garland, Tex., will cover the territory, including Texas, Oklahoma, Arkansas and Louisiana.

John R. Townsend, of Denver, will be in charge of the area including Colorado, Utah, Montana, Wyoming and New Mexico.

England Swings at Trade Exhibit

• Continued from page 59

extra show space gave other foreign firms an opportunity of showing, which previously had to take rooms at hotels nearby to the Horticultural Hall. Loewen Automaten from Bingen were showing their latest Festival phonograph in conjunction with their newly appointed U.K. distributors, Arbitr & Weston Automatics, Ltd., of London. Arbitr, already well established in the musical instrument business in the U.K., and who has the agencies for Ludwig and Fender instruments among others, have branched out into the coin-operated phonograph business as a natural development.

They Could Weep

Visitors from abroad where local laws restrict gambling told Billboard that they could weep at the sight of all the gaming equipment on show which they would be forbidden to use. The A.T.E. included a number of fruit machines and other gambling device games, on some of which the player can double his money up to a sizable jackpot. The Mountain Climber offered by Mar-Matic Sales (Jennings-Keeney) is one example with a maximum possible jackpot of \$112.

The fruit payout machines, now divided basically into two categories, the club and the "pub" models, are certainly money spinners for the operators here. The club model gives a jackpot payout and the pub model pays out a cash maximum of 14 cents for a 7-cent play, or a 70-cent token which can be exchanged for goods. There are 24,000 registered clubs in the U.K., many of which have fruit machines installed. One industry leader estimated there were probably as many as 50,000 clubs with such machines. He also gave as his personal opinion the view that it would be better for the business (but probably not for the operators) for fruits to be licensed by the authorities to regularize matters. He could visualize an annual license of \$150 to \$300 per annum for "club" payout machines. It would put the machines on a proper basis and provide a source of revenue for the tax authorities. Installation of fruits in pubs is developing rapidly, each exhibitor having a "pub" model on show.

Importation of Australian-made fruit machines is estimated in excess of 6,000 annually and

growing. Ainsworth Consolidated Industries (GB), Ltd., and Jubilee Products are two of the big firms handling these lines.

In spite of the accent on payout machines, overseas visitors (particularly from Germany) found some amusement games which interested them. Phonographic Equipment was showing the Torpedo Game in which the player operates a periscope and has to torpedo a ship which crosses a screen visible through the sights. Another, shown by the Samson Novelty Co, was the Air Gunner. Both were claimed good for arcade work.

Both British and West German television had units visiting the A.T.E., plus U.K. radio coverage, which indicates the growth of the A.T.E. internationally. German visitors to Billboard said that arrangements for the German Coin Machine exhibition at Hanover in May are going ahead. Last December there were 39 firms on the exhibitors' list which was increasing every week. The participation of the German coinmen at Hanover is a feather in the cap of the industry leaders, for until now coin machines were not part of the giant Hanover Fair.

Juke Box Bound for Vietnam War

LOS ANGELES — Marvin Miller, of the Coin Machine Service Co., has made a small contribution which will be appreciated in a big way by more than 3,500 men bound for duty in the Vietnam war.

Miller has donated a reconditioned juke box to the sailors of the U.S.S. Princeton, an aircraft carrier preparing to return to Vietnam waters later this month. The carrier is being out-fitted in Long Beach, Calif., with new aircraft ammunition and one slightly used but much wanted juke box.

In addition to the juke box, Miller also has promised the crew a weekly supply of popular records.

Unable to listen to or watch the Armed Forces Radio-Television Service stations while cruising in the South China Sea, the crew did not have much variety in entertainment and recreation during its off-duty hours.

Captain John O'Brien, who quickly accepted Miller's offer, said the juke box and records will help sustain morale. To thank Miller and his company for the donation, O'Brien invited executive officers of the firm to sail with the Princeton on her final shakedown cruise prior to departure for the Far East.

New Juke Box Called 'Letkiss'

BINGEN—N.S.M. is introducing a new phonograph, the Letkiss, which takes its name from the Finnish folk dance. Letkiss is designed as the smaller console sister machine of N.S.M.'s Serenade.

