

Billboard

The International Music-Record Newsweekly

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

CARtridge Takes Play At Biggest NARM Parley

MIAMI BEACH, Fla.—The tape CARtridge concept grabbed the attention of those attending the National Association of Record Merchandisers eighth annual convention, and emerged as its most discussed single topic. Furthermore, it seemed to underscore a general awareness of industry change in other areas which was evident throughout the sessions.

The convention, held here at the Fontainebleau Hotel (March 6-10), was the biggest and, by common consent, the best in NARM's eight-year history. More than 600 attended, better than doubling the turnout to NARM's San Francisco convention a year ago.

Aside from the promise and problems of the new tape cartridge industry, there were a number of reasons for the feeling of change which permeated this year's meetings. This was the first time since NARM's

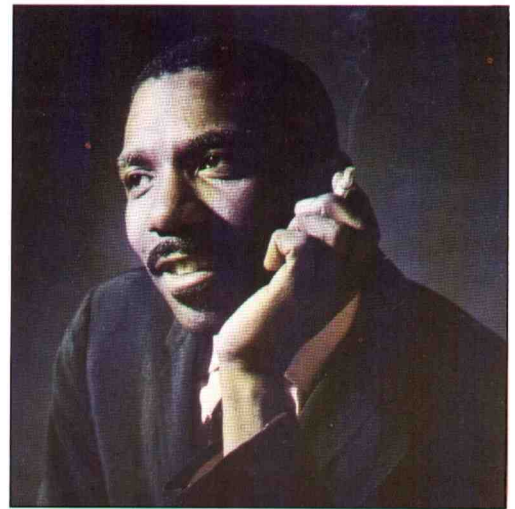
merger with ARMADA a year ago that rack jobbers and non-rack distributors convened together. This time, NARM emerged as a far more mature and effective trade association than ever before. The organization's maturity was remarkably evident in the caliber of its meetings, and in the manner in which they were conducted.

Gone were the flare-ups between rack jobbers and manufacturers which spiced the sessions of past years. Gone were the wranglings for bigger discounts. Instead, the tone of the business sessions were aimed at elevating and enlightening members to better business standards and understanding of the market.

NARM now appears to have moved out of the restricted position of yesteryear's rack jobber, and has assumed the broader scope of the over-all wholesaler of records. Irwin Stein-

berg's keynote address (see separate story) set the tone to the convention's theme, "Planning for Profits," which was echoed and amplified throughout the ensuing meetings.

Dr. Alton F. Doody, Ohio State University's Associate Professor (Continued on page 3)



JIMMY SMITH makes a spectacular singing debut on his hot new Verve single, "Got My Mojo Workin'" (VK-10393). Jimmy's warbling as well as his organ keyboard work on this great old blues made Verve put it out as a companion single to Jimmy's new hit album, titled, naturally enough, "Got My Mojo Workin'" (Verve V/V6-8641). (Advertisement)

Surging Spanish Record Market Sparks Groove Comeback for 78's

By MIKE GROSS

NEW YORK — The steady growth of the Spanish disk market in the U. S. is sparking a resurgence of the 78 r.p.m. record. The demand for Spanish-language records on the 78 speed has developed to such an extent that major companies like RCA Victor and Columbia are now viewing the marketing

of 78's as a new adjunct to their 45 r.p.m. single and 33 LP business. Also, Cosnat, Jerry Blaine's distribution organization which is now stressing the Spanish-speaking market, is pushing product on the old, and what was thought defunct, 78 record.

RCA Victor will supply a potent stimulus to the 78 disk boom when its Spanish product

becomes available next week. Victor's re-entry into the 78 market will be made through Ansonia Records with which it just concluded a licensing arrangement. Ansonia will market the 78's under its own logo with an RCA Victor Records identification beneath the Ansonia banner. The deal, right now, calls for Ansonia to handle only product from Victor's affiliate in Mexico but it does not preclude that at some future date other deals will be made for Ansonia to handle Victor product emanating from the countries in South America.

Columbia has a similar licensing arrangement with Miami Records for the marketing of its Spanish product on 78's. Cosnat, on the other hand, is importing its 78's from inde-

(Continued on page 12)

Dealer Squares Off at Pubs In Tape Duplication Suit

By CLAUDE HALL

NEW YORK—Harold Wally, manager of Wally's Auto Radio Service here, last week challenged the claim that publishers had the right to collect royalties on CARtridges duplicated from records as a customer service.

The office of Harry Fox, publishers' agent and trustee, filed suit about three weeks ago against Wally's in Federal Court charging that Wally violated the Copyright Act by transferring performances from records to cartridges without permission of the copyright owners. The suit could be a forerunner in that it seeks to clarify and establish legal patterns for the growing cartridge tape industry. An estimated 30 firms, most in California, are duplicating music for cartridges. Plaintiffs in the suit against Wally's are the publishing firms of Leo Feist, Robbins Music, and Miller Music.

In his answer to the lawsuit last week, Wally questioned the right of the publishers to "forbid, prevent, or restrict the" (Continued on page 48)

Austria's Jurgens Brings Home Eurovision Bacon

LUXEMBOURG — A sensitive interpretation of the dreamy, romantic ballad, "Merci Cherie," won for Udo Jurgens and Austria the Grand Prix of the 1966 Eurovision Song Contest here Saturday (5).

It was the third time Jurgens was entered, but it was the first time he won.

"Merci Cherie," written by Jurgens and Thomas Horbiger, is published by Montana and released on disk by Deutsche Vogue. A song with an "Ave Marie"-like lilt, it featured

Jurgens accompanying himself at the piano. The song opens with dramatically prominent snare drum backing and builds to an impressive climax with a rich background of swelling strings.

Jurgens, the first male singer to take the stage at the Villa Louvigny, after eight girl singers, was clearly a favorite after his excellent performance. He and co-composer Thomas Horbiger were presented with their awards by France Gall, the 1965 Grand

(Continued on page 27)



ONE OF THE TOP ATTRACTIONS playing George Marienthal's famed London House in Chicago is Stan Getz (right), pictured with Marienthal, internationally known impresario. The Seeburg Electra phonograph is also a top attraction at the London House. It features Little LP records, among them "Getz/Gilberto" on Verve. "Getz A Go-Go" is the next Seeburg Little LP release. (Advertisement)

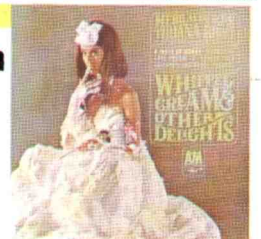


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(Advertisement)

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CARtridge Takes Play at NARM Parley

18 Snare Awards in Hard-Fought Battle

MIAMI BEACH, Fla.—The annual NARM awards were presented at the association's eighth annual banquet March 9 at the Fontainebleau Hotel here during festivities chaired by Charley Schlang. Schlang noted that the balloting was the keenest ever, resulting in a number of ties and hard-fought battles for the coveted honors. There were 18 regular awards as follows:

Most promising female vocalist, Petula Clark, Warners; most promising male vocalist, Gary Lewis, Liberty; best selling children's line, Disneyland Records; best selling economy product under \$1 retail, Somerset, Stereo Fidelity Records; best selling economy line, \$1 retail and under \$3.79, Camden-RCA Victor; best selling English vocal group, the Beatles, Capitol.

Best selling American vocal group, a tie between the Beach Boys on Capitol and the Supremes on Motown; best selling orchestra, Henry Mancini, RCA

Victor; best selling folk artist, a tie between Bob Dylan on Columbia and Peter, Paul and Mary on Warners; best selling female vocalist, Barbra Streisand Columbia; best selling comedy album, "Why Is the Air," Bill Cosby, Warners; best selling soundtrack, "Sound of Music," RCA Victor; best selling female country artist, Kitty Wells, Decca.

Best selling male vocalist, Elvis Presley, RCA Victor; best selling hit single, "Mrs. Brown You Have a Lovely Daughter," MGM; best selling instrumental, Herb Alpert's Tijuana Brass, A&M Records; best selling single album of the year, "Whipped Cream and Other Delights," Herb Alpert's Tijuana Brass.

A special award was presented to Frank Sinatra, honoring his contribution to the record industry, and outgoing President George A. Berry received the President's Award.

EDITORIAL

A New Challenge

The tape CARtridge industry—its great promise and its problems—was carefully scrutinized by the record industry during last week's convention of the National Association of Record Merchandisers in Miami Beach, Fla. The challenge of the new industry was met head-on, fearlessly, as merchandisers and distributors expressed their eagerness to start handling the product.

However, just as fearlessly, the industry tackled the problems of the multiple systems currently being pushed—the Lear-type eight track, and Telepro's four track. Most of those present want to avoid another battle of speeds—a stand for which those who smarted during the 45-LP war years must be supported. On the other hand, there are some who maintain that the industry cannot forget an estimated near-half million consumers who already have four-track equipment and want to buy recordings for their players.

The course is clear: The industry will continue to do all in its power to throw its weight behind the system which the nation's major automotive manufacturers and record companies are favoring—eight track. The immediate future unquestionably points in that direction.

In the meantime, distributors and merchandisers newly entering the field will evaluate their own market demands, and based upon the size of the market which may remain for the older system—four track—will decide to what extent they want to supply that market.

There seems no way out of the threshold period—when four and eight-track systems will co-exist. But, judging by the speed with which this entire industry is taking off, the industry can take heart in the fact that the tape CARtridge business will settle down to a standard system long before the LP-45 battle is over and the record industry itself has found its own standardized speed for both albums and singles.

Convention Biggest, Best In History

• Continued from page 1

fessor of Marketing, told those who attended that "The Profit Squeeze Can Be Stopped," the title of his address (see separate story). The theme was developed with merchandising variations by Capitol Records Distributing Corp.'s vice-president, Brown Meggs (see separate story), and carried further by IBM's Daniel Mandresh, who told the assembly how "Systems Can Generate Profits."

Challenge of Future

The challenge of the future was presented in a stimulating address by John W. Enders, vice-president of the Economics Division of Lionel D. Edie & Co., who in his address, "Opportunities for Growth—1966-1970," unveiled a great new market which awaits the industry. In his talk, Enders reviewed the population and market growth since the post-World War II era to the present day. He explained why the nation's economy experienced its peaks and dales. According to Enders, the immediate post-World War II period experienced a boom because of the tremendous build-up of demand for all products which could not be satisfied during the war years. The government had stimulated an expansion of manufacturing facilities.

A recession later resulted when product demand was satisfied and the expanded manufacturing facilities continued to pour out products. The past several decades brought a popula-

(Continued on page 8)

Prof. Doody Urges Members to Chart a Course Toward Profits

MIAMI BEACH, Fla.—The modern businessman plans his profit in advance of doing business, rather than accepting as profit whatever happens to be left over after the bills are paid. So said Dr. Alton F. Doody, Ohio State University's Associate Professor of Marketing, in a call to rack jobbers to carefully chart their course to profits rather than pursue the haphazard, take-what's-left approach.

Doody's plea for the scientific method in achieving profit was made in a convincing, logically constructed address on "The Profit Squeeze Can Be Stopped." He told those attending NARM's convention that "we all agree that the record industry has

reached the bottom of the barrel when it comes to profits." He posed three questions: (1) How did the rack jobber get caught in the profit squeeze? (2) What does the future hold in this regard? (3) What can be done about it?

Doody then presented figures of a hypothetical rack firm, tracing its operation from the time it started in business in 1956 to the present. With the aid of slides (using the large-screen, rear-projection Cellomatic Productions System), Doody showed the balance sheets of what he called a typical record merchandiser through the past nine years to pound home the point that profits, indeed, continued to

shrink with each passing year, while the rack jobber's volume grew.

The reason for the fat profits in the early years, Doody said, was due to the fact that rack jobbers then were selling primarily to supermarkets and variety stores where records were looked

upon as plus business. With the ensuing years, these outlets felt the competitive pressure of discounters, and soon records were taken out of the plus-business class. To combat the price cutter, the rack jobbers' outlets passed on the pressure to the record merchandiser who was now forced to narrow his margin of profit. In addition, as the rack jobber's volume grew, his operating cost increased, further squeezing his profit.

To hold on to his accounts, (Continued on page 8)

Steinberg Stresses Quality and Service as Two Keys to Profits

MIAMI BEACH, Fla.—Everyone is in business to make money, and everyone pays lip service to planning, but for the record merchandiser, price is often less important than quality and service. That was the theme of Irwin Steinberg's keynote speech at the NARM convention Monday (7). Title of the Mercury vice-president's talk was "Planning for Profits: To Be or Not to Be." Steinberg stressed professional merchandising as a means of fulfilling the economic potential.

Steinberg's talk was thoughtful and scholarly and considered the record industry, its problems and possibilities in the light of the nation's over-all business economy. He called for "unremitting planning" and for the development of the "inquiring mind." He added: "All this effort can pay off in building orderly growth along with better products, better services—and better profits. This effort can make the record industry a billion-dollar one today, he said, adding: "There is a broadening consumer market for quality and for quantity. Our unique product provides us with a rare opportunity to participate more fully

in the nation's fast growing leisure time industry."

In Trough

Using slides with a wealth of statistical material and graphs to illustrate his points, Steinberg analyzed the record manufacturer's return on net worth and on volume for the period 1955 through 1964. He said: "Clearly we in the record business are at the bottom of the trough in terms of both price and profit at the manufacturing level. As

the manufacturer goes, so goes, it seems, the wholesaler and retailer."

In the years 1961-1964, he noted, industries other than records reversed the declining trend for profit on net worth and for profit on volume. "This reversal clearly demonstrates that there were profit improvement approaches adequate to cope with the 'profit squeezed' economic environment. It is because of

(Continued on page 8)

EDITORIAL

Industry Showcase

It was a glittering evening, March 9, in the Fontaine Room at the Fontainebleau Hotel, Miami Beach, Fla. The occasion was the NARM awards banquet, attended by some 600 fortunate ones who enjoyed the elegance of the event and the entertainment presented by the 4 Seasons, Nancy Wilson, Roger Miller and Herb Alpert and the Tijuana Brass.

Many helped make the occasion possible, chief among them being NARM Executive Director Jules Malamud, President George A. Berry and Convention Chairman Jack Geldbart. But the audience itself—in a very real sense—shared in creating the occasion, for it comprised the rack jobbers, distributors and manufacturers whose creative and sales talents make the record business the glamorous industry it is.

Thus the affair could be considered an industry showcase. But the evening had an even more gratifying aspect in that it climaxed a convention whose chief attitude was one of inquiry. A readiness to accept changing marketing patterns, to embrace newer merchandising methods, planning, education and research—as Mercury Executive Vice-President Irwin Steinberg so admirably stated in his keynote speech—were obviously part and parcel of the business of the convention and taken to heart by those in attendance.

Let us hope this attitude persists. Let us hope it will be continuously nurtured by NARM, the trade organization of record wholesaling, for such an attitude and orientation is the best assurance of future industry growth.

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Maguire Preparing Major Buildup Of London's American Operation

NEW YORK—Now that his British contingent is riding comfortably in the U. S. market, Walt Maguire, head of singles sales and a&r for London Records, is preparing a major drive on behalf of his American wing. The home push will be focused on key producers in at least four different areas of the country.

Prior to the British wave, which began just two years ago, the London label had established itself as a major factor here with product from a wide-ranging group of independent producers, who at one time numbered more than 40. More recently, the firm grabbed

a major share of the British action with such groups as the Rolling Stones, the Zombies, Hedgehoppers Anonymous, the Fortunes, Them, and more recently a new group, the Small Faces.

Now, starting with a new country-based single, cut in Nashville by Bobby Bond, to be released on the Parrot label, the company is going all out to merchandise and promote product from Joe Cuoghi's Memphis-based Hi label, from Huey Meaux Tribe Records and production operation in Houston, and from Coliseum and Palomar Records, two West Coast

labels operated by conductor-arranger Tutti Camarata. All three producers have enjoyed long-standing and successful associations with London.

Made in Nashville

The Bond country record was produced in Nashville by Buddy Killen, executive of the Tree Music publishing operation there, for whom Bond also writes material. The Bond disk, "Where Does the Road Go From Here," was written by himself. At one time, Killen had an r&b production arrangement with London.

Cuoghi, whose Hi label has had a long run of success with such artists as Ace Cannon, the late Bill Black and His Combo, Willie Mitchell and Gene Simmons, has just negotiated a three-year agreement with executors of Black's estate for the continuing release of product by the Bill Black Combo. First of the new releases is expected shortly.

Bryant Signed

Cuoghi has also just signed Donald Bryant, a new r&b singer, to the Hi label, with the singer's initial single due out immediately. Bryant is only the first of a number of r&b artists expected to enter the Hi fold shortly. Meanwhile, Willie Mitchell's newest release "Bad Eye," is due for a major promo, and the company is picking up action on the Ace Cannon instrumental version of Willie Nelson's country classic "Funny (How Time Slips Away)."

In Houston, producer Huey Meaux, who has produced a number of hits for his London-distributed Tribe label, has one going right now with the Sir Douglas Quintet, "The Rains Came." Meaux also has a number of other producing projects in the works which will shortly be hitting the market through London's distribution channels.

The West Coast is represented in the London set-up by Tutti Camarata, whose Coliseum and Palomar labels are both a part of the London American family. Product is all to be produced in Camarata's own Sunset Sound Recording Studios, locale for the recording sessions of that area's biggest hits, including the "Mary Poppins" soundtrack.

Another smaller Camarata-produced group, Tutti's Trumpets, is currently represented by "Surf Dell' Amore," released only two weeks ago and already showing strong sales action. Camarata is also planning an early release by various West Coast-oriented vocal groups.

As opposed to its early operational format where several producers were contributing to the total London picture, Maguire now plans to operate on a highly selective basis, with these four entities forming the nucleus of the operation. He feels that success now comes from sustained promotion and merchandising effort on the productive efforts of a relatively few proved producers, rather than with the vast number that can come in "over the transom" when a company operates on a "buckshot" theory.

Late last week, Maguire left for a series of meetings with these producers. He'll meet first with Camarata on the West Coast, following this with sessions with Meaux, who is presently on the Coast. Maguire will return to New York via Memphis, where he'll hold a series of planning and product meetings with Cuoghi.

Roulette Turns on Singles Promotion Steam on 4 Acts

NEW YORK—Roulette Records is stepping up its singles activity with strong promotion campaigns behind several of its artists. As part of the new life at the label, Red Schwartz has rejoined the firm as national promotion director. In addition, Steve Schulman, of Philadelphia, has rejoined the organization to handle promotion for the label in Philadelphia, Washington and Baltimore markets.

A singles drive is being spearheaded at the label with Shawn Elliott, Susan Smith, Chance Edens, and Sam and Dave. Roulette has just released "A Walkin' Miracle," by Elliott, whose "Shame and Scandal in the Family" sold 2 million around the world, Schwartz said, but didn't fare well in the U. S. because it wasn't recommended for air play. The new record hasn't that problem.

Schwartz, who'll also be producing for Roulette in associa-

tion with a&r chief Henry Glover, is searching for masters. First purchase was "Such Things My Heart Wants," by Terry de Rose of Philadelphia.

A former air personality at Philadelphia's WDAS—both before and after it went to an r&b format—Schwartz left a personal management business in Philadelphia to return to Roulette. His record business experience includes eight years with Vee Jay Records out of Chicago; he was responsible for discovering Jerry Butler for Vee Jay.

Billboard

Published Weekly by

The Billboard Publishing Company
2160 Patterson St., Cincinnati, O. 45214
Tel.: 361-6450

Publisher

Hal B. Cook New York Office

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165 W. 46th St., New York, N. Y. 10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

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Vol. 78 No. 12



'Gloria' Transits Ahead; Jump From 15 to 8 on Chart

CHICAGO—"Gloria," a locally produced single performed by a local group, jumped into the Billboard Chicago chart at 15 last week and this week climbed to eighth position.

Performed by a quintet called the Shadows of Knight, the sin-

gle has sold 60,000 legitimately in Chicago to date and on the basis of interest elsewhere shows signs of becoming the biggest Chicago-act record in a long while.

The single was released by Dunwich Productions, formed by local promotion man George Badonsky, background music specialist Bill Traut and jazz pianist Eddie Higgins. Local distribution is handled by Royal Disc Distributing.

Atco has now acquired exclusive national distribution rights to the single.

The group is managed by suburban record store and teen nightclub owner Paul Sampson, who found the quintet singing in a Veterans of Foreign Wars Club. He installed the group in his own spot, The Cellar, where they were heard by Royal Disc's Kent Beauchamp, who recommended them to the Dunwich trio.

The Shadows hit the top request spot on WLS here in only eight days. The station reported that the group received more requests than any previous act—the Beatles included.

"They're like American Rolling Stones," Badonsky said. The group is comprised of Joe Kelley, lead guitar; Gerald McGeorge, rhythm guitar; Warren Rogers, bass guitar; Tom Schifour, drums, and lead singer Jim Sohns.

"Gloria" is getting played and starting to sell in Milwaukee, Detroit, Cleveland, St. Louis, Cincinnati and Atlanta.

Dunwich is soon to release an album by the group and has a couple more singles and another album in the can.

"They are a super-tight group," said Sampson. "They have everything live they have on record and they are competent musicians."

Decca Country Pitch in Gear

MAY OFFER SCHOLARSHIPS

MIAMI BEACH, Fla. — NARM President John Billins and the association's board and officer group is studying the matter of creating scholarships of a cultural and philanthropic nature. These would be granted to children of regular members.

A committee is now analyzing what financial resources would be required for such a program and just how the recipients would be elected. The committee is also considering the possibility of a system of awards honoring industry pioneers who have passed on.



If you started out in a cave and ended up making records...
you'd look happy, too.

Scant months ago these four Irish lads were working out in The Cave, a Dublin cellar club. Now they're ready to take the charts by storm with their first release—a soft and easy single sound very much zeroed in on what's happening sales-wise.

The smiles belong to The Creatures.
The name of their first single is
"Turn Out the Light" c/w "It Must Be Love".
The green type is not for St. Patrick's Day.
It stands for dollars.

On Columbia Records 

Atlantic-Atco Have Florida Date

NEW YORK—Atlantic and Atco distributors will converge on Miami Beach for the labels' first sales meeting since the conclusion of its most successful sales year. In 1965 Atlantic-Atco sales increased 100 per cent over 1964.

The sales meeting will be held at the Deauville Hotel March 27-30 with Atlantic-Atco executives Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Bob Kornheiser, Len Sachs, as well as all of the company's field men in attendance.

A preview of new albums from Atlantic, Atco, Dial, Stax, Volt and Moonglow will be shown at the meeting. The al-

bums are scheduled for release on April 5.

Wind-up of the three-day meeting will be a dinner for all distributors in the Hotel Deauville Ballroom on March 29. That evening six Christian Dior mink stoles will be awarded to three Atlantic and three Atco distributors in a special distributor contest.

The meeting also is coming on the heels of a successful drive on the February album release sparked by a special radio and newspaper advertising campaign. The campaign was the most extensive consumer advertising program placed on one month's LP release in the firm's history.

Major part of the campaign was concentrated on radio spot advertising in key cities around the country. Most of the radio ad program was built around four albums: "Solid Gold Soul," featuring Don Covay, Solomon Burke, Ben E. King, Otis Redding, Joe Tex and Wilson Pickett; "Comfort Me" by Carla Thomas, "Today" by Herbie Mann, and "Otis Blue" by Otis Redding. In addition to the radio spots, the "Solid Gold Soul" album was advertised in a special group of local newspapers, including New York's Amsterdam News and the Village Voice, plus the Afro-American group and the Pittsburgh Courier group of newspapers. A special campaign was carried out on two LP's produced by jazz disk jockey Joel Dorn (WHAT, Philadelphia) for Atlantic, "Honeybuns," featuring the Duke Pearson Nonet, and "Portrait in Soul," with Valerie Capers.

As a result of the campaign
(Continued on page 12)

EXECUTIVE TURNTABLE

Art Kass has been promoted to director of special projects at MGM Records.



He will also act as liaison between headquarters and the label's Bloomfield, N. J., factory. Kass started at MGM three years ago as a cost accountant. He was manager of the record division's royalty department. In his new position, he'll report to Thomas F. White, director of administration.

Harry Goldstein named to the newly created post of West Coast operations manager for Jay-Gee Records. He had been West Coast sales manager. The label has also named Jane Gans as production manager.

George P. Bechtel named advertising manager for Lear Jet Stereo 8 products. Bechtel will be responsible for Lear Jet Stereo 8 advertising, sales promotion, public relations, and will handle co-ordination of national and local promotional campaigns. He had been associated with Arvin Industries as sales promotion manager prior to joining Lear Jet at its Detroit plant.

Irwin Schwartz, new assistant to Shy Raiken, sales head of Golden Records. Schwartz, who had been in the Pocket Books sales organization, will sell distributors and rack jobbers.

Steve Wax has been appointed national sales and merchandising manager for album product of Jay-Gee Records and its subsidiary labels. He will be headquartered in New York.

Thomas Frost has been named executive a&r producer for Columbia Records Masterworks, and Jane Friedman has been appointed manager of administration for Masterworks a&r. Both post are newly created. Both appointees will report to John McClure, Masterworks a&r director. Frost has been in the recording business for 14 years and with Columbia for six years. Miss Friedman has been manager for classical a&r and servicing for CBS Records International.

Ronald Goldfarb has been named general manager of the Budisco one-stops in Miami, Jacksonville and Tampa. David H. Hoop is the new national promotion director of H&H Enterprises, Washington distributor, publisher and promotion firm.



COLUMBIA RECORDS held a party last week (3) at New York's La Fonda del Sol restaurant in honor of Tony Bennett's acting debut in the movie, "The Oscar." Shown, left to right, are, William Gallagher, Columbia vice-president; Bennett, and Billboard publisher Hal B. Cook.

Mercury Bolsters Coast Pop Music Operations

LOS ANGELES—In an all-out effort to strengthen its West Coast pop operations, Mercury Records has signed deals with a host of independent producers. Launching this expansion move

has been Doug Moody, sent here from New York four months ago to make a foundation for the company with pop disk producers. Product will be released on Mercury and the parent Philips label.

Working under the Mercury umbrella which provides financial, sales and merchandising benefits are Chuck Sagle, who will cut the Chapter VI and Kenny Rogers; Bill Silva of Diplomacy Records, who will cut the New Breed, Jimmy Holiday and Theola Kilgore; Leo deGar Kulka of Golden State Recording in San Francisco, who will cut the Mystic Sounds Orchestra with Brad Miller and alone handle George and Teddy and the Condors, the Lovers and the Bedbugs.

Kulka has hired Art Ferris and Emory Clay to operate Golden State Management in handling talent.

Signed directly by Moody are Terry Stafford; Cornell Gunter, former lead with the Coasters, and Joey Page.

Moody also plans developing "ins" for Mercury family artists in television properties. Assisting Moody is talent scout-promo man Frank Leffel. Other staffers include Jack Tracy, Lime-light a&r chief and Adrienne Lawner, secretary.

RCA Record Sales Climb

NEW YORK—The sale of RCA Victor records continued to rise in 1965. According to the Radio Corp. of America's annual report, Victor had a 16 per cent increase in sales of pop albums, and a 42 per cent increase in the sales of classical recordings over the 1964 totals.

In the pop album field, Victor scored heavily with original cast and soundtrack albums. Sales of original cast and soundtrack LP's doubled the totals of 1964. The original cast album of "Fiddler on the Roof" passed the \$1 million mark in factory sales volume and the soundtrack of "The Sound of Music" passed the 2 million mark during its nine months on release in 1965.

Dot Opens a Chicago Unit; Names Goldman

HOLLYWOOD — Dot Records is opening a company-owned branch in Chicago and has hired Morrie Goldman away from the James H. Martin Co. to be vice-president of Midwest operations. Goldman was with Martin 19 years, his last post as general manager. Martin in turn has been Dot's distributor since the label began actively operating in 1953, with the parting termed "amicable" by Dot President Randy Wood.

Dot has also opened a Boston branch and New York City sales office (Billboard, March 12) in complementary moves to solidify Wood's concept of developing strong ties to local communities in sales, merchandising, promotion and a&r.

Recently named vice-president and national sales manager George Cooper will travel to all the company's branches and independent distributors to tie the operation together.

The Chicago branch, when it is formally in operation, within the next few weeks, will com-

pare with the New York and Boston operations, Wood said. Goldman will hire a staff in line with the region's needs.

In his new capacity, Goldman will have complete supervision of all Dot branches and indie distributorships in the area covering Cleveland, Detroit, St. Louis and Minneapolis-St. Paul.

Reason given by Wood for adding company branches in Boston and now in Chicago is "total control of product," although he added that independent distributors have done and are doing an outstanding job in handling the Dot and Hamilton lines.

Wood envisions his branches being his "ears in the field" for master purchases, something the sales force has not had to contend with in the past. While the salesmen will not be looking for masters as part of their jobs, they will nonetheless become more aware of masters and be in positions to pass platters on to the home office.



EDDIE NEWMARR, music director for Audio Fidelity and Karate Records, looks over a stack of Top Banana games. AF and United Fruit are working together on a promotion drive for Karate's single, "Juanita Banana," with the Peels. The games go to dealers, distributors, one-stops and disk jockeys. Stations have been running contests with crates of bananas, Top Banana games and Banana Puzzles as prizes, compliments of United Fruit and Karate.

'Winnie' Will Make Tracks For the Overseas Market

HOLLYWOOD—Walt Disney Productions will record storyteller albums in several foreign languages for "Winnie the Pooh," a current U. S. film release.

The Disney record wing will play an important role in introducing Europeans to this cartoon personality, reported record president Jimmy Johnson after returning from a three-week European business trip. The film opens in England in three months but will not be shown in other countries until February 1967. The film will be teamed in England with "The Ugly Dasher," currently a hit bill in domestic theaters.

The storyteller will be issued in English, French, German and Italian before the film plays neighborhood theaters.

One property which is widely known is "Mary Poppins," for which EMI awarded Disney a silver disk for sales of over 225,000 albums.

In line with the company's reissue program for classic

films, "Snow White" will be offered at Christmastime with approximate record coverage, whereas "Bambi" will be the American reissue Easter time, covered by a soundtrack, storyteller and new Little LP titled "Thumper's Great Race."

Billinis New NARM Prexy

MIAMI BEACH, Fla. — Johnny Billinis, of Salt Lake City's Billinis Distributing Co., was elected the new president of the National Association of Record Merchandisers during the organization's eighth annual convention here last week.

Other officers elected were Stanley Jaffe, Seattle's Gordon Sales Co., vice-president; Amos Heilicher, L. Marsh Co., Minneapolis, secretary, and Jack Geldbart of Atlanta's L&F Record Service, treasurer.

In addition to the new officers' slate, directors include Don Ayers, Record Wholesalers, Inc., San Francisco; Cecil Steen, Record Wagon, Woburn, Mass., and George Berry, Modern Record Service, New Orleans.

Billinis had served on the outgoing slate as treasurer; Jaffe and Heilicher were directors, and Geldbart was treasurer.


A Correction

NEW YORK—In last week's Spotlight Singles it was reported that "Here's to My Jenny" by Mike Douglas, was published by Joy Music, BMI. Joy is the publisher, but ASCAP is the licensee.


Mrs. Miller,
where have you been!



Gene
(guitarist-singer)
Canadian - born
Gene plays guitar
with remarkable
depth and feeling.
He has a great flair
for comedy.



Eddie
(percussionist-
singer)
Eddie's the one the
girls flip over. He
helps Gene out with
the comedy in addition
to singing and
beating tambourine.



Dino
(drummer)
Dino wants to be the
greatest drummer in
the world. He prac-
tices constantly.



Felix
(organist-singer)
Felix is terribly seri-
ous about music.
Very sympathetic to
far-out movements
like third-stream
jazz.

THE YOUNG RASCALS

GOOD LOVIN'



Watch them perform it on the Ed Sullivan Show,
CBS-TV, Sunday, March 20.

Management: Sid Bernstein & Walter Hyman
Booking: Associated Booking Corporation

CARtridge Takes Play At Biggest NARM Parley

• Continued from page 3

tion explosion and with it an expanded market for more product. The post-Korean War period and the population's bulging pocket has resulted in a new buyer's market. Time was, Enders said, when the 25 to 35-year-old age group was the top spending bracket, with those in the 44-year-old plus group holding on to their money for the rainy days of old age.

This has changed, and according to all projections of economists, will continue to change, pushing the desire to spend to a new peak in the older-age brackets. The past three years have seen increased spending in the 44 to 54-year bracket. This, he said, is due to the fact that the "rainy-day" needs are not as great, thanks to the increased number of retirement programs by private industry, old-age pension benefits by government, as well as the government's medical programs for the aged.

New Market

Today and in the years to come, Enders said, a new affluent market is emerging among those in the older brackets since there is no longer the need to hold on to savings. As a result, industry today is enjoying and will continue to enjoy a greater market potential. In the past, he said, the manufacturing potential was "a coat which was too big for the body of the market—now the body is bulging the coat at the seams." Many industries, he said, are back-ordered as a result.

To further illustrate this upbeat position, Enders pointed to the burgeoning tape cartridge market. Picking up a reprint copy of "Billboard's Special Report On the Tape Cartridge Industry" (March 5, he quoted a statement from that issue made by NARM Executive Director Jules Malamud, concerning the promise of the cartridge development.

Reference to tape cartridge crept into other discussion periods as well. Furthermore, the intense interest in tape cartridge prompted NARM to add a panel discussion to its calendar of events after the start of the convention.

Attendance at this meeting was unusually heavy. The panel was moderated by RCA Victor's head of its newly created cartridge division, Irwin Tarr, and included Larry Finley, president of International Tape Cartridge Corp.; Jim Gall, marketing director of the Lear-Jet stereo division, and Bill Mulcahy, president of Telepro Industries.

Tarr opened the session with a brief review of pre-recorded tape's development from reel-to-reel, two-track stereo, through

the RCA Victor reel-to-reel, four-track cartridge and down to the eight-track cartridge.

What Direction?

Those who attended were eager to gain an idea of the size of the present market, and the direction in which the panel members felt it would develop. Tarr said RCA Victor will stick to eight track. Mulcahy maintained that eight-track will develop as a top-of-the-line market, but for lower cost installations, four-track will continue to grow. Mulcahy stressed that his firm was selling both four-track and eight-track cartridges, the latter was a result of a contract concluded this week with Capitol Records to supply that firm its eight-track cartridges. This he presented as evidence that he was not prejudiced against eight-track.

Mulcahy quoted a figure of more than 650,000 four-track units now in use. Lear's Gall said that the major automotive manufacturers were all winging to eight-track, including Ford, who was first in the field, followed by Chrysler, and now General Motors, who will enter the field with the 1967 cars. Gall said that approximately 20 per cent of cars rolling out of Detroit will be equipped to play cartridge using the eight-track configuration.

Finley, whose firm supplies cartridges in all configurations, said that the bulk of the four-track market rests in California where Earl Muntz first started the automotive cartridge business four years ago, but that eight-track was enjoying a wider geographic spread.

Gall returned to point out that more than 100,000 eight-track cartridge players are currently in use since the eight-track concept was first introduced last September. He predicted that in a matter of little more than a year, eight-track will overtake four-track.

Two key points were apparent during the panel discussion: (1) Those who attended were strongly opposed to "another battle of the speeds," and asked that something be done about standardizing on one system, eight-track; (2) the merchandisers' keen interest to move swiftly into the cartridge market was equaled only by their confusion as to which way to go.

Gall maintained that approximately two million cars will be equipped to play eight-track cartridges within several years. Mulcahy insisted that the aftermarket will carry a heavy percentage of four-track machines and asked that the industry not ignore it.

One thing was clear: Merchandisers are moving in force into the cartridge business, most of them apparently favoring eight-track, while still pondering the problems of inventory, supply and servicing.

Stan Gortikov, Capitol Records Distributing Corp. president, echoed what seemed to be uppermost in the minds of merchandisers and distributors who attended the cartridge session, calling for the industry to avoid the confusion of multiple production and inventories, and to settle down to the eight-track system which Capitol is following.

Clive Davis, Columbia Records' executive vice-president, buttressed Gortikov's position, driving home the charge that the cartridge manufacturers are not record people, and therefore don't have the record industry at heart. These manufacturers, he said, are interested in selling their various cartridges, and are not concerned with the problems and confusion created by multiple systems. He called on all present to do everything in their power to settle on a single system, the eight-track. Davis' remarks were applauded.

Steinberg Stresses Quality Service as Keys to Profits

• Continued from page 3

these approaches in the form of planning for profit, that certain industries will outperform their competition. . . . The overlay of the record industry graph lines on all-industry similar lines shows us being outperformed as an industry. . . . We must plan . . . to improve this position or be limited as to our relative impact on the consumer discretionary buying decision."

Profit Decline

Whereas manufacturing generally reversed the declining profit trend in the years 1961-1964, the record industry profit trend continued to decline through 1964, Steinberg said. He added that it was management planning that reversed the trend for general manufacturing, and it will have to be management planning that reverses it for the record industry.

Steinberg then analyzed the problems of the record merchandisers showing how the latter differ in assets, sales volume, number of locations, size of territory, financial resources and growth rates and profitability. During this analysis he quoted Winston Churchill: "Those who do not learn from history are condemned to relive it." He also noted that certain companies outperform their industries whether general profit levels are high or low. "This profit leadership is evidence of outstandingly competent management."

Key factors in profit improvement, Steinberg said, include pricing policies, turnover and inventory management, physical distribution, cash flow analysis, budget and cost cutting.

Price

Further cuts in prices are impossible if the record industry is to share in the nation's economic growth, he said, adding: "There is too little 'oxygen' in the profit system now to properly support the general promotion of existing product and the introduction of new product. The record manufacturer has become . . . a vic-

tim of the family in-fighting amongst the record merchandisers. The record merchandisers, in seeking to hold existing markets and in attempting to find new markets have used price as practically their sole competitive weapon. When the new price failed to yield satisfactory margins, pressure was placed upon the manufacturer for a lower price.

"There is a staggering contradiction here. A salable record . . . is a unique product. . . . The consumer cannot make an alternative selection. Why then compete on a price basis? Besides, price is the easiest competitive weapon for your competition to nullify. There is nothing creative about reducing or meeting a new price. This sort of price competition is often an indicator of other failures in marketing."

Turnover

Steinberg termed turnover as important as price, adding that it connotes rendering values which bring the consumer to a product; it connotes service. He added that the record industry should be designed to give the kind of service that assures turnover.

"At the heart of the turnover concept is inventory management. . . . The ultimate in control here as it involves moving the product through the retailer to the consumer is in pre-ticketing." Steinberg then presented various forms of pre-ticketing, and he proposed the formation of a joint RIAA-NARM committee to investigate the possibility of a universal ticketing system.

In conclusion, Steinberg told the NARM conventioners: "We have come a long way as partners, you as the record merchandisers and we the manufacturers. But we have a long way to go and we can travel that road together. We have to make all areas of our industry more profitable. Then we can offer our customers values in music such as men have never enjoyed before. We can add a new dimension to the enjoyment of leisure. We can demonstrate anew the vitality of the record business. We can be leaders in 'being,' in fulfilling the possibilities of the enterprise system."

Prof. Doody Urges Members to Chart a Course Toward Profits

• Continued from page 3

the rack jobber sold price rather than performance, with little forethought of what his profit will be. The astute businessman, Doody said, operates on a profit forecast basis, planning his profit in advance, since "profits are just as much of a fixed commitment and as necessary in every way as paying your rent, wages or any other bill." Thus, Doody reasoned, if the businessman knows his profit target in advance, he is in a position to make proper decisions. He will not as readily fall prey to profit-cutting pressures, but will swing his sales emphasis from price to performance. Doody stressed the importance of a rack jobber convincing accounts which he services that performance—clean salable merchandise, plus sufficient and current inventory—will give those accounts a far greater margin of return than they could enjoy by shaving a few pennies off the price.

To narrow operating cost in general, and assure himself of being able to deliver the proper performance, Doody called on rack jobbers to investigate the blessings of computerization.

Using the hypothetical record merchandiser as a case history, Doody showed that "as a result of our computerized inventory management system, we are able to decrease our inventories by 17.5 per cent and actually give an improved level of service." He pointed to several firms which have been reaping substantial gains as a result of computerization. These savings, he indicated, helps the rack jobber make up for some of the profits lost in the squeeze.

Slim Rhodes Dies in Fall

MEMPHIS—Country music performer E. C. (Slim) Rhodes, 53, died March 10 of injuries sustained in a fall at his home two days earlier.

Rhodes had entertained Mid-South radio and TV audiences since 1943 and appeared in a weekly TV show on WMCT, Memphis, since 1948.

Surviving are his widow, his mother, two brothers and three sisters. Burial was in Poplar Bluff, Mo.

The advantages of a computerized operation were outlined in full in a subsequent address delivered by IBM's Daniel Mandresh. With the aid of Cello-matic's slides, Mandresh explained the ABC's of computerization and how it is applicable to a record merchandiser's operation. He showed the various stages in billing, inventory control and account servicing in which punchcards save costly man hours in addition to immeasurably improving the rack-er's performance. He illustrated his talk with slides of photos taken at Cecil Steen's Record Wagon firm.

NARM TO HOLD '67 MEET IN LA

MIAMI BEACH — NARM's convention will be held at the Century Plaza Hotel in Century City, Los Angeles. The convention will kick off March 5 and run through March 10. The 1967 convention will run one day longer than those of previous year's parleys.

Meggs Accents Femme Angle

MIAMI BEACH, Fla. — Brown Meggs, Capitol Records Distributing Corp.'s vice-president and national merchandising manager, called on rack jobbers to gain a clearer understanding of the consumer in his address, "Putting Her Dollars in Your Pocket." He profiled the woman record buyer, her purchasing capacity and what appeals to her, so that the record merchandiser can better motivate her into buying more records.

In a well-produced audio-visual presentation Meggs generously sprinkled with Meggsian humor, the CRDC executive spurred the imagination of rack jobbers to employ various techniques in grabbing the attention of the busy housewife with disk displays, and then cashing in on her attention by motivating her to buy. Meggs pictured the housewife as a style-conscious young lady, interested in gracious living and life's finer (Continued on page 10)

Great, Mrs. Miller.
More, more!

KATE'S GREAT in her fast-selling album of inspirational songs **"How Great Thou Art"** 10 weeks on the charts and moving up fast! LPM/LSP-3445

RCA VICTOR
The most trusted name in sound



Senators Bide Time While House Presses Out Copyright Wrinkles

By MILDRED HALL

WASHINGTON — As the House Copyrights Subcommittee went into its 10th executive (non-public) meeting on the proposed 1965 Copyright Revision bill last week, the Senate Copyrights Subcommittee decided to wait for the House report on the bill before resuming its hearings. The House group held 22 days of public hearings last year, but the Senate Subcommittee had time only for a few days, because of the press of other legislation.

The House subcommittee, under Chairman Robert Kastner (D., Wis.), is pushing hard to finish marking up the bill, reaching final wordings on controversial issues in the monumental legislation. "The end is

not yet in sight," says hard-working committee counsel Herbert Fuchs.

Among the copyright battles to be settled in the revision of the old 1908 copyright law are the juke box royalty issue; the mechanical rate under the compulsory licensing of records; the demands of educators for retention of the blanket not-for-profit exemption in the old law, and the copyright liabilities of community antenna systems, which are now the subject of controversial FCC regulation proposals, and intense Congressional interest.

Compulsory Licensing

During House subcommittee hearings last year, the big 3M company proposed compulsory licensing for the tapes to be used in their new background music unit to be sold outright to storekeepers. There was no sign then that the subcommittee intended extending the compulsory licensing beyond the traditional licensing of manufacture of records for home use. But with the new CARtridge auto music tape explosion, and possibly other developments in this type of consumer tape use, the question could come up more strongly as copyright considerations run over into the next Congress.

The Senate Copyrights subcommittee counsel Thomas Brennan confirmed the report that the subcommittee would await mark-up of the House bill before resuming hearings. This will simplify matters and save industry people from having to be in two places at once

—trying to attend Senate hearings and confer with House subcommittee. The Copyright Office recently issued a 45-page skeletal outline of controversial issues and recommendations made—all to be ironed out in the new law.

Whether the Senate subcommittee will wait for completed House action (from vote by full House Judiciary committee to House floor vote on the amended revision bill) has not yet been decided. Whatever the schedules, observers here do not expect anything like final action on the copyright bill in this session. If differences develop between House and Senate versions of the bill, matters could run deep into the 90th Congress, and even beyond.

Meggs Accents Women's Angle

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things, interested in buying records on impulse rather than plan, who is enticed into making disk purchases by a tasteful but arresting album display. She's cost conscious, according to Meggs, but product quality comes first.

In addition to contemporary design in record merchandising units, Meggs suggested "use of such in-store devices as streamers, mobiles, the store's p.a. system for announcements, and catalogs. He also stressed the

Committee Named To Aid Distributor

MIAMI BEACH, Fla. — Acting swiftly on behalf of the distributor segment of the record industry, the NARM board at the association's eighth annual convention at the Fontainebleau here last week appointed a committee to formulate a distributor program. The committee includes John Billinis, newly elected president and head of Billinis Distributing Co., Salt Lake City; Amos Heilicher, NARM secretary, of J. L. Marsh, Minneapolis, and Stan Jaffe, of Gordon Sales, Seattle. The three-man group, each of whom exercises a dual function as distributor and rack jobber, was augmented by the appointment of two more men who are pure distributors, Harry Apostoleris, of Alpha, New York, and Henry Hildebrand, All South, New Orleans.

These men will be instrumental in seeking to maintain and strengthen the distributor's position in today's changing record business. In order to accomplish this, the group, including Apostoleris and Hildebrand, will attend the next NARM board meeting to implement initial phases of the distributor program. The group will also work closely with executive director Jules

Malamud and seek to establish as favorable a climate as possible between distributors and manufacturers.

The NARM officer echelon realizes that the distributor has been adversely affected by the profit squeeze and needs this consideration. President John Billinis, in discussing the matter recently, stated: "It is to our advantage to maintain the distributor's position . . . we need him and he needs us."

George Berry, on the same subject, added: "We advise all distributors to join NARM. We are anxious that they be represented so that we have a trade association which can in the fullest manner operate on behalf of the industry's entire wholesaling segment."

A similar view is held by Amos Heilicher, who feels strongly that NARM is the proper instrument to pick up the ball on behalf of distributors, particularly in their relation to manufacturers.

The NARM officers, board and distributor committee are also hopeful of persuading manufacturers to hold group distributor meetings. These could be timed with NARM's meetings, which are flexible and could coincide with manufacturers' release schedules. Heilicher pointed out that such group meetings would represent a great saving in time, money and efficiency. "We could take entire staffs to such meetings," he said, adding "As it is now, one must practically own an airline."

Stay with it,
Mrs. Miller.

HITTING THE TOP

by
ThePeels

JUANITA BANANA

B/w "FUN"

BILLBOARD: ★70
CASH BOX: •78
RECORD WORLD: 71

Produced by
TASH HOWARD
Arr. by
Charlie Fox
A HOWARD-SMITH PROD.

Exclusively on

KARATE
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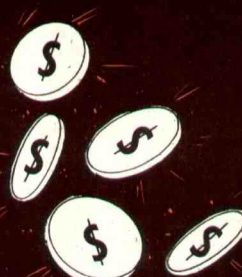
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ONE STOPS!

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**TIMELY!
TOPICAL!
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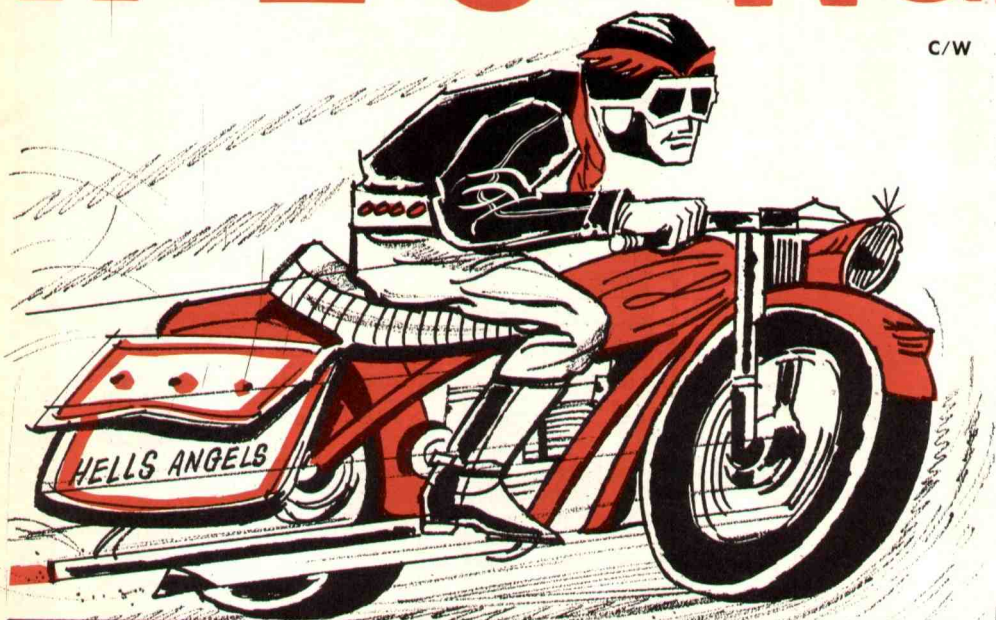


AS **EXPLOSIVE** AS THE **EXHAUST** FROM A **TWO-WHEEL MONSTER**

BOB MOORE



HELL'S ANGELS



C/W

**I CAN'T
STOP
LOVING
YOU**

HICKORY 1372

Hickory RECORDS, INC.
2510 Franklin Road
Nashville, Tennessee 37204
HOME OF THE NASHVILLE SOUND

Surging Spanish Record Market Sparks Groove Comeback for 78's

• Continued from page 1

pent manufacturers in South America.

