

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.

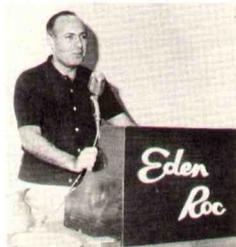
In order that the size of an individual organization does not determine the winner, all distributors will participate equally on the basis of a market share index, compiled through electronic data processing. This marks the first time computers have been used in a record label sales program.

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.