Letkiss has the basic Serenade mechanism and is designed for intimate bistros and offbeat artistic locations. It is a compact machine.

East-West Confrontation At Vienna Trade Exhibit

By OMER ANDERSON

VIENNA—Eastern and Western European countries, Russia and the United States are expected to be represented in the second annual international coin machine exhibition here Nov. 12-15, theme of which is "One coin machine world with unlimited opportunity for all."

U. S. coin machine manufacturers and export-import firms are being urged to participate in the event, which attracted 75 firms from 22 countries last year.

Sponsor is Verband des Oesterreichischen Automatengeverbes or the Federation of the Austrian Coin Machine Trade. Officials said they hope for 200 or more firms at the 1966 fair. Indications are that at least 15 major American firms will exhibit.

Contracts

The sponsors are promoting the fair as an East-West coin trade meeting ground as well as international showcase. Officials explained, "Vienna is the meeting ground between East and West—the clearing house for trade and commercial contracts between the capitalist and Communist worlds."

"It is therefore the logical site for an international coin trade fair. No Western firm can afford to neglect the growing Communist market."

The Soviet Union will exhibit

as will virtually all its Eastern European satellites. The Communist countries have removed coin machines from adverse party propaganda and ideology. For the first time ever, they are now treated as normal merchandising equipment devoid of political significance.

On Its Merits

"This fact alone is of tremendous importance for the success of the fair," one of the sponsoring officials noted. "It means that henceforth coin-operated equipment can be sold in the Communist market on its merits and without being subjected to political discrimination."

Vienna officials disclosed that there is sharply rising interest in Eastern Europe in reconditioned U. S. coin machines (new American equipment is generally considered too expensive). Statistics are not available, but officials here estimate that sales of U. S. reconditioned equipment in Eastern Europe have tripled over the last 24 months.

There is a big potential demand for new American equipment, but sales are burdened not only by the cost but also by the foreign exchange problem. Aside from the popularity of U. S. equipment with Eastern Europeans, these sales are rising mainly because of the resourcefulness of local importers who barter the U. S. machines for Eastern European products.

These barter transactions span

the commercial horizon. One, for example, sent 15 used American phonographs to Yugoslavia for a shipment of plum brandy, which the Vienna export-import agency promptly sold in the West for hard currency. Another substantial transaction sent 10 phonographs to Hungary in return for a shipment of shoes, which also were sold to Western European countries.

"The business is there, but it (Continued on page 67)

ALL MACHINES READY FOR LOCATION

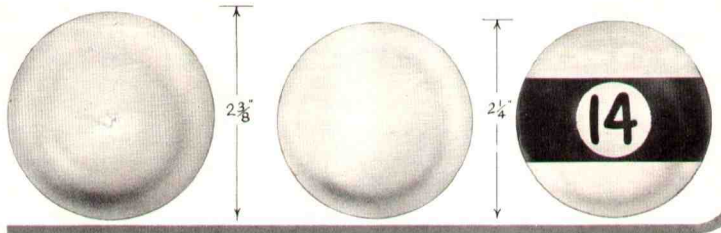
Bally Spinner	\$5.00
Gott. Contest	95.00
Gott. Flipper Clown	195.00
Gott. Flipper	125.00
Gott. Flipper Parade	150.00
Midway Deluxe Baseball	95.00
Wms. Black Jack	95.00
Wms. Klomet 4P	155.00
AMI G 200	165.00
AMI Continental II	345.00
Seeburg R	145.00
Seeburg G	115.00
Wurlitzer 2404	345.00
Wurlitzer 2510	445.00
Wurlitzer 2600	545.00
Seeburg 3W1 Wall Box	9.95
Wurlitzer 5210 Wall Box	35.00
22-Col. Eastern	45.00

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patent pending

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

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 2 1/4" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley® coin-operated tables!