The deal between Victor and Ansonia was negotiated by Dick Broderick, Victor's manager of merchandising in the international division; Lee Shapiro, Victor's manager of foreign record sales in the U. S.; and Herman Glass, Ansonia vice-president.

Too Specialized

Although Victor's executives in the international division knew that the 78 vacuum had to be filled, they felt it had become too specialized a market with different selling and distribution techniques than those used in marketing 45's and LP's and that, in the long run, it wouldn't pay for them to get back into 78's themselves.

Hence, the licensing arrangement with Ansonia, which was already in the 78 field with its own product.

Ansonia has access to 78 pressing facilities and has 15 distributors around the country conditioned to the selling of the 78 record. The firm is well-respected in the Spanish-speaking communities around the country primarily through the efforts of its President Rafael Perez.

Perez is a record industry veteran who set up and built the Latin-American catalogs for Columbia Records, and later, for Decca Records.

Ansonia plans to release about 40 records a year from Victor's Mexican catalog. According to Ansonia Vice-President Herman Glass, Victor has about 25 major artists on this roster so there will be no difficulty in holding to a steady release schedule. The Victor-Ansonia kickoff release, scheduled for next week, will include disks by Rosita Rodriguez, 17-year-old daughter of Juan Rodriguez Diaz, disk jockey on New York's WHOM; Miguel Aceves Mejia, Pepe Hara, a new Mexican artist, and Los Tres Diamantes. Future releases will include disks by Mariachi Vargas de Tecalitlan, Tonia La Negra, Virginia Lopez, Maria Louisa Landin, Libertad Lamarque, Jose-lito, and Jorge Negrete.

25,000 Copies

Glass pointed out that a hit Spanish disk can sell as many as 25,000 copies on 78 as compared to 15,000 copies on 45. Considering the fact that the

Spanish-speaking consumer leans towards the 78 disk, it's entirely possible that Ansonia's 78 will outsell Victor's 45 on the same release. Glass figures that the Spanish-speaking disk buyers favors the 78 because it has become a built-in buying habit which they don't seem to want to break even though they own three-speed phonographs and because some still own the one-speed 78 phonographs.

Victor, meantime, will be closely watching the sales of its move into the 78 market with its Mexican catalog. If it proves satisfactory, the next step, of course, will be to extend it to records from its South American subsidiaries and as far as Broderick is concerned, "It does not preclude an even further extension into the 78 market with pop disks." And as an afterthought, he said, "There's no reason why a record like Barry Sadler's 'The Ballad of the Green Berets' shouldn't sell well on 78."

Atlantic-Atco

• Continued from page 6

the Carla Thomas and the "Solid Gold Soul" LP's have become hot sellers for the label, Miss Thomas' "Comfort Me" hit Billboard's album chart two weeks after release. Herbie Mann's "Today" is one of the top-selling jazz LP's on Atlantic. Otis Redding's "Otis Blue," issued last September, picked up greatly in sales in February due to the advertising campaign and to the fact that the hit Redding single, "Satisfaction," is featured in the album.

Diamond Offer

NEW YORK—Diamond Records is offering a "buy five, get one free" deal on four Ronnie Dove albums through June. Included in the deal is Dove's latest album, "The Best of Ronnie Dove."

SALESMAN WANTED

Aggressive salesman presently calling on dealers, distributors and rack jobbers can earn big money with our fast-selling record lines. Over 600 titles, including kiddie records, budget lines and regular LP selections. This is a newly established division to sell directly. Replies held in strict confidence.

DON GABOR
30 East 42nd St., N.Y.C.

A MONSTER
Going Pop All the Way!
BABY
I NEED YOU
The Manhattans
Carnival 514
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CORP.
350 Chadwick Street
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Tel.: (201) 242-6719

Billboard TOP 40

EASY LISTENING

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

WEEKS ON CHART	1	2	3	4	TITLE	Artist, Label & Number	WEEKS ON CHART
1	1	1	3		BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, ASCAP)	6
2	3	6	9		SOMEWHERE THERE'S A SOMEONE	Gene Martin, Reprise 0463 (Nilt & Range, BMI)	6
3	2	3	4		CALL ME	Chris Montez, A&M 780 (Duchas, BMI)	14
4	6	8	10		WHERE AM I GOING?	Barbra Streisand, Columbia 43318 (Notable, ASCAP)	7
5	9	11	15		I WANT TO GO WITH YOU	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	7
6	7	9	11		HUSBANDS AND WIVES	Roger Miller, Smash 2024 (Tree, BMI)	6
7	4	2	1		CRYING TIME	Ray Charles, ABC-Paramount 10739 (Bluebook, BMI)	17
8	5	5	7		BYE BYE BLUES	Herb Alpert & His Tijuana Brass, Decca 31882 (Bourne, ASCAP)	10
9	11	14	17		BIG SPENDER	Peggy Lee, Capitol 5557 (Notable, ASCAP)	8
10	17	28	35		THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP	Al Martino, Capitol 5593 (Moss Rose, BMI)	4
11	12	17	20		PROMISE HER ANYTHING	Tom Jones, Parlo 9509 (Famous, ASCAP)	6
12	8	4	2		ZORBA THE GREEK	Herb Alpert & the Tijuana Brass, A&M 782 (Miller, ASCAP)	13
13	10	7	5		MY LOVE	Petula Clark, Warner Bros. 5684 (Duchas, BMI)	13
14	14	13	12		IT WAS A VERY GOOD YEAR	Frank Sinatra, Reprise 0429 (Doff, ASCAP)	13
15	13	15	18		ONE OF THOSE SONGS	Ray Charles Singers, Command 4079 (Leds, ASCAP)	8
16	18	21	28		BATMAN THEME	Niel Huff, RCA Victor 8755 (Miller, ASCAP)	5
17	24	32	39		SONG FROM "THE OSCAR"	Tony Bennett, Columbia 43500 (Levine, ASCAP)	4
18	22	22	32		BYE BYE BLUES	Andy Williams, Columbia 43519 (Bourne, ASCAP)	6
19	15	10	6		WHEN LIKING TURNS TO LOVING	Ronnie Dove, Diamond 195 (Tobi-Ann & Ugar, BMI)	9
20	19	23	23		FEELING GOOD	Joe Sherman & the Arno Bras, Epic 9077 (Musical Comedy Productions, BMI)	11
21	20	16	13		SPANISH EYES	Al Martino, Capitol 5542 (Roussell, BMI)	17
22	31	39	—		YOU'RE GONNA HEAR FROM ME	Andy Williams, Columbia 43519 (Kernik, ASCAP)	3
23	38	—	—		SPANISH FLEA	Herb Alpert & the Tijuana Brass, A&M 782 (Alms, ASCAP)	2
24	21	20	21		THE WEEKEND	Jack Jones, Kapp 736 (South Mountain, BMI)	7
25	16	12	8		MICHELLE	David & Jonathan, Capitol 5563 (MacIn, BMI)	10
26	—	—	—		WHAT NOW, MY LOVE	Herb Alpert & the Tijuana Brass, A&M 792 (Kernik, ASCAP)	1
27	34	40	—		WHAT DID I HAVE THAT I DON'T HAVE?	Eydie Gorme, Columbia 43542 (Chappell, ASCAP)	3
28	28	30	31		THERE'S GOTTA BE SOMETHING BETTER THAN THIS	Sylvia Syms, Columbia 43475 (Notable, ASCAP)	8
29	30	33	37		I'LL FORGIVE YOU (But I Won't Forget)	Tony Pastor Jr., Tower 304 (St. Louis, BMI)	4
30	29	25	27		LOVE IS ALL WE NEED	Mel Carter, Imperial 6418 (Travis, BMI)	9
31	35	35	36		CUSTODY	Patti Page, Columbia 43517 (Screen Gems, Columbia, BMI)	4
32	39	—	—		YOU WANNA BET	Barbra Streisand, Columbia 43318 (Notable, ASCAP)	2
33	25	19	16		MICHELLE	Bud Shank, World Pacific 77614 (MacIn, BMI)	11
34	32	29	30		SOMEWHERE THERE'S LOVE	Margaret Whiting, London 10815 (Blue Balloon, BMI)	8
35	37	38	—		TRUER THAN YOU WERE	McGuire Sisters, ABC-Paramount 10776 (Nilt, ASCAP)	3
36	40	—	—		OH, YEAH	Skitch Henderson, Columbia 43499 (Welsh, ASCAP)	2
37	26	24	25		THE WEEKEND	Steve Lawrence, Columbia 43487 (South Mountain, BMI)	7
38	33	34	34		FLOWERS ON THE WALL	Mariachi Brass, World Pacific 77815 (Goodwin, BMI)	5
39	—	—	—		OLD RECORDS	Kay Starr, Capitol 5401 (Gallico, BMI)	1
40	—	—	—		FIVE CARD STUD	Lorne Green, RCA Victor 8757 (Arch, BMI)	1

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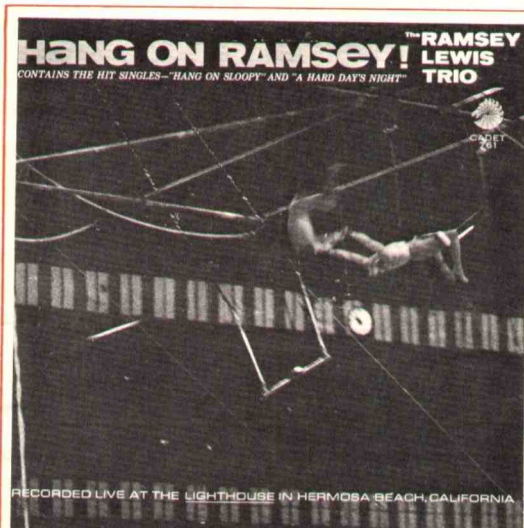
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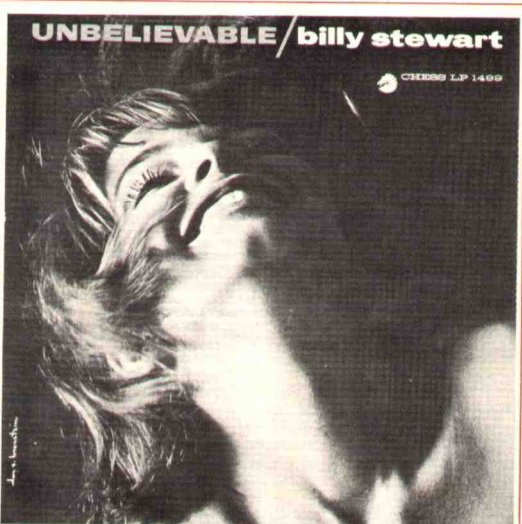
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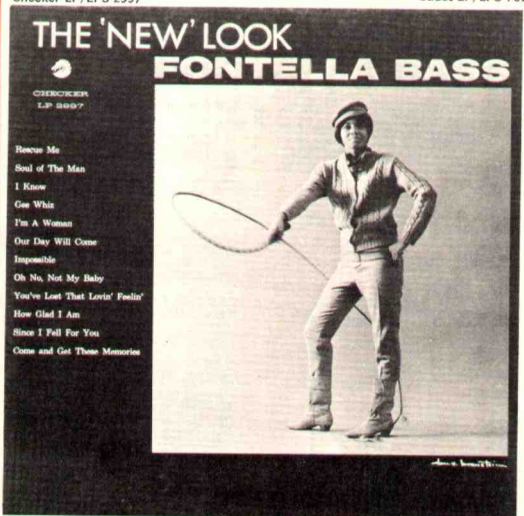
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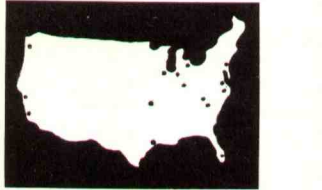
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TOP SELLERS IN TOP MARKETS



This chart is based upon territorial sales of the Top 40 single records as reported by retail stores in 15 top markets.
(TW) THIS WEEK (LW) LAST WEEK

ATLANTA

TW	LW	TITLE-Artist, Label & Number
1	1	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
2	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
3	4	NOWHERE MAN-Beattles, Capitol 5587
4	8	634-5789-Wilson Pickett, Atlantic 2320
5	13	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
6	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
7	5	LIGHTN' STRIKES-Lou Christie, MGM 13412
8	11	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
9	9	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
10	12	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823
11	6	LISTEN PEOPLE-Herman's Hermits, MGM 13462
12	10	THE CHEATER-Bob Kuban, Musicland, U.S.A. 20,001
13	19	DEAR LOVER-Mary Wells, Atco 6392
14	7	BABY SCRATCH MY BACK-Slim Harpo, Exello 2273
15	15	DON'T MESS WITH BILL-Marvellettes, Tama 54126
16	18	BATMAN THEME-Neal Hefti, RCA Victor 8755
17	17	SEARCHING FOR MY LOVE-Sonny & Cher, Atlantic 2320
18	22	SATISFACTION-Oris Redding, Volt 132
19	20	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
20	27	HUSBAND AND WIVES-Roger Miller, Smash 2024
21	14	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
22	16	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
23	23	WOMAN-Leter & Gordon, Capitol 5579
24	26	THIS OLD HEART OF MINE-Isley Brothers, Tama 54128
25	25	AT THE SCENE-Dave Clark Five, Epic 9882
26	26	AIN'T THAT A GROOVE-James Brown & the Famous Flames, King 6025
27	24	WAITIN' IN YOUR WELFARE LINE-Buck Owens, Capitol 5566
28	29	THE LOVE YOU SAVE-Joe Tex, Dial 4026
29	29	BATREEM-Lovin' Spoonful, Kama Sutra 208
30	30	TIPPY TOOTH-Harden Trio, Columbia 43463
31	31	SOMEWHERE THERE'S SOMEONE-Beats, Martin, Reprise 0443
32	32	THE BARBARELLA-Sir Douglas Quintet, Tribe 8314
33	33	NOWHERE BOUND-Simon & Garfunkel, Columbia 43511
34	34	I WANT TO GO WITH YOU-Eddy Arnold, RCA Victor 8749
35	35	I'VE BEEN A LONG TIME LEAVIN'-Roger Miller, Smash 2024
36	21	ZORBA THE GREEK-Heb Alpert & the Tijuana Brass, A&M 792
37	33	ONE MORE HEARTACHE-Martin Gave, Tama 54129
38	32	I WANT SOMEONE-Mad Lads, Volt 131
39	39	IT'S TOO LATE-Bobby Goldsboro, United Artists 980
40	40	WHEN LIVING TURNS TO LOVING-Bonnie Dove, Diamond 195

BALTIMORE

TW	LW	TITLE-Artist, Label & Number
1	2	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
2	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
3	9	LISTEN PEOPLE-Herman's Hermits, MGM 13462
4	5	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
5	8	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823
6	7	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
7	10	NOWHERE MAN-Beattles, Capitol 5587
8	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
9	20	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
10	16	634-5789-Wilson Pickett, Atlantic 2320
11	18	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7049
12	6	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
13	14	TOO TIGHT-Steve Wonder, Tama 54124
14	14	TOO TIGHT-Steve Wonder, Tama 54124
15	4	LIGHTN' STRIKES-Lou Christie, MGM 13412
16	20	NO MAN IS AN ISLAND-Van Dyke, Mala 520
17	19	THIS OLD HEART OF MINE-Isley Brothers, Tama 54128
18	23	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
19	17	THE CHEATER-Bob Kuban, Musicland, U.S.A. 20,001
20	19	THE ONE ON THE RIGHT IS ON THE LEFT-Johnny Rivers, Imperial 66160
21	15	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
22	11	WHEN LIVING TURNS TO LOVING-Ronnie Dove, Diamond 195
23	17	UP TIGHT-Steve Wonder, Tama 54124
24	21	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
25	24	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
26	25	MY LOVE-Petula Clark, Warner Bros. 5684
27	26	WHAT MESS WITH BILL-Marvellettes, Tama 54126
28	27	DEAR LOVER-Mary Wells, Atco 6392
29	28	SCRATCH MY BACK-Slim Harpo, Exello 2273
30	30	GOING TO A GO-GO-Miracles, Tama 54127
31	30	SEARCHING FOR MY LOVE-Bobby Moore & the Rhythms Aces, Checker 1129
32	31	GET READY-Temptations, Gordy 7049
33	32	I WANT TO GO WITH YOU-Eddy Arnold, RCA Victor 8749
34	38	I WANT TO GO WITH YOU-Eddy Arnold, RCA Victor 8749
35	35	SHAKE ME, WAKE ME-Four Tops, Motown 1090
36	36	WHEN SHE TOUCHES ME-Roger Martin, Bazar 247
37	37	ONE MORE HEARTACHE-Martin Gave, Tama 54129
38	38	BATMAN THEME-Markettes, Warner Bros. 5696
39	39	IT'S TOO LATE-Bobby Goldsboro, United Artists 980
40	40	I'M LIVING TWO WORLDS-Bonnie Guitar, Dot 16811

BOSTON

TW	LW	TITLE-Artist, Label & Number
1	1	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
2	2	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823
3	3	NOWHERE MAN-Beattles, Capitol 5587
4	5	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
5	4	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
6	12	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
7	10	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
8	9	YOU ARE BABY-Turtles, White Whale 227
9	27	Time-Poco-Seco Singers, Columbia 43437
10	16	WALKING MY CAT NAMED DOG-Norma Tanega, New York 2526
11	11	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
12	14	UP TIGHT-Steve Wonder, Tama 54124
13	18	LITTLE LATE LUPE LU-Mitch Ryder & the Detroit Wheels, New Voice 808
14	35	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
15	7	TIGHT-Steve Wonder, Tama 54124
16	13	SHAKE ME, WAKE ME-Four Tops, Motown 1090
17	21	BATMAN THEME-Markettes, Warner Bros. 5696
18	8	LISTEN PEOPLE-Herman's Hermits, MGM 13462
19	6	JUST LIKE ME-Paul Revere & the Raiders, Co. 461
20	15	THE CHEATER-Bob Kuban, Musicland, U.S.A. 20,001
21	19	LIGHTN' STRIKES-Lou Christie, MGM 13412
22	17	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
23	24	BANG BANG-Char, Imperial 66160
24	24	THIS OLD HEART OF MINE-Isley Brothers, Tama 54128
25	25	634-5789-Wilson Pickett, Atlantic 2320
26	23	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
27	30	I WANT TO GO WITH YOU-Eddy Arnold, RCA Victor 8749
28	28	STOP! MOODY BLUES (O.S.)-Edwin Starr, Ric-Tic 109
29	29	SURE Gonna MISS HER-Gary Lewis & the Playboys, Liberty 58865
30	30	TIME WON'T LET ME-Outside, Capitol 5573
31	31	CUSTOM-Parti Page, Columbia 43517
32	8	I WISH TRUMBETS BLOW-Andy & T. Puppy 510
33	33	SATISFACTION-Oris Redding, Volt 131
34	22	MOULTY-Barbarians, Laurie 3326
35	20	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
36	25	THE RAINS CAME-Sir Douglas Quintet, Tribe 8314
37	22	DEAR LOVER-Mary Wells, Atco 6392
38	38	COMMUNICATION-David McCallum, Capitol 5571
39	17	IT'S TOO LATE-Bobby Goldsboro, United Artists 980
40	40	ROSE-HARVEY-Barbra Streisand, Columbia 43469

MIAMI

TW	LW	TITLE-Artist, Label & Number
1	1	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
2	9	BATREEM-Lovin' Spoonful, Kama Sutra 208
3	11	NOWHERE MAN-Beattles, Capitol 5587
4	4	LISTEN PEOPLE-Herman's Hermits, MGM 13462
5	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823	
6	10	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
7	7	THE CHEATER-Bob Kuban, Musicland, U.S.A. 20,001
8	24	DIRTY WATER-Standells, Tower 185
9	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
10	16	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
11	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
12	1	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
13	6	LIGHTN' STRIKES-Lou Christie, MGM 13412
14	15	I SEE THE LIGHT-Five Americans, HBR 454
15	22	YOU BABY-Turtles, White Whale 227
16	16	SURE Gonna MISS HER-Gary Lewis & the Playboys, Liberty 58865
17	12	MY LOVE-Petula Clark, Warner Bros. 5684
18	19	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
19	17	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
20	38	634-5789-Wilson Pickett, Atlantic 2320
21	8	BABY SCRATCH MY BACK-Slim Harpo, Exello 2273
22	12	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
23	23	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
24	20	UP TIGHT-Steve Wonder, Tama 54124
25	15	I SEE THE LIGHT-Five Americans, HBR 454
26	23	AT THE SCENE-Dave Clark Five, Epic 9882
27	24	BATMAN THEME-Neal Hefti, RCA Victor 8755
28	28	BROWN-EYED GIRL-Goliwoga, Scorpio 404
29	29	FIVE O'CLOCK WORLD-Vopues, Co & C 232
30	30	BANG BANG-Char, Imperial 66160
31	31	WOMAN-Leter & Gordon, Capitol 5579
32	39	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
33	33	WHAT NOW MY LOVE-Heb Alpert & the Tijuana Brass, A&M 792
34	35	THIS THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP-Al Martino, Capitol 5598
35	36	TEARS-Bobby Vinton, Epic 9694
36	33	BATMAN THEME-Markettes, Warner Bros. 5696
37	38	KICKS-Paul Revere & the Raiders, Columbia 43550
38	40	THIS OLD HEART OF MINE-Isley Brothers, Tama 54128
39	40	SECRET AGENT MAN-Johnny Rivers, Imperial 66159

NEW YORK

TW	LW	TITLE-Artist, Label & Number
1	1	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
2	8	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
3	4	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823
4	3	THESE BOOTS ARE MADE FOR WALKING-Nancy Sinatra, Reprise 0432
5	6	NOWHERE MAN-Beattles, Capitol 5587
6	4	SHAKE ME, WAKE ME-Four Tops, Motown 1090
7	8	634-5789-Wilson Pickett, Atlantic 2320
8	11	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
9	7	LISTEN PEOPLE-Herman's Hermits, MGM 13462
10	13	ELUSIVE BUTTERFLY-Bob Lind, Pacific 77808
11	15	BABY SCRATCH MY BACK-Slim Harpo, Exello 2273
12	13	LIGHTN' STRIKES-Lou Christie, MGM 12412
13	14	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
14	15	UP TIGHT-Steve Wonder, Tama 54124
15	20	THIS OLD HEART OF MINE-Isley Brothers, Tama 54128
16	24	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
17	17	THE LOVE YOU SAVE-Joe Tex, Dial 4026
18	22	ONE MORE HEARTACHE-Martin Gave, Tama 54129
19	20	AIN'T THAT A GROOVE-James Brown & the Famous Flames, King 6025
20	21	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
21	22	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
22	23	I WANT SOMEONE-Mad Lads, Volt 131
23	23	DON'T MESS WITH BILL-Marvellettes, Tama 54126
24	25	GET READY-Temptations, Gordy 7049
25	24	SATISFACTION-Oris Redding, Volt 132
26	40	GOOD LOVIN'-Young Rascales, Atlantic 2321
27	28	BABY I NEED YOU-Manhattans, Carnival 514
28	29	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
29	30	BARBARA ANN-Beach Boys, Capitol 5561
30	32	A WELL RESPECTED MAN-Kinks, Reprise 0420
31	32	DEAR LOVER-Mary Wells, Atco 6392
32	38	BATMAN THEME-Markettes, Warner Bros. 5696
33	35	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
34	37	THE BOOGALOO PARTY-Flemings, Philips 40347
35	37	RAGS TO RICHES-Lenny Welch, Kapp 740
36	38	PLEASE DON'T HURT ME-Chuck Jackson & Maxine Brown, Wand 1109
37	37	STOP! MOODY BLUES, London 9810
38	39	NO MATTER WHAT SHAPE (Your Stomach's In)-1-8ones, Liberty 55836

PHILADELPHIA

TW	LW	TITLE-Artist, Label & Number
1	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	2	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
3	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
4	4	NOWHERE MAN-Beattles, Capitol 5587
5	24	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823
6	6	LISTEN PEOPLE-Herman's Hermits, MGM 13462
7	7	THIS OLD HEART OF MINE-Isley Brothers, Tama 54128
8	11	ELUSIVE BUTTERFLY-Bob Lind, World-Pacific 77808
9	9	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
10	10	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
11	3	LIGHTN' STRIKES-Lou Christie, MGM 13412
12	12	SHAKE ME, WAKE ME-Four Tops, Motown 1090
13	8	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
14	15	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
15	13	AT THE SCENE-Dave Clark Five, Epic 9882
16	16	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
17	14	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
18	26	BABY SCRATCH MY BACK-Slim Harpo, Exello 2273
19	19	UP AND DOWN-McCoys, Bang 516
20	20	DEAR LOVER-Mary Wells, Atco 6392
21	18	I WANT SOMEONE-Mad Lads, Volt 131
22	21	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
23	20	BATMAN THEME-Neal Hefti, RCA Victor 8755
24	28	634-5789-Wilson Pickett, Atlantic 2320
25	25	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
26	22	I SEE THE LIGHT-Five Americans, HBR 454
27	27	BATMAN THEME-Markettes, Warner Bros. 5696
28	31	UP TIGHT-Steve Wonder, Tama 54124
29	30	DON'T MESS WITH BILL-Marvellettes, Tama 54126
30	30	ONE MORE HEARTACHE-Martin Gave, Tama 54129
31	32	GOING TO A GO-GO-Miracles, Tama 54127
32	34	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
33	30	SOMEWHERE-Len Baray, Decca 31923
34	36	GET READY-Temptations, Gordy 7049
35	39	SMOKEY JOE'S LA-La-Goolie Rene Combo, Class 517
36	37	THE CHEATER-Bob Kuban & In-Men, Musicland, U.S.A. 20,001
37	38	LITTLE LATE LUPE LU-Mitch Ryder & Detroit Wheels, New Voice 808
38	35	BARBARA ANN-Beach Boys, Capitol 5561
39	40	HELPS-Kim Weston, Gordy 7050

PITTSBURGH

TW	LW	TITLE-Artist, Label & Number
1	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	2	BALLAD OF THE GREEN BERETS-5/Sgt. Barry Sadler, RCA Victor 8739
3	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
4	4	LISTEN PEOPLE-Herman's Hermits, MGM 13462
5	5	19th NEVROUS BREAKDOWN-Rolling Stones, London 9823
6	6	DON'T MESS WITH BILL-Marvellettes, Tama 54126
7	11	NOWHERE MAN-Beattles, Capitol 5587
8	8	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
9	13	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
10	10	MAGIC TOWN-Vopues, Co & C 234
11	16	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
12	7	TIME WON'T LET ME-Outside, Capitol 5573
13	1	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
14	23	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
15	25	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
16	25	THE CHEATER-Bob Kuban & In-Men, Musicland U.S.A. 20,001
17	18	UP TIGHT-Steve Wonder, Tama 54124
18	18	UP TIGHT-Steve Wonder, Tama 54124
19	19	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
20	19	BABY I NEED YOU-Manhattans, Carnival 514
21	22	MY LOVE-Petula Clark, Warner Bros. 5684
22	20	BABY SCRATCH MY BACK-Slim Harpo, Exello 2273
23	33	OUTSIDE THE GATES OF HEAVEN-Lou Christie, Co & C 235
24	37	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
25	38	BANG BANG-Char, Imperial 66160
26	31	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
27	39	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
28	1	I WANT SOMEONE-Mad Lads, Volt 131
29	1	NO MAN IS AN ISLAND-Van Dyke, Mala 520
30	32	WHEN LIVING TURNS TO LOVING-Ronnie Dove, Diamond 195
31	32	DEAR LOVER-Mary Wells, Atco 6392
32	32	CRYING TIME-Ray Charles, ABC-Paramount 10739
33	34	AT THE SCENE-Dave Clark Five, Epic 9882
34	35	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Scepter 12129
35	31	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
36	38</	

CHICAGO

1	1	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
2	5	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
4	8	GLORIA-Shadows of Knight, Dunwich 116
5	3	LISTEN PEOPLE-Herman's Hermits, MGM 13462
6	4	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
7	20	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
8	13	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
9	22	NOWHERE MAN-Beatles, Capitol 5587
10	7	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
11	1	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
12	28	MAGIC TOWN-Vogues, Co & C 234
13	14	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
14	15	634-5789-Wilson Pickett, Atlantic 2320
15	9	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
16	10	DON'T MESS WITH BILL-Marvelles, Tamla 54126
17	21	GET OUT OF MY LIFE, WOMAN-Lee Dorsey, Amy 945
18	4	UP TIGHT-Stevie Wonder, Tamla 54124
19	19	AT THE SCENE-Dave Clark Five, Epic 9882
20	35	DATREAME-Lovin' Spoonful, Kama Sutra 208
21	12	GOING TO A GO-GO-Miracles, Tamla 54127
22	25	MY BABY LOVES ME-Martha & the Vandellas, Liberty 55855
23	23	BARBARA ANN-Beach Boys, Capitol 5561
24	1	DEAR LOVER-Mary Wells, Atco 6392
25	20	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
26	37	FUNNY (Not Much)-Walter Jackson, Okeh 7336
27	27	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
28	39	I'M JUST A FOOL FOR YOU-Gene Chandler, Columbia 1590
29	36	AINT THAT A GROOVE-James Brown & the Famous Flames, King 5025
30	40	YOU BABY-Turtles, White Whale 227
31	29	ONE MORE HEARTACHE-Mary Jane, Tamla 54129
32	17	MY LOVE-Petula Clark, Warner Bros. 5684
33	16	I CONFESS-New Colony Six, Centaur 1201
34	34	WE CAN WORK IT OUT-Beatles, Capitol 5555
35	26	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 109
36	38	SHAKE ME, WAKE ME-Four Tops, Motown 1090
37	42	GET READY-Temptations, Gordy 7049
38	3	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55855
39	1	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
40	40	WHAT NOW, MY LOVE-Sonny & Cher, Atco 6395

ST. LOUIS

1	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	9	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
4	5	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
5	3	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
6	4	LISTEN PEOPLE-Herman's Hermits, MGM 13462
7	11	634-5789-Wilson Pickett, Atlantic 2320
8	19	GET READY-Temptations, Gordy 7049
9	18	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
10	8	UP TIGHT-Stevie Wonder, Tamla 54124
11	4	DON'T MESS WITH BILL-Marvelles, Tamla 54126
12	17	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
13	13	MY LOVE-Petula Clark, Warner Bros. 5684
14	7	THE DOOR-Jackie Lee, Mirwood 5502
15	1	ONE MORE HEARTACHE-Mary Jane, Tamla 54129
16	23	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
17	37	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
18	20	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
19	12	THE CHEATER-Bob Kuban & the In-Men, Musicland U.S.A. 20001
20	10	DARLING BABY-Elgins, V.I.P. 25029
21	31	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
22	22	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 109
23	6	GOING TO A GO-GO-Miracles, Tamla 54127
24	1	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
25	14	MICHELLE-Bud Shank, World Pacific 77814
26	34	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
27	33	CRYING TIME-Ray Charles, ABC-Paramount 10739
28	35	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
29	38	YOU DON'T KNOW LIKE I KNOW-Sam & Dave, Stax 180
30	27	NO MATTER WHAT SHAPE (Your Stomach's In)-I-Bones, Liberty 55855
31	39	I SEE THE LIGHT-Five Americans, HBR 454
32	16	NO MAN IS AN ISLAND-Van Dyke, Atco 6392
33	36	NOWHERE MAN-Beatles, Capitol 5587
34	4	(I'm Just A) FOOL FOR YOU-Gene Chandler, Constellation 167
35	1	THE LOVE YOU SAVE-Joe Tex, Dial 4026
36	24	BARBARA ANN-Beach Boys, Capitol 5561
37	26	FIVE O'CLOCK WOUND-Vogues, Co & C 232
38	29	SOMEWHERE THERE'S A SOMEONE-Dean Martin, Reprise 0443
39	40	MY ANSWER-Jimmy McCracklin, Imperial 56147
40	4	I SPY-Lothar Ingram, Smash 2019

CLEVELAND

1	1	TIME WON'T LET ME-Outsiders, Capitol 5573
2	2	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	5	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
4	4	LISTEN PEOPLE-Herman's Hermits, MGM 13462
5	3	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
6	7	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
7	20	WOMAN-Peter & Gordon, Capitol 5579
8	8	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
9	12	634-5789-Wilson Pickett, Atlantic 2320
10	6	YOU BABY-Turtles, White Whale 227
11	14	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
12	13	ONE MORE HEARTACHE-Mary Jane, Tamla 54129
13	39	BANG BANG-Cheer, Imperial 66140
14	21	GET READY-Temptations, Gordy 7049
15	19	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
16	10	BATMAN THEME-Markets, Warner Bros. 5696
17	17	I SEE THE LIGHT-Five Americans, HBR 454
18	2	SECRET AGENT MAN-Ventures, Dolton 316
19	9	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
20	18	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
21	24	ONE MORE HEARTACHE-Mary Jane, Tamla 54129
22	16	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
23	11	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
24	15	GOING TO A GO-GO-Miracles, Tamla 54127
25	34	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 109
26	31	DON'T MESS WITH BILL-Marvelles, Tamla 54126
27	27	BYE BYE BLUES-Bert Kaempfert, Decca 31882
28	23	MY LOVE-Petula Clark, Warner Bros. 5684
29	29	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
30	36	WHEN LIKING TURNS TO LOVING-Bonnie Devereaux, Diamond 195
31	25	AT THE SCENE-Dave Clark Five, Epic 9882
32	3	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55855
33	38	LITTLE LATIN LUPE LU-Mitch Ryder & the Detroit Wheels, New Voice 808
34	37	FLOWERS ON THE WALL-Mariachi Brass, World Pacific 77815
35	35	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 109
36	46	I'VE BEEN A LONG TIME LEAVIN'-Roger Miller, Smash 2024
37	40	LITTLE LATE BANANA-Peels, Karate 522
38	38	LITTLE LATIN LUPE LU-Mitch Ryder & the Detroit Wheels, New Voice 808
39	40	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
40	40	FUNNY CHANGES-Chuck Bernard, Satellite 2008

SAN FRANCISCO

1	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	37	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
3	4	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
4	3	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
5	13	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
6	10	NOWHERE MAN-Beatles, Capitol 5587
7	7	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
8	20	DATREAME-Lovin' Spoonful, Kama Sutra 208
9	5	DARLING BABY-Elgins, V.I.P. 25029
10	2	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
11	22	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
12	23	MR. MOON-Coachmen, Bear 1974
13	5	LISTEN PEOPLE-Herman's Hermits, MGM 13462
14	6	I'M SO LONESOME I COULD CRY-B. J. Thomas, Septer 12129
15	9	MY LOVE-Petula Clark, Warner Bros. 5684
16	16	YOU BABY-Turtles, White Whale 227
17	12	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
18	36	AINT THAT A GROOVE-James Brown, King 6025
19	11	BATMAN THEME-Markets, Warner Bros. 5696
20	24	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
21	34	SATISFACTION-Oris Redding, Vlp 132
22	32	Po-See Singers, Columbia 43437
23	27	KICKS-Paul Revere & the Raiders, Columbia 43556
24	25	634-5789-Wilson Pickett, Atlantic 2320
25	26	LITTLE LATIN LUPE LU-Mitch Ryder & the Detroit Wheels, New Voice 808
26	33	ONE MORE HEARTACHE-Mary Jane, Tamla 54129
27	33	CRYING TIME-Ray Charles, ABC-Paramount 10739
28	19	THE CHEATER-Bob Kuban & the In-Men, Musicland U.S.A. 20001
29	17	THE RAINS CAME-Sir Douglas Quintet, Tribe 8314
30	17	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
31	32	MY BABY LOVE ME-Martha & the Vandellas, Gordy 7048
32	21	TORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
33	1	TIME WON'T LET ME-Outsiders, Capitol 5573
34	35	GET READY-Temptations, Gordy 7049
35	38	I'TS NO SECRET-Jefferson Airplane, RCA Victor 8769
36	14	DON'T MESS WITH BILL-Marvelles, Tamla 54126
37	40	WHEN LIKING TURNS TO LOVING-Ronnie Dove, Diamond 195
38	19	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
39	18	THE LOVE YOU SAVE-Joe Tex, Dial 4026

DETROIT

1	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	17	NOWHERE MAN-Beatles, Capitol 5587
3	28	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
4	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
5	20	TIME WON'T LET ME-Outsiders, Capitol 5573
6	16	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
7	6	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
8	7	LISTEN PEOPLE-Herman's Hermits, MGM 13462
9	9	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
10	11	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
11	1	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
12	15	ONE MORE HEARTACHE-Mary Jane, Tamla 54129
13	12	GET READY-Temptations, Gordy 7049
14	25	I CAN'T GROW PEACHES ON A CHERRY TREE-Just Lu, Minuteman 203
15	32	MAGIC TOWN-Vogues, Co & C 234
16	5	DEAR LOVER-Mary Wells, Atco 6392
17	8	IT'S TOO YOUNG TO GO TO THE MOON-Edison Lighthouse, Imperial 66140
18	4	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 109
19	11	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
20	34	GLORIA-Shadows of Knight, Dunwich 116
21	14	634-5789-Wilson Pickett, Atlantic 2320
22	22	SHAKE ME, WAKE ME (When It's Over)-Four Tops, Motown 1090
23	26	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
24	3	LEAVE HUNDINGBEE-J. Barnes, Ric-Tic 110
25	27	DEDICATION SONG-Freddy Cannon, Warner Bros. 5693
26	13	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
27	2	BATMAN THEME-Markets, Warner Bros. 5696
28	33	HELPS-Kim Weston, Gordy 7050
29	1	THE LOVE YOU SAVE-Joe Tex, Dial 4026
30	1	I HEAR TRUMPETS BLOW-Tokens, B. T. Puppy 518
31	38	WHY CAN'T YOU BRING ME HOME-Jay & the Americans, United Artists 992
32	18	BATMAN THEME-Markets, Warner Bros. 5696
33	35	PHOENIX LOVE THEME-Brass Ring, Dunhill 4022
34	30	DO YOU FEEL-Edith Piaf, Modern 1019
35	37	JUANITA BANANA-Peels, Karate 522
36	40	CANT BE TRUE-Eddie Holman Parkway 960
37	30	TEMPERATION WALK-Entertainers, A. Dore 749
38	31	EYEBRIGHT TO THE BLIND-B. B. King, Kent 441
39	36	NO MAN IS AN ISLAND-Van Dyke, Atco 6392
40	22	DON'T MESS WITH BILL-Marvelles, Tamla 54126

SEATTLE

1	1	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
2	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823	
3	4	DATREAME-Lovin' Spoonful, Kama Sutra 208
4	5	NOWHERE MAN-Beatles, Capitol 5587
5	3	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
6	7	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
7	17	634-5789-Wilson Pickett, Atlantic 2320
8	6	LISTEN PEOPLE-Herman's Hermits, MGM 13462
9	16	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
10	15	WOMAN-Peter & Gordon, Capitol 5579
11	27	THE RAINS CAME-Sir Douglas Quintet, Tribe 8314
12	11	THE CHEATER-Bob Kuban & the In-Men, Musicland U.S.A. 20001
13	16	INSIDE LOOKING OUT-Animals, MGM 13468
14	23	I CONFESS-New Colony Six, Centaur 1201
15	12	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
16	8	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
17	13	YOU BABY-Turtles, White Whale 227
18	19	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55855
19	10	UP TIGHT-Stevie Wonder, Tamla 54124
20	28	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
21	32	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
22	18	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
23	40	BANG BANG-Cheer, Imperial 66140
24	24	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
25	14	SOMEWHERE THERE'S A SOMEONE-Dean Martin, Reprise 0443
26	27	TIME WON'T LET ME-Outsiders, Capitol 5573
27	30	SHARING YOU-Carl Henderson, Omen 13
28	37	GOOZE IN THE BOTTLE-IT-Carder Brothers, Jewel 754
29	34	KEEP ON RUNNING-Spencer Davis Group, Atco 6400
30	35	SWOREY JOES LA LA-Andrew Senior Combo, Columbia 43517
31	38	FOLLOW ME-Lynne & Cybelle, White Whale 228
32	32	FRANKIE & JOHNNY-Etta Presley, RCA Victor 8780
33	20	DON'T MAKE ME OVER-Swinging Blue Jeans, Imperial 66154
34	35	IT'S NO SECRET-Jefferson Airplane, RCA Victor 8769
35	25	MY BOOBY-Edith Piaf, Modern 1019
36	38	BATMAN THEME-Markets, Warner Bros. 5696
37	22	SWEETS FOR MY WEDDING-Don & the Goodtimes, Dunhill 4022
38	24	CRYING TIME-Ray Charles, ABC-Paramount 10739

LOS ANGELES

1	1	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
2	4	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
3	13	634-5789-Wilson Pickett, Atlantic 2320
4	2	LOVE (Makes Me Do Feels) Things-Martha & the Vandellas, Gordy 7045
5	21	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
6	4	DARLING BABY-Elgins, V.I.P. 25029
7	8	NOWHERE MAN-Beatles, Capitol 5587
8	11	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
9	18	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
10	24	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
11	20	SHAKE ME, WAKE ME-Four Tops, Motown 1090
12	22	BANG BANG-Cheer, Imperial 66140
13	16	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
14	15	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
15	13	MY BABY LOVES ME-Martha & the Vandellas, Liberty 55855
16	14	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
17		



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 158—Last Week, 156

* This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

PETULA CLARK—A SIGN OF THE TIMES (Prod. by Tony Hatch) (**Duchess, BMI**)—Good dance beat rhythm and exciting Pet Clark vocal combined in this Tony Hatch tune which will quickly equal her No. 1 disk, "My Love." Flip "Time for Love" Northern, ASCAP. **Warner Bros. 5802**

THE KINKS—TILL THE END OF THE DAY (**Noma, BMI**)—Hot follow-up to their smash "A Well Respected Man," is this rockin' dance beat wailer with up-beat lyric. Flip: "Where Have All the Good Times Gone" (**Noma, BMI**). **Reprise 0454**

TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

RAMSEY LEWIS TRIO—HI HEEL SNEAKERS Pt. 1 (Prod. by Esmond Edwards) (**Medal, BMI**)—More swinging sounds from the Lewis keyboard as he revives the oldie. Strong successor to "A Hard Day's Night." Flip: "Hi Heel Sneakers Pt. 2" (**Medal, BMI**). **Cadet 5531**

RONNY & THE DAYTONAS—SOMEBODY LOVES ME (Prod. by Justis Prod.) (**Buckhorn, BMI**)—More potential than their successful "Sandy" in this pretty ballad with strong back beat and instrumental support. Flip: "Goodbye Baby" (**Buckhorn, BMI**). **Mala 525**

FONTELLA BASS—I SURRENDER (Prod. by Billy Davis) (**Chevis, BMI**)—Right in the "Rescue Me" and "Recovery" groove, this solid dance beat number with excellent vocal will quickly equal her previous hits. Flip: "I Can't Rest" (**Chevis, BMI**). **Checker 14328**

EDDIE RAMBEAU—I'M THE SKY (Prod. by Bob Crewe Prod.) (**Saturday, BMI**)—This unique lyric ballad from the pen of Norma Tanega, with exceptional Rambeau interpretation, will quickly reestablish the "Concrete and Clay" man on the Hot 100. Flip: "I Just Need Your Love" (**Saturday, BMI**). **Dynovoice 217**

DEL SHANNON—THE BIG HURT (Prod. by Snuff Garrett & Leon Russell) (**Music Productions, ASCAP**)—Shannon debuts on the Liberty label with this strong dance beat revival of the Toni Fisher hit. Unique sound, superb vocal performance and production will rush this one up the charts. Flip: "I Got It Bad" (**Metric, BMI**). **Liberty 55866**

***JOANIE SOMMERS—YOU'VE GOT POSSIBILITIES** (Prod. by Allen Stanton) (**Morley, ASCAP**)—The stylish vocalist makes an exciting debut on Columbia with this swinger from the forthcoming Broadway musical, "It's Superman." Flip: "Never Throw Your Dreams Away" (**Blackwood, BMI**). **Columbia 43567**

***ANTHONY NEWLEY—WHY CAN'T YOU TRY TO DIDGERIDOO** (Prod. by Neely Plumb) (**Melody, BMI**)—A cute, catchy novelty with strong choral and instrumental backing for a hot chart contender for the British star. Flip: "Is There a Way Back to Your Arms" (**Suffolk, BMI**). **RCA Victor 8785**

DAVE DEE, DOZY, BEAKY, MICK & TICH—HOLD TIGHT (**Gatwick, BMI**)—Good group vocal on ultra-big beat dance rhythm for a left-field winner. Top-of-the-chart contender. Flip: "You Know What I Want" (**Near North, BMI**). **Fontana 1545**

CHART Spotlights—Predicted to reach the HOT 100 Chart

ROBERT GOULET—Why Be Ashamed (**Unity, BMI**). **COLUMBIA 43558**
SUNRAYS—Shit (**Moss-Rose, BMI**). **TOWER 224**
THE BELMONTs—You're Like a Mystery (**Bourne, ASCAP**). **UNITED ARTISTS 50007**
VIKKI CARR—Heartaches (**Leeds, ASCAP**). **LIBERTY 55869**
MIMI HINES—Chicago (**Fred Fisher, ASCAP**). **DECCA 31926**
BILLY ECKSTINE—Slender Thread (**Famous, ASCAP**). **MOTOWN 1091**

THE TOYS—MAY MY HEART BE CAST INTO STONE (Prod. by Randel-Linzer) (**Saturday, BMI**)—In the vein of their first two hits, "A Lover's Concerto" and "Attack," the girls have their third in this exciting rhythm ballad production. Flip: "On Backstreet" (**Saturday, BMI**). **Dynovoice 218**

***RAY CHARLES—TOGETHER AGAIN** (**Central, BMI**)—Emotional Charles performance on another top Buck Owens tune sure to equal his "Crying Time." Flip: "You're Just About to Lose Your Clown" (**Marks, BMI**). **ABC-Paramount 10785**

BOB MORRISON—I FALL TO YOU (Prod. by Lor Crane) (**Metric, BMI**)—This lyrical Bob Lind ballad in the "Elusive Butterfly" vein is given a strong reading by Morrison for a left-field winner. Watch this one go. Flip: "Then Suddenly" (**Armavir, BMI**). **Columbia 43565**

ANNETTE—NO WAY TO GO BUT UP (Prod. by Camarata) (**Famous, ASCAP**)—The "surf and sand" film star has an exciting, up-beat lyric ballad aimed right at the teen market. Strong commercial production and performance. Flip: "Crystal Ball" (**Aidon, BMI**). **Vista 450**

THE CREATURES—TURN OUT THE LIGHT (Prod. by Neil Levenson) (**MacFaye, BMI**)—Currently climbing the British charts with this well-done dance beat rocker, the lads from Ireland will prove equally successful in the U. S. Flip: "It Must Be Love" (**Unart, BMI**). **Columbia 43480**

THE PLATTERS—I LOVE YOU 1000 TIMES (Prod. by Luther Dixon) (**Ludix, BMI**)—**HEAR NO EVIL, SPEAK NO EVIL, SEE NO EVIL** (**Puddin', BMI**)—A new bag for the veteran rock group in these dance beat numbers with full Detroit sound in strong support. **Musicon 1166**

MEL TORME—THE POWER OF LOVE (Prod. by Larry Marks) (**Atlantic, BMI**)—Strong, commercial dance beat rocker by the vocal stylist aimed right at the teen market could prove a fast chart climber. Well-performed and produced. Flip: "Dominique's Discotheque" (**Nebam, ASCAP**). **Columbia 43550**

MODERN FOLK QUINTEt—NIGHT TIME GIRL (Prod. By Jack Nitzsche) (**Sealark, BMI**)—Unusual arrangement on this Cooper-Levine tune in folk-rock style should prove a big hit for the talented MFQ. Flip: "Lifetime" (**Third Story, BMI**). **Dunhill 4025**

SHAWN ELLIOTT—A WALKIN' MIRACLE (Prod. by Hugo & Luigi) (**Planetary, ASCAP**)—Strong Elliott vocal on dual-track production could prove a big U. S. hit for the lad whose "Shame and Scandal in the Family" was an international smash. Flip: "Sandy Is Her Name" (**Frost, BMI**). **Roulette 4669**

PATTI AUSTIN—SOMEONE'S GONNA CRY (Prod. by Henry Jerome) (**Regent, BMI**)—Solid Detroit sound backs a wailing vocal for a top of the chart contender. Exciting production and strong teen dance beat number also has good r&b market potential. Flip: "You'd Better Know What You're Getting Into" (**Metric, BMI**). **Coral 62478**

