

Billboard

The International Music-Record Newsweekly

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

Jazz as Big Leaguers

By AARON STERNFIELD

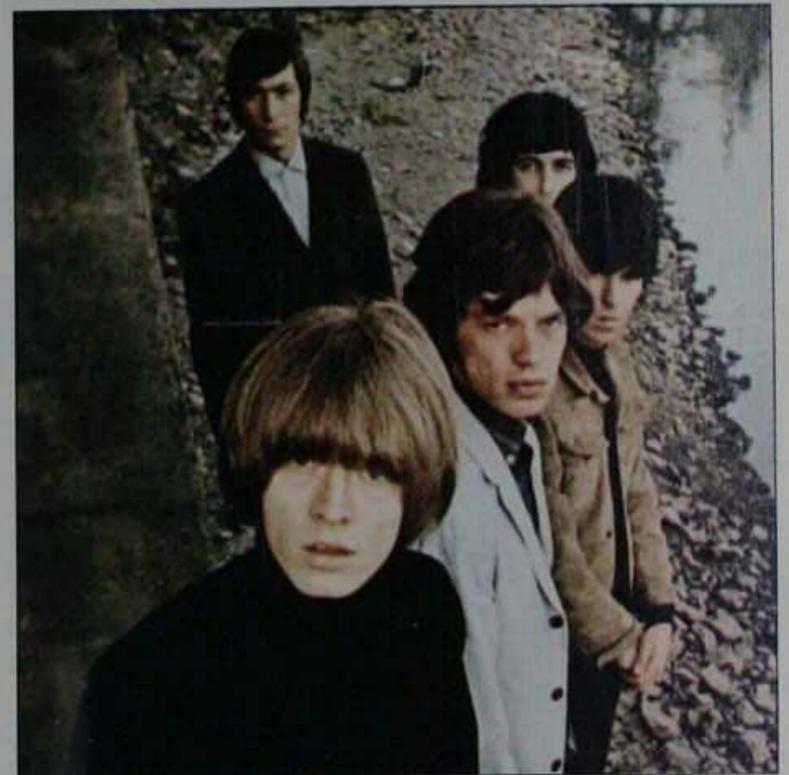
NEW YORK — Two major jazz festivals make their debut in professional baseball parks this spring. The Longhorn Jazz Festival bowed Saturday and Sunday (2 and 3) in Disch Field, home of the Austin (Tex.) Braves. Set for May 27-28 is the first annual Atlanta Jazz Festival, to be held in the 51,000-seat, \$18 million Atlanta Stadium, where the Atlanta Braves play their home games.

Both packages have been put together by George Wein, producer of the Newport Jazz, Folk and Opera Festivals.

Wein said that both deals were offered him and that he is not soliciting dates. He explained that unless there is enough grass-roots interest in a jazz festival in the community, "the effort will fall flat on its face."

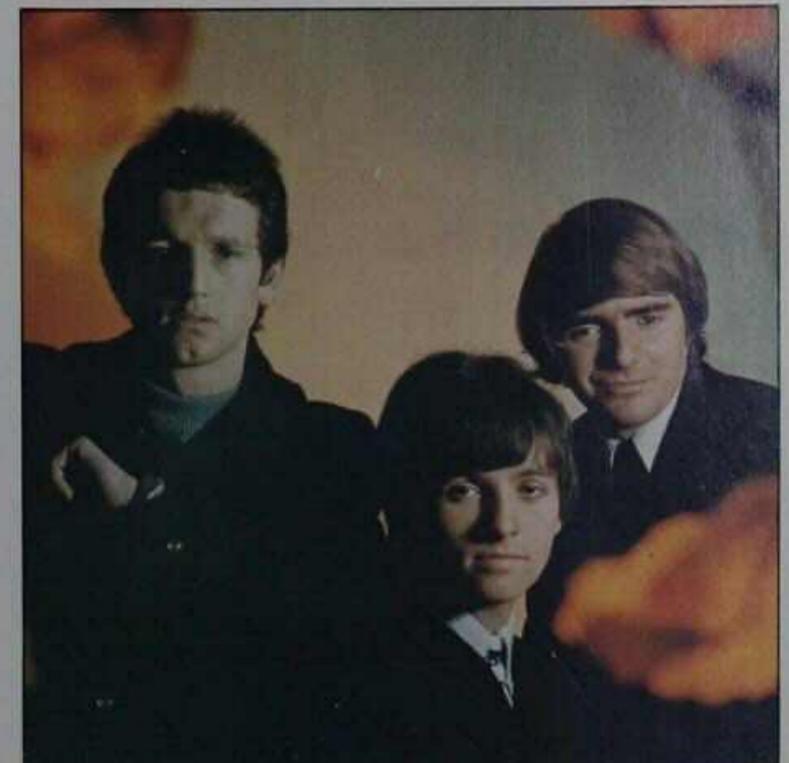
Both festivals bring top jazz names to the communities. At Austin, the Dave Brubeck group, with Paul Desmond, Joe Morcello, Gene Wright, Gerry Mulli-