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

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

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BULLETIN

CHICAGO—Industry officials meeting with Labor Department officials here last Thursday (3) reached final agreement on specifics of the coin machine trade school. "The school program is definitely off the ground now," announced Music Operators of America executive vice-president Fred Granger. The training course will consist of five months in the classroom and seven months on the job, all financed by government funds. Industry spokesman informed Labor Department officials that Illinois operating firms could place 40 to 50 qualified men immediately and 200 in the next 12 months. Classes will consist of 14 to 16 men of a minimum age of 21. Jack Moran has been recommended for the post of school director.

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Dale Desert Hunter	\$275.00
Exhibit 6-Shooter	125.00
Exhibit Wild West	125.00
Genco Big Top	225.00
Genco Circus	245.00
Genco Invader	145.00
Genco Sky Gunner	145.00
Genco State Fair	225.00
Keeney 2 Gun Fun	175.00
United Pirate	225.00
Williams Vanguard	225.00
Bally Ball Park	245.00
CC All Star Baseball	275.00
CC Big Hit	195.00
Midway Top Hit	325.00
United Yankee	225.00
Williams Official BB	225.00
Williams Batting Champ	275.00

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Wisconsin to Host Big Midwest Meet

MILWAUKEE — Clinton S. Pierce, president of the Wisconsin Music Merchants Association, and Sam Hastings, president of the Milwaukee Coin Machine Operators Association, have invited all juke box operators in Wisconsin, Illinois, Michigan, Minnesota and Iowa to attend a business meeting hosted by the two associations here on Sunday, Feb. 20.

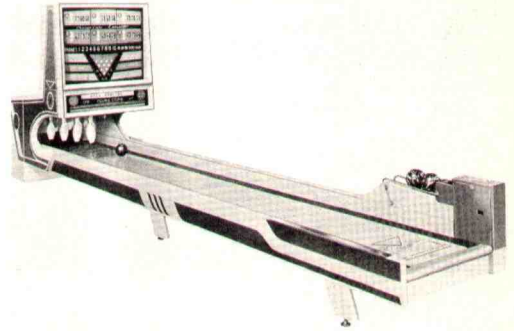
The potential effect of the revision of the national copyright law on the operator of juke boxes in the U. S. is expected to

be the main topic of discussion. Addressing themselves to the subject "Legislation, and What the Music Operators of America Are Trying to Do About it" will be MOA Board Chairman Lou Casola and MOA Executive Vice-President Fred Granger.

Other speakers will be on the program as well, the two association presidents announced. Members of the Wisconsin and Milwaukee groups are expected to discuss amalgamation of their associations during the meeting.

Smorgasbord will be served at the 2 p.m. affair, to be held at the Ambassador Hotel, 2308 West Wisconsin Avenue.

NEW EQUIPMENT



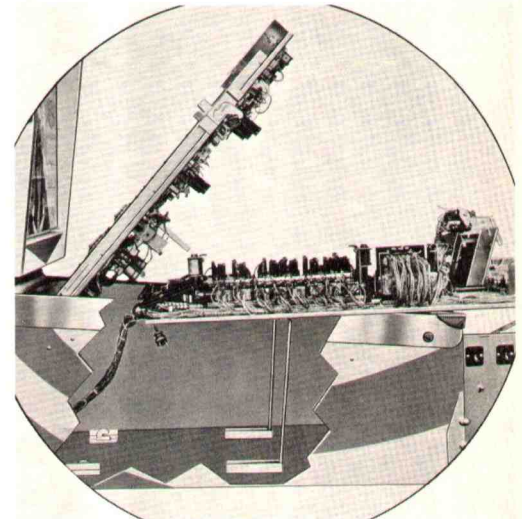
CHICAGO COIN-CORVETTE SIX-PLAYER BOWLER

Introduced by the Chicago Coin Machine Division of Chicago Dynamic Industries, Inc. Has a new "spot bowl" feature which doubles scores for strikes and spares when player rolls ball over any one of six "spot bowl" buttons on the alley. Also has swivel score rack for easy servicing, extended play and regulation, dual flash, step-up and flash-automatic scoring. Available in 13-foot and 17-foot lengths with 4-foot and 8-foot extensions available.