BOBBY SHERMAN—Happiness Is (**Mills, ASCAP**). **CAMEO 403**
HENRY JEROME & HIS BRAZEN BRASS—Theme From Peyton Place (**Robbins, ASCAP**). **DECCA 31925**
JOHN BARRY—Saturday Night Philosopher (**Columbia, BMI**). **COLUMBIA 43544**
MARY JOHNSON—I Miss You Baby (**How I Miss You**) (**Jobete, BMI**). **GORDY 7051**

COUNTRY SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

JIM REEVES—DISTANT DRUMS (Prod. by Chet Atkins) (**Champion, BMI**)—Strong follow-up to his "Snowflake" smash is this warm, emotional Cindy Walker ballad with an exceptional vocal performance by the late Reeves. Flip: "Old Tige" (**Tucka-hoe, BMI**). **RCA Victor 8789**

RED SOVINE—LONG NIGHT (Prod. by Tommy Hill Prod.) (**Starday, BMI**)—Another truckin' tune with solid Sovine lyric to replace his No. 1 country smash, "Giddyup Go." Flip: "Too Much" (**Tarheel, BMI**). **Starday 757**

FERLIN HUSKY—I COULD SING ALL NIGHT (Prod. by Marvin Hughes) (**Husky, BMI**)—Happy, up-beat lyric ballad written by Husky and Tommy Collins with solid instrumental support will rapidly hit the country chart. Flip: "What Does Your Conscience Say to You" (**Pamper, BMI**). **Capitol 5616**

BUDDY CAGLE—TONIGHT I'M COMING HOME (Prod. by Scott Turner) (**Central, BMI**)—Strong debut for Cagle on Imperial with this happy lyric ballad with excellent country instrumental backing and superb production. Flip: "Honky Tonk College" (**Nashville, BMI**). **Imperial 66161**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

NORMA JEAN—The Shirt (**Stallion, BMI**). **RCA Victor 8790**
STONEWALL JACKSON—The Minute Men (**Are Turning in Their Graves**) (**Wilderness, BMI**). **COLUMBIA 43552**
WEBB PIERCE—You Ain't No Better Than Me (**Cedarwood, BMI**). **DECCA 31924**
HARLAN HOWARD—Another Bridge to Burn (**Pamper, BMI**). **MONUMENT 919**
BUDDY STARCHER—History Repeats Itself (**Glaser, BMI**). **BOONE 1038**
BILL WILBOURN & KATHY MORRISON—We're Closer Now (**Four Star, BMI**). **UNITED ARTISTS 989**
JIMMY JAY—They Didn't Like Me That Way (**Acuff-Rose, BMI**). **HICKORY 1373**
WAYNE KEMP—Watch That First Step (**Tree, BMI**)—**Little Home Wrecker** (**Tree, BMI**). **DIAL 4027**

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

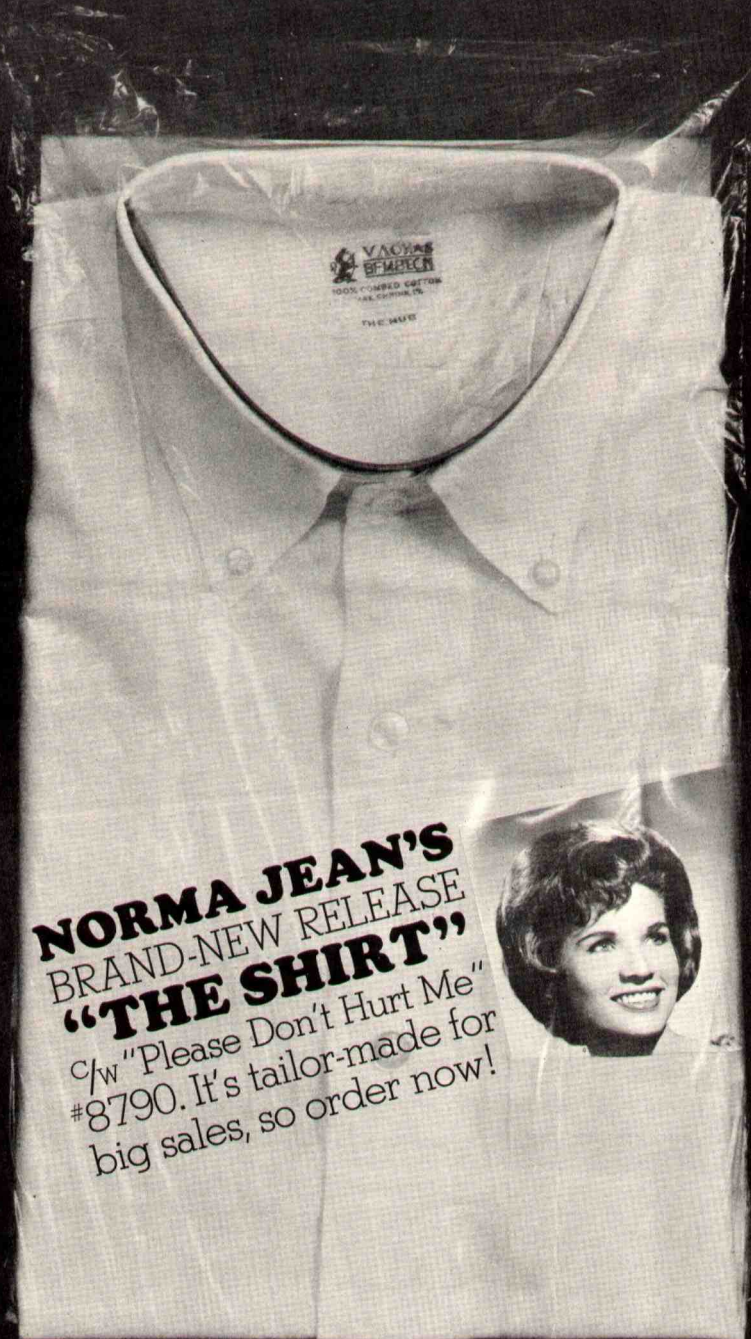
WAYNE COCHRAN—GET DOWN WITH IT (Le-Bill, BMI)—Screaming vocal by the shouter on a clap-hands blues wailer for a strong r&b chart entry. Flip: "No Rest for the Wicked" (**Macon, BMI**). **Mercury 72552**

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

JIMMY SMITH—Got My Mojo Working Part 1 (**Arc, BMI**). **VERVE 10393**
NELLA DODDS—Gee Whiz (**Bals, BMI**). **WAND 1111**
VICKI ANDERSON—I Can't Let You Go (**Part 2**) (**Toccoa, BMI**). **NEWBREED 1102**
DIZZY JONES—Just as Sure (**As You Play, You Must Pay**) (**Toccoa, BMI**). **NEWBREED 1101**

DICK GLASS—You Can't Stop Tomorrow (**Caverned Morning, BMI**). **RCJ VICTOR 8788**
THE MIDONTERS—I Founda Peanut (**Midnite Music, BMI**). **CHATTATOOCHIE 706**
HAROLD BETTERS—Ram-Bunk-Shush (**Dornix, BMI**). **REPRISE 0447**
CLYDE McPHATTER—Little Bit of Sunshine (**Bourne, ASCAP**). **AMY 951**
NASHVILLE TEENS—The Hard Way (**Baby Monica & Flomar, BMI**). **MGM 1348E**
BRIAN POOLE & THE TREMELOES—Good lovin' (**T.M. Music, BMI**). **AUDIO FIDELITY 121**
THE LIVING LEGENDS—Monkey Don't Care (**Tuneville, BMI**). **RCA VICTOR 8782**
DONNA BUTTERWORTH—Sailor Boy (**Columbia, BMI**). **REPRISE 0453**
KING BEES—Rhythm and Blues (**Unart, BMI**). **RCA VICTOR 8787**
ROBERTA MESHELM—If There's People Up There (**H & L, BMI**). **DATE 150**
LINDA ANDAL—Summer Valentine (**Ampar, BMI**). **COLUMBIA 43554**
TAMMO JONES—I'm Spallwood (**Myra, BMI**). **GOLDEN WORLD 40**
FRED NAYLOR—Would You Believe (**Hirby & Terrance & Exbrook, BMI**). **TOWER 214**
TIM ROSE—Mother, Father, Where Are You (**Hopeland & Blackwood, BMI**). **COLUMBIA 43563**
THE FRUGAL SOUND—Norwegian Wood (**Maclen, BMI**). **RED BIRD 052**
BILLY PRESTON—The Night (**Screen Gems-Columbia, BMI**). **CAPITOL 5**

JUST PRESSED!



**NORMA JEAN'S
BRAND-NEW RELEASE
"THE SHIRT"**

c/w "Please Don't Hurt Me"
#8790. It's tailor-made for
big sales, so order now!



RCA VICTOR
TM&©
The most trusted name in sound

Hot 100

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

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

Table with columns: WEEKS IN CHART, TITLE, Artist, Label & Number, and WEEKS ON CHART. Contains top 100 hits.

Table with columns: WEEKS IN CHART, TITLE, Artist, Label & Number, and WEEKS ON CHART. Contains hits 101-200.

Table with columns: WEEKS IN CHART, TITLE, Artist, Label & Number, and WEEKS ON CHART. Contains hits 201-300.

HOT 100-A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs starting with A-Z, including titles and artists.

Table listing songs starting with A-Z, including titles and artists.

Table listing songs starting with A-Z, including titles and artists.



OVER \$1,000,000
IN ADVANCE ORDERS

BIG HITS
(HIGH TIDE AND)
(GREEN GRASS)

THE **ROLLING**
STONES

INCLUDING
19th NERVOUS BREAKDOWN
SATISFACTION
GET OFF MY CLOUD
AS TEARS GO BY & 8 OTHERS

10 PAGES OF COLOR
PHOTOS

PRODUCED BY ANDREW LOOG OLDHAM

LONDON

MONO NP-1

STEREO NPS-1

RADIO-TV programming

KSDO Hits 'Daily Double' —As AM and FM Outlet

By CLAUDE HALL

SAN DIEGO—KSDO is a double winner in Billboard's latest Radio Response Rating survey of the market here—the AM facility was No. 1 in influencing sales of conservative music records with 80 per cent of the votes, the FM operation was the No. 1 influence in sales of classical records with 66 per cent of the votes.

Voting were record dealers, distributors, one-stop operators, and national and local record company executives. A contributing factor in the success of the two radio operations—both of which are in the financial black—is Sherwood R. Gordon, president. Gordon maintains 100 per cent control of the sound of the station by constantly listening to either one or the other. "There can be no other way to operate a radio station. There's no substitute for working with the station."

Gordon relies on "interest factors" for KSDO-AM to take the programming of conservative music out of the background music category. "The way we do it, it's definite foreground music. We use clusters of music to capture an audience. The pattern is first a large band instrumental, then a small combo instrumental, then a vocal, and back to an instrumental—each with a varying tempo.

"Our AM programming is heavy with attention-demanding features," he said. "These features are deliberately calculated to force the listener to turn up the volume of his radio. The features are of such interest the listeners 'want' to participate. For instance, if a personality asks a question, he alludes that the answer will be coming after the next commercial. This makes the commercials jump out at the audience because of this interest factor

and the appeal of the music programming."

Interest Factors

The FM classical operation also depends heavily on "interest factors," he said, though the cluster programming concept is not used. "We always have something going. For instance, a weekly opinion poll of our listeners. They write us their opinions on a topic, like the Vietnam situation and we send them to a contact in Washington. This type of listener involvement is so successful we get in about 1,000 letters a day."

The FM programming is completely separate. "We made up our mind when we took the

(Continued on page 24)



BELIEVING THAT PROMOTION should be as exciting for a classical music stereo station as it is for a Hot 100 radio station, the staff of WCLV-FM in Cleveland recently donned "I Like Tchaikovsky" sweat shirts to boost the Capitol Records album, "I Like Tchaikovsky." Copies of the album and sweat shirts were presented to listeners. From left: Tony Bianchi, operations manager; Jan Levitt, traffic manager; Tony Bacevice, engineer; Bob Conrad, program manager, and George Fadoul, deejay.

KOGO a Go-Go Outlet for Trade

SAN DIEGO — There's no better proof of a radio station's ability to reach—and influence—a young adult audience than its influence on album sales. KOGO, a 5,000-watt Easy Listening outlet owned by Time-Life Broadcast, was not only No. 1 in influencing album sales here (the nation's 19th largest radio market), but had earned a tremendous majority of the votes—79 per cent—of business people to whom those sales really count: Local dealers, distributors, one-stop operators, and local and national record company executives.

The station was also No. 1 last year, but had only a 56 per cent share of the votes.

The outlet is programmed by Dick Roberts, who has been with the station seven years. Wilson Edwards is station manager. Rowena Paley, who has just joined the station, is music librarian.

Don Howard of KOGO was the No. 1 personality influence on album sales with 55 per cent of the votes; Ernie Myers of KOGO was second with 30 per cent; F. Thompson of KOGO had the remaining 15 per cent of the votes. All of the air personalities, said Roberts, are ex-rockers. "What we're after are the young adults. San Diego's Chamber of Commerce reports that 24.6 is the average age of the population here. It's obvious that we're reaching them." He said the latest Pulse showed the station as No. 1 in the morning and No. 2 in the afternoon. "We've been pretty strong the last two or three years."

KOGO programs 100 per cent of the tunes on Billboard's

Easy Listening Chart. The station also checks sales at local record stores. "We take records off our playlist a little earlier than they drop off the Easy Listening Chart; we find things working out best that way. In addition, a lot of new tunes we

select eventually get onto the Easy Listening Chart."

Tight Control

The programming formula of KOGO is based on tight control of the music. At a weekly meeting the air personalities

(Continued on page 24)



RECORD DISTRIBUTOR David Rosen, wearing glasses at left, looks on as Jerry Blavat, host of Philadelphia's "Discophonic Scene" TV show on WCAU-TV, tries to satisfy the thirst of some of his fans. Blavat, who's also a deejay at WHAT, and Rosen appeared at the opening of a kiddie land at the Cedarbrook Mall Shopping Center, Wincote, Pa., near Philadelphia, Feb. 26.

House of Wax Puts Ideas Into Service

NEW YORK—The House of Wax can sell you a slice of promotion or the whole watermelon . . . and present it to you gift-wrapped. The specialist behind this nine-year-old operation is Morty Wax, but he's actually a non-specialist. The services offered by the firm range from scheduling appearances for articulate recording artists on radio and TV interview shows—handled by Rochelle Schuffman—to record artist promotions with disk jockeys—handled by Louis Kasman, who has just joined the firm, Kasman was formerly with the American Broadcasting Co.

To illustrate how complex and some of the services the House of Wax provides: For the past year Wax has represented Hillard Elkins, the producer of the Broadway play "Golden Boy" score becoming one of the most programmed of the year. Wax arranged radio

and TV interviews for people associated with the show, mailed out a steady flow of promotional pieces, and saw to it that deejays were never without fresh copies of all of the many records turned out by various artists of the show's tunes. All of this plus detailed data to his client of the labors.

During the past seven years Wax has performed services for Colpix Records, SESAC, the Broadway play "Any Wednesday," Joe Harnell. "Golden Boy" is gone from Broadway, but Wax is now doing deejay promotion for concerts of its star, Sammy Davis Jr. His clients now include the New Christy Minstrels (Greif-Garris Management), April-Blackwood Music Vanguard Records; Harold Davison, Ltd.; Enzo Stuarti, and Music, Music, Music, publishers who had "The Ballad of the Green Berets" hit.

Supplement Is Bowed by KTSA

SAN ANTONIO—Namus, a special supplement for young adults, is now featured every other Saturday in the San Antonio Express and News under the sponsorship of radio KTSA. The supplement, besides containing articles by air personalities of KTSA, has news stories of young adult fashions, music, TV programs, radio programs, school, sports, movies, and autos.

WHIM-FM Awaits FCC's OK on Country

PROVIDENCE, R. I. — WHIM, a daytime here that switched to a modern country music format Feb. 21, is awaiting only final approval from the Federal Communications Commission to launch a 24-hour country music stereo operation on its FM facility. It will be the second such operation in the nation.

The equipment has already been installed, said general manager Erwin Needles, "and the letter from the FCC could come any hour." The primary signal of the FM operation will reach some 7 million people, including the residents of Boston, he said.

Needles, formerly executive

vice-president and general manager of both WEXT, Hartford, and WMAS, Springfield, Conn., took over at WHIM just recently and switched to country music "because the station was going no place." WEXT and WMAS have had successes with country music formats.

Already, WHIM is causing a stir with its new format. "The advertising agencies are saying, 'That's country music? I didn't know country music sounded like that.'" The mail pull has been excellent.

The FM stereo will be 50,000 watts and every cut out of albums will be stereo. Only the singles that the station feels it necessary to program will be in mono.

HOT 100 STARS



THE YARDBIRDS
Epic Records

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

The Yardbirds are a group that moved into the Crawdaddy Club in London after the Rolling Stones gained fame there. Their first record was "I Wish You Would" recorded by the club's manager Giorgio Gomolski. Members of the group are Keith Relf, singer and harmonica; Jeff Beck, lead guitar; Paul (Sam) Samwell Smith, bass; Chris Dreya, rhythm guitar; Jim McCarty, drums. Their latest tune is "Shapes of Things."

A fabulous
songstress
styles today's
top hits into
tomorrow's
standards!

LN 24190/SN 26190-Stereo



Includes:

- "A Lover's Concerto"
- "1-2-3"
- "Kiss Away"
- "Baby the Rain Must Fall"
- "A Taste of Honey"
- "Queen of the House"
- "Yesterday"
- "Call Me"
- "Summer Wind"
- "What the World Needs Now
Is Love"

Jane Morgan
on 
Records

KJIM's Hard Jazz Is 'the Ticket'

SAN DIEGO—Aware that the success of radio today is hinged for the most part on format, KJIM-FM is programming "hard jazz" 24 hours a day and aiming for an elite audience. The success of the station is reflected in Billboard's latest Radio Response Rating survey of the market; the station was rated No. 1 in influencing sales of jazz records by local record dealers, distributors and one-stops as well as national and local record company executives. The station

climbed from third place a year ago. It received 58 per cent of the votes in the latest RRR. General manager Roger Dawson said that when a station uses diversified programming, it makes at least "some of its listeners unhappy some of the time." With his jazz format, he knows that his audience are people who "listen by intent. Therefore they are involved in what our personalities have to say in regards to a commercial. The air staff is made up of intelligent people talking like real people... they sell product in the same way."

Jazz is sold to potential advertisers on the basis that it is a foreground advertising media, said Dawson. "Jazz has been a hard way to go for station man-

agement because we've had to fight the old image of the jazz listener — the finger-snapping beatnik. But I don't believe that at all. A good percentage of college concerts are jazz concerts so I know our listeners are basically an elite audience. Too, I believe in the concept that people, if exposed to a music, will come to like it. Jazz is one of America's few indigenous art forms. Look at the popularity of the jazz programs heard around the world on Voice of America."

The format of the station sticks to straight jazz, seldom delving into the commercialized forms. The artists played include Duke Ellington, Basie, John Coltrane, Miles Davis... "the good big bands and vocals too."

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago March 13, 1961

1. Pony Time, Chubby Checker, Parkway
2. Surrender, Elvis Presley, RCA Victor
3. Wheels, String-A-Longs, Warwick
4. Don't Worry (Like All the Other Times), Marty Robbins, Columbia
5. Where the Boys Are, Connie Francis, MGM
6. Baby Sittin' Boogie, Buzz Clifford, Columbia
7. Dedicated to the One I Love, Shirlees, Scepter
8. Calcutta, Lawrence Welk, Dot
9. Ebony Eyes, Everly Brothers, Warner Bros.
10. Spanish Harlem, Ben E. King, Atco

POP SINGLES—10 Years Ago March 10, 1956

1. Lisbon Antigua, Nelson Riddle, Capitol
2. Rock and Roll Waltz, Kay Starr, RCA Victor
3. Poor People of Paris, Les Baxter, Capitol
4. No, Not Much, Four Lads, Columbia
5. Great Pretender, Platters, Mercury
6. See You Later, Allegator, Bill Haley, Decca
7. I'll Be Home, Pat Boone, Dot
8. Memories Are Made of This, Dean Martin, Capitol
9. Why Do Fools Fall in Love, Teen-Agers, Gee
10. Band of Gold, Don Cherry, Columbia

R&B SINGLES—5 Years Ago March 13, 1961

1. Pony Time, Chubby Checker, Parkway
2. At Last, Etta James, Argo
3. For My Baby, Brook Benton, Mercury
4. All in My Mind, Maxine Brown, Nomar
5. I Pity the Fool, Bobby Land, Duke
6. Gee Whiz (Look at His Eyes), Carla Thomas, Atlantic
7. Shop Around, Miracles, Tamla
8. You Can Have Her, Roy Hamilton, Epic
9. What a Price, Fats Domino, Imperial
10. Think Twice, Brook Benton, Mercury

POP LP's—5 Years Ago March 13, 1961

1. Calcutta, Lawrence Welk, Dot
2. Exodus, Soundtrack, RCA Victor
3. Camelot, Original Cast, Columbia
4. Great Motion Picture Themes, Various Artists, United Artists
5. Sinatra's Swingin' Session, Frank Sinatra, Capitol
6. Make Way, Kingston Trio, Capitol
7. Memories Are Made of This, Ray Conniff, Columbia
8. Tonight in Person, Limeliters, RCA Victor
9. Wildcat, Original Cast, RCA Victor
10. An Evening With Mike Nichols & Elaine May, Mercury

when answering ads . . .
Say You Saw It in
Billboard

RADIO RESPONSE RATING

SAN DIEGO, CALIF. . . 3rd Cycle

MARCH 19, 1966

TOP STATIONS

Call Letters	% of Total Points
★ POP Singles	
1. KCBQ	43%
2. KGB	36%
3. KDEO (El Cajon)	21%
★ POP LP's	
1. KOGO	79%
2. KFMB	21%
★ R&B	
KDAY (Los Angeles)	100%
(NOTE: No R&B Stations in San Diego Area)	
★ JAZZ	
1. KJIM-FM (La Jolla) (Roger Dawson)	58%
2. KFAX-FM (Johnny Desmond)	42%
★ COUNTRY	
1. KSON	100%
★ CONSERVATIVE	
1. KSDD-AM	80%
2. KITT-FM	20%
★ COMEDY	
1. KOGO	70%
2. KFMB (tie)	15%
2. KFAX-FM (tie)	15%
★ FOLK	

(NOTE: There is no Folk show in San Diego. The following stations program folk music occasionally):
KDEO, KITT-FM
KFMB, KLRO-FM
KFAX-FM, KOGO
KGB, XERB

★ CLASSICAL

1. KSDD-FM	66%
2. KPRI-FM (tie)	17%
2. KOGO-FM (tie)	17%

★ POP LP's

1. Don Howard	KOGO	55%
2. Ernie Myers	KOGO	30%
3. F. Thompson	KOGO	15%

★ COUNTRY

1. Noel Kelly	KSON	90%
2. Boots Rabell	KSON	10%

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

James Mitchell	Program Director, KCBQ
Jim Price	Program Director, KDEO
Les Turpin	Program Director, KGB

★ TOP TV BANDSTAND SHOW

"TV-8 DANCE TIME" (Bob Hower), KFMB-TV, 5-6 p.m., Sat.

★ R&B

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ COUNTRY

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ POP LP's

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ R&B

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ COUNTRY

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ POP LP's

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ R&B

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

★ COUNTRY

(NOTE: Survey was unable to determine effectiveness of DJ's in this category.)

STATIONS BY FORMAT

AM RADIO FREQUENCIES			
KOGO	600	XEGM	950
XTRA	690	XERB	1090
KFMB	740	KSDO	1130
XEMO	860	KCBQ	1170
KDEO	910		
		KSON	1240
		KGB	1360
		XEXX	1420
		XERB	1470
		KDAY	1580

FM RADIO FREQUENCIES			
KOGO-FM	94.1	KJIM-FM	98.1
KLRO-FM	94.9	KFMB-FM	100.7
KFAX-FM	96.5	KITT-FM	101.5
KSEA-FM	97.3	KPRI-FM	106.5
		KBBW-FM	102.9
		KSDO-FM	103.7
		KIT-FM	105.3
		KPRI-FM	106.5

SAN DIEGO, CALIF. (including El Cajon & La Jolla, & Tijuana, Mexico): Country's 19th Radio Market (14 AM; 11 FM).

KBBW-FM: ERP 70,000 watts. On the air 6 a.m.-midnight. Gen'l mgr., Phil Butler. Prog. dir., Roger Booth. Suite 707, 707 Broadway, San Diego, Calif. 92101. Phone: (714) 233-7551.

KCBQ: 50,000 watts daytime, 5,000 watts night. Owned by Bartell Media Corp. Music format: Contemporary (50%-Pop-Standard (50%). Editorials weekly. Ed Deverill is director of 3-man news dept. Cuts from Comedy LP's included occasionally in regular programming. 5-min. news on the hr. New records are selected for air-play by music dir. Station publishes play-list weekly. Approximately 15 new record scheduled weekly. Record promotion people are seen M-F. Gen'l mgr., Lee Bartell. Prog. dir., James Mitchell. Music dir., Phyllis Sandin. Send 6 copies of 45's and 3 copies of LP's to Miss Sandin, P. O. Box 1629, San Diego, Calif. Phone: (714) 232-7161.

KDAY: 50,000 watts. A Rollins Group Station. Daytime. Music format: Rhythm & Blues. Pres., O. Wayne Rollins. Vice-Pres., Albert R. Lanpher. 1549 Vine Street, Hollywood, Calif. 90028. Phone: (213) 461-9981.

KDEO: 1,000 watts. Owned by Tullis & Heran Broadcasting Co. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorials weekly. Special programming: "Campus Life Program," teen living program, Sun. 8-9 a.m. Tom K. Schaefer is director of 3-man news dept. 5-minute news at 25 past the hour. Cuts from Comedy LP's included occasionally in "Lee Shoblem Program," 11 p.m.-6 a.m. Folk Music occasionally included in regular programming. New records are selected for air-play by prog. dir. Station publishes play-list weekly. 5 to 7 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Paul Batifist. Prog. dir., Jim Price. Send 5 copies of 45's and 2 copies of LP's to Mr. Price, 2262 Fletcher Parkway, El Cajon, Calif. 92018. Phone: (714) 583-9100.

KFMB: 5,000 watts. CBS affiliate. Owned by Midwest Television, Inc. On the air 24 hrs. a day. Music format: Pop-Standard (100%). Editorials occasionally. Special programming: San Diego Chargers, football; San Diego Open Golf Tournament; San Diego Acapulco Yacht Race; San Diego Cup Race, hydroplane. "Talk Back," with Scott McLachlan, audience call-in, M-Sat. 11 p.m.-5 a.m.; "Home on the Ranch," with Howard Keddie, agriculture show, 6:15 a.m., 12:15 a.m. M-F. TV outlet is KFMB-TV, Channel 8. Phil Stewart is director of 3-man news dept. Special equipment: Helicopter for traffic news, mobile units, 10-minute news on the hour, half-hour news at 7 a.m., 4 p.m., 5 p.m. Cuts from Comedy LP's included occasionally in "Talk Back," and Don Ross Show. Folk Music included occasionally on all record shows. New records are selected for air-play by music dir. Station publishes a play-list weekly. 10-25 new records are programmed weekly. Record promotion people are seen M-F. Gen'l

mgr., Virgil Clemons. Prog. dir., David Newton. Send 2 copies of 45's and 2 copies of LP's to Mr. Newton, 1405 5th Avenue, San Diego, Calif. 92109. Phone: (714) 232-2114.

KFMB-FM: ERP 18,500 watts. Simulcast with KFMB.

KFMX-FM: ERP 30,000 watts. Independent. On the air 24 hrs. a day. Music format: Jazz (75%-Standard (20%-Ethnic (5%). Editorials occasionally. Special programming: "New Ideas in Decorating," with Arlene Francis, new ideas in home interiors, 9 a.m. & 7 p.m. M-F. "Dateline San Diego State College," with Doug Cook, college news, 5 p.m. M-F. "Car Chat," with Doug Cook, sports car news, 6 p.m. & 10 p.m. M-Sun. "Beyond the Green Door" with Basil Rathbone, narration of the supernatural, 9 p.m. M-F. Comedy LP's featured on "Mobile" 7-10 a.m., "Command Performance" 4-6 p.m., and "Stereo Studio" 8 p.m.-midnight. Cuts from Comedy LP's included in other regular programming. Folk Music featured on "The KFMB Folk Festival" 9-10 a.m., Sat. & Sun. including occasionally in other regular programming. New records are selected for air-play by committee of station personnel. Play-list published daily in local newspaper. Approximately 100 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., S. G. Moller. Prog. dir., Phil Dinsen. Send 2 copies of 45's and 2 copies of LP's to Mr. Dinsen, 1250 Prospect Street, San Diego, Calif. 92037. Phone: (714) 459-3307.

KGB: 5,000 watts. day, 1,000 watts night. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorials occasionally. Fred Lewis is director of 3-man news dept. Special equipment: Mobile unit. Cuts from Comedy LP's included occasionally in regular programming. Folk Music occasionally programmed. Extended news 18 times daily. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Approximately 12 new records scheduled weekly. Record promotion people are seen M-F. Gen'l mgr., John Wrath. Prog. dir., Les Turpin. Send 2 copies of 45's and 1 copy of LP's to Mr. Turpin, 4145 Highland Highway, San Diego, Calif. 92116. Phone: (714) 297-2201.

KGB-FM: ERP 72,000 watts. Music format: Standard (50%-Pop-Standard (30%-Conservative (20%). Send copy of stereo LP's to Mr. Turpin. Address and other information same as KGB.

KITT-FM: ERP 120,000 watts. Independent. Music format: Conservative (75%-Standard (20%-Pop-Standard (2%). Dorothy Rabell is director of news dept. News between each record 6-8 a.m. Folk Music occasionally programmed. New records are selected for air-play by prog. dir. Approx. 20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Fred Rabell. Prog. dir., Dorothy Rabell. Send 1 copy of 45's and 1 copy of LP's to Miss Rabell, Suite 225

(Continued on page 24)

WSAI Bows 'Live' Show

CINCINNATI — Armed with a Go-Go dancers, pulsing lights, records, and live bands, WSAI has launched a weekly Saturday afternoon live broadcast from Shillito's, a downtown department store. The shows are handled by WSAI program director Dusty Rhodes and a guest air personality from the station. The show, called "Swing Thing," is produced by Robert Oakes. Free tickets to the show, held in the store's auditorium, are "soldout" at least four weeks in advance, WSAI reported.

Dreyer Named to Head NYSBA

ALBANY, N. Y. — Robert A. Dreyer, vice-president, secretary and general counsel of Metro-media Inc., New York City, was elected president of the New York State Broadcasters Association at its annual meeting held here March 1. Elected vice-president was William V. Rothman, WSYR, Syracuse, while Elliott Stewart of WBIX, Utica, was re-elected secretary of the NYSBA for his 12th consecutive term. John Lynch of WWSC, Glen Falls, was re-elected treasurer. Re-elected to the Board of Directors were Herbert J. Mendelsohn, WMCA, John C. Moler, WHN, and Walter A. Schwartz, WABC, all of New York City.

NEW RIVERS CHARTED!

IN JUST ONE WEEK SURGING TO #60 IN BILLBOARD AND #56 IN CASHBOX

JOHNNY RIVERS SECRET AGENT MAN #66159

PRODUCED BY LOU ADLER A DUNHILL PRODUCTION

IMPERIAL.....Where the ^{sales} action is!



VOX JOX

By CLAUDE HALL

The Advertising Club of New York saluted the metropolitan area's 24-hour stereo station WTMF-FM at a luncheon here last week "as a representative of the expanding medium of quality broadcasting." Guest speaker was **David H. Polinger**, president and general manager of the outlet.

At WECB in Duluth, Minn., **Jimmy Reed** has been upped to program director, **Dave Gordon** to music director. . . . **Don Rose** of WECB, Duluth, has moved to WOXL, Atlanta; **Bobby Martin** of WECB has gone to KLEO, Wichita, Kan. . . . **Mike Douglas** had a surprise birthday party for Epic Records' **Enzo Sturati** when he appeared on Douglas' syndicated TV show. Then later **Ed Hurst**,

host of KYW-TV's "Saturday at the Aquarama" show, Philadelphia, threw another party for Sturati.

MGM Records, in a tie-in promotion with American Airlines, has lined up contests on WCOP, Boston; KOME, Tulsa; WEW, St. Louis, and WNOX, Knoxville. WCOP and KOME are running contests on the **Lou Christie** album of "Lightnin' Strikes." WEW is featuring a contest on the **Connie Francis** album of "Jealous Heart." WMOX has a contest to spur **Lainie Kazan's** album of "Right Now!" WCOP winner goes to Los Angeles for a trip, the other winners go to New York, all by American Airlines. All stations, said MGM Records press chief **Sol Handwerker**, will play cuts

from the albums and devote 180 announcements to the cause during drive time, daytime and night-time hours.

David DeCapus has been named producer for WKYC-TV; he currently produces and directs WKYC-TV's Saturday early evening music variety show "Jerry G and Company," and is director and associate producer for "3 on the Town," a weekday afternoon news and variety show. . . . **Jerry Gordon**, formerly with WINE, Hartford, is now handling a noon to 4 p.m. air slot on KXOA, Sacramento, Calif. . . . **Dan Daniel**, air personality at New York's WMCA, and the station's program director **Ruth Meyer** left March 3 for Africa to prepare taped interviews with Peace Corps volunteers for use on radio stations across the U. S., literally the sounds of the Peace Corps at work. The tapes will be edited to fit various types of station formats

as part of a Peace Corps radio campaign. * * *

WKQT, South Paris, Me., needs Hot 100 and country music records, reports **Larry Kaye**. **George A. Crump**, president of WCMS, Tidewater, Va., reported another successful live country music show featuring **Ray Price**, **Dave Dudley**, the **Wilburn Brothers**, **Don Helms**, **Harold Morrison** and **Stonewall Jackson**. . . . **Max Gardner** has been named program director of KBER, San Antonio. * * *

Hal Jackson, air personality at WNJR, will produce the live record talent shows this year at Palisades Amusement Park, N. J. **Bruce Morrow** of New York's WABC will host the Saturday afternoon shows and WMCA's **Gary Stevens**, **Joe O'Brien**, **Harry Harrison**, **Jack Spector**, **Dan Daniel** and **Dean Anthony** will host the shows on Sunday afternoons. Jackson is slated to broadcast his 3-6 p.m.

afternoon shows from the amusement park's midway. * * *

A note from **Stan Lee**, editor of the Marvel Comics Groups, reports: "Long before Batman ever went on the air, a group of swingin' deejays around the country were on our bandwagon, delighting in the derring do of our esoteric super-heroes." Some of the deejays who Lee said belonged to the Merry Marvel Marching Society include: **Art Roberts**, WLS, Chicago (he's a charter member); **Arnie Ginsberg**, WMFX, Boston; **Gary Stevens**, WMCA, New York; **Paul Drew**, WOXL, Atlanta; **Joey Reynolds**, WKBW, Buffalo; **Dick Purtan**, WKNR, Detroit; **Rick Shaw**, WOAM, Miami; **Russ Knight**, KILT, Houston; **Johnny Rabbit**, KKOK, St. Louis; **Spence Allen**, WKSN, Jamestown, N. Y.; **Pat O'Day**, KJR, Seattle; **Steve Nicolet**, KPQI, Honolulu; **Dick Robinson**, WDRK, Hartford, and **Jerry G.**, WKYC, Cleveland. * * *

Tim G. Marek has been upped to commercial manager of KBUZ-AM-FM, Mesa, Ariz. . . . CKXL, Calgary, Can., just completed a "moving" promotion tied in with Quality Records of Canada and the **Herb Alpert and Tijuana Brass**. For a month the station played various Tijuana Brass records. Listeners who identified the artist were then drawn from a hat and the winner got a Tijuana Brass LP courtesy of Quality Records. A grand prize winner at the end of the month was drawn for a trip to Mexico. **Dave Lyman**, assistant production manager, said that every travel agency but one in Calgary purchased tags to the contest segments. * * *

KOGO A Go-Go

• Continued from page 20
help decide on the new records to be played, but Roberts programs every bit of music. "Control is part of our success story." However, Myers, the morning personality, is given a little more freedom because he has so many routines going, both comic and otherwise. Even when the station does a remote, however—and it does quite a few for local advertisers—the music is programmed. The station plays six new singles a week, playing one an hour, but more than half of the music is taken from albums. The station also does an "Artist of the Day" feature from albums. Personalities call attention to these features just as vividly as does a Hot 100 radio station. "All of the personalities have been here quite a while," said Roberts, and they've built up a large following. * * *

KSDO Hits Double

• Continued from page 20
FM channel to operate it as a separate station. We program classical music because we consider it a public service. And, as long as we were operating the station, we decided to make money with it. In the ninth month we were in the black." The station puts out a classical music program guide for \$2 a year; it has a subscription list of 2,000 and another 2,000 are given to advertisers to use as giveaway traffic builders. "One local bank claims that one out of every three of its new accounts are the result of advertisements on our FM operation," he said. He plans to go stereo on FM within the next six months. * * *

STATIONS BY FORMAT

• Continued from page 22

U. S. Grant Hotel, San Diego, Calif. 92101. Phone: (714) 232-0144.

KJLM-FM: ERP 4,500 watts. Independent. Music format: Jazz (100%). No news at present. As many new records are programmed each week as available. Record promotion people are seen M-F. Gen'l mgr., **Marvin Wilson**. Prog. dir., **Bob Shepard**. Send 3 copies of LP's to Mr. Shepard, 7946 Ivanhoe, La Jolla, Calif. Phone: (714) 459-4107.

KIRO-FM: ERP 40,000 watts. Owned by Multi-Casting Corp. Daytime. Stereo. Music format: Pop-Standard (60%) Jazz (30%)-Standard (10%). Special programming: "May Co. Record Party," live remote, 7-9 p.m. Thurs. & Fri. "Ports of Paradise," with Jerry Nesler. Pulynesian program, 6-7 p.m. M-Sun. "RC Cola Dance Time" with Jerry Nesler, dance music, 9-12 mid. M-Sun. Cuts from Comedy LP's programmed daily. Folk music regularly programmed. New records are selected for air-play by prog. dir. & research of local retailers. Station publishes play-list monthly. As many new records programmed as available. Record promotion people are seen M-F. Gen'l mgr., **Jerry Nesler**. Prog. dir., **Elaine Rinner**. Send 1 copy of stereo LP to Miss Rinner, 823 U. S. Grant Hotel, San Diego, Calif. 92101. Phone: (714) 234-4181.

KOGO: 5,000 watts. NBC affiliate. Owned by Time-Life Broadcast, Inc. On the air 5 a.m.-1 a.m. Music format: Pop-Standard (100%). Editorials occasionally. Special programming: San Diego State College, football; "High School Game of the Week," football; high school and college championships, football & basketball; San Diego annual Hydroplane Race; major auto racing events, Indianapolis 500, Sebring, etc. "Vox Pop" with Chris King, audience call-in with guests, 10:15-11 p.m. M-F. "Report from Far East," with various Time-Life newsmen, on the spot interviews & reports from Vietnam, 10:05 a.m. & 11:05 p.m., Sun., "Hawaii Call," Hawaiian Music, 10:30-11 a.m. Sun. "Meet the Press," NBC, 8-8:30 p.m., Sun. TV outlet is KOGO-TV, Channel 10. Pat Higgins is director of 25-man news dept. Special equipment: Direct line "Police Advisories"; 5 mobile units; 2 walkie-talkies; trailer mobile studio; portable remote studio, 5-minute news on the hour; headlines on the half-hour; extended news at 6:30 a.m., 7:00 a.m., 8:00 a.m., 12:30 p.m. M-F. Documentaries approximately 8-10 new singles and approximately 5 new albums programmed weekly. Record promotion people are seen Tues.-Thurs. Gen'l mgr., **Wilson Edwards**. Prog. dir., **Dick Roberts**. Music lib., **Rowena Paley**. Send 3 copies of 45's & 3 copies of LP's to Miss Paley, P. O. Box 628, San Diego, Calif. 92112. Phone: (714) 262-2421.

KOGO-FM: ERP 100,000 watts. Music format: Pop-Standard-Classical. Simulcast with KOGO 8 a.m.-noon. Daily. Special programming: San Diego city council meetings, live 9 a.m.-noon, Tues. & Thurs. "Reader's Theater," drama & spoken word recordings, 10 p.m., Sun. "Toscanini," NBC, 3 p.m., Sun. Prog. dir., **Fran Box**. Send 3 copies of 45's & 3 copies of LP's to Miss Box. Address & other personnel same as KOGO. . . .

KPRI-FM: ERP 25,000 watts. On the air 24 hrs. a day. Pres. & gen'l mgr., **Lawrence Shushan**. Prog. dir., **MIKE**

Anderson, 2850 Fifth Avenue, San Diego, Calif. Phone: (714) 297-3581.

KSDO: 5,000 watts days, 1,000 watts nights. Music format: Conservative. Pres. **Sherwood R. Gordon**. Gen'l mgr., **Willard Lane**. Suite 800, 2550 Fifth Avenue, San Diego, Calif. 92103. Phone: (714) 297-0311.

KSDO-FM: ERP 56,000 watts. On the air 7-1 a.m. Music format: Classical. Station publishes a program guide. Same address & personnel as KSDO. . . .

KSON: 250 watts. ABC affiliate. On the air 24 hrs. a day. Music format: Country (100%). Editorials occasionally. **Jack Rabell** is director of 2-man news dept. Special equipment: 2 mobile units, 1 walkie-talkie, 1 airplane, 5-minute news at 55 past the hour, extended news from 6:30-7:10 p.m., and 2 times in a.m. traffic. Cuts from Comedy LP's programmed occasionally on "Country Comedy." New records are selected for air-play by station mgr. Station publishes a 4-playlist weekly. Approximately 20 new records are programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Dan McKinnon**. Station mgr., **Chuck Owen**. Send 3 copies of 45's and 2 copies of LP's to Mr. Owen, College Grove Center, San Diego, Calif. 92115. Phone: (714) 286-1240.

KSEA-FM: ERP 39,500 watts. Simulcast with KSON. . . .

XEBBC: 5,000 watts. On the air 24 hrs. a day. Pres., **Rafael Navarro**. Edificio Madero No. 840-5, APDO 1470, Tijuana, Mexico. . . .

XEGM: 3,500 watts. On the air 5 a.m.-10 p.m. Gen'l mgr., **Jose Liberman**. 790 S. Grand Ave., Road, San Valley, Calif. 91353. Phone: (213) 767-5277.

XEMO: 5,000 watts. On the air 5:30 a.m.-midnight. Gen'l mgr., **C. Falst Fernandez**. Prog. dir., **Victor Garcia** U. S. Grant Hotel, San Diego, Calif. Phone: (714) 239-1217.

XERB: 50,000 watts. Independent. On the air 24 hrs. a day. Music format: Country (80%) Other (20%). Special programming: Race results from all major tracks every half-hour throughout the day. **Leo Herbert**. Folk Music featured from mime to time, and included in regular programming occasionally. New records are selected for air-play by gen'l mgr. Approximately 15 new records are programmed each week. Record promotion people are seen Mon. Wed., Fri. Gen'l mgr., **R. S. Dougharty**. Prog. dir., **Bob Presley**. Send 2 copies of 45's to Mr. Dougharty, 737 3rd Avenue, Chula Vista, Calif. 92010. Phone: (714) 420-8982.

XEXX: 2,000 watts. On the air 6 a.m.-midnight. Pres., **F. J. Bodmer**. Gen'l mgr., **J. De La Torre**. Box 648, San Ysidro, Calif. 92073. . . .

XTRA: 50,000 watts. A McLendon Station. All news format. 5455 Whittier Boulevard, Los Angeles, Calif. 90036. Phone: (213) 76-7424. . . .

Nick Clooney, a younger brother of **Rosemary** and **Betty Clooney**, joined WLW, Cincinnati, to help **Bob Braun** on the "Good Morning Show"; he was production director at WKYT-TV, Lexington, Ky., until an air personality WLAP. . . . **Bill Hollon** is now with WGRD, Grand Rapids, Mich. He was formerly with WERX, Wyoming, Mich. . . .

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Her smoldering beauty is just part of the story
...hear the fire in her voice!

Smash hit
appearances
on Merv Griffin
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TV Shows, the
Danny Kaye TV Show,
in person at
Mr. Kelly's, Chicago,
and in a straight
dramatic role
on Ben Casey.



Hear a
star
being
born on
MGM Records...
Right Now!
Lainie Kazan's
first album.



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Austria's Jurgens Brings Home Eurovision Bacon

• Continued from page 1

Prix winner for Luxembourg with "Poupee de Cire, Poupee de Son."

Twenty-seven-year-old Jurgens heard his song awarded the five-point maximum by juries in Monaco, Belgium, Luxembourg and Yugoslavia. The song fin-

ished well in front with 31 votes; Sweden's song, "Nygammal Vals" ("New Old-time Waltz") was second with 16 and Norway's "Intet Er Nytt Under Solen" ("Nothing New Under the Sun") was third with 15.

While there was general agreement over the winning song, there was some controversy over the high place awarded to Sweden's entry because 15 of her votes came from the other three Scandinavian countries, suggesting that judgment had been exercised rather than musical consideration.

Certainly the song sung by Lill Lindford and Svante Thureson—a sort of hip fairy-tale describing a romance between a switched-on shepherd and a princess—was remarkably so-

(Continued on page 28)

'BOOTS' IN STEP WITH TIMES

PARIS—Just as Nancy Sinatra's big hit, "These Boots Are Made for Walkin'" was launched at the time of the New York transit strike, so its appearance in France coincided with a one-day Metro strike.

As Parisians trudged to work, the song, in its original version on Vogue and in the French version ("Ces Bottes Sont Faites Pour Marcher") by Eileen on A-Z Records, got tremendous radio exposure. Europe No. 1 played the Eileen version at least seven times during the day and Radio Luxembourg also gave it heavy plugging. It's published in France by Criterion.

Country Rides High In Saddle in Bonn

FRANKFURT—The first Festival of American Folk and Country Music has opened its European tour in West Germany, where the country music boom has reached amazing proportions.

At Hamburg, for example, the Festival troupers were greeted by hundreds of fans completely outfitted in Western dress. Stores catering to the current fad for Western garments are among Germany's most flourishing enterprises.

Stars of the Festival include the Stanley Brothers, the Clinch Mountain Boys, Cousin Emmy, the New Lost City Ramblers, Mike Seeger and Cyp Landrean's Cajun Band.

The Festival tour of Germany

is notable for the fact that it visits German cities outside the U. S. troop-stationing area. This underlines that country now enjoys wide popularity with the Germans on its own merits, and not as a U. S. troop novelty.

Huge Upswing

The German market for recorded country music is expanding phenomenally. Kultur-minded German radio networks have been forced to jettison some of the Bach, Brahms and Beethoven staple programming and serve up ever-increasing quantities of country. Interestingly, and in direct contrast to their attitude towards U. S. pop music, the Germans insist on

(Continued on page 30)

Britons Score 'Cliquish' Vote

LONDON—The only votes given the British Eurovision contest entry "A Man Without Love" came from Ireland. The British contingent visiting Luxembourg set high hopes on Kenneth McKellar's song getting a good spot, but after the show they strongly criticized the Scandinavian countries, who all voted for each other. Even the studio audience jeered as the voting figures came in from the juries. The Britishers had no complaint about the winning song, from Austria, which most agreed deserved its win.

Writers of the U. K. song, Cyril Ornadel and Peter Callender took the result philosophically and agreed with DJ David Jacobs, who emceed the contest for U. K. television viewers, that although he felt the U. K. had the best song, he did not think it mattered which song won because the show should primarily be considered TV entertainment.

PRS Gripe to Bd. of Trade

LONDON—The British Performing Rights Society has brought its battle on composers royalties for music in films show in America to the Board of Trade. This is concurrent with the Society's negotiations with the British Film Producers Association.

The battle has been waged by the Society for 15 years and seems all the more ludicrous in the light of U. S. composers getting performance royalties on U. S. films shown in the U. K.

The Society's secretary Royce Whale commented: "It is certainly a one-sided situation when American composers collect money here yet such artists as Lennon and McCartney can collect not one penny in cinema performance royalties for the Beatles films shown all over the U. S. I should like to think that a solution is now in sight although after 15 years one can never be sure."

A Correction

PARIS — Barclay Records (Compagnie Phonographique Francaise) distributes the Atlantic and 20th Century-Fox labels in France and not Bel-Air Records as erroneously reported in Billboard March 5. Barclay Records is also the exclusive distributor of such artists as Ray Charles, Bobby Darin, the Modern Jazz Quartet, the Coasters, the Drifters, Ben E. King and Wilson Pickett.