GOTTLIEB-MASQUERADE FOUR-PLAYER FLIPPER GAME

Just introduced by D. Gottlieb & Co., Chicago. Emphasis on new light-box animation. A new multi-bumper spells out the words "masked beauty." Scoring moves the lace fan, revealing the face of a ravishing "belle of the ball." Completing one word of "masked beauty" multiplies target values by 10; completing both words multiplies target values by 100. Roto-lights indicate values of 5 targets. Six rollovers spot letters in word "masked." Unit available in three or five-ball play.



BALLY'S "ELEVATOR MOUNTING BOARD"

New "elevator mounting board" from Bally Manufacturing Co., Chicago, will now be a standard feature on all of the company's games. A forward and upward lift and the board comes up on a swivel bracket. When lowered, board is automatically secured by hook latches.

Say You Saw It in Billboard

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ADJUSTABLE 3-5 BALL PLAY

PLAY "8 BALL"

Solids & Stripes like a real pool game. Horse Shoe Feature to make the 8 Ball and High Score. Making — "8 Ball" gives player extra ball.



- Number Match
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- Automatic Ball Lift
- Standard 3-Way Multiple Chute



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1966 GOALS

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

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

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



BOB SLIFER
Executive Director



THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

Our 18th Year

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Says MOA Royalty Proposal Has Made Good Impression

SPRINGFIELD, Ill. — "I think key officials in Washington are impressed that we have taken the initiative in an attempt to resolve the juke box royalty problem."

This observation came from Music Operators of America executive vice-president Fred Granger in a speech before the Illinois Coin Machine Operators Association here recently.

Following Granger's speech, Illinois operators voted unanimously to endorse the 2-cent-per-side royalty proposal made by MOA to congressional committees now rewriting the country's copyright laws (Billboard, Feb. 5).

Granger outlined the royalty problem this way:

"Under present copyright law, the operator pays 2 cents per side for copyrighted music on records. Although this is the same fee paid by the general public, it must not be overlooked that the juke box operating fraternity is the biggest block record-buying group.

"The operator has enjoyed an exemption from performance fees under the 1909 law that is now undergoing revision by Congress.

"The 2-cent royalty proposed by the MOA is neither a per-machine royalty, nor is it a per-play royalty. It is paid once—when the record is acquired.

"Three bills were introduced last year that would remove the operator's exemption from performance royalty payment: S1006, introduced by Senator McClellan (a bill to revise the copyright law); HR4347, introduced by Rep. Immanuel Celler (identical to Senate bill to revise copyright law), and the Celler bill, RH18, to specifically remove the juke box exemption.

"The House heard testimony on the Copyright Revision Act last June and MOA witnesses appeared to present the industry view. Our witnesses were complimented both by the House committee and by our opposition witnesses. The image of this industry was indeed improved during that hearing.

"The industry is now waiting to be heard by the Senate Committee studying revision of the Copyright Law. Since the House committee hearing last summer, the MOA has made its exclusive juke box 2-cent royalty proposal to the House and Senate Judiciary committees. This proposal will be the basis of the industry's Senate testimony.

"Why did we make such a proposal? We were advised to make our own proposal before someone else made a proposal that we couldn't accept."

In other business at the meeting here:

Aurora operator Bill Poss, district chairman in the MOA's national membership drive, invited all ICMOA members yet unaffiliated to join the national association. He later appointed Bob Vihon, Empire Distributing, Inc., Chicago, as Illinois chairman in the national drive. Poss is seeking 50 new members from Illinois, Indiana, Ohio, Michigan and Wisconsin.

Chicago operator Andrew Hesch suggested that the ICMOA promote dancing in juke box locations now that the excise tax on cabarets has been removed (as of Dec. 31, 1965). Hesch said increased dancing would surely increase juke box grosses.

Association president Lou Ca-

sola, Rockford, announced that the ICMOA legislative committee will begin discussion of another bill to repeal the \$10 Illinois tax on coin machines. A similar bill sponsored by the ICMOA last year was vetoed by the Legislature but passed by the governor.

Vienna Exhibit

• Continued from page 65

demands great trading flexibility. There's not much business to be done with bank drafts and all the other trade paraphernalia that is used in the West," the Vienna officials observed.

Japan will also be a major exhibitor this year at Vienna. At least seven Japanese coin machine firms will exhibit, and officials here say their participation in the Vienna fair is preparatory to the opening of a big Japanese coin machine sales drive in Europe.

"We understand that the Japanese coin machine industry is now well advanced and that they feel able to compete for international export markets," the official said.

Trident Issues First Little LP



JUKE BOX DISPLAYS mean business, believes Don Graham, promotion manager for Trident Productions, San Francisco. He's shown here mounting a background display prepared with the company's first Little LP release by a group called We Five and appears under the aegis of Seeburg on the A & M label. Graham announced that Trident will be issuing Little LP's regularly now, each release accompanied by a location display kit.

Court Blocks Youngstown Fee on Coin Machines

By PAUL ZAKARAS

YOUNGSTOWN, Ohio—The city of Youngstown was ordered by the Mahoning County Common Pleas Court to desist from enforcing the recently enacted \$1,500 licensing ordinance on game and music machines. Seeking the injunction was Ronald Vross, owner of the Shenango Music Co.

The court granted the injunction until it can decide on Vross' suit against the city. Vross is claiming that the ordinance is unconstitutional and discriminatory, and that it was illegally passed by council. The court hearings are scheduled to begin this week.

Joseph E. O'Neill, a Youngstown attorney, who is currently president of the city council, appeared for the defense. O'Neill (not to be confused with former councilman David O'Neil who says he is opposed to the ordinance) attempted to have Vross' case dismissed on the grounds that he is not a resident of Youngstown and that he does not pay income tax to the city.

"Erroneous"

Vross' attorney, W. Glen Os-

borne, told Billboard that O'Neill's information was "erroneous." He said that Vross operates a number of machines in the city and is, therefore, subject to this ordinance. Also, Mr. Vross has been paying income tax to Youngstown according to the law.

A political spokesman in Youngstown told Billboard that Mayor Anthony Flask and the city's law director are willing to drop the ordinance, but that Joseph O'Neill and several councilmen are determined to keep it on the books. The statute imposes a fee of \$1,500 for the first machine and \$3 for each subsequent device.

Established coin machine operators in the area have not shown much enthusiasm for the controversial ordinance, even though it appears to be beneficial to large companies.

Vross told Billboard that he entered the coin machine business about two years ago when he purchased the Shenango Music Co. from his brother-in-law. He runs the firm from Canfield, Ohio, a suburb of Youngstown, and operates 17 machines within the Youngstown city limits.

Enticing Light-Box Animation

Gottlieb's 4-player MASQUERADE

NEW MULTI-BUMPER SPELLS OUT "MASKED BEAUTY"

SCORING MOVES LACE FAN REVEALING THE FACE OF THE "BELLE OF THE BALL"

COMPLETING ONE WORD MULTIPLIES TARGET VALUES BY 10.

COMPLETING BOTH WORDS MULTIPLIES TARGET VALUES BY 100.

ROTO-LIGHTS INDICATE VALUES OF 5 TARGETS.

"SHOOT AGAIN" FEATURE SCORED ON TARGET INDICATED BY ROTO-STAR.

6 ROLLOVERS SPOT LETTERS IN WORD "MASKED".

AVAILABLE WITH TWIN CHUTES AND 3 OR 5 BALL PLAY.

That Extra Touch of Quality and ORIGINALITY

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VIHON

John Casola III

BIRMINGHAM, Ala.—John Casola, brother of Music Operators of America board chairman Lou Casola, is reported seriously ill in East End Memorial Hospital, 66th Street and Avenue F, here.



Williams Launches Three-Ball Play Drive

CHICAGO—Williams Electronic Manufacturing Corp., which last year mounted a national drive for front money and dime play, has just announced a similar campaign advocating three-ball play on all flipper games.