TOP 5 ENTRIES AT EUROVISION



EUROVISION SONG CONTEST winner Udo Jurgens, left, with lyric writer Thomas Hoerbiger, right, and last year's contest winner France Gall. Jurgens also composed winning song: "Merci Cherie" (Thanks Darling). Record company is Deutsche Vogue. Publisher, Montana Music.



UDO JURGENS' FORMULA: He sits at the piano and sings a simple song with sincerity.



THE SWEDISH ENTRY, "New Fashioned Waltz," came in second. Artists are Lill Lindfors and Svante Thuresson (Metronome and Polydor Records).



NORWAY WAS THIRD with Ase Kleveland singing Arne Bendiksen's folksy composition, "There Is Nothing New Under the Sun."



SPAIN'S ENTRY—new young singer Raphael made quite a visual impact on viewers with his likeable personality, although his song did not get a place. An artist with international potential.



KENNETH MCKELLAR, who sang Britain's entry, "A Man Without Love," in the dress of his homeland. The song was commissioned by BBC-TV especially for this artist, written by Cyril Ornadel and Peter Callender. Published by Shapiro-Bernstein, recorded on Decca. The only country which voted for this entry was Ireland.

Austria's Jurgens Brings Home Eurovision Bacon

• Continued from page 27

phisticated in a contest where simplicity and sentimentality normally predominate.

The Swedish couple sang extremely well and, surprisingly, had American jazzman Sahib Shihab taking solo spots on flute.

There was more evidence of geographical sympathy when Spain and Portugal voted maximum points to each other's songs and Ireland awarded top place to the British entry (a gallant gesture in the face of stormy historical associations which was not reciprocated).

Perhaps the biggest sensation of the contest, however, was the complete and abject failure of Italy's entry, the Domenico Modugno song, "Dio Come Ti Amo." Despite its victory at San Remo, it did not get a single point.

Earlier, at rehearsals, there had been a moment of drama when officials refused to allow Modugno to augment the orchestra with three of his own musicians—a surprising decision in view of the fact that some other singers used extra musicians and even dancers. Finally, Modugno sang backed only by his trio—but made little impression.

Keeping Italy company with no points was Monaco, represented by "Bein Plus Fort," and sung by Tereza.

There could be no dispute about third place going to Norway. Ase Kleveland beautifully

interpreted a haunting, folksy theme which benefited from a superb orchestration. Although Sweden loyally gave three points to Norway, the song also drew votes from Austria, Germany, Spain and Italy.

In general, the standard of songs was mediocre and there were definite signs that composers were attempting to write in "Eurovision style", basing their songs on numbers which had been successful in previous years.

There was at least one song in the "Poupee de Cire" vein and another along "N'Avoue Jamais" lines.

Nevertheless, the standard of entries is unlikely to improve until some more foolproof and authoritative system of judging is devised. While there remains such a gap between professional and lay opinion, composers will eventually become discouraged from taking the risk of seeing a potentially good song stigmatized by an unjustly low placing in the voting figures.

Yugo Song 7th

The Yugoslavian song, "Brez Besed," entered before its acquisition by a publisher or record company, came in seventh, and interested Denmark's Harry Jensen of Multitone sufficiently for him to buy world rights.

The 90-minute program was heard or watched by 200 million throughout Europe and North Africa. For, in addition to its being televised direct to all competing countries, the program was taken in Hungary,

HOW THEY PLACED IN CONTEST

Country	Song	Singer	Composer (Publisher)	Record Company	POINTS
Austria	"Merci Cherie"	Udo Jurgens	Udo Jurgens, Thomas Horbiger (Montana)	Deutsche Vogue	31
Sweden	"Nygammal Vals"	Lill Lindfors, Svanthe Thuresson	Bjorn Lindroth, Bengt Arne Wallin (Sonora Musikforlags)	Metronome/Polydor	16
Norway	"Inlet Er Nytt Under Solen"	Ase Kleveland	Arne Bendiksen (Arne Bendiksen)	Triola	15
Ireland	"Come Back to Stay"	Dickie Rock	Rowland Soper (Segway Music)	Pye	14
Belgium	"Un Peu de Poivre, un peu de Sel"	Tonia	Philippe van Cauwenbergh, Paul Quintens (Chappell)	Fonior	14
Switzerland	"Ne Vois Tu Pas?"	Madeleine Pascal	Roland Schweizer, Pierre Brenner (Mondia Music)	CBS	12
Yugoslavia	"Brez Besed"	Berta Ambroz	Elza Buday, Mojmir Sepe		9
Spain	"Yo Soy Aquel"	Raphael	Manuel Alejandro (Quiroga/Musica de Espana)	Hispavox	9
United Kingdom	"A Man Without Love"	Kenneth McKeellar	Peter Callander, Cyril Ornadel (Shapiro-Bernstein)	Decca	8
Germany	"Die Zieger Uhr"	Margot Eskens	Hans Bradtke, Walter Dobschinski (Rolf Budde)	Polydor	7
Finland	"Playboy"	Ann Christine Nystron	Ossi Runne (Ezer)	Philips	7
Luxembourg	"Ce Soir je t'Attendais"	Michele Torr	Jacques Chameille, Bernard Kestclair (Tutti)	Mercury	7
Portugal	"Ele e Ela"	Madalena Iglesias	Carlos Canelhas (Casta Pinto)	Belter	6
Denmark	"Stop, Ja, Stop"	Ulla Pia	Erik Kaare (Multitone A/S)	Scandinavisk Gramophon	4
Holland	"Fernando en Filippo"	Milly Scott	Gerrit den Braber, Kees de Bruyn (Belinda)	CNR	2
France	"Chez Nous"	Dominique Walter	Jacques Plante, Claude Carrere (Claude Carrere)	A-Z	1
Monaco	"Bien Plus Fort"	Tereza	Jean-Max Riviere, Gerard Bourgeois (Eco Music)	Pathe-Marconi	0
Italy	"Dio Come Ti Amo"	Domenico Modugno	Domenico Modugno (Circ)	CGD	0

Poland, Rumania, Czechoslovakia and the U.S.S.R. and on radio by Eire, Radio Luxembourg on long wave and the British Forces Network in Germany.

Music publishers and record men from many countries, including the U. S. and Japan,

were present and making impressive promotional drives were Pathe-Marconi for Tereza, CNR for Milly Scott and Deutsche Vogue for Udo Jurgens.

It was certainly a bad day for Italy, Monaco and France, and it was generally thought that the dramatic performance

of Spain's young singer, Raphael, with "Yo Soy Aquel," should have earned him better than eighth place.

Two record companies were cited in the case of Sweden's entry because each singer had recorded the song with a different partner.

UDO JURGENS WINNER AT THE EUROVISION SONG CONTEST

Top Among 18 Nations
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Another Success
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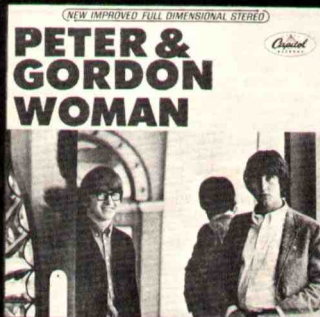
MOVE OUT WITH BRITISH WHEELS!

These British Wheels are making more musical history than ever — and we're backing them with the year's highest-powered promotion!

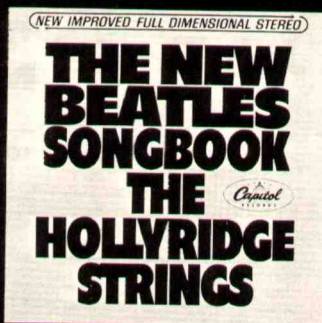
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OUT
ON
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Get on the starting line with your CRDC rep before you do another thing!



Canadian Disk Industry Tallies New Peaks in Dollar, Unit Sales

By KIT MORGAN

TORONTO—The year 1965 was another record year for the record industry in Canada, with dollar sales up 12.1 per cent over 1964 and unit sales up 7.4 per cent, according to the Dominion Bureau of Statistics. Net value of sales over the year, based on distributors selling price to dealers, was \$27,609,213, which indicates roughly \$44 million in retail sales. DBS reports cover only records produced in Canada and do not include imported product.

The resounding increase of the year was in stereo LP's, with unit sales up 25.7 per cent over 1964 (more than doubling the increase tallied in 1964), while

monaural albums gained 9.1 per cent.

Singles sales in 1965 barely held the line, showing an increase of only .7 per cent in the number of 45's sold, compared with 1964. However, singles sales soared 23.5 per cent in 1964 as Beatlemania raged, and many people in the industry are satisfied to have matched that phenomenal year. One industry executive wonders if singles sales are being scuttled by teen-agers' awareness that most hit singles are soon incorporated into an album, with a resultant tendency to bypass the single and wait for the LP. Another executive close to the singles scene comments that only singles at the top of the charts are selling really well,

with the lower chart positions not attracting the sales they once did.

A breakdown of dollar sales by region shows that the biggest increases were in the Ontario Lakehead, Manitoba and Saskatchewan area, up 19.8 per cent; in British Columbia, up 18.18 per cent, and in Central Ontario, up 16 per cent. Sales in Alberta were up 7.8 per cent, Quebec and Eastern Ontario were up 5.18 per cent, while the increase in the Atlantic provinces was a mere 1 per cent.

Industry feeling on the whole is that while 1965 was a very good year, 1966 already shows promise of being substantially better, with virtually all companies enthusiastically reporting business off to a roaring start.

Miller's Big Gun Plans Jolt Trade

HAMBURG—U. S. disk producer Dave Miller's open letter on his organization's plans and objectives has jolted the German disk trade.

Most of Miller's competitors regard the Miller missive (published as an advertisement in Billboard March 5) as putting them on notice that he intends waging a pricing war to the knife—in this case, to the pfening.

Main attention is focused on Miller's announcement of plans for an ultra-modern integrated plant in Europe. Miller's open

letter disclosed, "We have a new plant on the drawing boards and in machine shops here in the U. S. for the most modern integrated plant in Europe. It will have a minimum annual LP capacity of 5 million records."

Miller announced, too, that his own audio engineering and arranging staffs are now engaged in the production of over 50 new LP's this year, all of which presumably are to be offered on the German market.

Surprises at Plan

There is surprise at the depth as well as scope of the expansion the U. S. disk producer has planned for his Miller International Schallplatten GmbH, based in Hamburg. For example, it came as a surprise to his competitors that Miller is being backed by two of Germany's leading banks.

Reaction is divided between those who fear that the Miller brand of high-voltage competitive pricing may reduce the present more or less orderly German market to chaos, and those who say Miller is the best thing to happen to the price-maintenance-minded German trade since the war.

The latter school is represented by the official of a small disk firm who applauded, "I don't know whether we can compete with Miller over the long haul, but I am frankly delighted to see him rock the big companies which have dominated the trade for too long. Miller is like opening the window in a room full of stale air."

'Unlimited War'

A number of German disk executives polled expressed even more interest in Miller's plans for a "dynamic sales force with new merchandising concepts in Europe" than in his plans for a new plant. To them, Miller is promising an unlimited pricing war.

For some time now, German disk firms have been inveighing against the "pricing chaos" on the U. S. disk market. Miller is seen as now intending to transport this repugnant situation to West Germany.

In denying that it planned to introduce the low-price LP of its EMI parent organization on the German market, Electrola cited as one difficulty the stiff performing rights royalty imposed here by GEMA, which has never been a notable cham-

panion of price-cutting. What will be GEMA's attitude toward the Miller organization's pricing policies, is a question intriguing the German trade.

In any event, German disk trade trends appear to be clearly in Miller's favor. The just-issued annual report of the German disk industry association, Bundesverband der Phonographischen Wirtschaft, cites the low-price (\$2.45) LP as the most important trade stimulus in 1965.

Country Rides High in Bonn

• Continued from page 27

hearing country in the original English.

There is a home-grown German country market, but this amounts to imitation being the sincerest form of flattery. For the Germans are striving to dish up a Teutonic brand of "Head 'Em Off at the Pass, Hans!" country consciously copied from the U. S. original.

Thus, CBS Schallplatten has just released "Wenn es Nacht wird in Montana" with a budding German country singer, Juergen Herbst. Flip side is "Goldgraber Song" (Goldigger's Song). Herbst previously recorded the highly successful "Oh, My Sweetheart Rosemarie" b/w "Ein Stern geht auf."

Herbst's new disk is recorded in what CBS calls "original country sound," and the music is by the Nashville Studio Orchestra, the recording having been done in Nashville.

There is a procession of U. S. country stars to Germany, and despite the preference of German country buffs for the original English, numerous U. S. stars are recording in German to reach a bigger audience.

Proof of country's wildfire popularity with the Germans is that two of the country's top artists are famous for country, Ronny and Martin Lauer. Ronny in Western dress with cowboy boots and six-shooters slung from his belt, is as familiar to the Germans as Roy Rogers and Gene Autry are to Americans.



SAYVETTE DEPARTMENT STORE, London, Ont., under the aegis of Max Silverling, went all-out to tie in United Artists Records' "Thunderball" soundtrack album of "Thunderball" with the local showing of the film.

FROM THE MUSIC CAPITALS OF THE WORLD

LONDON

After first deciding that Sgt. Barry Sadler records were not right for the British market, RCA Victor has issued Sadler's major U. S. hit "The Ballad of the Green Berets" with a campaign to tell this public what it's all about. But because British Decca was not keen to get involved with political issues, the U. S. coupling, "Letter From Vietnam," is not on the "b" side of the release here. A cover of "Berets" by the Alan Moorhouse Orchestra has been rushed out on Pye. . . . Pye was hosting receptions last week for two of the artists on its Interna-

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tional label—James Brown and Herb Alpert. Both are in for TV spectaculars and one or two concerts. With Brown are his Blue Flames and Alpert has brought the Tijuana Brass. . . . Roy Orbison headlines ATV's "London Palladium Show" on Sunday (20) before commencing his month-long nationwide tour with the Walker Brothers. Yet another U. S. visitor this week is Len Barry returning to collect an award for his hit "1-2-3"—voted Best Record for Dancing. He will remain a week to promote a new single which is probably another revival of "Somewhere." . . . Independent producer Shel Talmy sought an injunction to prevent the Who with whom he claims he has an exclusive contract recording for anyone else. The big-selling group has switched to Polydor's new Reaction label and in America to Polydor's new outlet Atlantic but Decca has issued here a track from a Who album, "A Legal Matter."

Pye managing director Louis Benjamin was the last British record company chief to fall in line with EMI's increase in singles' prices from 92 cents to \$1.00. . . . To coincide with Woody Herman's visit, CBS organized a big push on Woody's LP, "Woody Winners." British music personalities were invited to join the press at a reception to greet Woody. . . . The New Christy Minstrels' "Three Wheels on My Wagon" received so much airplay when it was issued here on an LP that CBS put it out as the title track of an EP. This did so well that now it has been released for a third time—as a single. . . . After more than six years as professional manager

of Mills Music, Pat Sherlock leaves early next month to join an independent broadcasting organization.

Alex Kosky has been appointed general sales manager for the EMI-Paul Hamlyn "Music For Pleasure" line. Since it was launched last October 1,750,000 albums in the range have been sold. . . . Pye's representative at the U. S. National Association of Record Merchandisers in Miami was sales controller Tom Grautham. . . . Liberty's Jackie De Shannon was due here last week to record under Burt Bacharach's supervision, adding yet another commitment to the composer's busy British schedule. . . . Pye has added songwriter Johnny Worth to its record production team. . . . Cedric Diamond, head of Light Music Swiss Record, was here last week to conduct BBC Light Concert Orchestra and Birmingham Midland Light Orchestra in radio programs of modern French and Swiss music. Diamond also heads the Zurich based pubbery Edition Coda. He talked with Francis Day & Hunter, Robbins Music, Keith Prowse and Boosey & Hawkes re background music catalogs.

CHRIS HUTCHINS

MEMPHIS

Peter Nero and Boots Randolph packed them in at a concert at the Auditorium. . . . Promoter X. Cosse of Nashville, who likes to book shows in Memphis, said he will get away from the Top 40 type shows to concentrate on the money-makers—Chet Atkins-Boots Randolph-Floyd Cramer, Pete Fountain, Lawrence Welk.

Hi Records' president, Joe Cuoghi, is bringing out a new Ace Cannon album next week. Title is "Sweet and Tuff," with six soft-beat numbers and six up-tempo tunes of the Guilloleens, manager of the Guilloleens, has taken on Joe Franks and the Knights. Their first single has been leased to ABC-Paramount.

Sun Records' Sam Phillips said he believes the dispute over publishing rights to "Red Hot," the recent Sam the Sham hit, will be resolved without a law suit. Phillips copyrighted the song June 20, 1955, but Billy Emerson, who wrote it, later formed Riverline Publishing Co. and claims publishing rights.

Gene Simmons and Ace Cannon headlined a Heart Fund benefit at Hernando's Hideaway. . . . Ray Charles is due for a one-nighter at the Auditorium June 5, then will play the rest of the night at Sunbeam Mitchell's Club Paradise. . . . Ken Keene is doing (Continued on page 32)

HERB ALPERT & THE Tijuana Brass



NOMINATIONS FOR THE 1966 GRAMMY AWARDS

BEST RECORD OF THE YEAR

A TASTE OF HONEY

BEST ALBUM OF THE YEAR

WHIPPED CREAM & OTHER DELIGHTS

BEST INSTRUMENTAL PERFORMANCE (NON-JAZZ)

A TASTE OF HONEY

BEST INSTRUMENTAL ARRANGEMENT (TO THE ARRANGER)

A TASTE OF HONEY... HERB ALPERT

BEST ENGINEERED RECORDING (NON-CLASSICAL)

A TASTE OF HONEY... LARRY LEVINE

BEST ALBUM COVER—PHOTOGRAPHY

WHIPPED CREAM & OTHER DELIGHTS



German Disk Industry Drought Ends; Production Rose 15%

HAMBURG—West German disk production and sales in 1965 broke out of a long period of stagnation, reports the industry organization, Bundesverband der Phonographischen Wirtschaft.

Disk activity rose across the board. Production rose 15.3 per cent, to 66.2 million disks. Biggest gains were scored by LP's, LP production rising 48.8 per cent to 24.1 million.

For the first time in several years, singles ended their slide and posted a 6.3 per cent rise. The industry organization put total retail gross turnover at \$81.5 million, a gain of 14 per cent over 1964.

However, the industry organization was silent on the question of industry profits, which are believed to have lagged well behind the increase in production. The industry has been caught in a price-cost squeeze, but this has been offset to some extent by more economic employment of pressing facilities.

LP Price War

The big stimulus to produc-

tion and sales was supplied by the LP price war, which has dropped a large segment of the LP market to \$2.45 and lower. Trade circles compare this development last year on the German disk market with the pocketbooks stimulus to publishing.

The outlook is for even more imaginative and ruthless price cutting in 1966. On balance, the retail trade has relatively little cheer in the 1965 performance. Retailers appear to have lost further ground to direct distribution, mainly via clubs.

While retailers posted a gain of 11.7 per cent in sales to 41.2 million disks, the club business expanded by 31.1 per cent, to over 8 million disks. Retailers' share of the disk trade contracted from 86 per cent in 1964 to 83 per cent.

Classical music continues to be strong on the German market, comprising 40 per cent of LP sales last year in Germany. This is well above the world market average. Stereo posted strong gains in 1965, too. Every second LP produced was in stereo.

FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 30

a promotional build-up on singer **Johnny Soul**. Ken said Johnny is moving to Memphis.

ELTON WHISENHUNT

MILAN

Marshall Chess, president of Chess, Checker and Cadet, visited the industry here and signed a new distribution agreement with Durium Records. . . . **Bob McColgin**, CBS engineer, visited CGD's offices. . . . Italian EMI acquired distribution of the new ABC-Paramount's subsidiary label, Boom Records. First release will be "Thank You and Goodnight" b/w "You're So Good to Me," by **Debra Swisher**. . . . Durium marketed an album, "Big B and Europe Presents the Great Songs of Europe," originally produced by **Saba** of Germany, dedicated to European standards performed by big band. . . . **Ornella Vanoni**, Ricordi, flew to Madrid for a TV show and to record the Spanish

Records signed a new group, the **Pops**, and a **Gigi Cichellero's** (general manager and a&r) discovery, **Maria Achenza**. . . . **Iva Zanichchi** will star in the new picture "La Notte Dell'Addio," same title as her San Remo rendition. . . . CGD announced the **Tony Del Monaco's** first release with the company. "Vita Mia," reached the 58,000 copies sale mark. . . . **Adamo**, Belgian EMI, recorded the Italian versions of his most recent hits "Amo" (J'Aime) and "Al Nostro Amore" (Sonnente A Notre Amour).

GERMANO RUSCITTO

OSLO

Bobby Weiss of Monument Records visited Oslo and met managing director of Nor-Disc, **Totto Johannessen**, who represents Monument in Norway. . . . **Arne Bilkens** states that never have so many recordings been made of the Norwegian Eurovision songs. Both the winning tune and "Gi meg fri," the runner-up, also a Bendixen composition, were recorded in Ger-



A SILVER LP TO MARK the 250,000-plus sales of the soundtrack album of "Mary Poppins" (released on EMI's HMV label in England) was presented by L. G. Wood, managing director of EMI, to Jimmy Johnson, president of Walt Disney Music, at London's Grosvenor House Hotel. Show, left to right, are Frank Weintrop, who represents Disney's record interests in London; composer-musical director Tutti Camarata; Johnson; Wood; and Cyril James, managing director of Walt Disney Productions Ltd. in London.

Steady, Go" will be staged in the Locomotive Club in Paris April 1.

. . . **Francoise Hardy's** latest EP for Vogue includes her San Remo song, "Parlami di Te." . . . Festival artists **Marie Laforte**, **Les Surfs** and **Ornella Vanoni** will be featured in the Rose d'Or TV Festival in Montreux. . . . "Manuel Benitez El Cordobes," the new song published by Chappell and written in homage to Spain's famous "bull-fighting" **Beate** by **Jean-Max Riviere** and **Gerard Bourgeois**, is becoming the most recorded work of the year. Already there are instrumental versions by **Franck Pourcel**, **Claude Clari**, **Georges Jouvin**, **Yvette Horner** (Pathe); **Raymond Boisserie** (Trianon), **Aimable** (Vogue), **Maurice Larcange** (Decca), **Andre Verchuren** (Festival), **Pierre Selin** (Fontana), and **Eddie Barclay** (Barclay). The song has also been recorded in French, English, German, Spanish and Italian by **Dalida** (Barclay) and the French version is No. 1 on Europe No. 1 radio, No. 2 on the hit parade of the ORTF's "Quatre Cent Coups" program and No. 3 on Radio Luxembourg. . . . Festival's **Ornella Vanoni** was in France for three days of radio and TV appearances. **Petula Clark's** new EP for Vogue contains "Que Faut-il Faire Pour Oublier?" published by Labrador, and "La Gadoue," "La Colline au Whisky" and "Folle de Toi." . . . **Hugues Aufray's** latest EP for Barclay, "Aufray Sings Dylan," includes French versions of "The Times They Are A-Changing" and "God Is on Our Side." . . . **Gilips** has put out an album by **Roger Miller**, at their new price of 19.95 francs (\$3.90), containing all his big hits.

Sylvie Vartan's new album for RCA includes seven titles published by Labrador, one of which, "Il y a Deux Filles en Moi," by **Jean-Jacques Debout**, is having a big success. . . . The new French folk singer, **Antoine**, has recorded his big hit "La Guerre" for Vogue in German and English. He has also recorded his first album containing entirely new songs. One of them, "Les Elucubrations d'Antoine," is getting a good deal of radio exposure. . . . The latest **Aznavour** album for Barclay includes songs from his operetta, "Monsieur Carnaval" and from his latest film, "Paris in the Month of August." . . . **Benjamin** makes his disk debut on Vogue with a song by celebrated writer **Jacques Lanzmann**. . . . Pathe-Marconi released an EP by **Les Valentin**, a vocal group, to coincide with Valentine's Day. . . . **Pierre Paolini**, who enjoyed big success with "Chiens de l'Alabama," is recording an album for Vogue. . . . Pathe-Marconi released their first Beatle EP since acquiring distribution rights at the beginning of the year. Titles are "Yesterday," "The Night Before," "Act Naturally" and "It's Only Love." . . . **Lucky Blondo** has recorded the title song of "The Cincinnati Kid" for Philips. . . . Pathe-Marconi has released the first EP recorded by **Serge Lama**

since his auto accident last August. The singer recorded on a stretcher.

. . . CBS has signed the **Compagnons de la Chanson** who were formerly with Polydor. The new contract takes effect in July. . . . The Vogue EP "Till the End of the Day" by the **Kinks**, currently on tour in Belgium and Northern France, is going good here. . . . Key song on the new **Herve Villard** EP for Philips is "Mourir ou Vivre," written by **Danyel Gerard** and **Ralph Bernet**. . . . Philips rushed out a new album by **Anne-Marie Carriere**, recorded live at the Bobino Theater, while she was appearing there. . . . **Pierre Mac Orlean** has written the liner notes for the new **Yves Mathieu** disk for Philips which contains four songs with music by **Hubert Giraud**. **MIKE HENNESSEY**

RIO DE JANEIRO

Silvinha Telles recorded an LP at Rio-Som Studios under the supervision of **Ray Gilbert**. Disk will be released in the States by Warner Bros. . . . Composer-singer **Marcos Valle** and his wife **Anamaria** returned from Hollywood. The pair worked for about five months with **Sergio Mendes**' "Brasil '65" entourage. . . . Disk chief **Eddie Barclay** and French singer **Dario Moreno** didn't miss one ball during the roaring Rio Carnival. . . . Producer **Guilherme Araujo** was appointed musical director of Midnight, nightclub of the Copacabana Palace Hotel. Bistro will reopen with **Maysa** and **Trio Tamba**. . . . It seems the Brazilian government will free record importation in the next few days. Move is eagerly awaited by many record dealers. . . . Studio musicians from Sao Paulo are asking for a scale increase. They get 8,000 cruzeiros an hour but want 12,000. . . . The hit show "Vinicius and Caymmi at Zum Zum" closed after almost a year run. Post-lyricist **Vinicius** will concentrate on the script of his film "The Girl From Ipanema," and Caymmi will return to the U. S. **SILVIO TULLIO CARDOSO**

TORONTO

. . . **Robert J. Stone Associates** formed Chinguacousy Music, which will publish original Canadian compositions and also co-publish material from the music publishing firms of the record companies represented in Canada and abroad by **RJSA**. **Jack C. Devlin**, formerly with General Motors, has joined the Stone organization as general manager of Chinguacousy. Arc Sound is moving into the lucrative French-Canadian record market with the release of 12 LP's in its new Arc Canadienne Francaise series. The initial release is made up of instrumental albums by the **101 Strings**, the **Paris Theatre Orchestra**, and such Canadian artists as **Bobby Duval**, the **Ted Gerard Trio**, and the **Pathe-Marconi** (Continued on page 46)

Beatles to Go On Japan Road

LONDON—The Beatles' next American tour is fixed for next August, but first the group will pay its first-ever visit to Japan and a return to Germany. British fans will probably not see them until the end of the year.

Outlining their plans before he flew to New York to arrange the Beatles' fourth U. S. visit and third annual tour, Brian Epstein said the Japanese and German tours would probably precede the U. S. one. June is a likely month for these.

The arrangements confirm previous indications that they will not make their third film until the fall for release early in 1967. The group begins more marathon recording sessions at the end of this month for worldwide releases of a single and an album in April.



HUBERT BALLAY, economist, sociologist, expert on international co-operation and a professor at the University of Abidjan, has been appointed Director General of France's Barclay Records group. Ballay is also a successful songwriter whose songs have been recorded by Petula Clark, Dalida and Marie Laforde.

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version of her San Remo number, "Io Ti Daro Di Piu." While her Japanese recordings of "Una Sera a Tokyo" and "Non Sapevo" are climbing the Japanese charts, **Milva**, Fonit-Cetra, flew to Japan for two months. . . . **Anna Identici**, Ariston, went to Venezuela for TV and theater appearances. . . . **Pino Donaggio**, Italian EMI, will be in Paris March 30 for the TV show, "Music Hall de Paris," because of his successful debut at the Olympia. . . . **Iva Zanichchi**, Rifi, will be in Paris March 22, 23 and 24 in video-tape appearances for French TV. Zanichchi's performances, all dedicated to her French version of San Remo's song "Io Ti Daro Di Piu," will be aired once a week for four consecutive weeks in April. . . . **Giorgio Gaber**, Rifi, will be on a Spanish TV show from Madrid, March 24. . . . **Maria Rosa** and **Henry Wright** switched back from Carosello-Cemed (Curci) to CGD. . . . GTA Records produced two jazz albums: one headed by **Steve Lacy**, the other by pianist **Mal Waldron**, formerly with **Billy May**. . . . Durium announced "Il Silenzio" passed the 1,500,000 sales mark in Germany. . . . **Isabella Jannetti**, Durium, recorded the Spanish version of her latest single, "Vivire Di Pane" b/w "Mi Hai Detto Ciao," which will soon be marketed there by Discos Vergara. . . . Los Marcellos Ferial, also Durium, sang a remake of the old west traditional tune "Glorry, Glory, Hallelujah," under the new title, "John Brown," at the TV show "Dreams' Fair." GTA

LEADING IN RECORDS
Coming up first in publishing in
NORWAY
NOR-DISC A/S
Oslo, 3

man, British, French, Italian and Swedish. . . . **Ase Kleveland**, who represented Norway in the Eurovision final in Luxembourg, has a new record out, taken from her LP, "House of the Rising Sun" b/w "Where Have All the Flowers Gone?" on Polydor. . . . Norsk Phonogram launched the British budget LP series, Marble Arch, introduced by Pve. . . . The material consists of some old Golden Guinea records and some new recordings. The price there will be Kr. 18.50, less than half the ordinary LP price (40 kr.). The LP series will be sold only to music retailers, as usual here, where the rack jobbing is scarce. . . . Carl M. Iversen A/S issued the Beatles' version of their song "Michelle" on Parlophone, and this record pushed the **Overlanders'** version on Pye from No. 1 on the Norwegian Hit Parade. **ESPEN ERIKSEN**

PARIS

Chuck Berry followed a 10-town tour of France with three appearances at the new Top Ten club on the Champs-Elysees. . . . Festival star **Gigliola Cinquetti** is due in France March 15 and 16, 28 and 29 for appearances on the TV shows "Douches Ecosaisies," "Discorama" and "La Grande Luccarne." . . . Composer-arranger-conductor **Michel Legrand** is set for six weeks in Russia beginning in July. He will conduct a big jazz orchestra in Moscow. . . . The British TV show "Ready,

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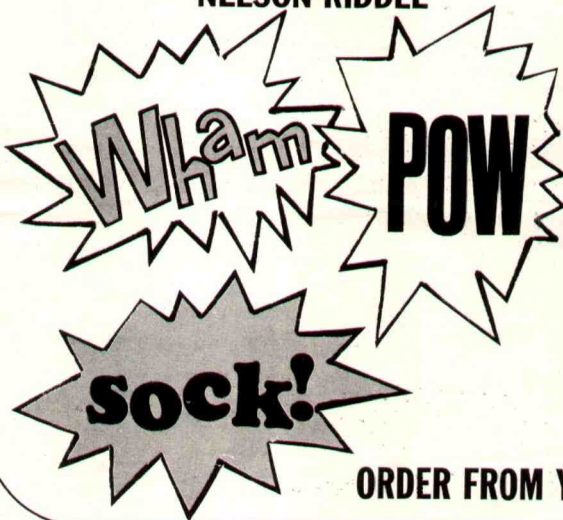
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ARGENTINA

- *Denotes local origin
1 4 EL CORRALERO--*El
Chango Nieto (CBS); *Los Cantores de Quilla Huasi (Philips); Ginette Acevedo (RCA); *Herman Figueroa Reyes (Odeon); *Los Trovadores del Norte (Music Hall)--Korn
2 2 SI TU NO FUERAS TAN LINDA--Fried Bonguato/Gianni Ferrio (Fermata); Aldo Perricone (RCA); Carlos Guillermo (CBS) -- Fermata
3 5 GUANTANAMERA--Pete Seeger (CBS); Marfil (Music Hall); Luis Bravo (Philips); *Mister Trombone (CBS)
4 1 LA PLAYA--Claudio Clark (Odeon); Antonio Perricone (RCA); *Nancy Li (CBS); *Lucio Milena (Disc Jockey); *Dany Montano (Music Hall)--Korn
5 3 AVEC--Charles Aznavour (Barclay); Franck Pourcel (Odeon); *Lucio Milena (Disk Jockey); *Elio Roca (Polydor)--Korn
6 10 SI FA SERA--Juan Ramon (RCA); Gianni Morandi (RCA)--Relay
7 6 AL LADO--*Paltio Ortega (RCA)--Korn
8 8 LA LUNA Y EL MAR/LP MAMORE (LP)--Cuarteto Imperial (CBS)--Melograf
9 9 ESO SERIA HERMOSO--Richard Anthony (Odeon)
10 -- DIO COME TI AMO--Giigliola Cinquetti (Music Hall); *Nancy Li (CBS); *Jose Antonio (Microfon); *Elio Roca (Polydor); Rosamel Araya (Disk Jockey)--Korn

AUSTRALIA

- *Denotes local origin
This Last Week
1 7 WOMEN--The Easybeats (Parlophone)--Alberts
2 -- 19TH NERVOUS BREAKDOWN--The Rolling Stones (Decca)--Essex
3 -- SOME UNDAY MORNING --Wayne Newton (Capitol) --Chappells
4 1 DAY TRIPPER--The Beatles (Parlophone)--Leeds
5 -- SOUNDS OF SILENCE--Simon and Garfunkel (CBS) --Essex
6 6 SECOND HAND ROSE--Barbra Streisand (CBS)--Alberts
7 -- MY LOVE--Petula Clark (Aston)
8 10 CARNIVAL IS OVER--The Seekers (Columbia)--Chappells
9 3 BARBARA ANN--The Beach Boys (Capitol)
10 -- LIES--The Knickerbockers (London)

AUSTRIA

- This Last Week
1 1 GANZ IN WEISS--Roy Black (Polydor)--Wien Melodie
2 2 ER IST WIEDER DA--Marion (Ariola)--Helbling
3 3 MELISSA--Thomas (CBS)--Wien-Melodie
4 5 WENN DAS GESCHIEHT--Peter Alexander (Ariola)--Rialto
5 7 YESTERDAY MAN--Chris Andrews (Vogue)--Helbling
6 4 NATASCHA--Beatniks (Ligophon)--Wien Melodie
7 -- MOOBY-NER NABLES--Bert Kaempfer (Polydor)
8 6 NUR EIN BILD VON DIR--Bambies (Atlantik)--Weltmusik
9 9 SPANISH EYES--Al Martino (Capitol)
10 10 FRAG DOCH NUR DEIN HERZ--Five Tops (Philips)--Hofmeister

BRITAIN

- *Denotes local origin
This Last Week
1 1 19TH NERVOUS BREAKDOWN--Rolling Stones (Decca)--Mirage Music
2 2 THESE BOOTS ARE MADE FOR WALKIN--Nancy Sinatra (Reprise)--Mecolico
3 3 A GROOVY KIND OF LOVE--Mindbenders (Fontana)--Screen Gems Columbia Music
4 6 SHA-LA-LA-LEE--*Small Faces (Decca)--Belinda Lynch
5 8 BARBARA ANN--Beach Boys (Capitol)--Planetary

- 6 12 BACKSTAGE--Gene Pitney (Stateside)--Bron Music
7 4 MY LOVE--*Petula Clark (Pye)--Welbeck Music
8 7 INSIDE LOOKING OUT--*Animals (Decca)--Essex Music
9 17 LIGHTNIN' STRIKES--Lou Christie (MGM)--Debmarr Music
9 28 I CAN'T LET GO--*Hollies (Parlophone)--April Music
11 5 YOU WERE ON MY MIND --*Cristian St. Peters (Decca)--Blossom Music
12 18 MAKE THE WORLD GO AWAY--Eddy Arnold (RCA)--Acuff-Rose
13 25 WHAT NOW MY LOVE--Sunny and Cher (Atlantic)--Blossom/Biem
14 11 SPANISH FLEA--Herb Alpert & the Tijuana Brass (Pye Int.)--Burlington
15 21 THIS GOLDEN RING --*Fortunes (Decca)--Mills Music
16 13 TOMORROW--Sandie Shaw (Pye)--Gilliland
17 -- THE SUN AIN'T GONNA SHINE ANY MORE--*Walker Brothers (Philips)--Ardmore & Beechwood
18 -- SHAPES OF THINGS--*Yardbirds (Columbia)--Feldman
19 10 MIRROR MIRROR--*Pinkertons' Assorted Colours (Decca)--King Music
20 9 LOVE'S JUST A BROKEN HEART--Cilla Black (Parlophone)--Belinda
21 22 JENNY TAKE A RIDE--Mitch Ryder & the Detroit Wheels (Stateside)--Ardmore & Beechwood
22 26 BLUE RIVER--Elvis Presley (RCA)--Marlyn Music
23 16 GIRL--*Truth (Pye)--Northern Songs
24 23 GET OUT OF MY LIFE WOMAN--Elvis Dorsey (Stateside)--Ardmore & Beechwood
25 23 LITTLE BY LITTLE--*Dusty Springfield (Philips)--Raintree Music
26 27 YOU DON'T LOVE ME--*Gary Walker (CBS)--Dorothy Solomon Associated Artists
26 -- DEDICATED FOLLOWER OF FASHION--*Kinks (Pye)--Belinda
28 15 MICHELLE--*Overlanders (Pye)--Northern Songs
29 -- BABY NEVER SAY GOODBYE--*Unit 4 + 2 (Decca)--Apollo Music
30 30 I GOT YOU--James Brown (Pye Int.)--Lois Music

CANADA

- This Last Week
1 1 THESE BOOTS ARE MADE FOR WALKIN--Nancy Sinatra (Reprise)--
2 3 LISTEN PEOPLE--Herman's Hermits (MGM)
3 7 NOWHERE MAN--Beatles (Capitol)
4 2 MY WORLD IS EMPTY WITHOUT YOU--Supremes (Tamla Motown)
5 8 CALIFORNIA DREAMIN--Mama's and Papa's (RCA Victor)
6 5 MY LOVE--Petula Clark (Warner Bros.)
7 -- 19TH NERVOUS BREAKDOWN--Rolling Stones (London)
8 9 ELUSIVE BUTTERFLY--Bob Lind (World Pacific)
9 10 AT THE SCENE--Dave Clark Five (Capitol)
10 6 LIGHTNIN' STRIKES--Lou Christie (MGM)

CANADIAN RECORDS

- This Last Week
1 1 RAINBOW--Terry Black (Arc)
2 2 BELIEVE ME--The Guess Who's (Quality)
3 -- HEY GIRL GO IT ALONE--Big Town Boys (Capitol)

DENMARK

- *Denotes local origin
This Last Week
1 2 MICHELLE--The Beatles (Odeon)--Mitone
2 2 STORSPRINGSVANDET --Caesar (Sonet)--Winckler
3 1 YESTERDAY MAN--Chris Andrews (Decca)--Sweden Music
4 17 STOP THE MUSIC--Hitmakers (Sonet)--Decapo
5 3 YESTERDAY--The Beatles (Odeon)--Multitone
6 -- 19TH NERVOUS BREAKDOWN--The Rolling Stones (Decca)--Essex

- 7 -- STOP, MENS LEGEN ER GOD--Lilla Pia (HMV)--Multitone
8 18 TO WHOM IT CONCERNS--Chris Andrews (Decca)--Sweden Music
9 4 WE CAN WORK IT OUT--The Beatles (Parlophone)--Multitone
10 6 HELP--The Beatles (Parlophone)--Multitone

FRANCE

- This Last Week
1 2 LE FOLKLORE AMERICAIN --Shella (Philips)--Bagatelle
2 1 MICHELLE--The Beatles (Odeon)--Ario
3 6 POTEKINE--Jean Ferrat (Barclay)--Halleuya
4 3 ET S'IL N'EN RESTE QU'UN SEM--Eddy Mitchell (Barclay)--Sem
5 8 LE JOUET EXTRAORDINAIRE--Charles Francois (Philips)--Olympia
6 5 J'AI ME--Adamo (Voix de son Maitre)--Pathe
7 -- LA GADOULE--Petula Clark (Vogue)--Bagatelle
8 11 EL CORDOBES--Dalida (Barclay)--Chappell
9 -- C'EST TON MON--Mireille Mathieu (Barclay)--FOF
10 7 LES MARIONNETTES--Christophe (K7)--Jacques Plante

GERMANY

- *Denotes local origin
This Last Week
1 2 GANZ IN WEIB--Roy Black (Polydor)--Seith
2 1 YESTERDAY MAN--Chris Andrews (Vogue)--Intro
3 8 MELISSA--Peter Thomas Sound Orchester (CBS)--Kline Musik
4 5 TO WHOM IT CONCERNS --Chris Andrews (Vogue)--Intro
5 3 IL SILENZIO--Nini Rosso (Hansa)--Intro
6 6 WE CAN WORK IT OUT--Beatles (Odeon)--Northern Songs
7 36 MICHELLE--The Beatles (Odeon)--Northern Songs
7 8 BALLA BALLA--The Rainbows (CBS)--April
9 -- WENN DAS GESCHIEHT--Peter Alexander (Ariola)--Rialto
10 12 MELISSA--Orchester Ferdj Klein (Odeon)--Ring Musik

HOLLAND

- This Last Week
1 MICHELLE--The Beatles (Parlophone)--The Overlanders (Pye)--Leeds Holland/Barclay
2 2 THAT DAY--The Golden Earrings (Polydor)--Ed. Europhon/Basart
3 7 AS TEARS GO BY--The Rolling Stones (Decca)--Ed. Altona
4 5 WE CAN WORK IT OUT/DAY TRIPPER--The Beatles (Parlophone)--Leeds Holland/Barclay
4 n KLAISJE MADEIRA *M'DEAR--Ted de Braak (M'BEAR)
6 -- BALD-HEADED WOMAN--Jay-Jays (Philips); the Toreros (RCA Victor)--Ed. Altona
7 6 TILL THE END OF THE DAY--The Kinks (Pye)
8 -- GLAASJE OP LAAT JE RIJDEN--*Siakie Schram (Arlone)--Ed. Portenzen
9 3 TO WHOM IT CONCERNS--Chris Andrews (Vogue)--Ed. Basart
10 8 MARMOR, STEIN UND EISEN BRECHT--Drafi Deutscher (Decca)--*Trea Dobbs (Decca)--Ed. Portenzen

ITALY

- *Denotes local origin
This Last Week
1 4 NESSUNO MI PUO' GLI UTI--*Caterina Caselli (CGD)
2 2 IL RAGAZZO DELLA VIA GLUCK--*A. Celentano (Clan)
3 1 NESSUNO MI PUO' GIUDICARE--*Gene Pitney (Muscor)
4 5 MAI MAI VALENTINA --*Pat Boone (Dot)
5 6 IN UN FIORE--*Wilma Goich (Ricordi)
6 3 DIO COME TI AMO--*Domenico Modugno (Curci)

- 7 8 IN UN FIORE--*Surfs (Festival)
8 9 IO TI DARO' DI PIU' --*Ornella Vanoni (Ricordi)
9 7 DIO COME TI AMO--*Giuglia Cinquetti (CGD)
10 12 ADESSO SI'--*Sergi Endrigo (Cetra)
11 14 COSI' COME VIENE--*Remo Germani (Jolly)
12 -- UNA BELLA IN CIMA AL MONDO--*Mina (Ri Fi)
13 10 COSI' COME VIENE--*Surfs (Festival)
14 15 WE CAN WORK IT OUT--Beatles (Parlophone)
15 11 QUESTA VOLTA--Bobby Solo (Ricordi)

JAPAN

- *Denotes local origin
This Last Week
1 2 AITAKUTE AITAKUTE--*Sono Mari (Polydor)
1 JASRAC (Watanabe)
2 3 HONEMADE AISHITE --*Jo Takuya (Toshiba)--JASRAC
3 1 FUTARI NO SEKAI--*Ishihara Yujiro (Teichiku)--JASRAC
4 5 TOKYO NAGAREMONO--*Takekoshi Hiroko (King)--JASRAC
5 6 KIMITO ITSUMADEMO--*Kayama Yuzo (Toshiba)--JASRAC (Watanabe)
6 9 KOIGOKORO--*Kishi Yoko (King)--TOSHIBA
7 -- AMENONAKANO FUTARI --*Hashi Yukio (Victor)--JASRAC
8 4 NAMIDA NO RENRAKUSEN--*Miyako Harumi (Columbia)--JASRAC
9 8 DON'T LET ME BE MISUNDERSTOOD--The Animals (Odeon) Aberback; Bito Isao (Toshiba)--Tokyo
10 7 KARAJISHI BOTAN --*Tatakura Ken (King)--JASRAC

MALAYSIA

- *Denotes local origin
This Last Week
1 1 HAPPY HAPPY BIRTHDAY, BABY--*Naomi and the Boys (Philips)
2 3 A MUST TO AVOID--Herman's Hermits (Columbia)
3 2 WIND ME UP--Cliff Richard (Columbia)
4 5 WE CAN WORK IT OUT--Beatles (Parlophone)
5 7 PUSH, PUSH--*Keith Locke and the Quests (Columbia)
6 -- IT'S MY LIFE--Animals (Columbia)
7 -- AS TEARS GO BY--Rolling Stones (Decca)
8 -- HANG ON SLOOPY--McCoy's (Philips)
9 -- YESTERDAY--Marianne Faithfull (Decca)
10 6 I KNOW--*Naomi and the Boys (Philips)

NORWAY

- *Denotes local origin
This Last Week
1 1 MICHELLE--Beatles (Parlophone)--Edition Lyche
2 5 19TH NERVOUS BREAKDOWN--Rolling Stones (Decca)
3 2 YOU WERE ON MY MIND --*Barry McGuire (RCA Victor)--Gehrmann
4 3 HJEM--*Kirsti Sparboe (Triola)--Bendiksen
5 4 MICHELLE--Overlanders (Pye)--Edition Lyche
6 8 THESE BOOTS ARE MADE FOR WALKIN--Nancy Sinatra (Reprise)
7 6 A MUST TO AVOID--Herman's Hermits (Columbia)--Sweden Music/Stig Anderson
8 10 SAG INTE NEI SAG KANSKE--Sven-Ingvards (Philips)--Seven Brothers (RCA Victor)
9 -- WITHOUT YOU--Jim Reeves (SWA Victor)
10 7 MOT UKJENT STED--*Vanguards (Triola)--Bendiksen

PERU

- This Last Week
1 CUANTO MAS LAJOS ESTOY--Duo Dinamico (Odeon)
2 UN BESO ES POCA COSA--Luis Aguillo (Odeon); Nelson Arias (Odeon); Carmita Jimenez (Sono-Radio); Pepe Miranda (Virrey)
3 TU SERAS LA PRIMERA--Duo Danonico (Odeon)
4 NO SE LO QUE HAGO--Sergio Murillo (RCA); Rully Rendo (Polydor)

- 5 EL POMPO--Los Teen Agers (Sono-Radio); Mario Allison (MAG); Sonora Sensacion (Sono-Radio)
6 AGUA ARDIENTE Y LIMON--Anabella Y Los Platinos (Philips); Enrique Lunch (Sono-Radio)
7 RETRADA--Javier Solis (Columbia); Daniel Santos (Feuntes); Ananibia (Virrey)
8 CUMBIA ALGARRABERA--Tulio Enrique Lunch (Odeon); Carlos Pickling (MAG)
9 EL PIRATA--Los Embajadores Criollas (Odeon)
10 DEJA ESO YA--Sergio Murillo (RCA); Connie Francis (MGM); Rully Rendo (Polydor)

PHILIPPINES

- This Last Week
1 WOOLY BULLY--Sam the Sham and The Pharaohs (MGM)--Mareco, Inc.
2 2 BALLA BALLA--The Rainbows (CBS)--Mareco, Inc.
3 3 MR. TAMBOURINE MAN--The Byrds (CBS)--Mareco, Inc.
4 5 HANG ON SLOOPY--The Newbeats (Hickory)--Mareco, Inc.
5 4 WISHING IT WAS YOU--Connie Francis (MGM)--Mareco, Inc.
6 6 LITTLE SPEEDY GONZALES--The Astronauts (RCA)--Filipinas Record Corp.
7 8 LITTLE OLD LADY FROM PASADENA--The Beach Boys (Capitol)--Mareco, Inc.
8 9 WELCOME, YANKEE WELCOME--Ronnie Gene (Mabuhay)--Mareco, Inc.
9 10 SUMMERTIME BLUES--The Beach Boys (Capitol)--Mareco, Inc.
10 7 MEMPHISNESSEE--Elvis Presley (RCA)--Filipinas Record Corp.