Williams general manager Sam Stern, in making the announcement to the trade press, declared: "We know games get most of their play in peak

periods. With this in mind, we are now advocating three-ball play on all flippers games. We feel that the operator's receipts would increase if he operates his games on three-ball play."

Timed with the three-ball announcement, Williams disclosed that with the introduction of the company's next single player game, the unit will arrive at distribution houses "plugged in for three-ball play." The same

will apply to all future models.

The company has also notified all foreign distributors that all flipper game models, commencing with the current two-player game called Eight Ball, will also be shipped set for three-ball play.

Declared Stern: "The price of equipment is lower now than it will be in the future unless there is complete reversal in our economy. There are many causes

of rising costs. For example, copper is now in short supply and costs us from \$8 to \$9 more per game.

"We are not telling operators to buy more equipment. We are telling them they must increase their receipts so they can continue to purchase new equipment, and new equipment is a necessity in amusement game operation in order to keep receipts up."

Williams officials estimate that grosses will increase in direct proportion to the game speed-up from reduction of two balls; that is, two-fifths.

Added Stern: "We recommend front money on amusement games; also 10-cent play. We had group meetings with operators in every section of the United States. Operators all agreed it was necessary but as far as we know no one is getting this front money on amusement games."

Wage Hour Expert

Continued from page 59

Wage & Hour regions in the U. S. He said 1,000 W&H investigators are at work full-time around the country. Investigations, he said, are normally instigated for the following reasons:

1. 25-35 per cent of investigations are started by complaints.
2. 20 per cent are of firms which have public contracts of \$10,000 or more.
3. Remainder are hit-or-miss "fishing expeditions" based on the agency's past experience with a particular industry.

According to Funk, the W&H people are now looking at the vending industry closely.

Newhouse said his agents never investigate a firm unless it can be determined that the company is involved in some form of interstate commerce.

'65 Exports Off

Continued from page 59

nine months of 1965 by dollar volume was as follows:

- Norway: \$18,559 in phonographs; \$70,652 in games.
- Finland: \$116,410 in phonographs; \$78,455 in games.
- Denmark: \$39,760 in phonographs; \$332,673 in games.
- Netherlands: \$189,796 in phonographs; \$176,938 in games.
- Austria: \$143,024 in phonographs; \$64,841 in games.
- Greece: \$36,529 in phonographs; \$25,130 in games.

Next week we will publish the latest tariff and duty regulations for all European countries.

IMMEDIATE DELIVERY

It's cold up here—
but these are
ALL HOT NUMBERS!

- Gottlieb Ice Show . . .
- Single Player Add-A-Ball
- Gottlieb Pleasure Isle . . .
- Two Player Add-A-Ball
- Chicago Coin . . .
- Bel Air Shuffle Alley
- Chicago Coin . . .
- Texas Ranger Gun
- Williams . . . Tango

Get 'Em While They Last

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CHICAGO COIN'S NEW 6-PLAYER AUTOMATIC BOWLING LANE

Corvette

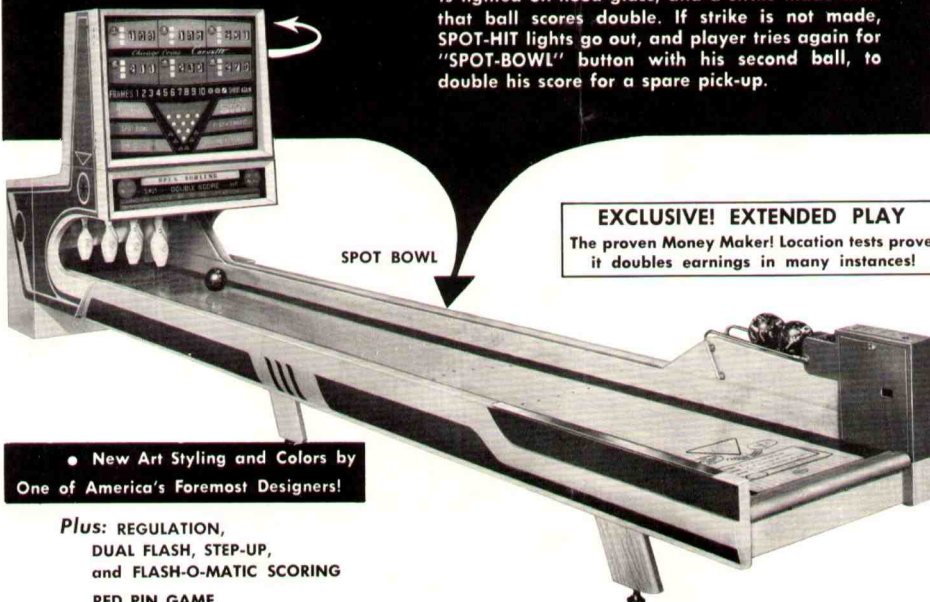
....with EXCLUSIVE NEW

SPOT BOWL FEATURE

EXCLUSIVE! SWIVEL SCORE RACK

Front or back of Score Rack serviced from either side.

Doubles Scores for Strikes and Spares!
●●●●● When player rolls ball over any one of 6 "SPOT BOWL" buttons on alley, SPOT-HIT is lighted on hood glass, and a strike made with that ball scores double. If strike is not made, SPOT-HIT lights go out, and player tries again for "SPOT-BOWL" button with his second ball, to double his score for a spare pick-up.



EXCLUSIVE! EXTENDED PLAY
The proven Money Maker! Location tests prove it doubles earnings in many instances!

• New Art Styling and Colors by One of America's Foremost Designers!

- Plus: REGULATION,
DUAL FLASH, STEP-UP,
and FLASH-O-MATIC SCORING
RED PIN GAME
LATEST FLUORESCENT LIGHTING
INDIVIDUAL NAME FEATURE

AVAILABLE IN 13' and 17' LENGTHS
Extensions Available in 4' and 8' Lengths.



YOUR DISTRIBUTOR IS NOW DELIVERING THESE PROVEN PROFIT MAKERS
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Survey of State Cigaret Tax

We conclude with this third installment of our State-by-State survey of cigaret taxes in the United States.

Tennessee

Rate was 7 cents per pack as of Nov. 1, 1965. State grossed \$28.7 million in cigaret taxes during fiscal year ended June 30, 1965; \$27.3 the previous year. Average pack price was 29.5 cents, of which 15 cents was taxes.

Texas

Rate was 11 cents per pack as of Nov. 1, 1965. State grossed \$100.2 million in cigaret taxes during fiscal year ended June 30, 1965; \$91.9 the previous year. Average pack price was 33.8 cents, of which 19 cents was cigaret taxes.

Utah

Rate was 8 cents per pack as of Nov. 1, 1965. State grossed \$5.1 million in cigaret taxes during fiscal year ended June 30, 1965; \$5 million the previous year. Average pack price was 30.8 cents, of which 16 cents was State and federal taxes. Sales taxes added another cent to pack price.

Vermont

Rate was 10 cents as of Nov. 1, 1965. State grossed \$4 million in cigaret taxes during fiscal year ended June 30, 1965; the same the previous year. Average pack price was 32.5 cents, of

which 18 cents was State and federal taxes.

Virginia

Rate was 3 cents as of Nov. 1, 1965. State grossed \$16.1 million in cigaret taxes during fiscal year ended June 30, 1965; \$15.4 the previous year. Average pack price was 24.7 cents, of which 11 cents was State and federal taxes.

Washington

Rate was 11 cents per pack as of Nov. 1, 1965. State grossed \$21.5 million in cigaret taxes during fiscal year ended June 30, 1965; \$20.4 the previous year. Average pack price was 34.7 cents, of which 19 cents was federal and State taxes. State sales taxes added another cent to pack price.

West Virginia

The rate was 6 cents as of Nov. 1, 1965. State grossed \$11.9 million in cigaret taxes during fiscal year ended June 30, 1965; \$11.6 million the previous year. Average pack price was 28.4 cents, 14 cents of which was State and federal taxes. State sales tax added another cent to pack price.