RIO DE JANEIRO

- *Denotes local origin
This Last Week
1 1 QUERO QUE VA' TUDO PRO INFERNO--*Roberto Carlos (CBS)
2 3 WHIPPED CREAM--Herb Alpert Tijuana Brass (AM-Fermata)
3 2 HELPI--Beatles (Odeon)
4 -- TASTE OF HONEY--Herb Alpert Tijuana Brass (AM-Fermata)
5 5 UM GRANDE AMOR--*Jhey Adriani (CBS)
6 -- FIELO--*Roberto Carlos (CBS)
7 4 IO CHE NO VIVO SENZA TE--Pino Donaggio (Odeon)
8 6 PESCARIA--*Erasmo Carlos (RGE)
9 7 IL SILENZIO--Dalida (RGE-Barclay)
10 -- DIO COME TI AMO--Giigliola Cinquetti (RGE-CGD)

SINGAPORE

- This Last Week
1 MICHELLE--Billy Vaughn Orchestra and Chorus (Dot)
2 2 TO WHOM IT CONCERNS --Chris Andrews (Decca)
3 3 A MUST TO AVOID--Herman's Hermits (Columbia)
4 5 PUSH, PUSH--*Keith Locke and the Quests (Columbia)
5 6 LOVE IS JUST A BROKEN HEART--Cilla Black (Parlophone)
6 8 BARBARA ANN--Beach Boys (Capitol)
7 -- A GROOVY KIND OF LOVE--Mindbenders (Fontana)
8 9 KEEP ON RUNNING--Spencer Davis Group (Fontana)
9 -- SOUNDS OF SILENCE--Simon and Garfunkel (Columbia)
10 4 MY WORLD IS EMPTY WITHOUT YOU--Supremes (Motown)

SOUTH AFRICA

- This Last Week
1 YESTERDAY MAN--Chris Andrews (Decca)
2 6 THE SOUNDS OF SILENCE --Simon & Garfunkel (CBS)
3 2 JIMMY COME LATELY--Four Jacks and a Jill (RCA)
4 7 1-2-3--Len Barry (Decca)
5 5 WIND ME UP--Cliff Richard (Columbia)
6 4 WE CAN WORK IT OUT--The Beatles (Parlophone)

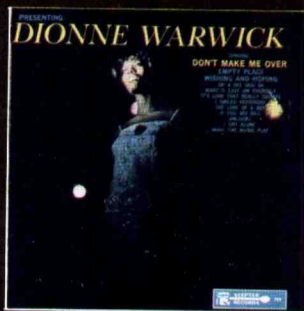
(Continued on page 50)

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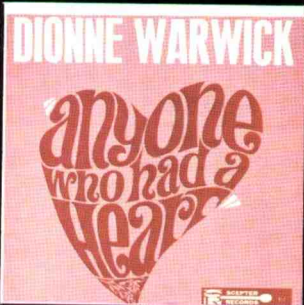
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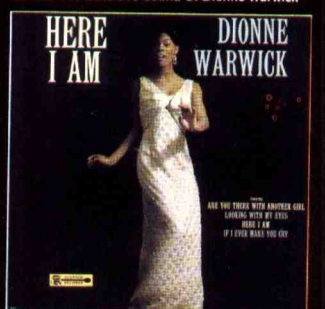
S-517 Anyone Who Had A Heart*



S-523 Make Way For Dionne Warwick*



SC-528 The Sensitive Sound Of Dionne Warwick*



S-531 Here I Am*

*Available In Mono And Stereo

This program will be backed by National advertising in
consumer publications beginning **MARCH 15** through **APRIL 15**



POP SPOTLIGHT
MY FAVORITE THINGS
 Tennessee Ernie Ford, Columbia T 2444 (M); ST 2444 (S)

The TV star has another best-selling album in this program of his favorite songs: "Today," "Turn Around" and "Hello, Dolly!," along with the title tune, are outstanding. Fine package for programmers and dealers.



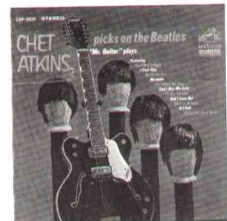
COUNTRY SPOTLIGHT
THE BIG COUNTRY HITS
 Jordanaires, Columbia CL 2458 (M); CS 9258 (S)

This great group has packaged some strong material from the great range of country songs: "Detroit City" contrasts with "I'm So Lonesome I Could Cry" and "I Walk the Line." Here, indeed, is a showcase of great tunes superbly performed.



POP SPOTLIGHT
HOLIDAY FOR STRINGS
 Boston Pops (Arthur Fiedler), RCA Victor LM 2885 (M); LSC 2885 (S)

Arthur Fiedler has surrounded himself with a lush and colorful string section. It results in a sparkling musical excursion that makes happy listening of a wide variety of compositions from the classical and pop fields.



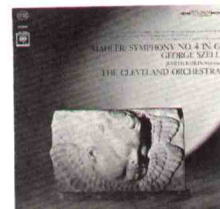
POP SPOTLIGHT
CHET ATKINS PICKS ON THE BEATLES
 RCA Victor LPM 3531 (M); LSP 3531 (S)

This album can't miss. Not only is Chet Atkins a consistent seller, but the fact that here he's performing some of the Beatles' biggest hits—"Yesterday," "Michelle," "Hard Day's Night" and "Can't Buy Me Love" will give this album tremendous pop sales appeal. The tunes should be just what Easy Listening stations are waiting for. Extra airplay could mean even further dealers sales.



POP SPOTLIGHT
A TRIBUTE TO THE MUSICAL SOUND OF HANK WILLIAMS
 Marty Gold, RCA Victor LPM 3516 (M); LSP 3516 (S)

The Hank Williams catalog continues to receive fresh treatment. Marty Gold and his orchestra do some of the late writer-artist's songs with lush, striking big-band arrangements which reveal a new dimension in the compositions. The tune selections include Williams' greatest standards.



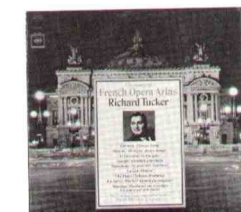
CLASSICAL SPOTLIGHT
MAHLER: SYMPHONY NO. 4 IN G
 Cleveland Orch. (Szell), Columbia ML 6233 (M); MS 6833 (S)

This is an artistic high for Szell and the orchestra and is indeed the monumental record of the Mahler works. From the opening statement to the final stanza, Szell unfolds the symphony masterfully, precisely, honestly. Durien's violin is poignant; Miss Roshin's soprano rich, piercing.



CLASSICAL SPOTLIGHT
DVORAK: SYMPHONY NO. 7
 New York Philharmonic (Bernstein), Columbia ML 6228 (M); MS 6828 (S)

Bernstein churns out one excellent album after another and this one is no exception. His batoning is a little more restrained here, yet forceful and full of flavor. An intensely moving and beautifully performed record.



CLASSICAL SPOTLIGHT
A TREASURY OF FRENCH OPERA ARIAS
 Richard Tucker, Columbia ML 6231 (M); MS 6831 (S)

Tucker sings these 10 opera melodies with lustre and spirit, treating each aria with lyrical vitality and grace. Included here are five arias by Massenet, and Halévy's "Racheli, Quand du Seigneur." The master in one of his best solo records.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

I HEAR A SYMPHONY
 Supremes, Motown MLP 643 (M); SLP 643 (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.

I WANT TO GO WITH YOU . . .
 Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)

I'LL REMEMBER YOU . . .
 Roger Williams, Kapp KL 1470 (M); KS 3470 (S)

MY FAVORITE THINGS . . .
 Dave Brubeck Quartet, Columbia CL 2437 (M); CS 9237 (S)

CHAMPAGNE ON BROADWAY . . .
 Lawrence Welk, Dot DLP 3688 (M); DLP 25688 (S)

SOUL SESSION . . .
 Jr. Walker & the All Stars, Soul 702 (M); S 702 (S)

BROOMSTICK COWBOY . . .
 Bobby Goldsboro, United Artists UAL 3471 (M); UAS 6471 (S)

ARTHUR PRYSOCK/COUNT BASIE . . .
 Verve V 8646 (M); V 6-8646 (S)

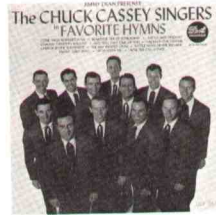
GOIN' OUT OF MY HEAD . . .
 Wes Montgomery, Verve V 8642 (M); V 6-8642

DON'T BE CONCERNED . . .
 Bob Lind, World Pacific WP 1841 (M); WPS 21841 (S)



CLASSICAL SPOTLIGHT
CONCERT IN PARIS
 Jan Peerce, United Artists UAL 3477 (M); UAS 6477 (S)

Peerce's voice, happily, continues to be exciting, and in this LP, culled from a recent recital in Paris, it shows a quality which will endure for quite some time. Jean La Forge's piano support is excellent.



RELIGIOUS SPOTLIGHT
THE CHUCK CASSEY SINGERS IN FAVORITE HYMNS
 Dot DLP 3676 (M); DLP 25676 (S)

Stirring gospel power combined with the smooth vocal perfection that the Chuck Cassey Singers are noted for on the Jimmy Dean Show on ABC-TV. The dealer can stock this album with full confidence of skyrocketing sales. The hymns here include "Onward Christian Soldiers," "The Old Rugged Cross" and "Battle Hymn of the Republic."

ALBUM REVIEW POLICY

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

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.

SPECIAL MERIT PICK

SOUNDTRACK SPECIAL MERIT
THE CHASE
 Soundtrack, Columbia OL 6560 (M); OS 2960 (S)
 John Barry has developed into one of the hottest film score writers, working today mainly because of his work on the James Bond movies. His score for "The Chase" is inventive and exciting and continues to boost his composing stock.

CLASSICAL SPECIAL MERIT
SCHUBERT VIOLIN MUSIC
 Zino Francescatti, Columbia ML 6229 (M); MS 6829 (S)
 Schubert's "Grand Fantasy, Opus 159" is a difficult and demanding work, but a rewarding one when performed by an artist who is equal to its demands. And Eugenio Baguoli at the piano provides an excellent accompaniment.

LOW-PRICED CLASSICAL SPECIAL MERIT
BETHOVEN: PIANO CONCERTO NO. 3/MOZART: TWO RONDOS
 Annie Fischer/Ferenc Fricsay, Helidor H 25001 (M); HS 25001 (S)
 The talented Annie Fischer turns in a first-rate performance in familiar repertoire. She displays technical excellence, style and imagination. And she receives fine support from the Bavarian State Orchestra.

JAZZ SPECIAL MERIT
FEELIN' GOOD!
 Pat Bowie & Charles McPherson, Prestige PR 7437 (M)
 Pat Bowie sings . . . mournfully, sweetly, softly, bellingly, swingingly. She and four great sidemen run through 10 tunes with a swinging tightness of style that bespeaks the best in jazz-pop. "Why Don't You Do Right?" and "They Can't Take That Away From Me" get fresh and sparkling treatment.

JAZZ SPECIAL MERIT
WAHOO!
 Duke Pearson, Blue Note BLP 4191 (M)
 Modern jazz with an insistent driving beat. Middle Eastern and Latin flavors give Pearson's compositions and arrangements a deb, fresh and exciting sound. Trumpet (Donald Byrd) and two saxes (James Spaulding and Joe Henderson) make a swinging horn balance. Original material in an individual style.

FOLK SPECIAL MERIT
TO BE A MAN
 Len Chandler, Columbia CL 2459 (M); CS 9259 (S)
 Len Chandler is a folk singer-writer who bears watching. In this, his recording debut, Chandler impresses as both a singer and a writer. There are a lot of meaningful ideas in his lyrics and his delivery makes them even more pertinent.

SEE ALBUM REVIEWS ON BACK COVER

The NAB Convention

CONRAD HILTON HOTEL

CHICAGO MARCH 26

... and Billboard will be there.

With a dynamic year of change and experimentation just past... over 4,000 radio and television members of the National Association of Broadcasters will gather for what may be their most important convention of the Sixties.

As primary consumers of live and recorded talent, the issues they debate and decide will have major impact upon the entire music-record industry... and Billboard's

SPECIAL N A B CONVENTION ISSUE

is specifically tailored to focus the attention of NAB convention attendees on the talent and product of our industry.

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FOR THIS MOST VITAL AUDIENCE**

THE ANNUAL NAB Convention Issue

(A Major Section Within the March 26 Edition of Billboard)

A BROAD, FAR-REACHING EDITORIAL CONTENT

- RADIO:**—The resounding success of the swing to Country Music format by metropolitan area radio stations
- The anti-segregation wave in R & B programming
 - The surge back to peak ratings by Easy Listening stations
 - The Battle Of The Hot 100: still the dominant force in radio ratings; the pop station competitors within cities make for some wild success stories
 - The programming changes and experimentations on Classical Music stations
 - The tremendous regional audiences of Spanish Language stations... and their influence on the record industry
 - Gospel Music and its radio and TV outlets

TELEVISION:—The continuing steady growth in popularity of the Variety Show... and its greater and greater use of music talent in its programming

- The rise (and in some cases, demise) of the great TV talent-casters... Hurlbaldon, Shwartz, Shebang, Shindig. A boon to music talent—where is it headed and will it last?
- The important spread of TV Bandstand Shows—both local and syndicated.
- Complete chart listing of TV Music Shows: host, producers, point of origination, markets served and talent buyers.

Because of this lush and lucrative use of music talent by the broadcasting media, Billboard's weekly news and chart information has now become the single most important guide to programming for both Radio and TV... with circulation up 20% for the second consecutive year in the broadcasting field.

Members of Billboard's staff will be on hand from both our New York and Chicago Offices to personally distribute this important Convention Issue to every NAB Member.

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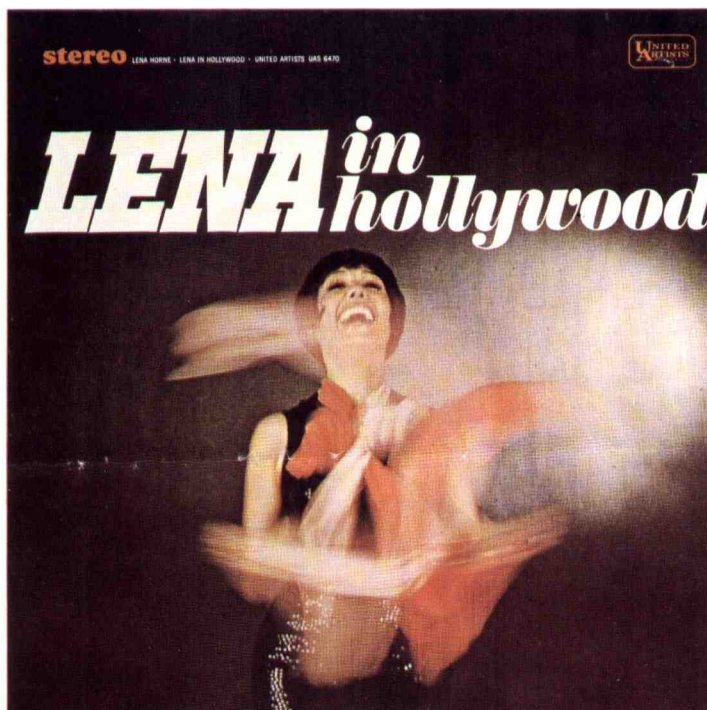
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ALBUM REVIEWS

Continued from page 36

INTERNATIONAL SPECIAL
MERIT
THE TWELVE GREATEST HITS—SAN REMO FESTIVAL, 1966
Various Artists. Epic LF 18043 (M); BF 19043 (S)

There was a lot of spark in the songs offered at this year's San Remo Festival and they come across in a delightful style here. All are sung in Italian, even Bobby Vinton's selection, and all are charming and attractive.

INTERNATIONAL SPECIAL
MERIT
A MUSICAL ODYSSEY
Various Artists. Nino NL 1269 (M)

This is an instrumental highly flavored with the cha cha mambo-type pulsations. Two groups are featured: Wanda's Hot Five leads one, Yanni Tatassopoulos the other. The album ranges from the "Camel Path" (rumba) to "Chie Teli" (oriental belly dance). A fascinating record that should have smooth selling.

★★★★★
FOUR-STAR ALBUMS
The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stop and rack jobbers handling that category.

POPULAR
50 FABULOUS HARMONICA FAVORITES
Big Buddy Lucas & the Wigglers. United Artists UAL 3482 (M); UAS 6482 (S)

A JAGIELLO PRODUCTION VOL. 2
Walter Jagiello Orch. & Teddy Phillips. Jay Jay WJS 8001 (M)

LOW PRICE POPULAR
CONCERT BY CANDELIGHT
Librance. Harmony HL 7361 (M); HS 11161 (S)

LOW PRICE COUNTRY
THE GREAT MEL TILLS SINGS WALK ON, BOY & OTHER GREAT COUNTRY HITS
Harmony. HL 7370 (M); HS 11170 (S)

GOLDEN COUNTRY HITS
Various Artists. Harmony HL 7362 (M); HS 11162 (S)

CLASSICAL
RODRIGO: CONCIERTO DE ARAN/TEDESCO: CONCIERTO IN D
John Williams. Columbia ML 6234 (M); MS 6834 (S)

PURCELL: THE MASQUE IN DIOCLESIAN & INSTRUMENTAL MUSIC
Deller. Bach Guild Stereolab BGS 70682 (S)

LOW PRICE CLASSICAL
MOZART: BASSON CONCIERTO IN C MAJOR, K. 191/FLUTE CONCIERTO IN G MAJOR, K. 313
Rudolf Kletpac & Gastner Tassnair. Heliodor H 25902 (M); HS 25902 (S)

GLUCK: ORPHEUS AND EURYDICE (Highlights)
Various Artists. Heliodor H 25905 (M); HS 25905 (S)

BRUCKNER: SYMPHONY NO. 9 IN D MINOR
Bavarian Radio Symphony (Jochum). Heliodor H 25907 (M); HS 25907 (S)

HAYDN: SYMPHONY NO. 100 IN G MILITARY & SYMPHONY 101 IN D. CLOCK
Vienna State Opera Orch. (Woldfke). Everyman SRV 187 (M); SRV 187 (S)

BRAHMS: SYMPHONY NO. 4
Vienna State Opera Orch. (Golschmann). Everyman SRV 188 (M); SRV 188 SD (S)

SCHUBERT: DEATH AND THE MAIDEN/STRING QUARTET NO. 14 IN D MINOR, D 810
Koeckert Quartet. Heliodor H 25903 (M); HS 25903 (S)

SCHUBERT: PIANO SONATAS IN C MINOR & E FLAT MAJOR
Beveridge Webster. Heliodor H 25914 (M); HS 25914 (S)

DVORAK: SLAVONIC DANCES OP. 46 & OP. 72
Vienna State Opera Orch. (Rosli). Everyman SRV 189 (M); SRV 189 SD (S)

MOZART: REQUIEM, K. 626
Vienna Symphony (Jochum). Heliodor HS 25900 (S); H 25900 (M)

J. S. BACH: LITTLE MAGNIFICAT/VIVALDI: MOTET/HANDEL CANTATA
Micheline Tessier. Pirouette JA 19003 (M); JAS 19003 (S)

JAZZ
LIVE AT THE TRIDENT
Denny Zeitlin. Columbia CL 2463 (M); CS 9263 (S)

CON ALMA!
Charles McPherson. Prestige PR 7427 (M)

HOT BAREQUE
Brother Jack McDuff. Prestige PR 7422 (M)

FOLK
'BOUT CHANGES & THINGS
Eric Andersen. Vanguard VRS 9206 (M); VSD 79206 (S)

SOUL BLUES
Lightnin' Hopkins. Prestige PR 7377 (M)

LOW PRICE CHILDREN'S

PETER COTTONTAIL
Various Artists. Harmony HL 9555 (M)

POPKA
JAGIELLO SOUND, VOL. 3
Walter Jagiello. Jay Jay WJM 8002 (M)

FOR YOU! POLKAS OLD & NEW
Tommy Reder. Jay Jay 1095 (M)

INTERNATIONAL
NUEVOS HITS
Irma Serrano. Columbia EX 5158 (M)

ATHENA—THE NEW SOUND OF GREECE
Zoisita Kouroukli & Takis Athimatos. Columbia CL 2457 (M); CS 9257 (S)

NUM RESTAURANTE TIPICO PORTUGUES
Conjuntio De Guitarras De Paul Nery. Request RLP 8085 (M)

NEW ALBUM RELEASES

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

ACCENT
BUDDY MERRILL—Holiday for Guitars; AC 5016

ANGEL
ALDINONO: FIVE CONCERTOS FOR OBOE & STRINGS—Antigua Musica Chamber Orch. (Roussel); 36325, S 36325

BACH: EASTER ORATORIO—Various Artists/Southwest German Chamber Orch. (Gentzenwein); 36322, S 36322

PUCCHINI: TOSCA—HIGHLIGHTS—Various Artists; 36326, S 36326

PUCCHINI: TURANDOT—Various Artists/Rome Opera Chorus & Orch. (Nolinari-Pradelli); CL 3671, SCL 3671

ASCH
VARIOUS ARTISTS—The Asch Recordings, 1939-1947 Vol. 1, Blues, Gossel & Jazz; AA 1/2

AUDIO FIDELITY
Around the World With JO BASILE, HIS ACCORDION & ORCH.; AFLP 2153, AFSD 6153

We Dig PAT DAHL; AFPL 2157, AFSD 6157

BOONE
Two sides of TEX WILLIAMS; LP 1210, LPS 1210

CAPITOL
WEBLEY EDWARDS—Hawaii Today; T 2449, ST 2449

JACKIE GLEASON—Music Around the World for Lovers Only; W 2471, SW 2471

The Best of NED MILLER; T 2414, ST 2414

CAPITOL—IMPORTS—ARABIC
UMM KULTHUM — The Twinkling Star; LPVXD 115

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS.

SECRET AGENT MAN
Johnny Rivers, Imperial 66159

KICKS
Paul Revere & the Raiders, Columbia 43556

SPANISH FLEA
Herb Alpert & the Tijuana Brass, A&M 792

WHAT NOW MY LOVE
Herb Alpert & the Tijuana Brass, A&M 792

SEARCHERS—Take Me for What I'm Worthy; KL 1477, KS 3477

VARIOUS ARTISTS—When You're in Love the Whole World Is Jewish; KRL 4506, KRS 3506

WALKIKIS—Lollipop & Roses From Hawaii; KL 1473, KS 3473

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

CLASSICAL
GOLDEN YEARS
Maxfair String Quartet. Balboa MLP 2006 (M); SLP 2006 (S)

TARPON SPRINGS
Constantine & His Orchestra. Balboa MLP 2005 (M); SLP 2005 (S)

LOW PRICE CLASSICAL
MOZART: SERENADES FOR WINDS
Winds Ensemble (Winograd). Heliodor H 25913 (M); HS 25913 (S)

MOZART ORGAN MUSIC
Richard Eissaesser. Heliodor H 25911 (M); HS 25911 (S)

BACH: VIOLIN CONCERTOS, NO. 1 & 2
Roman Totenberg. Heliodor H 25906 (M); HS 25906 (S)

D'INDY: SUITE SAINT-SAENS; SEPTET
Various Artists. Heliodor H 25912 (M); HS 25912 (S)

JAZZ
AFRO-SOUL/DRUM ORGY
A. K. Salim. Prestige PR 7379 (M)

POPKA
MIDWEST POPKA FAVORITES
John Cheek. Jay Jay 1093 (M)

NEW POLKAS FOR YOU
Bell Hops. Jay Jay 1096 (M)

COLPIX
LOU CHRISTIE Strikes Again; CP 4001, SCP 4001

COLUMBIA
MORMON TABERNACLE CHOIR—Bless This House; ML 6235, MS 6835

NINI ROSATO—Il Silenzio; CL 2464, CS 9264

FRANK SINATRA'S Greatest Hits the Early Years; CL 2474, CS 9274

DECCA
BRENDA LEE—Bye Bye Blues; DL 4755, DL 74755

MOZART—QUARTETS: THE HUNT/THE DISSENANT—Netherlands String Quartet; DL 10118, DL 710118

NEW YORK PRO MUSICA—Early Baroque Music of Italy (Greenberg); DL 9425, DL 79425

DIAMOND
The Best of RONNIE DOVE; D 5005, SD 5005

FOLKWAYS
PADRAIC COLUM Reading From His Irish Tales & Poems; FI 9737

BARBARA DANE & THE CHAMBERS BROTHERS; FA 2468

SOUNDTRACK—The Naked Prey; FS 3854

HARMONY
VARIOUS ARTISTS—A Night at the Grand Ole Opry; HL 7369, HS 11169

KAPP
GILBERT BECAUD—What Now My Love...; KL 1353, KS 3353

The Best of ROBERTINO; KL 1471, KS 3471

★ 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.

RAGS TO RICHES . . .
Lenny Welch, Kapp 740 (Saunders, ASCAP) (New York)

DON'T PUSH ME . . .
Hedgehoppers Anonymous, Parrot 9817 (Mainstay, BMI) (Chicago)

THAT'S WHEN THE TEARS START . . .
Blossoms, Reprise 0436 (Blackwood, BMI) (New York)

FUNNY (NOT MUCH) . . .
Walter Jackson, Okeh 7236 (Shapiro-Bernstein, ASCAP) (Pittsburgh)

GIDDYUP GO . . .
Wink Martindale, Dot 16821 (Starday, BMI) (Boston)

DON'T MAKE ME OVER . . .
Swinging Blue Jeans, Imperial 66154 (Jonathan-Jac-Blue Seas, ASCAP) (Seattle)

PROFILE

ABBA EBAN—Chaim Weizmann, Israel & the Jewish People

RCA VICTOR

VARIOUS ARTISTS—Sweden in Music; FSPD 100

EDDY ARNOld—I Want to Go With You; LPM 3507, LSP 3507

BOBBY BARK—Talk Me Some Sense; LPM 3515, LSP 3515

CHARLES CALLELO & ORCH.—Direct Hits; LPM 3549, LSP 3549

The UNforgettable SAM COOKE; LPM 3517, LSP 3517

HOMER & JETHRO—Songs to Tickle Your Funnynose; LPM 948, LSP 948

WAYLON JENNINGS — Folk-Country; LPM 3523, LSP 3523

ROD LEVITT ORCH. — Solid Ground; LPM 3448, LSP 3448

MIRIAM MAKEBA—The Magic of Makeba; LPM 3512, LSP 3512

JEANETTE McDONALD & NELSON EDDY; LPV 526

THE SEXTET OF ORCHESTRA USA—Mack the Knife & Other Berlin Theatre Songs

ANDRE PREVIN—Shostakovich; Symphony No. 5; LM 2866, LSC 2866

VERDI: REQUIEM—Boston Symphony Orch. (Ludwig); LM 2885, LSC 2885

PORTER WAGONER WITH NORMA JEAN & THE WAGONMASTERS—On the Road—The Porter Wagoner Show; LPM 3509, LSP 3509

FATS WALLER—Valentine Stomp; LPV 525

CHET ATKINS Picks on the Beatles; LPM 3531, LSP 3531

BOSTON POPS (Arthur Fiedler)—Holiday for Strings; LM 2885, LSC 2885

MARTY GOLD—Tribute to the Musical Sound of Hank Williams; LPM 3516, LSP 3516

PAUL HORN QUINTET WITH VOICES—Here's That Rainy Day; LPM 3519, LSP 3519

MIRIAM MAKEBA—The Magic of Makeba; LPM 3512, LSP 3512

Introducing LIBBY MORRIS—Ad Libby; LPM 3506, LSP 3506

CONNIE SMITH—Miss Smith Goes to Nashville; LPM 3520, LSP 3520

RCA VICTOR (RED SEAL)

BRAMMS: THE LIEBESLIEDER WALTZES—Robert Shaw Chorale; LM 2864, LSC 2864

DONIZETTI: LUCIA DI LAMMERMOOR—Various Artists/RCA Italiana Opera Orch. (Preter); LM 6170, LSC 6170

IVANOV: ORIGINAL CAST—Vivian Leigh, Sir John Gielgud; VDM 109, VDS 109

LISZT: SONATA IN B MINOR—Arthur Schnabel; LM 2871, LSC 2871

SCHUBERT: PIANO CONCIERTO — Leonard Pennario, London Symphony Orch. (Orawa); LM 2873, LSC 2873

THE TCHAIKOVSKY & MENDELSSOHN VIOLIN CONCIERTO—Erick Friedman, London Symphony Orch. (Orawa); LM 2865, LSC 2865

RCA VICTROLA

BETHOVEN: SYMPHONY NO. 2—London Symphony Orch. (Monteux); VIC 1170, VICS 1170

The Four Chopin Ballades—Gary Graffman; VIC 1077, VICS 1077

MORTON GOULD & THE RCA VICTOR SYMPHONY—Popular Classics; VIC 1174, VICS 1174

PROKOFIEFF: SYMPHONY NO. 5—Paris Conservatory Orch.; VIC 1169, VICS 1169

REPRISE

JIMMY BOWEN ORCH.—Sunday Morning With the Comics; R 6210, RS 6210

THE SAMMY DAVIS JR. SHOW; R 6188, RS 6188

DEAN MARTIN—Somewhere There's a Someone; R 6201, RS 6201

JACK NITZSCHE—Chopin '66; R 6200, RS 6200

SANDIE SHAW—Me; R 6191, RS 6191

NANCY SINATRA—Boots; R 6202, RS 6202

(Continued on page 39)

Billboard

TOP LP's

★ **STAR performer**—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart	This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart	This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
1	1	BALLADS OF THE GREEN BERETS 5/59 Barry Sadler, RCA Victor LPM 3247 (M) LSP 3247 (S)	4	51	48	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	146	101	68	ONE HAS MY NAME Barry Young, Dot DLP 3472 (M); DLP 2567 (S)	12
2	2	WHIPPED CREAM & OTHER DELIGHTS Herb Alpert & His Tijuana Brass, AAM LP 110 (M); SP 4110 (S)	45	52	51	THE VENTURES A GO-GO Dotlon BLP 2037 (M); BST 8037 (S)	26	102	100	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (S)	6
3	3	GOING PLACES Herb Alpert & His Tijuana Brass, AAM LP 112 (M); SP 4112 (S)	23	53	53	ZORBA THE GREEK Soundtrack, 20th Century-Fox TFM 2147 (M); TFS 4167 (S)	47	103	93	THE BAROQUE BEATLES BOOK Baroque Ensemble of the Metropolitan-Kammermusikkollegium (R/R/K), Elektra EKL 306 (M); EK5 2706 (S)	15
4	4	RUBBER SOUL Beatles, Capitol T 2442 (M); ST 2442 (S)	13	54	56	WHERE THE ACTION IS! Ventures, Dotlon BLP 2040 (M); BST 8040 (S)	7	104	104	BEATLES '65 Capitol T 2238 (M); ST 2238 (S)	63
5	5	THE SOUND OF MUSIC Soundtrack, RCA Victor LCOE 2005 (M); L50D 2005 (S)	53	55	49	MY KIND OF BROADWAY Frank Sinatra, Reprise F 1015 (M); SP 1015 (S)	13	105	108	MAN OF LA MANCHA Original Cast, Kapp KRL 4305 (M); KKS 4305 (S)	9
6	6	SEPTEMBER OF MY YEARS Frank Sinatra, Reprise F 1014 (M); SP 1014 (S)	31	56	57	MORE HITS BY THE SUPREMES Motown 627 (M); S 627 (S)	31	106	—	I HEAR A SYMPHONY Symphony, Motown MLP 643 (M); SLP 643 (S)	1
7	8	THE BEST OF HERMAN'S HERMITS MGM E 4315 (M); SE 4315 (S)	18	57	55	KINKS KINKDOM Reprise R 6184 (M); RS 6184 (S)	13	107	107	FOR ANIMALS ONLY Baja Marimba Band, AAM LP 113 (M); SP 4113 (S)	11
8	7	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SMS 47073 (S)	19	58	57	MOM ALWAYS LIKED YOU BEST! Smothers Brothers, Mercury MG 21031 (M); SR 41051 (S)	23	108	117	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002 (M); SLP 18002 (S)	34
9	9	MY NAME IS BARBRA, TWO Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	20	59	101	BOOTS Nancy Sinatra, Reprise R 6202 (M); RS 6202 (S)	2	134	134	LIGHTNIN' STRIKES Lee Christie, MGM E 4360 (M); SE 4360 (S)	3
10	10	THE MIRACLES GOING TO A GO-GO Tami T 267 (M); ST 267 (S)	17	60	74	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	389	110	106	DO YOU LOVE IN MAGIC Lavin' Spikes, Kama Sutra KLP 8050 (M); KPS 8050 (S)	16
11	14	THE LONELY BULL Herb Alpert & His Tijuana Brass, AAM LP 101 (M); SP 101 (S)	41	61	69	THEY'RE PLAYING OUR SONG Al Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)	6	112	127	CRYING TIME Ray Charles, ABC-Paranorm ABC 544 (M); ABCS 544 (S)	2
12	15	MY WORLD Edy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	23	62	77	THE DAVE CLARK FIVE'S GREATEST HITS Epic LN 24185 (M); BN 26185 (S)	4	113	130	THE VENTURES Dotlon BLP 2042 (M); BST 8042 (S)	3
13	12	SOUTH OF THE BORDER Herb Alpert's Tijuana Brass, AAM LP 108 (M); SP 108 (S)	37	64	71	MICHELLE Bud Shank, World Pacific WP 1840 (M); WPS 21840 (S)	6	114	107	THE ROLLING STONES NOW! London LL 3420 (M); PS 420 (S)	53
14	11	THE 4 SEASONS GOLD VAULT OF HITS Phillips PHM 200-196 (M); PHS 600-196 (S)	15	65	78	SOUNDS OF SILENCE Simon & Garfunkel, Columbia CL 2469 (M); CS 9269 (S)	5	115	131	BEY BYE BLUES Bert Kaempfert & His Ork, Decca DL 4493 (M); DL 74493 (S)	23
15	18	SUPREMES LIVE AT THE COPA Motown 636 (M); ST 636 (S)	19	66	80	FIDDLER ON THE ROOF Original Cast, RCA Victor LDC 1093 (M); L50D 1093 (S)	73	116	113	THE SWEETHEART TREE Johnny Mathis, Mercury MLP 8411 (M); SP 41041 (S)	16
16	37	SPANISH EYES Al Martino, Capitol T 2435 (M); ST 2435 (S)	5	67	82	THE MAN FROM U.N.C.L.E. Hugo Montenegro, RCA Victor LPM 3475 (M); LSP 3475 (S)	8	117	105	EVERYBODY LOVES A CLOWN Gary Lewis & the Playboys, Liberty LRP 3428 (M); LSP 7428 (S)	16
17	17	TEMPTIN'-TEMPTATIONS Geddy G 914 (M); GS 914 (S)	7	68	72	WORKING MY WAY BACK TO YOU 4 Seasons, Phillips PHM 200-201 (M); PHS 600-201 (S)	8	118	123	GO AWAY FROM MY WORLD Marianne Faithfull, London LL 3452 (M); PS 452 (S)	13
18	13	THUNDERBALL Soundtrack, United Artists UAL 4132 (M); UAS 5132 (S)	15	69	67	SINATRA '65 Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	38	119	133	DON HO—AGAIN RCA Victor LPM 3411 (M); LSP 3411 (S)	3
19	40	THE BEST OF THE ANIMALS MGM E 4324 (M); SE 4324 (S)	6	70	81	MUSIC—A PART OF ME David McCallum, Capitol T 2432 (M); ST 2432 (S)	4	120	135	THE MOVIE SONG ALBUM Tony Bennett, Columbia CL 2472 (M); CS 9272 (S)	2
20	33	JUST LIKE US! Paul Revere & the Raiders, Columbia CL 2451 (M); CS 9251 (S)	7	71	82	IT'S MAGIC Jerry Vale, Columbia CL 2444 (M); CS 9244 (S)	8	121	136	SOMEWHERE THERE'S A SOMEONE Dean Martin, Reprise R 6201 (M); RS 6201 (S)	2
21	20	DECEMBER'S CHILDREN Boiling Stones, London LL 3451 (M); PS 451 (S)	15	72	61	WHEN THE BOYS MEET THE GIRLS Soundtrack, MGM E 4334 (M); SE 4334 (S)	8	122	111	JOHN GARY SINGS YOUR ALL-TIME FAVORITE SONGS RCA Victor LPM 3401 (M); LSP 3401 (S)	21
22	16	A MAN AND HIS MUSIC Frank Sinatra, Reprise F 1016 (M); SP 1016 (S)	13	73	66	HARUM SCARUM Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S)	19	123	138	THE ACADEMY AWARD SONGS Henry Mancini, RCA Victor LPM 3413 (M); LSP 3413 (S)	18
23	19	MY CHERIE Al Martino, Capitol T 2362 (M); ST 2362 (S)	28	74	84	MICHELLE Billy Vaughn, Dot DLP 3479 (M); DLP 23479 (S)	6	124	116	HANG ON SLOOPY McCoys, Bang BLP 212 (M); BLP 212 (S)	3
24	22	BACK TO BACK Righteous Brothers, Philips PHLP 4009 (M); PHLP 4009 (S)	12	75	65	JAY AND THE AMERICANS GREATEST HITS United Artists, UAL 3453 (M); UAS 4453 (S)	18	125	129	BEST OF LITTLE ANTHONY & THE IMPERIALS DCA DCL 3309 (M); DC5 4809 (S)	3
25	21	TURN! TURN! TURN! Byrds, Columbia CL 2454 (M); CS 9254 (S)	30	76	76	ON A CLEAR DAY YOU CAN SEE FOREVER Original Cast, RCA Victor LCOE 2006 (M); L50D 2006 (S)	15	126	132	GOT MY MOJO WORKING Jimmy Smith, Verve V 8441 (M); VE-8441 (S)	2
26	23	WHY IS THERE AIR? Bill Cosby, Warner Bros. W 1406 (M); (No Stereo)	77	77	89	NO MATTER WHAT SHAPE (Your Stomach's In) Tabane, Liberty LRP 3439 (M); LSP 7439 (S)	6	127	143	SWEET CHARITY Original Cast, Columbia KOL 6500 (M); KOS 2900 (S)	2
27	25	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	10	78	59	ROBERT GOULET ON BROADWAY Columbia CL 2418 (M); CS 9218 (S)	15	128	126	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8543 (M); VE-8543 (S)	94
28	31	TUJANA BRASS Herb Alpert & His Tijuana Brass, AAM LP 103 (M); SP 103 (S)	10	79	64	I LIKE IT LIKE THAT Dave Clark Five, Epic LN 24178 (M); BN 26178 (S)	15	129	146	CHOICE John Gary, RCA Victor LPM 3501 (M); LSP 3501 (S)	2
29	24	HOUSTON Dean Martin, Reprise R 6181 (M); RS 6181 (S)	18	80	78	NAT KING COLE AT THE SANDS Nat King Cole, Epic LN 2418 (M); BN 2618 (S)	5	130	145	BATMAN THEME Neal Hefti, RCA Victor LPM 3173 (M); LSP 3253 (S)	2
30	35	ANDY WILLIAMS' NEWEST HITS Columbia CL 2383 (M); CS 9183 (S)	30	81	87	FROM BROADWAY WITH LOVE Henry Williams, Capitol T 2433 (M); ST 2433 (S)	7	131	119	OUR TIME'S COMING Dino, Dick & Billy, Reprise R 6194 (M); RS 6194 (S)	6
31	32	HELP Beatles, Capitol MAS 2386 (M); SMS 2386 (S)	20	82	70	GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	67	132	147	SHE'S JUST MY STYLE Gary Lewis & the Playboys, Liberty LRP 3435 (M); LSP 7435 (S)	2
32	41	THAT WAS THE YEAR THAT WAS Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	20	83	63	MOON OVER NAPLES Billy Vaughn, Dot DLP 3454 (M); DLP 25454 (S)	24	133	137	IF YOU CAN BELIEVE YOUR EYES AND EARS Mama's and the Papa's, Dunhill D 50006 (M); DS 50006 (S)	2
33	34	THE IN CROWD Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S)	44	84	70	BEATLES VI Capitol T 2358 (M); ST 2358 (S)	39	134	140	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROS Capitol T 2443 (M); ST 2443 (S)	2
34	34	MY NAME IS BARBRA Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	44	85	83	WHERE DID OUR LOVE GO Symphony, Mercury MLP 641 (M); SP 641 (S)	79	135	120	A TASTE OF TEQUILA Mariachi Brass, World Pacific WP 1839 (M); WPS 21839 (S)	4
35	26	OUT OF OUR HEADS Boiling Stones, London LL 3429 (M); PS 429 (S)	43	86	97	MORE HIT SOUNDS OF THE LETTERMEN Capitol T 2428 (M); ST 2428 (S)	5	136	—	BIG SIXTEEN, VOL. III Gene Pitney, Musicor MM 3085 (M); MS 3085 (S)	1
36	39	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	5	87	88	HAVING A RAVE UP WITH THE YARBIRDS Epic LN 24177 (M); BN 26177 (S)	14	137	—	THE MARVELETTES' GREATEST HITS Tami TLP 253 (M); SLP 253 (S)	1
37	29	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	76	88	88	TONY BENNETT'S GREATEST HITS, VOL. III Columbia CL 2373 (M); CS 9173 (S)	31	138	—	OUR MAN FLINT Soundtrack, 20th Century-Fox TFM 3179 (M); TFS 4179 (S)	1
38	28	HIGHWAY 61 REVISITED Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	25	89	73	JAMES BROWN PLAYS JAMES BROWN TODAY & YESTERDAY Smash MGS 27072 (M); SMS 47072 (S)	18	139	—	DR. ZHIVAGO Soundtrack, MGM 116457 (M); MS 6457 (S)	1
39	38	I GOT YOU (I Feel Good) James Brown, King 946 (M); (No Stereo)	9	90	85	THE DUCK Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S)	7	140	148	THE BATMAN THEME Marky, Warner Bros. W 1645 (M); WS 1645 (S)	2
40	40	DEAR HEART Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	9	91	118	JENNY TAKE A RIDE Mitch Ryder & The Detroit Wheels, New Voice 2000 (M); NV 2000 (S)	3	141	144	SPANISH CREASE Willie Bobo, Verve V 8631 (M); VE-8631 (S)	4
41	52	LOOK AT US Sonny & Cher, Atco 177 (M); SD 177 (S)	31	92	94	THE TONS TOING "A LOVER'S CONCERTO" AND "ATTACK" Dymallyne LP 9007 (M); LP 9007 (S)	7	142	—	SUNDAY AND ME Jay and the Americans, United Artists UAL 3474 (M); UAS 4474 (S)	1
42	60	SEE WHAT TOMORROW BRINGS Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	21	93	75	ORGAN GRINDER SWING Sonny Smith, Verve V 8628 (M); VE-8628 (S)	27	143	139	FIVE O'CLOCK WORK Vaguen, Co & Co LP 1200 (M); (No Stereo)	6
43	44	HOW GREAT THOU ART Kate Smith, RCA Victor LPM 3445 (M); LSP 3445 (S)	10	94	92	HERE THEY COME Paul Revere & the Raiders, Columbia CL 2367 (M); CS 9167 (S)	29	144	142	FAREWELL, ANGELINA Joan Baez, Vanguard VRS 9200 (M); VSD 79200 (M)	22
44	45	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	77	95	95	OTIS BLUE/OTIS REDDING SINGS SOUL Volt LP 412 (M); SD 412 (S)	23	145	149	COMFORT ME Carla Thomas, Stax LP 706 (M); SD 706 (S)	3
45	36	I'M THE ONE WHO LOVES YOU Dean Martin, Reprise R 6170 (M); RS 6170 (S)	30	96	112	MANTOVANI MAGIC Mantovani & His Orchestra, London LPS 488 (M); PS 488 (S)	3	146	—	SOLID GOLD SOUL Various Artists, Atlantic 8116 (M); SD 8116 (S)	1
46	43	BEACH BOYS PARTY Capitol MAS 2398 (M); SMS 2398 (S)	17	97	91	YOU DON'T HAVE TO BE JEWSH Various Artists, Kapp KRL 4302 (M); (No Stereo)	27	147	128	THE ORBISON WAY Ray Dribson, MGM E 4322 (M); SE 4322 (S)	3
47	50	WEDNESDAY MORNING, 3 A.M. Simon & Garfunkel, Columbia CL 2349 (M); CS 9049 (S)	9	98	99	LOUIE LOUIE Kingmen, Wand 657 (M); (No Stereo)	114	148	—	I STARTED OUT AS A CHILD Bill Cosby, Warner Bros. W 1567 (M); (No Stereo)	24
48	46	HERE I AM Dionne Warwick, Scepter 531 (M); S 531 (S)	12	99	109	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	61	149	—	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Warner Bros. W 1518; (No Stereo)	4
49	42	THE FOUR TOPS SECOND ALBUM Motown 634 (M); ST 634 (S)	19	100	115	THE "NEW" LOOK Fontella Bass, Checker LP 2997 (M); ST 2997 (S)	4	150	114	THE SCREEN SCENE Peter Airo, RCA Victor LPM 3496 (M); LSP 3496 (S)	5
50	46	THE MEN IN MY LITTLE GIRL'S LIFE Mike Douglas, Epic LN 24186 (M); BN 26186 (S)	8								

Billboard

The International Music-Record Newsweekly



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT
MIMI HINES SINGS
 Decca DL 4709 (M); DL 74709 (S)

The new star of Broadway's "Funny Girl" debuts on Decca with an impressive interpretation of tunes from several current and past musical shows. The comedienne proves she can sing extremely well in addition to being a funny girl. Featured is "Till There Was You," which brought national acclaim and recognition to her through the Jack Paar TV show in 1958.

Cash Box

POP PICKS



MIMI HINES SINGS—Decca DL 4709/74709
 Both soft and swinging sounds are to be found in this Decca debut by Mimi Hines. Backed by an orchestra whose music ranges from warm and tender to lively and spirited, the lark adds plenty of polish to such songs as "Nothing Can Stop Me Now," "Where Am I Going," "Till There Was You." The package is a delightful collection of sounds that should garner many fans for the songstress.

VARIETY

RECORD REVIEWS

"MIMI HINES SINGS" (Decca). Barbara Streisand, the replacement for "Funny Girl," is an excellent songstress with a distinctive personality of her own. She projects a sharp dramatic thrust that puts her in the same league as Miss Streisand, but not exactly in the same bag. In her debut album, Miss Hines is showcased on a group of tunes, most from various Broadway shows. Coincidentally, she gets the most mileage out of "The Music That Makes Me Dance," a number from "Funny Girl." She also scores on "Nothing Can Stop Me Now," "I Only Miss Him When I Think Of Him," "Where Am I Going" and "Come Back To Me."



PICK HITS

MIMI HINES SINGS

Decca DL (7)4709.

And the girl can really sing. Right now Miss Hines is getting a lot of attention as Barbara Streisand's successor in "Funny Girl." "Nothing Can Stop Me Now," "I'll Only Miss Him When I Think of Him," "You'll Never Know" and others. Warm singing, top singing.



EVERYONE AGREES THAT

MIMI HINES

Broadway's Newest "FUNNY GIRL"
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COUNTRY MUSIC

New U. S. Law Hurts C&W Disk Market in Germany

NASHVILLE—Charlie Louvin, who returned recently from a tour of military bases in Germany, said last week a new U. S. law has cut off c&w records in Germany and people there who want to buy country product can't get it.

"I wish something could be done," said Louvin. "People there are desperate for country records."

Louvin said he brought back 1,000 requests for c&w records with the money, investigated and found he could fill the orders if they are shipped to an APO address.

Louvin said while on the tour he was taken into post ex-

changes and observed that on a shipment of a dozen boxes of records (300) to a PX, only three or four records would be c&w.

"The albums sold so fast, they didn't even put them on the racks," he said. "People were waiting in line for them. Because there are so few c&w albums, the PX's have a long waiting list of people wanting to buy country music records."

"Records sold in PX's overseas have to be bought in the U. S. now, and shipped direct to the PX's from the U. S., and apparently the person who buys the records doesn't dig country music."

"The Capitol Records representative at Cologne told me that since the new law was passed six months ago, it has cut their water off in Germany as far as country records are concerned. Something ought to be done."

The new law prohibited PX's from buying their own records through German dealers and required that all records bought by PX's be shipped from the U. S. It is part of the U. S. policy to reduce the gold flow to Europe.

Louvin said c&w music "is going great in Germany, even with the civilian population" and the record supply situation is the only sour note.

He said while there he passed on information to people to order their country records from Harvey's Record Department or the



CAPA RECORDS' BOOTS TILL is headed for the charts again with her latest single "Thank You Very Much" b/w "He'll Get By." The record is getting good air play and is available to DJ's by writing to Capa Records, 803 R Government Street, Mobile, Ala. (Advertisement)

Ernest Tubb Record Shop, both in Nashville, sending payment in advance.

During Louvin's 16-day Ger-

(Continued on page 50)

'Opry' Fund Gives \$9,000

NASHVILLE — The Grand Ole Opry Trust Fund, established last fall by Station WSM to aid persons connected with the country music industry who are in financial distress, has granted \$9,000 in its first three months of existence.

Roy Drusky, chairman of the fund's beneficiary committee, said the money went to persons in several States. The committee's policy is not to name those aided. None of the recipients was a member of the "Grand Ole Opry" or their families.

Drusky said each application, made either by the individual seeking aid or a third party on his behalf, had been screened and hardship established. Other applications are pending, he said.

The fund was established with a \$10 registration fee at WSM's annual Country Music Festival last October. Some \$35,000 was raised.

Members of the committee, besides Drusky, are Porter Wagoner, Earl Scruggs, Bobby Lord,

Ernest Tubb, Hank Snow, Roy Acuff and Bill Anderson. Advisory non-voting members are Robert E. Cooper, vice-president and general manager of WSM, and Ott Devine, manager of "Grand Ole Opry."

Peebles' Tour Marks 21st Anniversary

WICHITA, Kan.—Veteran promoter Harry (Hap) Peebles' 21st anniversary Midwestern country music tour begins March 18, featuring LeRoy Van Dyke, Jimmy Newman, Dottie West, Johnny Western, Johnny Sea, Joan Sattel and Johnnie Lee Wells.

The itinerary: March 18, Salina, Kan.; March 19, St. Joseph, Mo.; March 20, Kansas City, Mo.; March 22, Sioux Falls, S. D.; March 23, Sioux City, Ia.; March 24, Omaha; March 25, Topeka, Kan.; March 26, Wichita, Kan.

Johnny Cash Fined \$1,000

EL PASO, Tex.—Johnny Cash was fined \$1,000 and given a 30-day suspended jail sentence in U. S. District Court here last week (8) on a charge of illegal possession of prescription drugs. Cash was put on unsupervised probation by Judge D. W. Suttle.

Cash was arrested last Oct. 4 at El Paso's International Airport. Police said he had 668 dexedrine pills, a stimulant, and 475 equanil tablets, a tranquilizer, which he had obtained in Juarez, Mexico, across the Rio Grande River from El Paso.

FROM NASHVILLE WITH LOVE

CHET ATKINS



Greetings from "Music City!" Having picked on a few guitars in my time, I thought I'd try pecking on a typewriter for a change to send along this report on some of the things that are going on here in my favorite town. In fact, this is the first installment in what I hope will turn out to be a regular column. I hope you like the idea and that you'll find these comments interesting.

My good friend Eddy Arnold is about the busiest fellow I know these days on the TV and personal appearance circuit. Eddy, who has been on a country-wide tour with some of our fellow Nashville artists, reports that there's a lot of new excitement for country music in the cities he's visited. A number of "Top" radio stations have recently switched to an "All Country" format and many local TV stations are also taking an interest in country music. Eddy is the spokesman for the current RCA Victor "Welcome to the Wide World of Country Music" promotion, and in his travels he noticed a great deal of public (and dealer) enthusiasm for the music that he and his co-artists were performing. This bears out my own observations. It looks like a great year for country music!

This seems to be "Male Singer Month" on the C & W charts for RCA Victor artists. 10 of the top 25 singles are by "our gang"—including Porter Wagoner, Don Gibson, Waylon Jennings, Eddy Arnold, Hank Locklin and Archie Campbell. But look out, fellows! The girls are right behind you and coming up strong. Connie Smith, for instance, has a hot contender in "Nobody But a Fool."

Here are some new singles that I'd like to single out for special mention, recently recorded in the RCA Victor Studios here. Eddy Arnold has a winner in his coupling of "I Want to Go with You" and "You'd Better Stop Tellin' Lies (About Me)," both songs from his new album, "I Want to Go with You." Stu Phillips has a hot one with "Bracero" and "Angel of Love" and in the same league is Bobby Bare's "In the Same Old Way" backed with "The Long Black Veil." Vernon Oxford, a recent addition to our artist roster, has got a solid entry with his pairing of "Woman, Let Me Sing You a Song" and "Watermelon Time in Georgia." The ladies are represented this month by Lorene Mann who does a fine job on "Please Don't Take the Children from Me" and "Back Where I Started."

That about wraps it up for this time.
See you soon.

Chet

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 3/19/66

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	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	9	26	40	VIET NAM BLUES Dave Dudley, Mercury 72550 (Buckhorn, BMI)	2
2	3	BALLAD OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	5	27	31	GIDDYUP GO—ANSWER Minnie Pearl, Starday 754 (Starday, BMI)	3
3	2	SNOWFLAKE Jim Reeves, RCA Victor 8719 (Open Road-Rondo, BMI)	11	28	36	PRIVATE WILSON WHITE Marty Robbins, Columbia 43500 (Mojaeve, BMI)	3
4	6	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	6	29	32	I KNOW YOU'RE MARRIED Bill Anderson & Jan Howard, Decca 31884 (Lois, BMI)	5
5	5	SKID ROW JOE Porter Wagoner, RCA Victor 8723 (Carreta, BMI)	13	30	28	I'VE BEEN A LONG TIME LEAVIN' Roger Miller, Smash 2024 (Tree, BMI)	4
6	4	DEAR UNCLE SAM Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	7	31	29	I WISH Ernie Astworth, Hickory 1358 (Acuff-Rose, BMI)	9
7	7	IF YOU CAN'T BITE, DON'T GROWL Tommy Collins, Columbia 43489 (Seashell, BMI)	7	32	27	WHEN THE SHIP HIT THE SAND "Little" Jimmy Dickens, Columbia 43514 (Window, BMI)	4
8	8	THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	6	33	39	WOULD YOU HOLD IT AGAINST ME Dottie West, RCA Victor 8770 (Tree, BMI)	2
9	12	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	6	34	30	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	24
10	9	BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	15	35	33	I'VE CRIED A MILE Hank Snow, RCA Victor 8713 (Wilderness, BMI)	13
11	10	GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)	18	36	—	KEEP THE FLAG FLYING Johnny Wright, Decca 31875 (Regent, BMI)	6
12	11	TRUE LOVE'S A BLESSING Sonny James, Capitol 5536 (Marson, BMI)	15	37	37	MY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol 5585 (Mimosa, BMI)	3
13	18	GOLDEN GUITAR Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	9	38	38	I'M LIVING IN TWO WORLDS Bonnie Guitar, Dot 16811 (Forest Hills, BMI)	3
14	19	HUSBANDS AND WIVES Roger Miller, Smash 2024 (Tree, BMI)	4	39	34	RAINBOWS AND ROSES Roy Drusky, Mercury 72532 (Harbo, SESAC)	4
15	16	NOBODY BUT A FOOL Connie Smith, RCA Victor 8746 (Strallion, BMI)	6	40	41	I'M A PEOPLE George Jones, Musicor 1143 (Blue Crest, Huskey, BMI)	2
16	13	A BORN LOSER Don Gibson, RCA Victor 8732 (Acuff-Rose, BMI)	9	41	—	STOP THE START (Of Tears in My Heart) Johnny Dollar, Columbia 43537 (Zanetis, BMI)	1
17	14	WHAT KINDA DEAL IS THIS Bill Carlisle, Hickory 1348 (Lonzo & Oscar, BMI)	15	42	42	UP THIS HILL AND DOWN Osborne Brothers, Decca 31886 (Sure Fire, BMI)	2
18	35	THE BOX IT CAME IN Wanda Jackson, Capitol 5559 (Acclaim, BMI)	4	43	43	IN THE SAME OLD WAY Bobby Bare, RCA Victor 8758 (Fame, BMI)	2
19	23	COUNT ME OUT Marty Robbins, Columbia 43500 (Mariposa, BMI)	5	44	—	MAN IN THE LITTLE WHITE SUIT Charlie Walker, Epic 9875 (Blue Crest, BMI)	1
20	21	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	6	45	45	WHY DO I KEEP GOING TO THIS US Carl Smith, Columbia 43485 (Eedarwood, BMI)	2
21	22	SOMEONE BEFORE ME Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	7	46	46	WORLD'S WORSE LOSER George Jones, United Artists 965 (Glad & Big Bopper, BMI)	2
22	20	FLOWERS ON THE WALL Stallion Brothers, Columbia 43315 (Southwind, BMI)	26	47	49	THAT'S YOU Clde Beavers, Hickory 1346 (Acuff-Rose, BMI)	2
23	15	BABY AIN'T THAT FINE Gene Pitney & Melba Montgomery, Musicor 1135 (Blue Crest, BMI)	10	48	48	CATCH A LITTLE RAINDROP Claude King, Columbia 43510 (Gallico, BMI)	2
24	17	A WOMAN HALF MY AGE Kitty Wells, Decca 31881 (Cramart, BMI)	7	49	—	WHY CAN'T YOU FEEL SORRY FOR ME Carl Smith, Columbia 43485 (Gallico, BMI)	1
25	25	ANITA, YOU'RE DREAMING Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	10	50	50	THE TWELFTH OF NEVER Slim Whitman, Imperial 66153 (Express, ASCAP)	2



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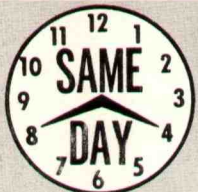
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NASHVILLE SCENE

By ELTON WHISENHUNT

Charlie Louvin is back from a German tour, where he played 47 shows in 16 days. Ernie Ashworth left for Europe March 1; returns March 23. . . Al Urban, P. O. Box 655, Gonzales, Tex., offers deejays copies of his "My World and Me." . . Mrs. Earl Scruggs, 201 Donna Drive, Madison, Tenn., offers deejays copies of Flatt and Scruggs' latest album, "Town and Country."

Jean Shepard, widow of Hawkshaw Hawkins, who was killed in a plane crash in 1963, keeps a horse to ride. The horse was stolen last December. Nashville detective Archie Summers was put on the case, traced the animal to Texas, got it back. Last week Jean and Summers were married. "It's a storybook kind of thing," said Jean. "A crazy, funny, ironic story, and I'm just thrilled to death." The couple is honeymooning in Texas.

Slick Norris produced a c&w single with new artist Ray Frushay on the Princess label. . . After 10 years of being booked by Moeller Talent, Inc., the Duke of Paducah signed a contract with them. "Just takes me a little longer than most folks to make up my mind," he quipped. . . Jim Hayner is new manager of Cedarwood Sound Studio, replacing Roger Sovine,

who resigned to go with Heather Publications.

The airways are bulging with Nashville artists going overseas or returning. Carl Belew, just back from Germany and England, has his agent, Bob Neal, negotiating a return visit. . . Stonewall Jackson will tour the Far East for 15 days in May. . . Jimmy Dickens, the Duke of Paducah and the Homesteaders will play Europe April 1-20. . . Red Sovine will be there April 1-29. . . Ernie Ashworth is already there to remain through March.

Those Coca-Cola jingles Warner Mack recorded will be available April. Warner is the first country artist to do commercials for Coca-Cola. . . Promoter Billy Deaton of San Antonio staged a big show at Mobile, Ala., recently, featuring Ferlin Husky, Sonny James, Jimmy Dickens, Jean Shepard, Grandpa Jones and Billy Walker. Deaton reports Pearl Brewing Co., San Antonio, is sponsoring the Faron Young radio show for the third year. The show goes on 35 stations in Texas, Mississippi, Louisiana and New Mexico, beginning April 4.

Bobby Lord's new one, "Cash On the Barrelhead," is getting a promotional build-up from Hickory Records. . . Starday artist



JOE BABCOCK, writer of "I Washed My Hands in Muddy Water," has written and recorded "Guide Me Home My Georgia Moon," which was released on Boone Records last week. The release could establish the artist as a major threat on the c&w scene. (Advertisement)

Kenny Robert guested recently on "The Tommy Hunter Show." Canadian network TV-er. It was Robert's third time on Canadian network TV in recent months. . . Bob Neal has packaged a "Louisiana Hayride" show for March 19 in co-operation with the show's producer, Frank Page. The show will originate from College Station (Texas A&M), Tex., and feature Flatt and Scruggs, Jimmy Dickens, Archie Campbell and Wilma Burgess.

Johnny Paycheck played the "WVVA Jamboree." Wheeling, W. Va., last week, and is now touring the Midwest and East with the Buck Owens show. . . James A. Whiting, president of Capa Records, Mobile, Ala., writes: "Slim Jim Lengyel has been doing a great service for country music throughout the world and I feel it is high time he got some recognition for it." Lengyel sends taped shows to various stations, some overseas. . . Adams-Ethridge Publishing Co., Galveston,

Bill Anderson Honored by Alma Mater

ATHENS, Ga.—The University of Georgia School of Journalism plans to erect a special Hall of Fame glass case in the university library in honor of alumnus Bill Anderson.

Anderson was graduated from the journalism college, where he majored in radio and TV, in 1959. Anderson spoke to delegates to the Georgia Association of Broadcasters at their convention here recently. His subject was "Country Music, 1966," and his theme, "You don't have to be corny to be country."

Other notables who spoke were John Chancellor, former CBS news commentator now with the Voice of America, and Martin Agronsky, of CBS News.

New Promotion Agency Formed

NASHVILLE—A new record promotion agency, Melody Lane Promotions, for record companies, publishers, artists and composers, has been formed by Jeane Matthews, 407 Glenpark Drive, Nashville.

Miss Matthews uses a WATS line, calls deejays around the country, talks about the record, the artist, Nashville, or anything the DJ cares to discuss. She takes requests of DJ's for promo tapes and transmits them to her clients.

When the artist is available, she has him by the phone when she makes calls to DJ's and puts the singer on for an interview.

Tex., has signed James Helton as an exclusive writer.

Billboard SPECIAL SURVEY for Week Ending 3/19/66				
HOT COUNTRY ALBUMS				
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)	24	
2	2	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	18	
3	3	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	4	
4	6	GIDDY-UP GO Red Sovine, Starday SLP 363 (M); SLP 363 (S)	7	
5	4	PRETTY MISS NORMA JEAN RCA Victor LPM 3449 (M); LSP 3449 (S)	11	
6	8	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	21	
7	7	HELLO VIETNAM Johnny Wright, Decca DL 4698 (M); DLP 74698 (S)	13	
8	9	BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	17	
9	12	BALLADS OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor LPM 3547 (M); LSP 3547 (S)	2	
10	11	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	25	
11	13	FLOWERS ON THE WALL Stallier Brothers, Columbia CL 2449 (M); CS 9249 (S)	6	
12	5	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	31	
13	14	HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	9	
14	10	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca DL 4686 (M); DL 74686 (S)	13	
15	21	DOTIE WEST SINGS RCA Victor LPM 3490 (M); LSP 3490 (S)	4	
16	16	THE MANY MOODS OF CHARLIE LOUVIN Capitol T 2437 (M); ST 2437 (S)	6	
17	25	THE INSTRUMENTAL HITS OF BUCK OWENS & HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	24	
18	26	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	2	
19	19	LOVE BUG George Jones, Musicor MM 2088 (M); MS 3088 (S)	3	
20	23	THE BUCK OWENS SONG BOOK Buckaroos, Capitol T 2436 (M); ST 2436 (S)	2	
21	22	COAST-COUNTRY George Hamilton IV, RCA Victor LPM 3510 (M); LSP 3510 (S)	2	
22	20	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Columbia CL 2442 (M); CS 9242 (S)	14	
23	24	ROY CLARK SINGS LONESOME LOVE BALLADS Capitol T 2452 (M); ST 2452 (S)	2	
24	15	TOWN AND COUNTRY Flatt & Scruggs, Columbia CL 2443 (M); CS 9243 (S)	5	
25	29	FUNNY WAY TO MAKE AN ALBUM Don Bowman, RCA Victor LPM 3495 (M); LSP 3495 (S)	6	
26	27	HEARTBREAK TRAIL Hank Snow, RCA Victor LPM 3471 (M); LSP 3471 (S)	2	
27	17	THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE Dave Dudley, Mercury MG 21057 (M); SR 61057 (S)	7	
28	—	WHAT GOD HAS DONE Marty Robbins, Columbia CL 2448 (M); CS 9248 (S)	1	
29	18	FARON YOUNG SINGS THE BEST OF JIM REEVES Mercury MG 21058 (M); SR 61058 (S)	4	
30	—	THE WILBURN BROTHERS SHOW Decca DL 4721 (M); DL 74721 (S)	1	



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CLASSICAL MUSIC

Double 'Cutting' For One RCA LP

NEW YORK — The Metropolitan Opera House's gold curtain will be cut into swatches and distributed to opera lovers through an RCA Victor album.

Although the contract has not yet been signed, it's understood that Victor has agreed to pay the Met an advance of \$10,000 for the curtain and royalties on the sale of the album. The LP will be called "Opening Nights at the Met" and will be ready for release next September.

Ever since it was announced that the Met would move to Lincoln Center this year, opera buffs have tried to buy segments of the famous brocade curtain. The Met has sold curtain tassels and other mementoes to many who have mailed money with their requests. The Met, however, had no facilities for slicing the curtain into squares. With the Victor purchase, it is now planned to cut up the curtain into 45,000 three-inch squares.

The three-record "Opening Nights" album will include opera notes by Francis Robinson, an assistant general manager of the Met. Robinson describes the album as "a history of the house in terms of sound." The package will present the voices of Metropolitan greats singing portions of their roles on opening nights from 1893 to 1959. The repertoire will include about 30 arias and ensembles, commencing with

Emma Eames' "Le Roi de Thule" from Gounod's "Faust." It will end with Leonard Warren singing "Il Balen" from Verdi's "Il Trovatore."

Among the artists whose voices will be heard are Caruso, Bori, de Luca, Destinn, Flagstad, Galli-Curci, Homer, Jeritza, Martinelli, Merrill, Melchior, Ponselle, Sayao, Piere, Pinza, Stevens, Tibbett, Scotti and Sembrich.

DGG Will 'Encircle' Entire Wagner Ring

NEW YORK — Deutsche Grammophon will begin its long-anticipated excursion into Wagner opera with "Die Walkuere." The entire Wagner "Ring" is projected, all under the baton of Herbert Von Karajan with recording sessions beginning in September. MGM Records distributes the DGG product in the U. S.

The first star signed is Thomas Stewart, who has been cast as Wotan and who will perform in other Wagner operas. Names of other singers in the Wagner project will not be released until September. Stewart, who has

ORMANDY SETS COL. TWO-DISK

NEW YORK—In celebration of Eugene Ormandy's 30th anniversary with the Philadelphia, Columbia Records is releasing a special two-record set, "The Art of Eugene Ormandy." Included with the package is a 12-page booklet which contains an appreciation of Ormandy by music critic Emily Coleman, photographs of milestones in Ormandy's career, and a selected listing of recordings by Ormandy and the Philadelphia Orchestra.



been heard in DGG highlights albums of "Tiefland" and "The Flying Dutchman," also will turn up in April on the low-priced Heliodor label, released by MGM Records, singing two roles in the Kurt Weill musical, "Johnny Johnson," which he and his wife, Evelyn Lear, recorded prior to their success on the Continent.

The tentative schedule calls for Von Karajan to conduct live performances of "Die Walkuere" at the new Metropolitan Opera House at Lincoln Center in New York in late 1967. Stewart will be in the cast.

FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 32

Phantoms, all packaged in French-language jackets. The product was formerly available in Quebec, but only in a limited area and in English-language jackets. Arc is now gathering together the French songs included in its two albums by Catherine McKinnon and two LP's by the Jubilee Singers featuring Catherine, for a French-Canadian release. **KIT MORGAN**

TOKYO

King Records released March 1 San Remo Festival winning songs

"Dio Come Ti Amo" by **Giugliola Cinquetti** b/w "Nessuno Mi Puo Giudicare" by **Caterina Caselli**. . . Nippon Columbia is also rushing San Remo's "Una Rosa da Vienna" b/w "A la Buena de Dios" by the **New Christy Minstrels**, and "In un Fiore" b/w "Così Come Viene" by **Les Surfs**. The Minstrels will arrive in Tokyo in April for a series of performances. . . Another single in preparation for release by Columbia is "Musique de Cachot Jeanne Flores" by **George Delerue Orchestra** b/w "Paris, Paris, Paris" by **Brigitte Bardot** and **Jeanne**

Moreau from the United Artists film "Viva Maria," March 20. . . **Tony Dallara**, winner at the 1965 San Remo Festival, and **Miriam del Mare** performed at the Italian Festival held in Tokyo. . . Records produced during 1965 by the member-companies of the Japan Phonograph and Record Association (Victor, Columbia, King, Toshiba, Teichiku, Gramophone and Crown) are: 1) 7-inch: 45,100,017 Japanese and 31,479,802 international, totaling 76,579,819 (\$46,380,619); 2) 10-inch: 842,661 Japanese and 225,278 international, totaling 1,067,939 (\$1,667,789); and 3) 12-inch: 50,053,679 Japanese and 40,880,092 international, totaling 13,286,013 (\$33,599,815). The grand total is 90,933,771 records (\$81,643,223 at factory prices). Stereos involved in above figures are 43,370,860 Japanese and 19,451,483 international, amounting to 62,822,343 (\$61,752,723). This indicates a gain of 23 per cent in quantity and 17 per cent in value over 1964. **J. FUKUNISHI**

Ballet to Use Sessions' Music

NEW YORK—The music to Roger Sessions' suite from "The Black Maskers" will be used by the Royal Ballet in a performance over the BBC television network on April 8. The "Black Maskers Suite" is in the repertory of major symphonic orchestras throughout the world and has been recorded by the Vienna Symphony and the Eastman-Rochester Symphony.

Sessions' latest orchestral work, the Symphony No. 6, although still incomplete, received a performance of its first and second movements in January by the New Jersey Symphony. The composer's opera "Montezuma," which had its world premiere in Europe, will be given its first American performance

BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

- 1. STRAVINSKY**—The Rite of Spring/Four Etudes for Orch.; Orchestre Nationale De La R.T.F. (Boulez); Nonesuch H 71093 (S), H 1093 (M).
- 2. VIVALDI**—Four Seasons; Barchet, Southwest German Ch. Orch. (Tilegant); Nonesuch H 71070 (S), H 1070 (M).
- 3. BERWALD**—Symphony in G Minor/Symphony in G Major; Stockholm Phil. (Schmidt Isserstedt); Nonesuch H 71087 (S), H 1087 (M).
- 4. ROSSINI**—Sins of My Old Age! Solists with Societa Cameristica di Lugano (Loehrler); Nonesuch H 71089 (S), H 1089 (M).
- 5. VAUGHAN-WILLIAMS**—Symphony No. 8/ **ELGAR**—Enigma Variations; Halle Orch. (Barbiroli); Vanguard SRV-784 (S), SRV-184 (M).
- 6. VAUGHAN-WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbiroli); Vanguard SRV-134 SD (S), SRV-134 (M).
- 7. NIELSEN**—Symphony No. 4; Halle Orch. (Barbiroli); Vanguard SRV-179 SD (S), SRV-179 (M).
- 8. DONIZETTI**—Lucia di Lammermoor; Peters, Pearce, Tozzi, Maero, Rome Op. (Leinsdorf); RCA Victorla VICS 6001 (S), VIC 6001 (M).
- 9. TCHAIKOVSKY**—Romeo and Juliet; London Phil. (Van Beinum); Richmond 19027 (M).
- 10. THE BAROQUE TRUMPET**: Collegium Musicum of Paris (Douatte), Society for Old Instruments (Devevey), Versailles Ch. Orch. (Wahl), Vogue Orch. (Baudou); Nonesuch H 71002 (S), H 1002 (M).
- 11. DVORAK**—Quartets (Complete) Vol. 1; Kohon Quartet; Vox (3-12") SVBX-549 (S), VBX-49 (M).
- 12. DVORAK**—Quartets (Complete) Vol. 2; Kohon Quartet; Vox (3-12") SVBX-550 (S), VBX-50 (M).
- 13. BIZET**—Carmen Suite; Vienna St. Op. Orch. (Rossi); Vanguard SRV-107 (M).
- 14. BEETHOVEN**—Symphonies Nos. 1 and 8; Halle Orch. (Barbiroli); Vanguard SRV-146 (S), SRV-146 (M).
- 15. FAURE**—Piano Music (Complete); Crochet; Vox (3-12") SVBX-5423/4 (S), VBX-423/4 (M).

Electrola's 'Record Tiger': A Profile of Mao Tsi-Tung

COLOGNE—Electrola's latest announcement of classical music releases contains a startling profile—Mao Tsi-Tung, the Chinese Communist dictator.

Mao is sandwiched in with classical offerings of Mozart's Concerto for Horn and Orchestra No. 1-4 with the London Philharmonic; Dietrich Fischer-Dieskau singing lieder from Schubert; Tchaikovsky's "Concerto for Piano and Orchestra No. 1 B Minor, Opus 23," and Maria Callas singing "Tosca."

The Mao LP consists of excerpts from Mao's writings and interviews and speeches and his favorite poetry and music. The disk offers the "complete Mao," and, in this sense, it is judged to be a classic.

Other offerings on the latest list of Electrola "Klassik" releases are Benjaminjino Gigli singing famous arias from the Italian opera, "Masterworks of the Synagogues," and Dinu Lipatti's recording of Chopin's "Concerto for Piano and Orchestra No. 1, E Minor, Opus 11."

The Mao masterwork is recorded in stereo and is produced by Hannss Iviessmer. It delves into Mao's taste in cul-

ture, his philosophy, and his version of Marxist ideology. The disk sells for \$4.50.

Electrola is offering, via its Ausland-Sonderdienst (Foreign Special Service) series, Albert Schweitzer plays works from Bach and seven titles in a Great Cathedral Organ series.

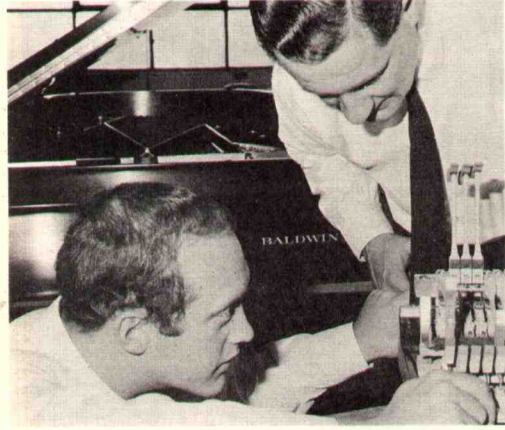
These LP's are by organist at the following U.K. cathedrals: St. Giles, Edinburgh; Exeter; Coventry, Gloucester; York Minster, Westminster, Abbey and Liverpool. Each LP is priced at \$5.25. Another Ausland-Sonderdienst list just released consists of nine LP's with the works of Joseph Haydn, priced at \$6.25 each. All were recorded by the Vienna Concert House Quartet.

'Turandot,' 'Tosca' Highlights on Angel

HOLLYWOOD—Angel Records' two new opera packages are Puccini's "Turandot," starring Birgit Nilsson, Franco Corelli and Renata Scott, and highlights from "Tosca" with Maria Callas.

The latter package was culled from the complete opera released last year. Co-featured with Miss Callas are Carlo Bergonzi and Titti Gobbi.

Orchestral backing for "Turandot" is by the Rome Opera Chorus' Orchestra; "Tosca," by the Paris Conservatoire.



LORIN HOLLANDER, left, RCA Victor artist, is shown the fine points of the concert grand by Baldwin technician Steve Borell in case Hollander has to do adjusting and regulating on his own during his upcoming tour for the State Department with the Cincinnati Symphony Orchestra. Hollander's tour with the Cincinnati Orchestra kicks off at New York's Carnegie Hall on March 17, after which they will be given a reception by U. N. Ambassador Arthur Goldberg at the Park-Sheraton Hotel.

THANKS
NARAS MEMBERS*

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*For Nominating
“GIRL TALK”

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(Non Jazz)

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Best Instrumental Arrangement

TAPE CARtridge

Royal Disc Growth Tells Story Of Tape Expansion in Chicago

By RAY BRACK

CHICAGO—It's more than coincidental that the remarkable increase in area pre-recorded tape sales had its noticeable beginning with the founding in May, 1964, of Royal Disc Distributors here.

The company, formed by Kent Beauchamp and Eddie Yalowitz, started with one album label, several singles lines and Peter Fabri's Musictapes library.

Today the firm has 14 album lines and has organized a new division, All-Tapes Distributing, Inc., to distribute and merchandise Musictapes and Stereo

Tapes. And, as a rack-jobbing enterprise, All-Tapes can furnish any reel-to-reel or CARtridge line to dealers.

Rating Jumps

Since Royal Disc's entry, the local Business Product Index rating for pre-recorded tape has jumped 300 per cent.

"It's an understatement to say that many dealers are now handling tape that were not handling tapes before," Beauchamp observed.

Because of the rapid growth in the tape merchandising aspects of the business, Yalowitz, who had been inactive in the firm from the beginning, an-

nounced full participation in the company beginning March 1.

All-Tapes will not pick up a cartridge player line, Beauchamp said, "because the playback field is another business, entirely."

National Advertising

He said he noticed a decided surge in tape interest when the national advertising of cartridge tapes was begun by RCA Victor and the Ford Motor Co.

"I'm glad to see the standardization in the industry on the 8-track cartridge," Beauchamp said. Because the four-track segment of the market is so small, he observed, there is really no pressing need for development of a compatible cartridge player.

More than tape activity is keeping Beauchamp and Yalowitz busy currently. Royal Disc is distributing a single called "Gloria," by the Shadows of Knight. The group is of local origin and the disk has sold 60,000 copies in Chicago.

Musictapes to Open Office In New York

CHICAGO—Musictapes, Inc. President Peter Fabri announced last week a major expansion in CARtridge and reel-to-reel marketing with the opening of a new sales office in New York.

The East Coast enterprise, a separate corporation called Musical Tape Sales, is managed by Bob Scerbo.

"The great impetus given the cartridge segment of the industry by the recent Billboard special report was in a large way responsible for our decision to step up our operations," Fabri said.

The new office will concentrate on service to record company distributors, Fabri announced. Musictapes recently announced its move into the 8-

(Continued on page 54)

This column is being written at the N.A.R.M. convention in Miami Beach where the big talk is about ITCC and stereo tape cartridges. Rack jobbers, distributors and record companies are in many cases learning for the first time the true importance and impact of the tape cartridge insofar as the record world is concerned.

The ITCC suite has been a bee hive of activity with visitors treated to a display of the latest in home model playback units as well as automobile units. As a service to those at the convention, ITCC invited three of the more important manufacturers to display their sets and great interest was shown in the four track Tape-Deck, supplied by Automatic Radio of Boston, a unit that can be played either in the home or in the car.

TelePro displayed their new four track home unit that can be played by plugging into the input jack of your present stereo set. The beautiful wood casing of the unit lends beauty to any living room.

Lear was represented with two sets, the Stereo-8 car unit and the new Lear Stereo-8 home unit which also operates by inserting a plug into your present stereo set. The beauty of these low priced home units will enable present owners of stereo record players to convert to the use of a tape deck. This will permit the public to better utilize the tape library they purchase for their automobile unit, as well as giving them the fidelity and convenience made possible only through the use of a continuous-loop tape cartridge.

These home units are opening a new field of distribution for cartridges, as up to this time, the majority of the distribution has been through the automotive and electronic distributors.

This move by Lear, Automatic Radio and TelePro, together with announcements by other major manufacturers of similar entries in the home market, now makes it necessary for record dealers to stock cartridge tapes.

Practically every important distributor as well as major rack jobber has jumped on the ITCC bandwagon, recognizing that the record dealer can now serve the home user as well as the automobile and marine set owners.

ITCC was pleased at the announcements made that Mercury, Capitol, Decca and Columbia were entering the eight-track cartridge field with their own production plans slated within the next few months. These four major companies, plus the RCA distribution and the 50 important catalogues represented by ITCC, will help to make even greater strides in the furtherance of this great new industry.

ITCC also announced greatly expanded production of both four and eight-track cartridges and also announced the signing of two additional important catalogues to its rapidly growing vast library.

If you would like to know more about this new industry, write the leader in the four and eight-track field, International Tape Cartridge Corporation, 1290 Avenue of the Americas, New York, N. Y. 10019.



TAPE SELLERS in Chicago area are Eddie Yalowitz, left, and Kent Beauchamp of All-Tapes Distributing, Inc., a division of Royal Disc Distributors.

N. Y. Dealer Meeting Pubs Head-On in CARtridge Suit

• Continued from page 1

transfer of copies of alleged copyrighted works, the possession of which have been lawfully obtained by the defendant."

While denying the right of the publishing firms to demand

royalties, Wally's mailed a check to their attorneys March 3, paying the statutory rate of one reproduction of a copy of each of the two albums described in the lawsuit—a check for 28 cents. The check has been returned, Wally said last week.

Emanuel Eschwege is attorney for Wally's.

Wally attributed the situation to the fact that "the supply of major musical performances was limited. Some of our playback unit customers desired to purchase tape cartridges that were not then available. They loaned us their favorite records and requested that we transfer these to tape cartridges. This we did, and upon completion, we returned the records to the customer." The only exception was yachtman Cornelius Shields, who said Wally could throw away the old 78 rpm records of his collection after transferring them to tape.

"We made no tape cartridges from these records other than to fulfill the orders of the specific record owners. Since this was a personal service to them, and an attempt to broaden the player- and cartridge market, our profit was negligible," he said, "there was no wrongdoing involved. I've been advised by our attorney that, in transferring from records, we were not copying any copyrighted works. Therefore, in

Amerline Gets Sizable Order From GRT

CHICAGO—Amerline Corp. here, which is entering full production of its eight-track CARtridge, announced last week that General Recorded Tape, of Sunnyvale, Calif., has placed a sizable order for same.

According to Amerline audible range products sales manager Frank Glaubitz, the GRT contract is "a substantial cartridge commitment."

The Amerline cartridge is said to improve on existing eight-track cartridges through the incorporation of a tape lock and other new features.

GRT, heretofore a four-track, reel-to-reel tape duplicator, recently announced entry into the

(Continued on page 54)

ATTENTION!!

IN THE CASE OF LEO FEIST, INC.; ROBBINS MUSIC CORP., AND MILLER MUSIC CORP., PLAINTIFFS,

AGAINST

HAROLD WALLY, INDIVIDUALLY AND DOING BUSINESS AS WALLY'S, DEFENDANT.

We are defending the rights of dealers to provide a personal service of transferring music from a customer's record to a tape CARtridge for the customer's personal use.

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RHYTHM & BLUES

TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 3/19/66

Billboard Award	This Week			Last Week			Weeks on Chart
	Week	Title, Artist, Label & No.	Chart	Week	Title, Artist, Label & No.	Chart	
1	634-5789	Wilson Pickett, Atlantic 2320 (East-Pronto, BMI)	5	21	34 PHILLY DOG Mar-Keys, Stax 185 (East, BMI)	4	
2	2	BABY SCRATCH MY BACK Slim Harpo, Excello 2273 (Excellorec, BMI)	9	22	17 GET OUT OF MY LIFE, WOMAN Lee Dorsey, Amy 945 (Marsaint, BMI)	10	
3	3	MY BABY LOVES ME Martha & the Vandellas, Gordy 7048 (Jobete, BMI)	7	23	20 YOU DON'T KNOW LIKE I KNOW Sam & Dave, Stax 180 (East, BMI)	12	
4	13	DARLING BABY Elgins, V.I.P. 25029 (Jobete, BMI)	5	24	24 THIS CAN'T BE TRUE Eddie Holman, Parkway 900 (Cameo-Parkway/Stilran, BMI)	13	
5	5	LOVE MAKES THE WORLD GO ROUND Dean Jackson, Carla 2526 (McLaughlin, BMI)	9	25	28 SEARCHING FOR MY LOVE Bobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI)	3	
6	4	UP TIGHT Stevie Wonder, Tamla 54124 (Jobete, BMI)	12	26	12 MY WORLD IS EMPTY WITHOUT YOU Supremes, Motown 1089 (Jobete, BMI)	8	
7	7	DEAR LOVER Mary Wells, Atco 6392 (Jellynote, BMI)	5	27	27 THE FAT MAN T-K-Os, Ten Star 104 (Sconance-Money, BMI)	4	
8	6	DON'T MESS WITH BILL Marvelettes, Tamla 54126 (Jobete, BMI)	10	28	29 REAL HUNDMINGER J. J. Barnes, Ric-Tic 110 (Myto, BMI)	4	
9	16	ONE MORE HEARTACHE Marvin Gaye, Tamla 54129 (Jobete, BMI)	4	29	— THE LOVE YOU SAVE Joe Tex, Dial 4026 (Free, BMI)	1	
10	14	STOP HER ON SIGHT (S. O. S.) Edwin Starr, Ric-Tic 109 (Myto, BMI)	5	30	— SATISFACTION Otis Redding, Volt 132 (Immediate, BMI)	1	
11	18	I WANT SOMEONE Mad Lads, Volt 131 (East, BMI)	6	31	— EYESIGHT TO THE BLIND B. B. King, Kent 441 (Modern, BMI)	3	
12	15	THIS OLD HEART OF MINE Isley Brothers, Tamla 54128 (Jobete, BMI)	4	32	25 FOR YOUR PRECIOUS LOVE Jerry Butler, Vee Jay 715 (Gladstone, ASCAP)	6	
13	10	THE DUCK Jackie Lee, Mirwood 5502 (Keyman-Mirwood, BMI)	16	33	31 TEMPTATION WALK Entertainers IV, Dore 749 (Hillary, BMI)	5	
14	9	CRYING TIME Ray Charles, ABC-Paramount 10739 (Bluebook, BMI)	12	34	39 NO MAN IS AN ISLAND Van Dykes, Mala 520 (Cha-Stew, BMI)	2	
15	8	I'M TOO FAR GONE (TO TURN AROUND) Bobby Brand, Duke 393 (M.P.I., BMI)	9	35	40 CHOOSEY BEGGAR Miracles, Tamla 54127 (Jobete, BMI)	2	
16	—	GET READY Temptations, Gordy 7049 (Jobete, BMI)	1	36	37 FUNNY CHANGES Chuck Bernard, Satellite 2008 (Special Agent, BMI)	3	
17	33	AIN'T THAT A GROOVE James Brown & the Famous Flames, King 6025 (Dynatone, BMI)	2	37	— BABY I NEED YOU Manhattans, Carnival 514 (Sanavan, BMI)	1	
18	21	SHAKE ME, WAKE ME (When It's Over) Four Tops, Motown 1090 (Jobete, BMI)	3	38	— HELPLESS Kim Weston, Gordy 7050 (Jobete, BMI)	1	
19	19	MY ANSWER Jimmy McCracklin, Imperial 66147 (Metric, BMI)	8	39	32 EASY GOING FELLOW Roscoe Shelton, Sound Stage 7 2555 (Cape Ann, BMI)	5	
20	11	GOING TO A GO-GO Miracles, Tamla 54127 (Jobete, BMI)	12	40	— KELLING IN LOVE AGAIN Felly Brothers, Sims 265 (Red Seal, BMI)	1	

NEW ACTION R&B SINGLES

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

I HAD A DREAM . . .
Johnnie Taylor, Stax 186

MY JUG AND I . . .
Percy Mayfield, Gerald Wilson & Ork, Tangerine 957

NEW ALBUM RELEASES

Continued from page 39

REQUEST
CONJUNTO DE GUITARRAS DE PAUL NERY—Num Restaurante—Tropic Portuges; RLP 8085
RIVERSIDE
DON FRIEDMAN QUARTET—Dreams & Explorations; 485
JOHNNY (HAMMOND) SMITH—Open House; 482
JIMMY HEATH QUINTET—On the Trail; 486
MILT JACKSON & BIG BRASS—For Someone I Love; 478
THELONIOUS MONK—Monk in France; 491
WES MONTGOMERY TRIO—Portrait of Wes; 492
DON FRIEDMAN—Dreams & Explorations; RLP 485, RLP 9485
JIMMY HEATH QUINTET—On the Trail; RLP 486, RLP 9486
MILT JACKSON—For Someone I Love; RLP 478, RLP 9478
WES MONTGOMERY—Portrait of Wes; RLP 492, RLP 9492
JOHNNY (HAMMOND) SMITH—Open House; RLP 482, RLP 9482
THELONIOUS MONK—Monk in France; RLP 491, RLP 9491
ROSTRUM
VARIOUS SPEAKERS—Viel Nam—Voices of Policy & Protest; RD 100
ROULETTE
VARIOUS ARTISTS—Music for Batman & Robin; R 25322, SR 25322

SOU
JR. WALKER & THE ALL STARS—Soul Session; 702
STARDAY
JOE MAPHIS—Country Guitar Goes on the Jimmy Dean Show; VSP 373
RED "GIDDY UP GO" SOVINE—Country Music Hit Maker Number One; NLP 2033
VARIOUS ARTISTS—Country Music Goes to War; SLP 374
TAMLA
THE MARVELETTES Greatest Hits; 253
TOWER
TOMMY COLLINS—Let's Live a Little; T 5021
The Soul of DICK CURLESS; T 5013
DEAN MARTIN—Relaxin'; T 5018
SUNRAYS—Andrea; T 5017
UNITED ARTISTS
LEROY HOLMES SINGERS—Snowflakes & Sweethearts; UAL 3481, UAS 6481
SOUNDTRACK—Lord Love a Duck; UAL 3137, UAS 6137
BOBBY GOLDSBORO—It's Too Late; UAL 3486, UAS 6486
BIG BUDDY LUCAS & THE WIGGLERS—50 Fabulous Harmonica Favorites; UAL 3482, UAS 6482
VANGUARD
ERIC ANDERSEN—Bout Changes & Things; VRS 9206, SW 79206

VERVE
CANNONBALL ADDERLEY & RAY BROWN; VSP 10, VSPS 10
COUNT BASIE & HIS ORCH.—Inside Basie Outside; VSP 12, VSPS 12
NAT COLE at Jap; VSP 14, VSPS 14
THE FIRST HERD at Carnegie Hall; VSP 1, VSPS 1
STAN GETZ—Eloquence; VSP 2, VSPS 2
DIZZY GILLESPIE & HIS ORCH.—Night in Tunisia; VSP 7, VSPS 7
JOHNNY HODGES & ALL THE DUKE'S MEN; VSP 3, VSPS 3
BILLY HOLIDAY—Lady; VSP 5, VSPS 5
JATP ALL STARS—Perdido; VSP 16, VSPS 16
JATP ALL STARS—How High the Moon; VSP 15, VSPS 15
GENE KRUPA & HIS ORCH.—That Drummer's Beat; VSP 4, VSPS 4
HERBIE MANN—Bongo, Conga & Flute; VSP 8, VSPS 8
MODERN JAZZ ENSEMBLE—Little David's Fugue; VSP 18, VSPS 18
GERRY MULLIGAN—Gerry's Time; VSP 6, VSPS 6
OSCAR PETERSON TRIO—Stage Right; VSP 11, VSPS 11
GEORGE SHEARING QUINTET—Classic Shearing; VSP 9, VSPS 9
VARIOUS ARTISTS—The Art of the Ballad; VSP 17, VSPS 17
WARNER BROS.
MARKETTS—The Batman Theme; W 1642, WS 1642
BONNIE PRUDEN—Executive Fitness; W 1619, WS 1619
SIXTY-SIX SONORA STRINGS—Strings '66; W 1631, WS 1631
PAUL SMITH—Brazilian Debut; W 1626, WS 1626
SOUNDTRACK—Inside Daisy Clover; W 1616, WS 1616
WING
BROOK BENTON—The Boll Weevil Song and Other Great Hits; W 16314, SW 16314
Terrific TERESA BREWER; W 16319, SW 16319

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	MIRACLES GOING TO A GO-GO, Tamla T 267 (M); ST 267 (S)	16
2	2	TEMPTIN' TEMPTATIONS, Gordy G 914 (M); GS 914 (S)	16
3	3	I GOT YOU (I Feel Good), James Brown, King 946 (M); (No Stereo)	8
4	7	CRYING TIME, Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)	3
5	16	RIDIN' HIGH, Impressions, ABC-Paramount ABC 545 (M); ABCS 545 (S)	2
6	14	GOT MY MOJO WORKING, Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	2
7	4	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	5
8	8	THE SUPREMES LIVE AT THE COPA, Motown 636 (M); ST 636 (S)	16
9	5	GENE CHANDLER LIVE ON STAGE IN '65, Constellation 1425 (M); (No Stereo)	13
10	10	SAM COOKE AT THE COPA, RCA Victor LPM 2970 (M); LSP 2970 (S)	25
11	13	COMFORT ME, Carla Thomas, Stax LP 706 (M); SD 706 (S)	2
12	12	THE FOUR TOPS SECOND ALBUM, Motown 634 (M); ST 634 (S)	10
13	9	THE BEST OF LITTLE ANTHONY AND THE IMPERIALS, DCP DCL 3809 (M); DCS 6809 (S)	3
14	15	TED TAYLOR'S GREATEST HITS, Okeh OKM 12113 (M); OKS 14113 (S)	2
15	—	I HEAR A SYMPHONY, Supremes, Motown MLP 643 (M); SLP 643 (S)	1
16	6	HERE I AM, Dionne Warwick, Scepter 531 (M); S 531 (S)	12
17	17	THE PRIME OF MY LIFE, Billy Eckstine, Motown 632 (M); S 632 (S)	9
18	19	THE "NEW" LOOK, Fontella Bass, Checker LP 2997 (M); ST 2997 (S)	2
19	—	THE MARVELETTES GREATEST HITS, Tamla TLP 253 (M); SLP 253 (S)	1
20	11	THE DUCK, Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S)	4

NEW ACTION R&B LP'S

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

GOIN' OUT OF MY HEAD . . .
Wes Montgomery, Verve V 8642 (M); V6-8642 (S)

SOUP & ONIONS/SOUL COOKIN' BY . . .
Roy Meriwether Trio, Columbia CL 2433 (M); CS 9233 (S)

ARTHUR PRYSOCK/COUNT BASIE . . .
Verve V 8646 (M); V6-8646 (S)

UNBELIEVABLE . . .
Billy Stewart, Chess LP 1499 (M); ST 1499 (S)

HITS OF THE WORLD

Continued from page 34

7	3	GET OFF OF MY CLOUD—The Rolling Stones (Decca)
8	16	MICHELLE—The Beatles (Odeon)—Buddle
9	9	I'LL STEP ASIDE—Tony Wells (RCA)
10	—	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)

SWEDEN

This Week	Last Week	Title, Artist, Label & No.
1	1	MICHELLE—The Beatles (Parlophone)
2	2	SAG INTE NEJ—Sven Ingvars (Phillips)
3	10	BARBARA ANN—Beach Boys (Capitol)
4	3	REMEMBER—We 4 (Polydor)
5	4	STOP THE MUSIC—Lenne & the Lee Kings (Gazell)
6	6	AS TEARS GO BY—Rolling Stones (Decca)
7	7	BORKENS VISA—Hootenanny Singers (Polar)
8	5	TILL THE END OF THE DAY—The Kinks (Pye)
9	11	SO MANY GIRLS—Tages (Platina)
10	12	JAG SAKNAR DIV—Gunnar Wiklund (HMV)

SWITZERLAND

This Week	Last Week	Title, Artist, Label & No.
1	1	MARMOR, STEIN UND EISEN—Drafi Deutscher (Decca)—Intro
2	11	YESTERDAY MAN—Chris Andrews (Vogue)—Intro
3	4	GANZ IN WEISS—Roy Black (Polydor)—Seith
4	—	WE CAN WORK IT OUT—The Beatles (Odeon)—Buddle

DIZZY GILLESPIE—New Wave; W 16318, SW 16318

JEROME HINES—I Love to Tell the Story; WST 8365 LP

WORD

BOB LIND—Don't Be Concerned; WP 1841, WPS 21841

Law Hurts C&W

Continued from page 42

man tour, he played 47 shows to enthusiastic audiences. "The crowds were extremely good everywhere we went," he said.

Accompanying him were his regular electric guitarist, Steve Chapman, and the Homeowners: Billy Poe, steel guitar; Ron Bridges, drums, and Pat Patterson, electric bass.

The show was booked by Dan Linebarger of Nashville, who has moved to Frankfurt, Germany, to line up bookings arrangements for other country artists. He plans to return to Nashville in a year or two and then handle overseas bookings by phone.

Police Benefit

LACKAWANNA, N. Y.—A group of country music artists headed by George Morgan played a benefit show recently for the Seneca (N. Y.) Police Club. Appearing with Morgan were Ethel Delaney, Jimmy Kish, Bashful Harmonica Joe and Ramblin' Lou.

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KLP/KLPS-8050

'Minim' Is Maximum Entertainment Fare

NEW YORK — "Wait a Minim!" is a compact musical revue with king-size entertainment values. Opening its Broadway run at the John Golden Theater on March 7 to an enthusiastic press, it's a safe bet to repeat the success it had in South Africa, where it originated, and subsequently in London.



"Come On and Hear!" is the appropriate title for the Dukes of Dixieland's new Decca LP (DL 4708). Only recently released, the set has already become regular material for both AM and FM-stereo programmers. Included are pop winners like "King of the Road" and "A Taste of Honey," all in the bright, happy and winning style that makes the Dukes a consistent success. The trombone sound of Dukes trombonists Fred and "Papa Joe" Assunto is the sound of Olds. Like so many professionals, the Assuntos like the versatility and tonal response of their Olds trombones. Olds—the instruments that professionals depend on. (Advertisement)

Since the production relies more on sound and song than on sight and sketch, the show should emerge as delightful entertainment in its original cast album counterpart. London Records put the production into the groove on March 13 and will rush the album into market.

Although it is an economy-sized production, the show is packed with talent, imagination and fresh comic attitudes. There are only eight performers in the cast but they do just about everything and they do it well.

What they do best is sing and play and what they play is the weirdest assortment of musical instruments ever put on stage. The instruments are imports from South Africa with such names as Rhodesian mbira, Chopi timbila, double respiratory linguaphone, Indian tanpura drone, and a variety of percussion, brass and reed. It all adds up to lively musical fun.