Wisconsin

Rate was 10 cents as of Nov. 1, 1965. State grossed \$35.9

million in cigaret taxes during fiscal year ended June 30, 1965; \$33.6 million the previous year. Average pack price was 32.1 cents, of which 18 cents was federal and State taxes.

Wyoming

Rate was 4 cents as of Nov. 1, 1965. State grossed \$1.8 million in cigaret taxes during fiscal year ended June 30, 1965; same the preceding period. Average pack price was 26.5 cents, of which 16 cents was federal and State taxes.

By Popular Demand!

OLD FAVORITE LIGHTS OUT SCORING



Operators around the world voted YES on the question of a novelty game with **SIMPLE SCORING**...basic bumper scoring...plus Kick-Out Hole for thrill of **MYSTERY SPOTTING**...bringing a new big bloc of players to the pinball world by the fascination of a game with **NO FLIPPERS**...restoring the happy arts of nudging, tapping and body english...increasing coin-box totals with flashy **SPEEDY ACTION** of 3 sling-shot activated balls which deliver twice the excitement, suspense and satisfaction of 5 flipper-flapped balls.

New OPTIONAL COIN FLEXIBILITY

FUN CRUISE is designed to permit maximum range of coin acceptance with mechanism specialized to each coin and to the various requirements of operators who can select

- (A) Nickel chute.
- (B) Dime chute.
- (C) Either Nickel or Dime chute PLUS QUARTER CHUTE
- (D) Both Nickel and Dime chutes PLUS QUARTER CHUTE

FUN CRUISE collections beat flippers by a sea-mile in side-by-side location tests. Get aboard the gravy boat for a long, pleasant cruise in oceans of increased earnings. Book passage on the FUN CRUISE now.

**FAST
3-BALLS
PLAY**

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See your distributor or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.

Wurlitzer Co. Splits Stock

CHICAGO—Stockholders of the Wurlitzer Co. voted recently to increase the corporations capitalization from 1 million to 1.75 million shares of common stock of the par value of \$10 each. This action clears the way for the 33 1/2 per cent stock distribution approved by the board of directors.

R. C. Roling, president of the corporation, reported Wurlitzer directors declared a cash dividend of 20 cents per common share on the increased number of shares payable March 1 to holders of record February 16.

Atlas Holds Phono Class

CHICAGO—Atlas Music Co. conducted an instruction class on the Rowe Bandstand phonograph at its offices here last week (26). Overflow attendance by area operators was reported. Handling briefing chores was Rowe field engineer Henry Hovenaar.

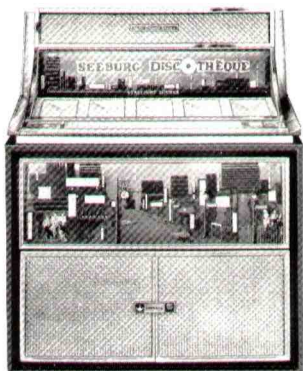
Atlas personnel on hand were president Eddie Ginsburg, executive vice-president Sam Gersh, Joe Kline, Stan Levin, Bill Phillips, Ray Greer, Sam Kolber and Johnny Havrilla. Refreshments were served.

Ex-Police Chief Joins Buffalo Co.

BUFFALO, N. Y. — Former Buffalo Police Commissioner William H. Schneider has been named a vice-president of the new Wurlitzer distributorship here, Stewart-Milford, Inc., according to company President Stewart M. Levy.

Schneider retired Dec. 31, 1965, after 29 years with the department.

ELECTRA IS



BIG in location appeal! Electra inspires pride and confidence.

POWERFUL in patron allure! Style, beauty, and "Black Light" that draw patrons to Electra.

UNEQUALLED in value! The most for anybody's money in quality and dependability.

LONG in earning life! Like all Seeburg phonographs, Electra will earn top income for years to come.

TERRIFIC in stereo quality! The unparalleled stereo system in the industry.

The Seeburg Electra is everything you want in a phonograph...

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BIG SOUND