In Folk Vein

The songs are mostly in the folk vein and since South Africa is a melting pot, the tunes fall into a variety of ethnic categories. There are some traditional folk items like "I Know Where I'm Going" and "I Gave My Love a Cherry," new songs by Jeremy Taylor and Ewan MacColl, and a potpourri of Afrikaans, Swahili, Xhosaian, Japanese, Haitian and Irish Lullabies, dances, fighting songs, etc. It's musically offbeat but it's all catchy and captivating with lots of wry comments on South Africa's apartheid problem thrown in for good measure.

In the multi-talented cast are Andrew Tracey, Paul Tracey, Kendrew Lascelles, Michel Martel, Nigel Pegram, April Olrich, Dana Valery and Sarah Atkinson. Other credits go to Leon Gluckman, who devised and directed the show; Frank Rembach, who did decor and lighting with Gluckman; costumer Heather MacDonald-Rouse, and the choreography by Frank Staff and Kendrew Lascelles, because their work is so noticeable and so effective.

MIKE GROSS

UNIONS SET UP CLEARANCE FOR BENEFITS

NEW YORK — The various theatrical performers unions have set up a clearing house for benefits. Any organization scheduling an event that uses professional performers must obtain permission for their appearance from Theater Authority, Inc., which the performers' unions established with Charitable Guilds to regulate members' appearances at benefits, rallies, telethon and civic events.

Organizations located east of Omaha should apply for clearance to Beverly Roberts, executive secretary of Theater Authority at 545 Fifth Avenue, New York. In States west of Omaha, applications should be made to Mrs. Meredith Snapp, executive secretary, Western Theater Authority, 6253 Hollywood Boulevard, Hollywood.

WHAT DAILIES SAID ABOUT 'WAIT A MINIM'

TIMES: "If it is not a memorable evening in the theater, it is like a nice evening with genuinely musical friends."

HERALD-TRIBUNE: "Much of the evening is decidedly pleasant."

NEWS: "Sheer joy."

POST: "A musical entertainment of unusual originality."

JOURNAL AMERICAN: "It is merely magnificent entertainment. The most colossal combination of weird musical instruments since the discovery of sound."

WORLD-TELEGRAM: "The most triumphant original and exuberant entertainment to storm these shores in years. It tingles with every kind of folk music under the sun."

Jack Jones: Kapp's Man On the Move

NEW YORK — Jack Jones' schedule in nightclubs, TV and summer stock has been set through September. On March 23, 24, and 25, the Kapp Records artist will be in Dallas, courtesy the Air Force, and on March 26 he swings to Indianapolis for a concert. The following day, Jones begins taping producer Bob Welles' second American Airlines special for later airing on CBS-TV, before entering the Air Force April 1 for one month in Hollywood as part of his Reserve duty. Since he is free on weekends, he will sing April 2 in Phoenix.

On April 5, Jones' own hour color special, "Jack Jones on the Move . . . Have Songs, Will Travel," will be aired on ABC-TV. On April 14, he will be seen for the second time this season on Dean Martin's NBC-TV marking his 39th network TV appearance since September 1963.

He returns to nightclubs from May 10 to 21 at the Shoreham Hotel in Washington. Following this date he plays the Twin Coaches in Pittsburgh, May 23 through 28, the Palmer House in Chicago, May 31 through June 13, and the Elmwood Casino in Windsor, Ontario, from June 16 through 25. Jones then embarks upon a five-week tour playing Curly in "Oklahoma" in Dallas and Kansas City, beginning July 4. Then he makes his second appearance as headliner at the Flamingo Hotel in Las Vegas, Sept. 8 through 28. He returns to New York's Plaza Hotel in either October or November.

Mathis to Tour

CHICAGO—Johnny Mathis, Mercury recording star, along with his eight-voice New Generation group, leaves March 23 for a five-week concert tour of the Far East. Included in the trip are three service dates for American military personnel in Japan, Okinawa and Korea. Mathis will wind up the junket with a public concert in the Arnetta Coliseum, Manila, Philippines, on May 3.

Honey of a Show By Diahann Carroll

NEW YORK — There's an abundant supply of adjectives on hand to describe an artist's talents: captivating, dynamic, explosive, and the rest. They should be used sparingly and with discretion. Yet, it is difficult to avoid such shop-worn superlatives when setting down Diahann Carroll's opening performance (9) at the Plaza Hotel's Persian Room. It was a highlight in her career.

Her hour-long act rang with preciseness, humor and excitement, all mixed into a carefully prepared, disciplined package. Her voice had versatility, range and power and showed it could handle any and all kinds of music from the bouncy "Life Is Just a Bowl of Cherries," her second number, to George and Ira Gershwin's "Someone to Watch Over Me," which she sang dramatically and forcefully.

She beguiled the overflow crowd with her charm and she

showed a fine sense of the comedienne by satirizing an Actors Studio graduate and scattering comic bits throughout her act. The audience enjoyed these extracurricular activities immensely.

Miss Carroll sang "Squeeze Me" with a refreshing and sultry style. But it was her version of "I'm Going Out of My Head" that scored the most. It was full of dramatic quality and drive. The song had been recorded by other artists some years back but her rendition was extraordinary. She received a standing ovation at the conclusion of her act.

Arrangements were kept inobtrusive and neat. The orchestra performed in good fashion. However, the brass section and drums were too loud at times.

Though it's not been officially announced yet, Columbia Records has inked the stylist. Based on her Persian Room performance, it's a wise move.

Coltrane and Getz: Hurricane & the Eye

By PAUL ZAKARAS

CHICAGO — Traveling from the Plugged Nickel to the London House last week was like sailing from a tropical storm to a tropical isle. Simulating the fury of a hurricane at the Nickel was John Coltrane, and in a quiet tropical mood was Stan Getz in the London House.

At the Nickel, two fiercely thumping sets of drums, accompanied by rattles, African bells and tambourines, accented by a pair of bleating, honking saxo-

phones (almost lost in the background were a piano and a bass) created visions of ancient religious rites. This primitivistic romanticism, ideologically reminiscent of Wagner, was the newest sound of John Coltrane.

Those who hadn't heard Coltrane in the last few months, since Elvin Jones and McCoy Tyner quit their long association with the saxophonist, were curious about his most recent shift in emphasis.

"I'm trying to reach the (Continued on page 54)

Nina Simone Makes the Piano Sing in Village Date

NEW YORK — It's amazing what Nina Simone can do to—and for—a song. She can take a blues number and twist it and reach out and capture all of your emotions with it. This she proved at her opening Tuesday night (8) at Square East.

What was an ordinary trio—they played a few numbers before she came out—she transformed into a great quartet when she sat down at the piano and launched into "Wild as the Wind." It was a pounding production featuring a rising tempo and a carousing ending. Her piano performance was great; her voice was used primarily as another instrument, adding to the total effect. With that first song, she captured the audience and never let them go through wonderfully done versions of "Little Girl Blue," "Four Women," "Sinner Man," "Buddy Bolden," and the new song of "Do I Move You."

It's hard to describe her type of music. It's not rock 'n' roll, but it's alive and exciting; it's not r&b, but it's based on the blues. It's sort of like jazz, but blues threads through the melody.

Her group is composed of Bobby Hamilton, drums; Rudy Stevenson, flute and guitar;

Lisle Atkinson, bass; each is a craftsman. But it was obvious that Miss Simone is the architect that musically glues them together and makes them great.

Also on the bill was guitarist Eduardo Sasson, who supplied excellent entertainment with such tunes as "Anna," "La Bamba" and "Malaguena."

CLAUDE HALL

Signings

Neal Hefti, composer-arranger-conductor, signed a long-term pact with RCA Victor. Hefti already has clicked with Victor via the single "Batman Theme," which he composed as the signature tune to ABC-TV's "Batman" series. The album, "Batman Theme, and 11 other Hefti Bat Themes," is also riding high. Also added to the Victor label was Dick Glass. His debut disc, "Stealin', Stealin'" and "You Can't Stop Tomorrow," was produced by Paul Robinson. . . . Brian Foley, the 19-year-old singer who made his debut on Merv Griffin's TV show March 10, signed to Dot Records and to an exclusive publishing contract with Mills Music. He'll limit his work to TV and recording sessions until he graduates from Harvard University in June, 1968. . . . The Charades, a sextet from Nashville, to Monument. First single is "Hammers and Suckles Make Very Poor Toys."

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February 16, 1966

Mr. Cotton Carrier
Bill Lowery Talent Inc.
P.O. Box 9687
Atlanta, Georgia

Dear Cotton:

Billy Joe Royal is one of the finest performers I have ever encountered.

At our show last Sunday in the Sam Houston Coliseum he almost stole the show from such name artists as Roy Orbison and the Four Tops.

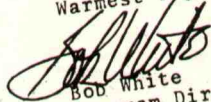
Our show last Sunday broke all existing records. The Coliseum will seat 11,962 and we jammed almost 13,000 in for the 3 PM afternoon show. For the night show, we had to stop at 12,000. Also we turned many, many people away from the door. Billy Joe now has 25,000 very LOYAL fans.

Since the show we have had untold calls wanting to know when he will be back, his age, marital status, where does he live and every other conceivable question. I have yet to see a performer completely capture the audience like Billy Joe. His new record should be #1 if all his new fans buy a copy.

This young man just walked off with the hearts of Houston. I can safely say he did something very few artists have ever done before. Even more than this, he is one of the greatest on stage performers I have ever met.

All I can say is that I hope we again have the pleasure of having him on a show. Thanks so much for your help and please tell Billy Joe that we can't say enough about his great performance.

Warmest regards,



Bob White
Program Director

BW/js

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RECORD RIOT — 45 RPM RECORDS, brand new, factory fresh, \$6 per hundred; \$50 per thousand. Major labels, popular hits, top artists. Freight prepaid with check-in-advance orders. **Apex-Remedios, Inc.,** 4007 9th Ave., Brooklyn, N. Y. 633-9400.

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R.P.I., 151 W. 154 St., Gardena, Calif. mh19

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INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles' new album "Rubber Soul." All new. "Help," "Beatles for Sale." U.K. albums all \$6.15 inc. airmail. Mono or stereo. Complete pop catalogue \$1. **John Lever, Gold St., Northampton, England.** se10-86

BRAND NEW BEATLES ALBUM "RUBBER SOUL." Any record album of your choice six dollars inc. airmail. Cash with order. **Berkeley Records, 6 Lansdowne Row, Berkeley St., London W.1, England.** ap9

FIRST-CLASS GUARANTEED AIR MAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. **Hearon Record Center, Derbyshire, England.** ap9

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Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

Darin Marks Return to Clubs With a Solid Bit

LOS ANGELES — Bobby Darin, an extraordinary singer, returned to local night life after a three-year absence none the worse for having concentrated on the business end of show business. His driving way with a song, his ability to wring dynamics and emotion from a lyric were polished to a high sheen for his Coconut Grove opening Tuesday (8).

Redcoat Perry Delivers at Club

NEW YORK—Steve Perry's highly stylized delivery received a warm reception at Downstairs at the Upstairs here Monday night (7). The young British artist, who recently signed with MGM Records, made an impressive debut here, working without a mike and with only a piano accompaniment.

Perry sings in an intense and intimate manner, with deliberate phrasing and with a good deal of restraint. His voice is strong and clear, and he doesn't depend on vocal gimmicks.

He scored with "Yesterday" and "Somewhere." The diminutive artist demonstrated a high caliber of soft-sell showmanship. He gives the impression that with big-band backing and upbeat material he could be a top name in the pop recording field.

Perry's first MGM album, "Another Rainy Day," will be released this month.

Joan Rivers, in her second

Fifteen songs comprised his well-paced act, with one side excursion into the realm of comedy through impressions of famous actors interpreting "One for My Baby."

Darin is a consummate rhythm singer, a belter of the old school who works majestically to his audience, avoiding coyness and concentrating completely on implanting his vocal message. A 30-piece orchestra, including 14 strings led by Darin's favorite arranger, Richard Wess, provided gentle and granite foundations for the vocalist.

Gliding gently over the Grove's huge stage, the mike held close to his face, Darin's gutsy, bluesy voice rang clear on "Some of These Days" and "San Francisco." He was ebullient on "I've Got the World on a String," tender on "Yesterday" and completely overpowering on "I've Got Plenty of Nothing," in which he emphasized previously unemphasized passages. A medley of vintage songs, tied together by the more recent "One of Those Songs" was a happy romp.

So polished was the performance that it was completed with deceiving rapidity. But Darin had been on stage, played his aces and left his mark.

ELIOT TIEGEL

week at the club, bowed some fresh material as effective as that on her Warner Bros. album.

AARON STERNFIELD

Hurricane and the Eye

• Continued from page 52

rhythmic, harmonic and melodic balance that will satisfy me," he said. "I felt I wasn't doing enough with rhythm and I'm working harder on it now."

At the London House, his first nightclub appearance in almost a year and a half, Getz played every change in the book and wove a subtle, complex fabric with his sax. It was standard Getz — smooth and musically perfect.

"We've been playing a series of college concerts," he said between sets. "But we just felt like doing a club again. I'm enjoying myself — it's a real good change of pace from the concert tour."

Getz said that "it's contract time again and I'm very satisfied with the arrangement. I have the opportunity to play straight dramatic roles in films. I'm also going to be in charge of my own production com-

pany. I have already lined up some talent and I'll begin producing very soon."

Stan spoke with enthusiasm about his forthcoming release with Joao Gilberto, "Getz/Gilberto No. 2," on Verve. "We worked very hard on it and I believe it is as good as the last one," he said. (The current Getz/Gilberto album has been on the charts for 93 consecutive weeks.)

The most enthusiastic topic of Getz's conversation was his oldest son, Steve. "That boy might be in the 1968 Olympics," he said. "He did the two-mile run in only 12 seconds over the Olympic record last year when he was still a junior in high school. He'll probably be going to Dartmouth on athletic scholarship and if he keeps on improving, who knows what might happen. I race him once in a while," Stan added. "And I can still beat him in the hundred-yard dash."

CARtridge Suit

• Continued from page 48

our opinion, there is no liability on our part for either royalties or damages.

"What we were doing was supplementing the available catalog of cartridge tapes with additional performances that the major companies had not yet issued in tape cartridge form. Now that the library of pre-recorded tapes is increasing daily, the need for this supplemental service has decreased to a minimum."

Wally said that the claims in the lawsuit were completely unfounded and that many legitimate dealers will be seriously affected by the outcome if the court rules in favor of the publishers.

Amerline Order

• Continued from page 48

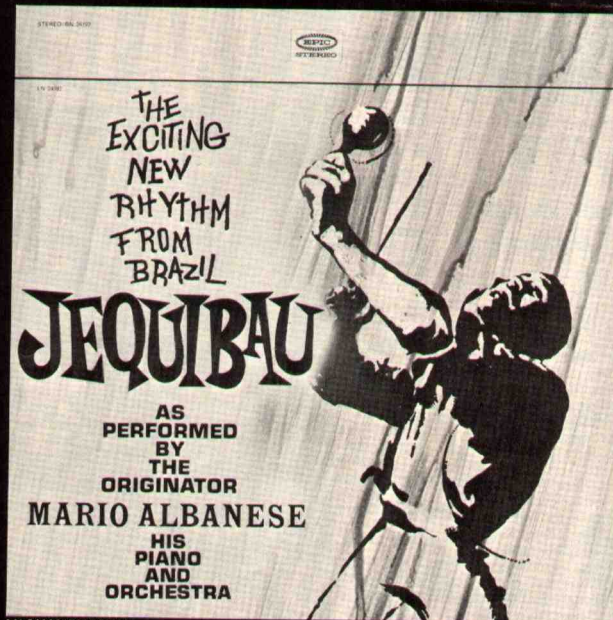
four and eight-track cartridge tape duplicating field (Billboard, March 5). It will release its first four-track cartridges April 1, with the music of some 15 labels. GRT's first eight-track cartridge product is slated to appear May 1.

Musictapes in N.Y.

• Continued from page 48

track field with product from 19 labels. "We are negotiating with additional labels and are hopeful of expanding our auto cartridge library to 500 titles by June 1," Fabri said.

Epic is what's happening...



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TONY BENNETT, in a recent Carson-Pierie Scott and Co. (Chicago) promotion appearance, beams happily at his audience with the genuine warmth that has made him one of America's best loved recording artists of this decade.



HUNDREDS FLOCKED to Bennett's side for autographs and were greeted like old friends. Promotion appearance was arranged by Carson's executives and local Columbia representatives. The appearance didn't hurt Bennett's image. Signed one girl: "Oh gosh, he is so nice."

Scanning The News

As the stock market dipped heavily last week a number of electronics firms, including giants like Zenith and Motorola, suffered the largest drops in prices.

However, predictions for 1966 for electronic home entertainment business were still optimistic. FM radio sales, which reached nearly seven million sets in 1965, are expected to top the eight million mark this year. AM radios are predicted to sell more than 19 million units and tape recorders (not including automobile units) are expected to go over four million unit sales.

FM stereo receivers will be increasingly popular due primarily to the growing number of multiplex stereo stations in this country. A recent report by the National Association of Broadcasters states that there are now 435 such stations—an increase of 39 stereo stations since the first of the year.

A recent issue of new RCA products includes a Japanese-produced six-transistor radio and a "mobile" solid-state stereo phonograph ensemble. The radio, optionally priced at \$9.95, was offered earlier and completely sold out. It is being re-introduced at the same price. The phonograph, with matching all-wood rollabout stand (VGE-05), carries a dealer option price of \$99.95. A similar

(Continued on page 57)

Norelco Starts Tape Campaign

NEW YORK — The North American Philips Co. is now offering dealers a complete eight-hour "music library on tape to be given away to purchasers of Norelco Continental 201 tape recorders. Free listings in TV Guide, local newspaper ads, plus bonus advertising allowance are other attractions of a major spring promotion campaign launched recently by the music and electronics firm.

The music library is a package of two seven-inch reels of prerecorded tape providing eight hours of musical entertainment valued at \$25. The tapes have been produced exclusively by Norelco and consist of one hour of music in each of the following categories: Broadway show tunes, dance bands, great American composers, jazz, classical, highlights, great strings, contemporary favorites and ballet music.

To qualify for the promotion, which is effective now through April 18, 1966, a dealer must purchase a specified mix of Norelco recorders. Participating dealers will be listed in Norelco ads in the May 18 issue of TV Guide and in local newspapers on April 26 and June 7. The ads have been planned to tie in with the June bride, gift and graduation selling season.

Wholesalers Predict Hard Times for Small Dealers

CHICAGO—Billboard recently asked a number of record wholesalers in the Midwest about their views on the future of record dealers.

The replies were divided into two general views. One group of distributors believed that the record dealer will be able to maintain a healthy position in the industry because of the special service he can give to his customers. The other view had it that record dealers, especially small ones, are on their way out. The latter opinion was based primarily on the belief that rack jobbers are skimming off "the cream of the crop" and making hot-selling releases available to the public sooner and cheaper than record dealers. "This kind of cherry picking," said one distributor, "is hurting the dealer. No matter how good the service he provides, he cannot stay in business unless he can get a good share of the high-volume products."

Jim Martin, Chicago independent distributor, was one of the spokesmen of the more optimistic view. "The lack of personal attention given customers at discount centers and by rack jobbers will keep the neighborhood record store in business. Many customers prefer to pay a higher price if they can play the record in the store before buying it, if they are given the chance to exchange products, if they can place special orders, as well as receiving other services which only a dealer can provide.

Diversification

"However," cautioned Martin, "dealers must realize that they will have to adapt themselves to the changing times. They should diversify as much as possible; into various home entertainment products, accessories, and some musical instruments like guitars, drum sets and harmonicas. Providing these varied music services and products will bring the dealer a steady flow of customers despite the competition of the racks and the discount houses."

Kent Beauchamp, of Royal-

Disc Distributors in Chicago, felt that bad times are coming for the dealer. "The large, strong dealers will still be around for a long time, but the small dealer will be unable to compete with the ever-expanding mass merchandisers and will lose too much traffic to them to stay in business," he said.

A large supplier who wished to remain anonymous was even more pessimistic. "I can see the day when there will be practically no more record dealers as we now know them," he said. "Only a few will be able to afford to carry a complete catalog of items, thus most of them won't be providing much better service than the mass merchandisers and they will not be able to compete with them on price. The number of dealers, which has been decreasing steadily, will continue to go down. Only the large dealers will be able to survive. The record manufacturers cater to the big user and are not interested in seeing the small shop grow. To them the volume of sales is most important and the little dealer seems hardly worth doing business with.

"The first place the small dealer will begin to disappear is in and around the big cities as the rack jobber saturates the area with records. They will last a while longer in the smaller communities, but the discount houses, and discount record sections of department stores will cut into their business heavily," he added.

"Perhaps," another wholesaler

Thousands See Phila. Hi-Fi Show

PHILADELPHIA — Some 17,000 hi-fi and stereo enthusiasts paid admissions to attend the 1966 Philadelphia High Fidelity Music Show, Feb. 18-20 (Fri.-Sat.-Sun.), at the Benjamin Franklin Hotel here. The show was produced by Mrs. Teresa Rogers, who had previously organized 10 successful hi-fi shows in Washington, D. C.

The cutting of a "ribbon" of magnetic tape by Mrs. Rogers, assisted by the "Stereo Twins" Vivienne and Margaret Denford, officially opened the show. Hundreds of exhibits and demonstrations showing how to get maximum benefit and pleasure from hi-fi equipment were featured.

A special attraction of the show was the first demonstration to the public of a new video tape recorder for the home. The instrument can be used to record TV programs while they are being broadcast or, with its own camera, to produce program material directly.

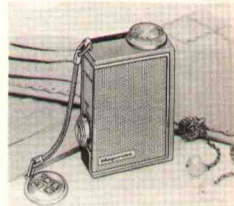
Also on display were more than 300 instruments showing the latest development in speakers, AM and FM radio tuners including multiplex stereo sound, record turntables and changers, amplifiers, tape recorders (some of them automated) and furniture to house them.

Another highlight was a hi-fi equipped Ford demonstrating how solid-state (the general term for transistor circuits) makes it possible to have hi-fi with you wherever you go.

speculated, "record dealers will form their own buying co-ops. Some of them are doing it now and it's helping them a great deal. However, large-scale attempts at this have never been able to get off the ground."

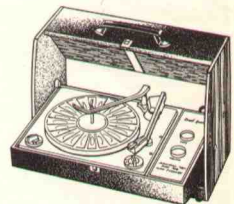
NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.



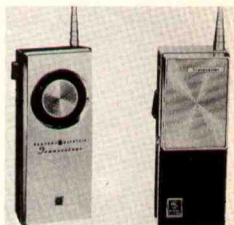
Magnavox Radio

MINIATURE EIGHT-TRANSISTOR radio by Magnavox. Equipped with long-life batteries, earphone, decorative carrying chain. Less than half size of cigaret pack in styled polished chrome finish. Price \$24.95.



Admiral Phonograph

SOLID-STATE Bolero phonograph by Admiral. All-transistor chassis, four-speed changer with automatic shut off, separate tone and volume controls, dual LP/78 RPM stylus, two speakers, new record size selector but will not intermix. Black cabinet, five-year warranty on chassis. Price \$45.



General Electric Transceiver

TRANSCIVERS by General Electric. Y7000 (left) has 2 mile range, uses 6 penlight batteries including 51 inch Whip antenna. Y7010 (right) has up to 3 mile range, uses 8 penlight batteries, includes 59 inch whip antenna. Optional power converter permits use as home intercom. Y7000 retails \$59.95 a pair; Y7010 \$75 a pair.

(Continued on page 57)

Sales and Discounts Build Volume for Chicago Store

CHICAGO—Discount Records, the Chicago outlet of the Discount Records, Inc., national chain, "had a fantastically successful Washington's Birthday sale," according to Manager Dave Schanin.

"We were selling 20 labels, including Columbia and RCA, at discounts of up to 50 per cent. Albums of all categories, classical, jazz, folk, popular and everything else available on these labels were part of the sale," said Schanin. "And it was one of the most successful sales this store has ever had."

Schanin said that the basic ingredients of a good sale are promotion, availability of a wide range of products and continuity. "By continuity I mean steady exposure to potential customers. We have been advertising exclusively on WFMT (Chicago FM radio station that programs mostly classical music plus a bit of folk and jazz) for about two and one-half years. During this time we have built up a reputation of really giving good discounts and making a wide range of products available when we have a sale. We get the customers now because of our past performances."

Schanin added that his store has a sale of some sort every week. "A certain label, or a special type of product—like Broadway show music, or jazz, or folk—is highlighted each week. This brings us many customers who also became aware of the fact that we discount everything in the shop. All these sales bring us increased traffic and are economically feasible because of the higher volume we turn over," he said.

Ten of the other 13 Discount Stores around the county ran similar Washington Birthday sales, Schanin said, "and I understand they all did quite well."

Schanin's Discount outlet, located in the Loop area, has been in Chicago for nine years. Four of the other branches of the chain are located in major cities—Detroit, New York, San Francisco and Los Angeles. Eight others are based near college campuses.

Scanning The News

• Continued from page 56

unit released last year was priced \$129.95.

A compact new speaker system is being offered by Circle-O-Phonic, Inc., New York manufacturers of rotating speaker systems. The tiny unit weighs only nine pounds and is priced at \$39.95. The unit, called Micromax 250 includes a 5-inch rotating tweeter, one 6-inch hermetically sealed, high compliance stationary woofer.

Huge Detroit rack-jobber, the Handleman Co., reported record profits and sales in the third quarter and nine months ending Jan. 31, 1966. Sales in the quarter reached a volume of \$13 million. The nine-month sales volume totaled \$30.7 million.

American Music Stores, Inc., through its subsidiary, Grinnell Bros., has just purchased the Andrews Music Co., Charlotte, N. C. American has a chain of 47 retail music stores in a group of five States—Michigan, Ohio, Kentucky, New York and North Carolina.

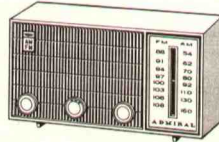
NEW PRODUCTS

• Continued from page 56



Admiral Pocket Radio

EIGHT-TRANSISTOR shirt pocket radio by Admiral. Automatic volume control, built in ferrite antenna, high gain IF amplifier, finger-tip tuning. Operates on two penlite batteries. Custom gift pack includes batteries, earphone and leatherette carrying case. Open list price.



Admiral Caravel Radio

ADMIRAL CARAVEL Model AM/FM table radio. Vernier slide-rule tuning, automatic frequency control, wide-range Alnico V speaker, power-line cord FM antenna, high-gain IF amplifier. Solid-state rectifier, six tubes, four diodes. Available in white plastic cabinet or Dresden model walnut veneer cabinet. No price.

New King Karol Location



INTERIOR OF KING KAROL one-stop in New York shows part of the reason why firm claims to carry "more records than anyone in the world." Recently moved to its spacious new headquarters in Manhattan, King Karol welcomes orders by "phone, mail or in person," and guarantees "very fast" delivery.

Major Phonograph



SOLID-STATE Major phonograph. Four-speed BSR changer, stereo amplifier with six-watt peak, two Alnico V speakers, detachable wings. Luggage-styled case available in charcoal brown and sahana. Price \$54.95.

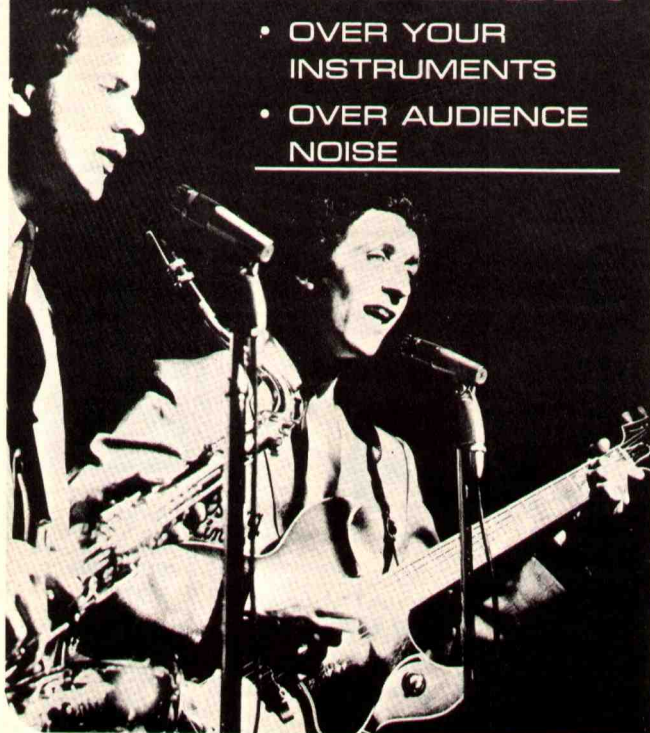
Mayfair Phonograph



MAYFAIR MIDGET phonograph by Artic Import Co. Solid-state four-transistor operates on three C batteries; two speeds. Sapphire needle, volume control, constant speed governed motor. Weighs 14 ounces, fits in palm of hand. Price unavailable.

BE HEARD!

- OVER YOUR INSTRUMENTS
- OVER AUDIENCE NOISE



WITH A

SHURE

MICROPHONE

Your microphone is your link with your audience. Choose it with care. Shure microphones project your voice over your instruments, and over audience noise... YOU WILL BE HEARD. They are used by many of the world's most famous Rock 'n Roll and Country 'n Western groups. Complete with carrying case, 20' cord and plug to fit most musical instrument amplifiers.

SHURE MICROPHONES HELP PUT YOUR ACT ACROSS



SHURE UNIDYNE® III
A favorite in Las Vegas.



SHURE UNIDYNE® A
Combines economy with quality



SHURE SPHER-O-DYNE™
For "pop"-proof performance at a popular price

Write for catalog and name of nearest Franchised Dealer: SHURE BROTHERS, INC., 222 Hartrey Ave., Evanston, Ill. DEALERS: Write to learn how you can become a Franchised Shure Dealer for Professional Entertainer Line Products.



HAROLD AND ROGER FOLZ: The ball gum boys do it again.

Vendors Win Exemption Under New Massachusetts Tax Law

BOSTON — Continuing to forge valuable precedent, bulk vendors have won a dime-and-under exemption under new revenue legislation passed by the State Legislature.

Last year bulk vendors won a similar break in New York when the State passed new tax legislation that applied to vending machine gross sales.

And, as in the New York victory, much effort in educating legislators to the particular needs and problems of the bulk vendor was expended by Roger and Harold Folz, Folz Vending, Oceanside, N. Y. The Folz

brothers are the operators of the nation's largest bulk vending firm, with machines in 50 States.

Gumball Boys

Their persistence in the New York legislative battle, and their penchant for distributing samples of bulk vending merchandise to familiarize solons with the industry's products, netted the Folz brothers the nickname "Gumball Boys" in Albany.

Roger and Harold Folz were presented one of the top annual awards by the National Automatic Merchandising Association in recognition of their efforts toward the New York exemption.

Roger Folz is president of the New York Bulk Vendors Association and Harold is secretary of the industry's national association, the National Vendors Association.

The \$180-million tax bill was signed by Massachusetts Gov. Volpe on March 31. It had been passed by the legislature the week before. Among other new revenue sources, it provides for a 3 per cent sales tax.

Charm

Written into the law, however, are specific exemptions from the tax for all food and confection vending and all vending sales at a dime and under. Charm merchandise selling at over a dime per purchase will be subject to the new tax.

The favorable exemption for small-machine vending had bi-

partisan support in the legislature.

Co-operating with the Folz brothers in lobbying for the exemption was the National Vendors Association and Massachusetts Automatic Merchandising Council managing director Richard Guild.

"This is a good precedent," declared Roger Folz. "Now that two important States have granted bulk vendors this exemption, it will be easier to obtain such legislation elsewhere. I hope this proves to be beneficial to the industry throughout the country."

Other States

Bulk vendors in other States, particularly California, have been studying the New York legislation carefully with an eye toward similar exemption efforts.

Said NVA counsel Donald Mitchell:

"This Massachusetts victory is one more example of the fact that the bulk vending industry can achieve exemptions that are not even accorded other segments of the vending industry. This is possible because our primary business is that of dealing with and for children.

"And it shows what we as a national association have been preaching for years—that a local group, provided with ammunition from the national association, can achieve useful results.

"This has been a fantastic legislative year for bulk vending."

Vending News Digest

Blue-Sky Warning In New Orleans

NEW ORLEANS—Postmaster A. Frank Fairley has warned potential vending investors to check with the Better Business Bureau before signing agreements promising up to \$40 per day on a \$750 investment.

The cautionary statement came after chief postal inspector Henry B. Montague disclosed that some 200 persons lost \$250,000 recently in a blue-sky promotion of cigar vending machines. The promoter in the scheme has been sentenced to five years in jail for mail fraud.

"Like every other legitimate

business, merchandise vending requires a sizable investment and frequently long hours of work to return a fair profit," Fairley said.

Calif. Council Elects John Lump

PALM SPRINGS, Calif. — Meeting here Feb. 19-20, the California Automatic Vendors Council of the National Automatic Merchandising Association elected as president John Lump of Automatic Retailers of America, Inc., Los Angeles. Members of the NAMA board, also meeting in Palm Springs, were present at the meeting, as was NAMA president W. J. Manning. Some 175 persons were present.

Arizona Forms State Council

PHOENIX, Ariz.—State operators and suppliers have organized and will soon officially affiliate with the National Automatic Merchandising Association.

At an organizational meeting the group elected Gerald L. Roseland as president. Roseland is with Watkins Cigarette Service, Inc., Phoenix.

The State organization is called the Arizona Automatic Merchandising Council. It is the 16th State vending group which has been organized with NAMA's assistance under the direction of State Councils administrator S. John Insalata.

COMING EVENTS

April 2-3 — 35th Anniversary Celebration of Birmingham Vending Co., 540 Second Avenue, North Birmingham, Ala.

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.

June 12-15—National Confectioners Association annual convention, Washington Hilton, Washington, D. C.

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

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Cl. 1/2 Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen	\$.92
Pistachio Nuts, Jumbo Queen, White	.87
African Crown Red Lip Pistachio Nuts	.70
African Prince Red Lip Pistachio Nuts	.60
Indian Nuts, 5 lb. bag, per lb.	1.00
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.42
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Munchies, 16-lb. carton, per lb.	.39
Hershey'sets	.47
Rain-Bio Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct.	.32
178 ct., 210 ct., per 100	.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Reach-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete list of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY on the New Northwestern GOLDEN 60



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

Stamp Folders, Lowest Prices, Write NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LQncore 4-6467



NEW MODEL 60 BULK-PAK

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

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

Wire, Write or Phone for Complete Details.

Northwestern
CORPORATION
2633 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

Midwest Built on Ball Gum, Peanuts

COLUMBUS, Ohio—Starting with a bulk vending operation 20 years ago, Midwest Vending Co. has evolved into one of the major full-line vending operations in the State.

Founded by Howard H. Sherman as a ball gum and peanut route, the company now specializes in industrial and institutional vending service covering most of Franklin County and other parts of Central Ohio.

Sherman, company president, is aided in the operation by his son, H. Douglas Sherman. The Midwest crew provides 24-hour service using a fleet of radio-equipped trucks. A most progressive operation.

Midwest recently purchased a large building adjacent to exist-

ing headquarters. The new building will be remodeled to provide increased sales, service and warehouse facilities.

The elder Sherman is one of the founders of the Ohio Automatic Merchandising Association and is a past president and treasurer of the organization.



Now is the time to upgrade every top-notch location with **NEW VICTOR MULTIPLE STANDS AND EQUIPMENT**. You'll immediately get **BIGGER COLLECTIONS**. Write for free color circular. **LOGAN DISTRIBUTING, INC.** 1850 W. Division St., Chicago, Ill. 60622 Phone: (312) NU 6-870

JOIN UP... JOIN IN

SUPPORT YOUR RED CROSS

when answering ads . . . Say You Saw It in Billboard



STEERING COMMITTEE of the Metropolitan Bulk Vendors Association of St. Louis shown at recent meeting discussing licensing problems. Seated rear center is distributor Sam Phillips. Seated at left is distributor Earl Veatch.

NCA Schedules New FDA Commissioner as Speaker

WASHINGTON — Featured speaker at the 83d annual convention of the National Confectioners Association here June 11-15 will be Dr. James L. Goddard, new commissioner of the Federal Food & Drug Administration.

Goddard will address the Tuesday, June 14, business session and is expected to outline the new directions being taken by the FDA in its relationship to the food processing industry.

The same day, Thomas C. Mann, Under Secretary of State for Economic Affairs, will talk informally on international matters of particular interest to the confectionery industry.

Another featured speaker at the convention will be Sen. Harrison Williams (D., N. J.), sponsor of a bill which would permit the industry to use the same nonnutritive substances that may be used by other segments of the food industry.

Other Tuesday activities at the convention include:

Candy and Congress

Panel discussion of "Candy and Congress" by Rep. W. E. (Bill) Brock (R., Tenn.), former vice-president of Brock Candy Co.; Rep. Herbert Tenzer (D., N. Y.), former chairman of the board of Barton's Candy Corp.; NCA vice-president and Washington committee chairman

L. R. Hopkins, Whitman Division, Pet Milk Co. and James E. Mack, NCA Washington office manager.

Highlights of the June 15 program include:

Report on the candy-buying habits of consumers by J. L. Scales, manager, special studies, marketing research division, film department, E. I. du Pont de Nemours & Co., Inc.

A talk by economics expert R. T. (Ted) Compton, vice-president of the government relations division of the National Association of Manufacturers on "The Business Community and Federal Legislation—Current and Prospective."

Sen. Roman Hruska (R., Neb.), a member of the Senate Judiciary Committee, will discuss the prospects for the Hart packaging bill, which he and candy industry interests strongly oppose.

The scientific and technological aspects of candy making will be explored in a joint session of the NCA and the American Association of Candy Technologists on Saturday, June 11.

The annual NCA confectioner industries exposition will be staged in the exhibition hall of the Hilton June 12-15.

New Products

This form is designed for the convenience of bulk operators

Henal Novelties

MONSTER HEADS. Six different grotesque heads in different colors of unbreakable plastic. Full head with loop for key chain. Separate displays available with each order.

MacMan Enterprises

TV FLINTSTONES. The famous television family molded in brightly colored flexible vinyl. Each item has a loop on top for use on key chain, zipper pull, etc. For 10-cent vending.

TV DICK TRACY. The famous detective and his friends in flexible vinyl and assorted colors. Each character has a molded loop for hanging on key chain, etc. For 10-cent vending.

Hurvich Tour

BIRMINGHAM, Ala. — Mr. and Mrs. Max Hurvich are planning to take a 10-week tour of Europe and Israel. The couple is departing on April 18 and is expected to return before the Fourth of July. Hurvich is co-owner of the Birmingham Vending Co.

St. Louis Association Launches Member Drive

By EARL PAIGE

ST. LOUIS—A steering committee of operators and distributors was formed at a meeting here March 8 and plans were formulated to launch a drive for membership in what is now being called the Metropolitan Bulk Vending Association.

The initial meeting here found a respectable number of operators present. Businessmen contacted later were quite enthusiastic about the plans for an organized approach to bulk vending problems. Sam Phillips, Ben Kessell and Earl Veatch were in attendance representing area distributors.

One of the larger problems discussed by the group was one facing most operator organiza-

tions—that of educating people about the complexities of the vending business. As one operator present stated, "So many lawmakers and people in city and State governments are not aware of the differences between various types of vending. They think in terms of total revenue from licenses," he commented, "without realizing bulk operators are dealing in penny, nickel and dime items and assortments of items. Our problems are different from other vendors," he declared.

Distinctions

It is hoped that an organized approach to bulk vending problems, especially in the area of license fees, will result in lawmakers realizing the distinctions between bulk vending and other types of automatic merchandising. While some efforts to bring about more equitable license arrangements locally have been partially successful, the \$5 license in St. Louis and higher license fees in some other communities in the metropolitan area continue to plague bulk vendors operating machines that vend 10-cent capsule merchandise.

Several operators present expressed hope for consideration of a license fee arrangement similar to that of Kansas City and Los Angeles (Billboard, March 12) based on gross receipts. The arrangement in St. Louis' sister-Missouri city is computed on the basis of \$1 per \$1,000 of annual gross receipts with a minimum fee of \$15.

The next meeting of the MBVA is scheduled for April 2 in a noon luncheon at the Town Hall in Clayton.

Koritz-Ford Trial Delayed

ST. LOUIS—Amid a flurry of legal maneuvers by counsel for both sides in the \$535,000 Jason Koritz & Four Jems, Inc. vs Ford Gum & Machine Co. case, Judge James H. Meredith ruled last week to re-set the trial date from March 14 to July 25.

The suit, brought against the Ford Gum & Machine Co. of Akron, N. Y., by veteran local vendor Jason Koritz, was initiated over a year ago (Billboard, March 20, 1965) with the plaintiffs originally seeking \$150,000. The original petition charged that "Subsequent to June 22, 1964, the defendant, acting by and through its agents, servants and employees, willfully and maliciously interfered with contractual relations with customers of the plaintiffs and did willfully and maliciously induce said customers to breach their contract with plaintiffs." The petition also alleged "That defendant acted in restraint of trade by refusing to sell gum and gum products to the plaintiffs and the defendant did conspire to restrain trade of the plaintiffs."

Amended Complaint

Plaintiffs have since filed two amended complaints seeking \$250,000 in one and \$200,000 in another.

Ford Gum & Machine Co. by and by initiated an \$85,000 counterclaim (Billboard, June 19, 1965), charging that "In January, 1962, the business of the defendant's franchised (St. Louis) distributor was purchased by one Mark Henry Koritz, son of plaintiff. . . . A franchise agreement was entered into between defendant and Mark Henry Koritz, and the corporate plaintiff was organized to operate said franchise. . . . Shortly thereafter, unbranded gum started to appear . . . mixed with defendant's branded gum. . . ."

Following a denial of a Koritz motion for a summary judgment against Ford's counterclaim, Judge Meredith agreed to change the trial date from Dec. 13, 1965 to March 14, 1966.

Requests for admissions, answers to requests for admissions, interrogatories, and answers to interrogatories, and recently, the taking of depositions from key witnesses, has prolonged proceedings.

Last week Ford Gum attorneys charged: "In view of the trial setting of this case on March 14, 1966, it is obvious that plaintiffs' refusal to answer the interrogatories after a delay of two and a half months . . . is willful and in bad faith. . . ."

Hurvich Bros. To Celebrate

BIRMINGHAM, Ala.—Max and Harry Hurvich, Birmingham's famed Gold Dust Twins, will be holding a gala anniversary celebration on the weekend of April 2-3. The brothers, large distributors of bulk and other coin-operated products, have been in business 35 years.

The celebration, to be held in the Hurvich's Birmingham showroom, will be attended by representatives of Billboard. Guests from all parts of the country are expected.

THE HOT

GO-GO RING

only comes from K. G.

- ★ 18 Colors
- ★ Assorted Styles
- ★ Large & Small Sizes

Machines are emptying in one day. If you don't believe us . . . check your competitors' locations.

Only \$8.00 per bag of

250 capsules with free display front.

At your nearest K. G. warehouse or direct from

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ARL GUGGENHEIM, Inc.

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Telephone (212) RE 9-5433

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Say You Saw It in
Billboard

YOU COUNT MORE WITH OAK



THE OAK VISTA MODEL CABINET MACHINE . . .

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES!

Damaged panels can be replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.



oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

SCHOENBACH CO.

Manufacturers Representative

Acorn - Amco Distributor

MACHINES

AMCO Sanitary Vendor Model 21-F

OAK Sanitary Vendor.

Complete supplies available

HOT VEND ITEMS (all 25¢ per bag)	
Go-Go Rings	\$8.00
Space Creatures	9.00
Hunt & Ring Gun	9.00
Key Chain Assmt.	9.00
Necklaces, Brooches,	8.00
Bracelets (Penny King)	8.00
HOT 5¢ VEND ITEMS (From \$4 to \$5 per bag)	
Crazy Labels (all 25¢ bags)	\$5.00

1¢ VEND ITEMS (all price per M)	
Mini-Books	\$10.00
Soupy Sales & U.N.C.L.E.	9.00
Flicker Rings	13.00
Pop-It Rings	12.00
1¢ mixes from	3.50
Parts, Supplies, Stands & Globes.	Everything for the operator.
One-third deposit with order, balance C.O.D.	

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

Industry Will Contest the Proposed Los Angeles Levy

By BRUCE WEBER

LOS ANGELES — Hearings before the Los Angeles Revenue and Taxation Committee on a proposal to raise taxes on all operators of amusement and music machines will be held soon. If passed, the ordinance will increase the tax burden of coin operators working within the city limits of Los Angeles.

Henry J. Leyser, president of the California Music Merchants Association, revealed that the organization will present a plan

to the Committee which is hoped will head off any tax proposal before it reaches the Los Angeles City Council. Both Leyser and George Miller, president emeritus of the CMMA, are working on the plan with Tom Nast, attorney for the Music Merchants Association.

Although Leyser preferred not to disclose the formulated CMMA proposal, he did say the plan will be discussed at several organizational meetings before being presented to the Revenue and Taxation Committee and the

Los Angeles City Council. The city's amusement tax proposal is among other measures before the Committee, including property taxes, rubbish fees, hotel-motel and cigar taxes.

When?

Just when the Committee will listen to arguments on the amusement tax is undecided. Councilman Edmund D. Edelman, chairman of the Committee, did say the amusement tax proposal will be heard sometime "before the hearings end, probably in April."

The city is attempting to tax coin machine operators on total gross receipts from each machine at each location. Prior to this, the city was taxing coin machine operators only on gross receipts shown on the operators' books. A spokesman for the CMMA said the organization will attempt to explain to the Committee a fair tax would be to tax the operator on his share of the gross receipts from the machine and tax the location owner on his share of the gross receipts.

Councilman Edelman said he knew the operators' plan existed and he will listen and "thoroughly explore" all arguments opposed to the amusement tax from any individual or organization.

New Revenue

He did say that "some means of new revenue must be found in Los Angeles as the property owner is already saddled with a backbreaking burden. If amusement fees have to be raised to help ease the property tax burden, then we will have to do just that," Edelman said.

Edelman did not indicate if the amusement tax hike will be endorsed. Recommendations to the City Council will be made before April 15, when preliminary estimates of revenues are scheduled to be submitted to the mayor by City Controller Charles Navarro and other city officials for the 1966-67 city budget. Other members of the Revenue and Taxation Committee are Councilmen Billy G. Mills and John C. Holland.

It was learned that vending machines are not being included in the new tax proposal.



BIG MAN ON CAMPUS: He knows what he likes in juke box programming.

Mass. Association Appoints Counsel

By CAMERON DEWAR

BOSTON—The newly formed Massachusetts Coin Machine Association, which in its first few weeks has been instrumental in deferring adverse legislation affecting the trade, this week appointed attorney Arthur Sherman of Boston as its legal counsel. Sherman, well known in the industry, held a similar position with the former Massachusetts Music Operators Association in the 1950's and is a veteran in tussles with the Legislature over

attempts to overtax the coin machine industry.

Articles of incorporation have been filed with the secretary of state and are expected to be ratified shortly. The formal title of the organization is the Massachusetts Coin Machine Association, Inc., with Russell Mawdsley of Holyoke as president and David J. Baker of Somerville as executive vice-president. Baker was organizer and president of the defunct M.O.M.A.

Aims

One of the aims of the group, as well as serving as a clearing house for industry ideas and as a weapon against unfair legislation, Sherman said, will be to attempt to make some inroads against false impressions retained in the public mind about the industry generally. "A new and true image is essential to the continued successful operation of the coin machine industry as a whole," Sherman said.

Another meeting of M.C.M.A. is scheduled for next week when a slate of eight directors will be submitted to the membership. Other officials are: Saul Robinson and Arthur Sturgis of Boston; Myron (Kip) Hillman of Fall River; Raymond Barker of Shirley; and Marshall Caras of Boston.

Mass. Hikes Cigaret Tax

BOSTON—After more than 15 months of wrangling, the Massachusetts Legislature has enacted a \$180 million tax program which adds another 2-cent levy on cigarettes to make it 10. It also enacted a 3 per cent sales tax in an already overburdened State which is frequently referred to by many of its residents wryly as "Taxachusetts."

Had it not been for quick action on the part of the newly formed Massachusetts Coin Machine Association, the tax would have been in effect for some time.

ON CAMPUS

Where the Football Stars Are



URBANA OPERATOR FRANK DELVECCHIO (facing camera): "There hangs the headgear of Dick Butkus."

URBANA, Ill.—Some of the swiftest campus locations are off campus. Such a place is the Pump, located in a close-by village called Tolona and frequented by undergrads from the University of Illinois.

Possibly it's the crush of some 27,000-odd students looking for space in near-campus spots that sends some of the students further afield in search of a hangout.

"All I know is," offers operator Frank DelVecchio of Artistic Music, "on Friday and Saturday nights the Pump is full of kids."

And they're quite the kids. Somehow the Pump took the fancy of a clique from the U of I football team and such recent vintage All-Americans as line-backer Dick Butkus and Jim Grabowski were regulars.

"See there," DelVecchio said,

ON CAMPUS

Program With Care And Quality Sound

By PAUL ZAKARAS

PEORIA, Ill.—Les Montooth, who has a large route of coin-operated phonographs in the vicinity, is one of the many operators around the country who consider themselves lucky because they have several campus locations.

Peoria, a city of about 125,000, is the home of Bradley University. It is a small school (1964-1965 student enrollment was slightly over 4,000) best known for its great basketball teams. The students, according to Montooth, are the best juke box customers in the area.

"I have two locations near campus," Les told Billboard. "Both are pizza restaurants, neither serves alcoholic beverages. There is no dancing in either of the locations, nor any other kind of special attraction. Yet, they are two of the best spots I have."

"There is a tremendous slump in play during the summer and other vacation periods, yet these two locations still are more profitable during the year than an average location on my route," he said.

Stereo

"You have to program carefully," he added. "And you have to provide quality sound. I have extra stereo speakers in both spots because I know how sound conscious the kids are. Besides good pop, I have to program a great deal of progressive jazz, some folk music, and even a little country and western—especially if it's something hot

pointing. "That's Butkus' football helmet on the wall. And that one was worn by Dave Hanson (Illinois captain and all-Big 10 linebacker). And over there's Grabowski's." And he went on to offer the inside dope on the Illini's chances next year.

With these drawing cards, one might assume that juke box programming at the Pump is an afterthought.

"No," DelVecchio said. "One (Continued on page 67)

like Roger Miller's 'King of the Road.'

"The students are very much aware of what's happening in all fields of music and I have to be sure to keep up with the trends. They are very appreciative of good programming, in fact, their college magazine recently wrote a thankful article about the kind of music that is available in my locations."

"Surprisingly," Les said, "I have not had much success with Little LP's on these phonographs. I put them in for a while, but they didn't get much play so I took them out."

"I'm very happy with these two locations," he said. "They give me absolutely no special problems and bring in a good revenue."

TOP TURNOUT EXPECTED AT MOA BD. MEET

WASHINGTON — A record turnout is expected for the mid-year meeting of the Music Operators of America board of directors here March 20-22. Said MOA board chairman Lou Casola, of Rockford, Ill., "This will probably be the best attended MOA board meeting in many years." The immediacy of Congressional attention to the relation of the juke box to national copyright law will of course be the top item on the board's agenda. The session opens Sunday with a luncheon at which MOA President John Wallace will present each board member with the association's new membership plaque. The handsome new plaques will be sent to all MOA members soon. At the same session MOA legislative counsel Nicholas Allen will brief board members on the copyright problem. On the following two days board members will confer with legislators in the morning and meet for business during the afternoon.

W. German Imports of U. S. Equipment Up During 1965

COLOGNE — Shipments of U. S.-manufactured phonographs and coin-operated amusement games to West Germany rose sharply in 1965.

Preliminary figures issued here put the total value for phonograph shipments at \$5,167,128. This is a gain of \$923,283 over 1964, and it represents one of the best years U. S. phonograph producers have enjoyed in the German market.

Games were up sharply, too, rising to \$4,187,015 for the year or a gain of \$601,234 over 1964.

The strong showing posted by U. S. equipment in the German market last year apparently disposes of speculation that European producers in the foreseeable future will be able to dislodge U. S. manufacturers from the dominant position they have nailed down in this country.

Compacts

European producers—and this applies especially to the Germans—had been hopeful of building a base with manufacture of economy "compact" phonographs from which to challenge U. S. producers.

Despite the generally good

quality of European equipment, Continental producers have been unable as yet to upgrade production into prestige models. U. S. equipment is virtually without Continental competition in this bracket.

And U. S. producers have moved aggressively into the compact market with a variety of attractive economy models. Seeburg, Wurlitzer and Rock-Ola offer compact models competitive with European economy equipment.

Wurlitzer has gone even further with production of its European-manufactured Lyric models, designed to compete directly with European-manufactured equipment.

The dominant position achieved by U. S. phonographs in Germany is illustrated by the high mortality rate among German manufacturers. Half a dozen German phonograph manufacturers have gone out of business in as many years, and only two major German phonograph manufacturers are still in business.

U. S. companies have even tighter domination of the coin-operated amusement game field. There are no German manufacturers in a position to challenge the big American producers in variety and sophistication of equipment. In fact, none are trying.

Operator Urges Industry To Profit From Dancing



ANTHONY C. HESCH

ARLINGTON HEIGHTS, Ill.—Anthony Hesch, president of A & H Entertainment, Inc., of this Chicago suburb, is leading a campaign to encourage dancing to coin-operated phonographs.

Hesch, who is also public relations councilor of the Independent Music Operators Association of Northern Illinois, is urging area operators and location owners to take advantage of the recent elimination of the cabaret tax.

"This is the end of an era when a guy and his gal could not get up and dance in a neighborhood tavern or a roadside club," said Hesch. "For a long time after the tax went into effect, patrons felt chagrined when the bartender or waitress told them to stop dancing, that it was not permitted because of the tax."

"The location that is willing to provide danceable music," he said, "is going to attract people who like to dance and have a good time. To do this, many places are going to new and better equipment. A lot of places that are only bars with a TV now are losing potential patrons because there is no dancing to the juke box."

"People want to dance. They haven't had many places to go to recently. Ballrooms are practically extinct. The tax hurt many nightclubs and drove them out of business. But now the public will be able to dance in just about any location where there is a juke box and people will be coming back to locations where they can have dancing fun."

Hesch added that operators and tavern owners should work together to create "livelier and more profitable locations." By giving customers a good place to dance, he said, the location will "keep them around longer, and will increase sales of beer, liquor and food, as well as increasing play of records."

Latest LP's From Seeburg

CHICAGO — In recent days the Seeburg Corp. has released the following stereo Little LP's through the company's distributors:

948—"The Lamp Is Low," Bobby Gordon, Decca.

936—"Stand by Me," Earl Grant, Decca.

925—"You Were on My Mind," We Five, A & M.

935—"December's Children," the Rolling Stones, London.

68—"Stereo 35MM," Enoch Light, Command.

764—"Big Band Beatle Songs," Bob Leaper, London.

123—"The Persuasive Trombone of Urbie Green," Urbie Green, Command.

84—"Bongos and Brass," Hugo Montenegro, Time.

942—"The Lenny Dee Tour," Lenny Dee, Decca.

939—"On Stage," Jan Garber, Decca.

934—"Go Away From My World," Marianne Faithfull, London.

940—"Hello Vietnam," Johnny Wright, Decca.

870—"Pick of the Country Hits," Roy Drusky, Mercury.

868—"Heartaches and Tears," George Jones, Mercury.

860—"From This Pen," Bill Anderson, Decca.

Leaves Lazar

PITTSBURGH — The B. D. Lazar Co. here, distributor of Rock-Ola equipment, has announced that Allan Kanarek, employed by the firm for some time, is no longer associated with the company. The announcement was made last week.



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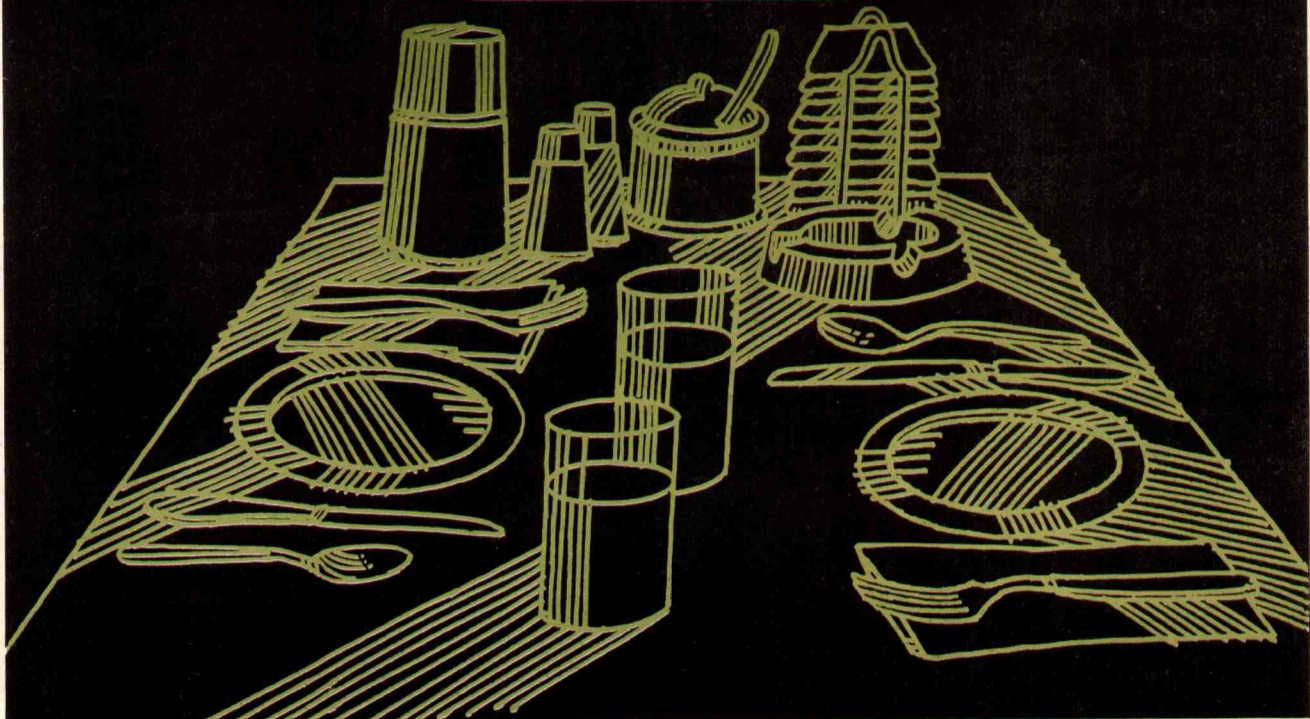
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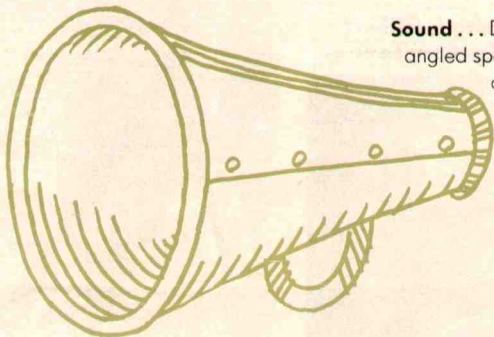
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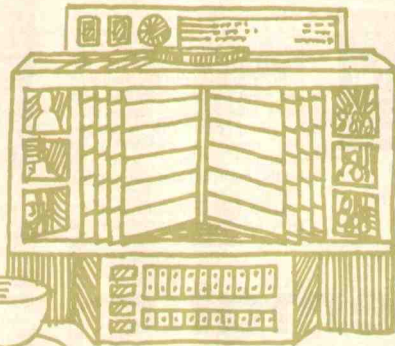


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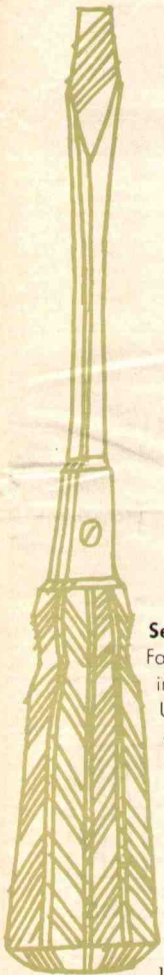


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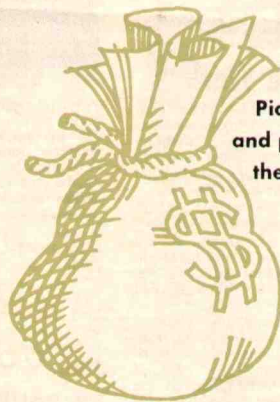


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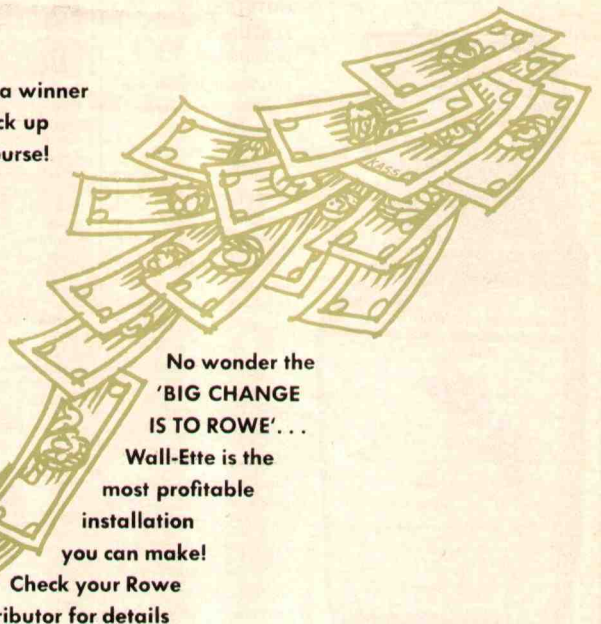


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Coin Distributor Praised On Cleveland Radio Show

CLEVELAND—Ding! Ding! Ring-Ding-Ding! (The sound of a flipper machine playing.) Such was the beginning of a public interest radio program on a Cleveland station recently. The program, sponsored by a leading Ohio firm, went on to praise Cleveland Coin International as one of the business establishments that has contributed to the growth of the city.

The announcer of the program, taking a tour through the coin machine distributor's facilities, described the various kinds of equipment the firm ships from the Port of Cleveland to all parts of the world.

The commentator mentioned coffee machines, ski games, popcorn vendors, but stressed "the old stand-by . . . the juke box."

Ronald A. Gold, president of Cleveland Coin, was accompanied the narrator on the tour, related the destination of the various products to the audience and went on to say that he sells more juke boxes overseas than "anything else. This is to say that music is universal," he continued. "Music seems to be the most popular commodity abroad."

Gold told Billboard that his firm had been selected for the

program because it ships many of its goods through the Port of Cleveland. The firm was founded in 1937 by the late Morris S. Gisser. The company went into overseas markets on a large scale in 1955. Today it sends a steady stream of vending and amusement units to all parts of the globe.

Seeburg's Gilbert On Europe Tour



GEORGE GILBERT

CHICAGO—Seeburg's vice-president of exports, George Gilbert, is currently in Europe visiting the Chicago firm's phonograph and vending distributors.

Gilbert, who recently moved his base of operations from Europe to Seeburg's Chicago plant, will be overseas for six weeks and will visit Britain, Netherlands, France, Belgium, Switzerland, Germany, Italy, Morocco, the Canary and Balearic Islands and the Scandinavian countries. He is expected to return in mid-April.

Wurlitzer in Defense Work

NORTH TONAWANDA, N. Y.—The Vietnam war has put the Wurlitzer Company's phonograph plant here back into defense production for the first time since the early 1960's.

Wurlitzer was extensively involved in defense contracts during World War II and several postwar years, but during recent years, company officials reported, defense work had tailed off.

"With the situation changed now," said vice-president Roy Waltemede, "our defense work is going again." The type of defense production here at the Wurlitzer plant is highly classified.



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Executive Director



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NEW EQUIPMENT



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Introduced last week by Williams Electronic Manufacturing Corp., a single-player flipper game called Full House. Adjustable for three or five-ball play, the new product, in line with a new company policy, will be shipped set for three-ball play. Each ball makes a Poker Hand to compete with the dealer. Players beating the dealer score a special. A Full House lights alternate bottom roll-overs to score a special. Targets and bumpers build up for high score features. Game has a number match, stainless steel moulding and trim, plastikote finished playfield and automatic ball lift.



THE ROWE-AMI spring equipment showing at Runyon Sales in Hartford, Conn., featured Rowe's Bandstand. Shown with the unit at the Thursday (3) meeting are, left to right, Ted Zdonczyk, Dell Amusement; Irv Kempner, Runyon director of sales; Ed Corcoran, Wilkas Amusement; Izzy Resnick, Resnick Amusement; Art Seglin, Rowe-AMI service engineer; a representative of Block Amusement; Mrs. Winnie Wilkas, Wilkas Amusement and Mrs. Evelyn Block, Block Amusement.

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Wurlitzer Steps Up Field Training Pace

EDITOR'S NOTE: Attempting to keep our readers on top of all industry developments in the crucial area of service training, Billboard has reported regularly on instructional programs sponsored by coin machine manufacturers and operator associations. Both the manufacturers and the associations recognize the acute need for skill improvement because of the increasing electronic sophistication of equipment. In the past, we have told the stories of Seeburg's school program in Chicago, and Rowe's Little Red School House. Last week we reported the Rock-Ola move to close the training gap. This week we follow around the country "professor" C. B. Ross of Wurlitzer.



WURLITZER'S CLARENCE ROSS: Teaching in the operator's home territory.

NORTH TONAWANDA, N. Y.—Wurlitzer has launched a blitz against shoddy phonograph service.

Since about the first of the year, company service manager C. B. Ross and his team of field service representatives has stepped up the pace of factory-sponsored service schools held in all parts of the country for operators and their employees.

"These are concentrated courses aimed at spreading the Wurlitzer credo of supplying all the necessary knowledge to phonograph servicemen," Ross says of the program.

Each school, running an average of two days, is set up to update the serviceman's knowledge about circuits, relays, schematics, counters, tone arms, amplifiers "and the myriad other components which make up today's phonograph," Ross said.

Fine Points
Attendance at the typical school may run into the 40's, or it may number about 15. After the trainees are taken from basic instruction in reading schematics through the fine points of trouble shooting, they are feted at a school-climaxing banquet.

"The factory should be proud of the type of representation accorded by C. B. Ross and Bob Harding," declared Ron Gold of Cleveland Coin Machine Exchange after the pair conducted a Wurlitzer school at his firm's headquarters recently.

After the same school, Harding, who recently joined the Wurlitzer field service staff as part of the stepped up program, said: "Frankly, I'm amazed at the rapt attention shown at these schools by the operator servicemen. Most of them work on all types of coin machines, but all agree that they certainly learn at the Wurlitzer schools."

In Depth
"They are most appreciative of the in-depth instruction on

schematics, and general electronic and mechanical aspects which may be applied not only to Wurlitzer phonographs but to all types of coin-operated devices."

The Wurlitzer schools have served to give many vending servicemen their introduction to phonographs.

Ross started the year's series of schools with a three-day session at Royal Distributing, Inc., Cincinnati, early in January.

Operating companies represented at that school by their servicemen included Donaldson Distributing Co., Covington, Ky.; Pioneer Vending Co., Cincinnati; Acme-Miami, Cincinnati; Supreme Novelty Co., Springfield, Ohio; Dixie Music Co., Hamilton, Ohio; Progress Vending Co., Cincinnati; Nicholas Music Co., Cincinnati; L&N Enterprises, Cincinnati.

Field service representative Leonard Hicks conducted schools at Valiant Amusement Co. in Phoenix, Ariz., and Falcon Automatic Co. in Tucson, Ariz., during the week of Jan. 15.

Playmore
Firms represented at the Phoenix school were North Arizona Amusement, Flagstaff; Ashfork Vendors, Ashfork, Ariz.; Lemmons Music, Prescott, Ariz.; Prescott Music, Prescott, Ariz.; Robinson Music, Phoenix; Playmore Amusement, Phoenix; Art's Music, Phoenix; Pinal Music, Casa Grande, Ariz.

Johnny Bilotta of Bilotta Enterprises in Newark, N. Y., hosted a service school on Jan. 19 and 20. Instruction was handled by service representative H. W. Petet. Wurlitzer assistant sales manager A. F. Dietrich was also present.

Operating firm employees present at the school came from Thorpe Vending, Seneca Falls,

N. Y.; Seneca Wholesale, Geneva, N. Y.; Denby Vending, Canadaigua, N. Y.; Ardmore Vending, Rochester, N. Y.; Zappia Vending, Newark; Costello Amusement, Rochester, N. Y.; Maurusis Vending, Rochester, N. Y.; Broome Amusement, Binghamton, N. Y.; TOP Distributing, Syracuse, N. Y.; Ace Automatics, Geneva, N. Y.; Stubben Music, Hornell, N. Y.; Sullivan's Vending, Montour Falls, N. Y.; Stott Vending, Auburn, N. Y.; American Amusements, Syracuse, N. Y.

Low Jones

On Jan. 18, Hicks held a school at Servomation-Tri Counties in Santa Barbara, Calif. And on Jan. 26-27, Ross set up shop in the offices of Low Jones Distributing Co., Indianapolis, Ind., for all-day seminars.

"I believe in taking the phonograph equipment out to the operating firm servicemen," Ross says. "I like to teach them in their home territories."

On Jan. 18 and 19, field service representative Karel Johnson held instructional classes in circuitry and mechanical function at G & S Enterprises and Central Distributing Co. in St. Louis. Both schools were hosted by the Wurlitzer distributor, Brandt Distributing.

The week of Feb. 1 found Hicks in class session at Morgan Amusement, San Jose, Calif., and Reinart Music, Marysville, Calif.

Ophir

Firms represented at the Marysville school included Reinart Music, Marysville; Ophir Amusement, Oroville; Master Music, Chico, and Automatic Merchandising, Marysville.

Field service representative Harding showed up in Evansville, Ind., on Feb. 8 to conduct a school at Gateway Co-Operative Distributing Co. Operator servicemen came from Martin Music Co., Evansville; Valley Amusement Co., Evansville; Dressel Music Service, Olney, Ill.

The Wurlitzer New Orleans branch hosted a school in Jackson, Miss., over the Feb. 12 weekend. Field service representative Harry Gregg was in charge.

Companies represented by their service personnel were D&F Music Co., Vicksburg, Miss.; B. C. Connerly Co., (Continued on page 66)

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BREAKING OUT NOTE PADS at recent Wurlitzer school in Cleveland are some of the 40 operator servicemen who attended the session at Cleveland Coin Machine Exchange.

March 19, 1966, BILLBOARD



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Buffalo to Legalize Pool Games

BUFFALO — Coin-operated pool tables may be allowed within Buffalo city limits before the end of spring. City officials, who have been fighting for almost two years to keep the tables out, now admit that they have been defeated at every turn and have practically no hope of success.

The controversy started in the summer of 1964 when Allied Vending Service of Buffalo requested coin machine licenses for installing pool tables in two locations. Police Commissioner William Schneider (who vacated his position when a new administration took power on the first of this year and is now retired on an annual pension of \$9,900 for life) ordered the city license director not to issue the permits. The vending company brought the case to court and heard Schneider testify that a coin-operated pool table could be converted to a gambling machine in a matter of "six to eight hours," according to a Buffalo spokesman.

Further testimony was provided by Chester B. Kern, a

"police expert," who had the title of "Superintendent of the Bureau of Signal Systems." His job, according to a Buffalo official, included "checking on automatic amusement devices to see if they could be converted to gambling machines."

Kern told the court that in his judgment pool tables could be converted to gambling devices. Reportedly he admitted that this would not be an easy task. Neither he nor Schneider, who recently was named a vice-president of a new Wurlitzer distributorship, Stewart-Milford, Inc., of Buffalo, could say that they had ever seen a pool table so converted.

The judge, on July 10, 1964, threw the case out of court and ordered the city to issue the licenses.

The city appealed. City attorneys pointed out that the Buffalo ordinance forbade issue of licenses to any machine which could be converted for gambling. "Unlike the State law, which reads 'readily' converted to gambling," said one Buffalo official, "Our law does not have the word 'readily.'"

In December of 1965 the Buffalo division of the Appellate

Court unanimously dismissed the appeal. The court said the city law should have "readily" read into it or it would be unconstitutional. The Buffalo ordinance, said the court, could not infringe on a field that was being already regulated by State law.

The city asked the court for permission to appeal again. The court denied permission.

The city forces, headed by Corporate Counsel Anthony Manguso, locally known as "The Judge," have only one recourse left: ask permission of the New York State of Appeals Court to appeal the case further. "The Judge" has not decided if he will do this, said a city spokesman. "It might only be a waste of the taxpayers' money to pursue this matter any further," the spokesman said. "On the other hand, it might be best to exhaust all avenues before dropping the case."

"The Judge" is running out of time. If he doesn't appeal before March 22 the lower court rulings will be final.

Waiting in the wings are the operators. Before too long the city might have to start issuing licenses for coin-operated pool tables.

Operator Plays Visiting Artists

SAN FRANCISCO — One-way to promote use of records in the juke boxes is to play up the records of visiting artists while they are at local clubs. Tom Umphreys, partner with his father Jack in the Umphreys Music Co., San Francisco, makes a point of doing heavy programming of artists who are doing shows at local cabarets and nightclubs.

The attendant publicity which these artists receive in news media encourages interest in their work. Further, customers usually ask for or search out the records of these artists anyway.

You can get more play on the boxes, young Umphreys believes, if the operator works with the location owner as an ally. Tom finds that by distributing "red" quarters to each operator to drop into the machines during quiet periods, or to use as a "toss" with a customer, helps to encourage more plays. He gives \$10 to \$30 worth of quarters to the owners, and finds that the additional take from the machines is about an equivalent amount each week.

Some operators object to giving out coins like this on the ground that the owners will pocket them instead of using them. Tom finds this is not so. "I never have trouble with an owner pocketing the quarters because we make a point of working with them. What encourages plays is as good for the owner as it is for us, and we make this clear to him."

New Northwest Shuffle League

OAKLAND, Calif.—A new Long Board Association is being organized in Northern California to promote inter-league competition on the shuffleboard in taverns. No official name or staff has been selected as yet, but a series of meetings is being held during early spring to get the association rolling.

Behind the new idea is Stan Lystad of the American Shuffleboard Sales Co. Stan and his staff already have organized approximately 20 local leagues in different areas of northern California as well as perhaps another six or eight in northern Nevada. There are about 12 to 16 teams in each league, and since each team involves six members and three alternates, it means that between 3,500 and 4,000 persons are now participating in the sport, which involves using the coin-operated equipment.

The various Nevada leagues are holding their own intramural competition this year, but there will be no State championships in 1966. The first of this new series is being planned for 1967 after the teams have had time to get acquainted with each other.

Wurlitzer Training

• Continued from page 65

Jackson, Miss.; Pla Mor Music, Jackson, Miss.; Yazoo Novelty Co., Yazoo City, Miss.; John Haley Music Co., Jackson, Miss. One of the more recent schools was held at Cleveland Coin Machine Exchange, Inc., Cleveland, Ohio, on Feb. 24-25. Ross and Harding offered instructions to 44 servicemen.

Making its entry into the music field, Canalos Vending of Sandusky and Lorain, Ohio, sent several men to the Cleveland school. The firm has long been operating vending equipment exclusively.

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Football Stars On the Campus

• Continued from page 60

thing that brought the kids out here was the hits on the box and the space for dancing." Both, he insisted, must be kept available.

Recently the Pump owner fixed up the upper room and DelVecchio installed a Rock-Ola Grand Prix II, some colorful decorations, and has a disco-theque.

"It's all for the kids' dancing," the operator said. "They need it. And we need them."

Mass. Hikes Cigaret Tax

• Continued from page 60

chine Association, an additional heavy tax burden would have been placed on music and vending machines and games on a gross profit basis. It was pointed out by an official of the MCMA that most legislators were unaware that the existing tax on music machines is \$160 per year per machine for seven-day operation. The city takes \$50, the State \$50 for weekday use and \$50 for Sunday play as well as the \$10 federal tax.

Cigaret prices in vending machines have been 35 cents since Jan. 1, 1965, when the tax was increased from 6 to 8 cents under the guise of keeping the State's road-building fund in the black. Previously machines had sold cigarettes for 30 cents. Cigaret vending operators contacted reacted with diverse price opinions and a meeting of seven leaders in the industry next week will be devoted to new pricing discussion.

Meanwhile, certain select locations such as hotels and bars are hiking machine prices to 40 cents, while the over-the-counter cost is 32 cents with a few selling for 33. But most machine operators will stay at 35 cents and ask for a cut in commissions from the locations. Wholesale prices have risen 21 cents per carton and an extra 1 cent has been added to comply with the fair trade laws.

It is believed that filters will certainly go to 40 cents in machines, but a few scattered machines in factories and offices which have been raised to 40 cents for all brands are apparently experiencing some resistance. In the meantime members of the MCMA are awaiting the decision of officials.

Denver Mails Tax Reminder

NEW YORK—Al Denver, president of the Music Operators of New York, has sent a news letter to all members reminding them of the association's stand regarding the New York State and local sales tax. Denver says "it is still our position that the Sales Tax Act is not applicable to our industry."

In keeping with his position, Denver has attached instructions for the completion of the sales tax form. The instructions call for the operators to enter the following statement under Taxable Sales and Services: "In the opinion of counsel, juke box and game income are not subject to New York State Sales Tax."

The tax question is still under debate in the New York State Supreme Court (Billboard, March 12), and a decision is expected by the end of the month.

DelVecchio is new in operating. To date he's built up a route of 16 juke boxes and 15 games.

He recently joined the Illinois Coin Machine Operators Association in order to keep pace with the latest ideas.

It was his own idea, however, to install two flipper games in a billiard lounge that is part of a new shopping plaza and apartment complex that just

went up near the U of I campus.

The billiard parlor has caught on with students and those standing in line on date nights to play pool find the flipper games real handy.

"Let's put it this way," DelVecchio said, "the take is good."

Success in a campus-type location, he said, requires keeping in touch with the students and their changes in thinking.

"And that isn't difficult. I just stop in at the Pump now and then and talk to the kids."

New Dimes, Half Dollars Coming

WASHINGTON—Non-silver dimes and half dollars with silver content reduced to 40 per cent began entering circulation last week, Treasury officials announced.

The new dime, like the new silverless quarter that entered circulation last November, is made of copper-nickel faces bonded to a copper core. This composition and structure of the new quarter and dime were

adopted by Congress in recognition of the needs of the multi-million-dollar coin machine industry in the U. S. The industry had apprised the Administration and Congress of the need for a compatible coinage.

The new half dollar, reduced in silver from 90 per cent, has outer faces of 80 per cent silver and 20 per cent copper bonded to a core of 21 per cent silver and 79 per cent copper.



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Wurlitzer Distributor Hosts Group Vacation in Bahamas



STEWART LEVY, (fifth from right) president of Stewart-Milford Corp., and part of vacationing group during recent Air Venture trip to the Bahamas.

NORTH TONAWANDA, N. Y.—Stewart-Milford Corp., Wurlitzer distributor in Buffalo,

recently hosted "Air-Venture," a prize trip to Nassau in the Bahamas for operators who purchased products from the firm. The group met in Toronto the night before take-off and started festivities with a welcoming cocktail party hosted by Stewart Levy, president of Stewart-Milford, and his wife Faye.

The following morning the vacationers flew to the islands via Air Canada's Calypso Club Flight and set up headquarters at the Nassau Beach Hotel on beautiful Emerald Bay. (The Nassau Beach, incidentally, was the base of operations for the production crew of the recent James Bond film "Thunderball.")

Festivities included two-masted schooner sailing, reef fishing, scuba and skin diving, shopping (duty free) for the ladies, and touring in horse-drawn carriages and motor scooters by all.

Bob Scott, of Bob Scott Coin Amusement, Inc., quickly established himself as a top swimmer and diver, showing that he has not lost his form since his days as member of the 1932 Fort Wayne, Ind., International Swimming Team.

John McKenna, of S & N Take-A-Break, Inc., was the outstanding fisherman during the trip. In just one day he brought in nine dolphins, two kingfish and one barracuda—enough to earn himself the Nassau Beach Hotel's Deep Sea Fishing award for January.

Stewart Levy reported everyone had a good time, and was especially happy to see "that without question, Wurlitzer is the most popular phonograph in Nassau."

So successful was the tour, said Levy, that plans are already being made to locate another site for the trip next winter.

Sevend in New Offices

HAMBURG — Sevend, the German distribution subsidiary of Seeburg, is moving to new offices in Hamburg. The firm, which has been located in Fuhrbuettler Strasse, will have a big, new headquarters at Carl-Petersen-Strasse 70-76. Sevend originally was established to handle distribution in Germany of the Seeburg phonographs and vending equipment. Since then Seeburg has acquired the Williams and United companies, and Sevend has taken over distribution of their products as well.

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Billboard

COINMEN IN THE NEWS

CLEVELAND

Wurlitzer field service manager C. B. Ross conducted a service school on Feb. 23-24 at Cleveland Coin Machine Exchange here. The following persons attended:

Vern Blake, Earl Ehrnsberger, Ed Ries, Otto Falk and Pat Santarelli of Canalos Vending Service, Sandusky, Ohio; Donald W. Taucher, T&E Amusement Co., Burgettstown, Penn.; Charles Metro, C M Music Co., Cleveland; Joe Scot, O&O Music Co., Cleveland; Perry Hackbart, Bedford, Ohio; August J. Luizzo, Paul Henry, Hyman Silverstein and Daniel L. Rile, Excel Phonograph Co., Cleveland; Philip DeCapito, De Capito Vending, Warren, Ohio; Harold Boston and W. P. White, W. P. White Amusement Co., Jefferson, Ohio; Brian P. O'Donnell and Robert Hermetel, Curry Music Co., Niles, Ohio.

William B. Taylor and William B. Taylor Jr., Acme Music Co., Niles, Ohio; Steve Frenchile, Universal Auto. Vend. Corp., Cleveland; George W. Haydock, C. D. Amusement Co., Cleveland; Philip Ehrlick and Sid Amdor, V & W Music, Cleveland; Buddy Crew, Kenney Music Co., Cleveland, Morris Berkowitz, Atlas Music, Cleveland, James Attewell, Walter Attewell Music Co., Cleveland; Paul Hobart, Joe Kapelzce, A. Zicardi and Joe Brick, American Automatic Vending, Cleveland; Bill Blake, Bueley Music, Toledo; Bas Calanni, Buckeye Music, Toledo; Kenneth A. Pullin, J. L. Music Co., Cleveland; Stanley Narosny, Coin Vending Co., Cleveland; John A. Hiatt, Paul Tuttle Music, Painesville, Ohio; John Mauer, John's Vending, Cleveland; Dan Colabuno, Tom Music Co., Painesville, Ohio; Tute Cipolla and Dave Barnes, Lorain Music, Amherst, Ohio.

PALM SPRINGS, CALIF.

Meeting here recently, the California Automatic Vendors Council of the National Automatic Merchandising Association elected John Lupp, Automatic Retailers of America, Inc., Los Angeles, as president.

Other officers elected were W. R. Patton, Valley Vendors, Modesto, vice-president; Clarence Landis, Canteen Food and Vend-

ing Service, Division of Canteen Corp., San Jose, vice-president; William Dennin, Pacific Nik-O-Lok, Los Angeles, secretary-treasurer.

Elected to the board were Paul Bacon, Automatic Catering Co., Burlingame; Armand Clavere, Canteen Co. of Central California; Tony Capers, Tony Capers Vending Co., Oakland; Dwight C. Dickenson, Servomation Bay Cities, Inc., Berkeley; Don Fisher, Los Angeles Trade-Technical College, Los Angeles; Marlon Foote, The Vendo Co., Los Angeles; Richard J. Goeplin, Interstate United Corp., Los Angeles; George Loeb, Orange County Vending, Anaheim.

Charles Mananian, MAB Industrial Vendors, Los Angeles; Chuck Marcoux, Lily Tulip Cup Corp., Burlingame; Robert Natoli, Canteen Co. of San Diego, San Diego; Ted Nicolay, Servomation Western, San Bernardino; Richard Parina, Parina Enterprises, San Francisco; Barney Ross, Coca-Cola Co., Los Angeles; Harry Robb, ARA Service of Los Angeles, Los Angeles; Jay Schere, Oakland Cigarette Service, Oakland; E. F. Stanton Sr., E. F. Stanton and Company, Los Angeles; Edward Wacher, California Cigarette Concessions, Los Angeles; Al Weymouth, Weymouth Distributing Co., Los Angeles; Pang Wheaton, W&W Vendors, Long Beach and Claude Witbeck, Servomation Witbeck, San Francisco.

PHOENIX, ARIZ.

Arizona operators recently formed the Arizona Automatic Merchandising Council, affiliated with the National Automatic Merchandising Association. Elected president was Gerald L. Roseland, Watkins Cigaret Service, Inc., Phoenix. Other officers elected were Art Kaufman, Valley Vendors Corp., Phoenix, vice-president, and M. C. Purcell, Flagstaff Vending Co., Flagstaff, secretary-treasurer.

Elected to the board were R. M. Garver, Canteen Food & Vending Service, Tucson; Spencer Hoopes, Gila Electric & Music Co., Safford; J. Brown Kindred, J. Bowen Kindred Music Co., Ajio; Claude Sharpsteen Jr., A. A. Amusement Co., Inc., Yuma. Present at the organizational meeting was Sidney S. Kallick, NAMA western manager and counsel.

'It Is the Gospel Truth'



MARY MASON, Philadelphia deejay and "gospel queen," gives new Rowe-AMI music machine her approval at Dave Rosen's open house party in his newly enlarged headquarters. The firm distributes records and vending machines as well as phonographs.

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Gott. Flipper	125.00
Gott. Flipper Parade	150.00
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Wms. Black Jack	95.00
Wms. Kismet 4P.	155.00
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
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Arizona Gun	\$295	Genco Quarterback	\$125	Auto. Drivemobile	\$150
Auto Photo #9	695	Genco 2 P. Basketball	135	Auto. Lord's Prayer	150
Auto Photo #11	1295	Horseshoe Vendors	125	Auto. 3-D Art Parade	135
Auto Photo #14	2195	Insp. Floor Grip	50	Auto. Plastic Vendor	95
Bally Phone Fun	95	Kay Hockey	125	Auto. Silver Gloves	125
Bally Golf Champ	150	Kayo Champ	150	Auto. Flip Type	150
Capital Auto Test	475	License Bureau	95	Auto. Movies	375
C. C. Basketball	125	Little Pro Golf Game	250	Set Shot Basketball	195
C. C. Champs	125	Card Vendors, 2 col.	45	Penorams, Capitol	275
C. C. Drop Ball	125	Love Meters, Fl. Mod.	110	Panorams, Mills	375
C. C. All Star Hockey	100	Midway Foot	45	Urban Color Kiddie	325
C. C. Pro Basketball	280	Vibrator	135	Southland Speedway	295
C. C. Goalee	110	Mercury Floor Grip	95	Shoe Shiner	150
C. C. Twin Hockey	175	Metal Tyer, Standard	235	Southland Speedway	295
Color Comic Peek	110	Kiddie Color Cartoon	175	Wms. Peppy	175
W. Sound	110	Midway Raceway	275	Wms. Ten Pins	125
Hole-in-One	95	Midway Red Ball	125	Wms. Ten Strike	125
Genco Grandmas	175	Midway Skee Fun	125	Wms. Crane	125

IF YOU NEED URGENTLY: Rock-Ola 1418-1435-1493; Wurlitzer 756-2161; A.M.I. 200 Set, Models H, I, J, K; Panorams, Counter Games.

Bally Share Shooter	\$175	Genco Gun Club	\$225	Wms. Crusader	\$175
Bally Spook	210	Keeney Two-Gun Fun	235	Wms. Space Glider	225
Bally Bull's Eye	175	Mid. Trophy Gun	445	Wms. Titan Gun	195
Bally Gun Smoke	175	Mid. Shooting Gallery	175	MINIATURE GOLF	
Bally Marksman	175	Mid. Monster Gun	Write	9-hole course, in	
C. C. Ray Gun	245	Un. Sky Raider	175	door or outdoor,	
C. C. Long Range	375	Un. Pirate Gun	150	1 \$3,495 f.o. b. fac-	
Rifle Gallery	245	Seeburg Bear Gun	165	tory.	
C. C. Pony Express	295	Seeburg Con Gun	165		
C. C. Dayland	335				
C. C. Wild West	295				
C. C. World's Fair	425				
C. C. Riot Gun	445				
C. C. Champion Rifle	395				
Dale Desert Hunter	125				
Ex. Space Gun	95				
Genco Sky Gun	175				
Genco Davy Crockett	175				
Genco Rifle Gallery	125				
Genco Big Top	175				

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ALBUM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



COMEDY SPOTLIGHT

WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH
Various Artists. Kopp KRL 4506 (M); KRS 5506 (S)

The writers of the comedy smash, "You Don't Have to Be Jewish" and the classic, "First Family," have topped themselves in this hilarious work that runs the gamut of one-liners to Frank Gallipos' potential hit, "Irving." Lou Jacobi, Betty Walker and Phil Leeds performs the material with depth and tremendous comedy attack.



POP SPOTLIGHT

BYE BYE BLUES

Brenda Lee. Decca DL 4755 (M); DL 74755 (S)

The vibrant vocalist treats 12 current hits to her unique style and creates a solid programming and sales winner. "A Taste of Honey," her own hit, "Rusty Bells," and the title tune provide added sales impetus.

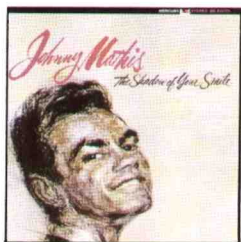


POP SPOTLIGHT

THE SHADOW OF YOUR SMILE

Johnny Mathis. Mercury MG 21073 (M); SR 61073 (S)

Another superb Mathis performance to delight his multitude of followers. The beautiful ballad from "The Sandpiper" serves as the title tune and basis for the LP, which also contains two other Mathis hits, "Moment to Moment" and "On a Clear Day You Can See Forever."

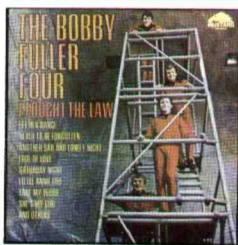
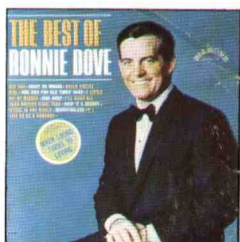


POP SPOTLIGHT

THE BEST OF RONNIE DOVE

Diamond D 5005 (M); SD 5005 (S)

With the spotlight on the Dove hit singles, from his first "Say You" to his current "When Liking Turns to Loving," this LP is destined to become a chart sales winner. In this, his fourth LP, the fine pop stylist with the country feel and flavor segues through a dozen of his hits—all good programming for top sales.



POP SPOTLIGHT

THE BOBBY FULLER FOUR

Mustang M 901 (M)

Basing the LP on the title tune, which has hit the top 10 of the singles chart, the hot group offers a strong album of driving, hard-rock dance-beat numbers, including their previous hit, "Let Her Dance." Should prove a big seller in the teen market.

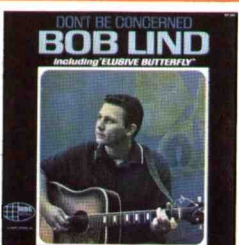


POP SPOTLIGHT

LOU CHRISTIE STRIKES AGAIN

Colpix CP 4001 (M); SCP 4001 (S)

With his million-selling single, "Lightnin' Strikes," catapulting him to the top of the singles chart, Christie's material is top priority now and will prove a big seller on any label. In this exciting Colpix release, the MGM artist sings eight of his own tunes, including "Big Time" and "Too Many Miles."

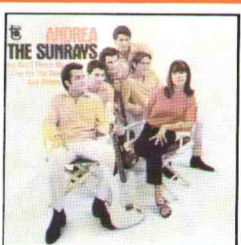


POP SPOTLIGHT

DON'T BE CONCERNED

Bob Lind. World Pacific WP 1841 (M); WPS 21841 (S)

Featuring his smash hit ballad "Elusive Butterfly," the package serves as a showcase for the talents of the composer-singer in this LP debut. His lyrics are meaningful, his melodies unique and his delivery sincere. The album will reach a variety of markets due to the artist's wide popularity.

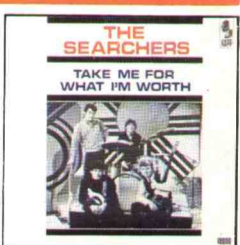


POP SPOTLIGHT

ANDREA

Sunrays. Tower T 5017 (M)

This is a solid surf sound from the quintet. With their hit "Andrea" as the basis for the album, the quintet has an LP winner as they apply their sound to such swingin' songs as "Still," "Jo Ann," and their previous hit, "I Live for the Sun."



POP SPOTLIGHT

TAKE ME FOR WHAT I'M WORTH

Searchers. Kapp KL 1477 (M); KS 3477 (S)

The successful English group features their hit single, "Take Me for What I'm Worth," on an exciting package of driving rhythm numbers. "Don't You Know Why" and "When I Get Home" are also well performed, with the latter having singles hit possibilities.

POP SPOTLIGHT

THE SMOTHERS BROTHERS PLAY IT STRAIGHT

Mercury MG 21064 (M); SR 61064 (S)

So much demand was created for the duo to "sing one straight" that their ninth Mercury LP is devoted to their musical talent. The beautiful "Yesterday" and "The First Time (Ever I Saw Your Face)" are well performed, while the last cut is a surprise, "Almost."



POP SPOTLIGHT

RELAXIN'

Dean Martin. Tower T 5018 (M)

Ten Martin tunes, never released on an LP before, make their debut on this fine package from Tower Records. "Sparklin' Eyes," "Pennies From Heaven," and the title tune from the film "Who Was That Lady," are given exceptional Martin vocals.



POP SPOTLIGHT

GOLDEN PIANO HITS

Joe Harnell. Columbia CL 2466 (M); CS 9266 (S)

Joe Harnell is an exceptional piano player. His style is all-encompassing and he knows how to take a pop tune and give it added stature through his piano work and superior arranging. The songs here really move and make Harnell's debut on Columbia an impressive one.

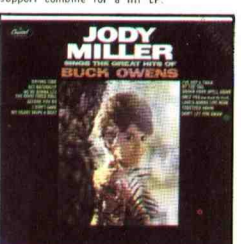


COUNTRY SPOTLIGHT

JODY MILLER SINGS THE GREAT HITS OF BUCK OWENS

Capitol T 2446 (M); ST 2446 (S)

The talented young vocalist dips into the Buck Owens songbook and comes up with an exciting country package featuring the hits "Act Naturally," "Crying Time" and "Only You (Can Break My Heart)." Her unique vocal style and fine instrumental support combine for a hit LP.

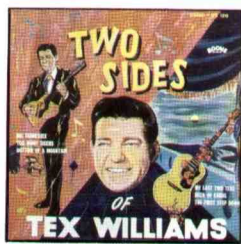


COUNTRY SPOTLIGHT

MISS SMITH GOES TO NASHVILLE

Connie Smith. RCA Victor LPM 3520 (M); LSP 3520 (S)

In the true country idiom, Connie Smith offers, in this sterling package produced by Bob Ferguson, "Nobody But a Fool (Would Love You)," "In My Baby's Arms Again" and "I'll Never Get Over You." Her last album is still high on the country music charts and this will also be a great country seller for her.



COUNTRY SPOTLIGHT

TWO SIDES OF TEX WILLIAMS

Boone LP 1210 (M); LSP 1210 (S)

Featuring two of his recent hit singles, "Too Many Tigers" and "Big Tennessee," the rich, deep-voiced stylist has a sales omen in this, his first album for Boone. The well-planned program also includes an exceptional "Deck of Cards," and the recent Williams single, "Bottom of a Mountain." "Forty-Two Barrels of Oil" is another stand-out.



CLASSICAL SPOTLIGHT

HUMORESQUE

Isaac Stern. Columbia ML 6225 (M); MS 6825 (S)

Stern plays these well-known melodies with a simplicity of style that delights. "Clair de Lune," "None But the Lonely Heart," "Ave Maria" and "Hoe Down," is Stern at his best. Katems' conducting and Harris' arrangements are imaginative.



CLASSICAL SPOTLIGHT

TCHAIKOVSKY: 1812 OVERTURE

New York Philharmonic (Bernstein). Columbia ML 6227 (M); MS 6827 (S)

This album is a repackaged version of "Bernstein Conducts Tchaikovsky." One side has the "Capriccio Italian" and "Marche Slave," while the other is the "1812 Overture." The performance, by Bernstein and the New York Philharmonic is superb.

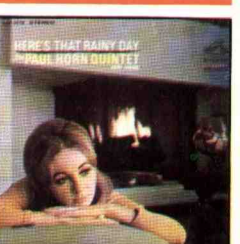


JAZZ SPOTLIGHT

RARE FORM!

George Shearing Quintet. Capitol T 2447 (M); ST 2447 (S)

The group is in "rare form" on two Richard Rodgers tunes from the Broadway musical, "No Strings," the beautiful "Look No Further" and "The Sweetest Sounds." The relaxed piano mood of Shearing is emphasized on his own fine composition, "Sunny" and "Station Break" in this program cut "live" in San Francisco.



JAZZ SPOTLIGHT

HERE'S THAT RAINY DAY

Paul Horn Quintet with Voices. RCA Victor LPM 3519 (M); LSP 3519 (S)

Horn's quintet and exciting jazz flute work is backed by full, rich, choral arrangements by the Ralph Carmichael Singers. The result is lush and beautiful sounds on "The Shadow of Your Smile," "Who Can I Turn To?" and eight others. Rainy day moods ought to find a market beyond jazz fans.