(Continued on page 12)



THE ROLLING STONES' "19th Nervous Breakdown" is this week's best-selling single. This hit, plus 11 of the Rolling Stones' all-time best sellers are included in "Big Hits (High Tide and Green Grass)," along with the most spectacular collection of photos ever presented in one LP package. Ten pages, 20 full-color shots. The entire package produced by the Rolling Stones' manager and recording director, Andrew Loog Oldham. This London LP just released.

(Advertisement)



THE MINDBENDERS have reached the Top 10 charts with their first solo release, "A Groovy Kind of Love," on the Fontana label.

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Calif. Setting the Tempo In Sounds, Songs, Style

By MIKE GROSS

NEW YORK — The music-record industry is beginning to refer to California as the "gold disk coast" because that's where the majority of today's hit-makers are being spawned. And, as

far as the U. S. teen-agers are concerned, California has become the launching pad for their new sound and sartorial demands.

Although the California contingent has become the major factor in pre-empting the British artists' disk time on American turntables, they still look to the East, and its New York hub, for the extra-added push that gets them into the big time. As Bill Utley, manager of the Turtles and the Ever Present Fullness, puts it, "As self-contained as California may be, we still need disk jockey play in the East to get us on the Top 10 nationally, and bookings in New York nightclubs to drive up our price in clubs around the country and to use as a wedge for getting network guest shots on TV."

When once the Coast scene seemed limited to recording artists with movie and-or radio-TV commitments, the mushrooming of groups and pop teen idols has suddenly made the music business more aware of California than ever before. In the past year or so, the California disk artists have been sweeping the charts in no uncertain terms.

Among them are Herb Alpert and the Tijuana Brass, Sonny & Cher, the Beach Boys, the Byrds, Lou Christie, Paul Revere and the Raiders, Nancy Sinatra, the Mama's and Papa's, Barry McGuire, the Bobby Fuller Four.

Like Utley, Fuller, who is riding high on the Mustang label with "I Fought the Law," believes that a showcase in the East is vital to developing national recognition. "Your record can be Top 10 in California and other Western States," he says, "but if New York disk jockeys don't play it, it's difficult to make the Top 10 on the

(Continued on page 12)

Muntz Deck to Handle Singles

By ELIOT TIEGEL

VAN NUYS, Calif.—A miniature tape player designed exclusively to handle single-record 4-track stereo CARtridges has been developed by Muntz Stereo-Pak. The new unit will sell for \$29.95 and is being designed for the teen-age audience, the group Muntz will aim at by debuting its 99 cents single cartridge within the next few months.

The single stereo cartridge is 3 3/4 inches by 2 3/4 inches and holds up to 40 feet of tape. Repertoire released will be Hot 100 material.

The single player measures 6 inches by 5 inches by 2 1/4 inches, can work on flashlight batteries, off a car's cigaret lighter outlet or from a chargeable battery pack. It has a plastic case and its own speakers.

Earl Muntz, whose company was the first tape playback unit manufacturer and cartridge duplicator to zero in on the singles market, said he felt with a \$29.95 price, the unit would sell as well as did the original 45 rpm player. "The unit will make the 4-track field more stable" he added.

The units are being built in firm's new factory here, with

(Continued on page 18)

Cutback Urged Of FCC Power

By CLAUDE HALL

CHICAGO—The president of the National Association of Broadcasters called Monday (28) for new laws to halt Federal Communications Commission interference into radio and TV programming.

Vincent T. Wasilewski, speaking at a luncheon during the 44th annual NAB convention here March 28-30, said congressional action is needed to:

- "Add more precision to the definition of censorship" so the FCC will be prohibited from

(Continued on page 12)

New CARtridge Concept Needed: Decca's Goldberg

By MIKE GROSS

NEW YORK—The onrush of the tape CARtridge business is carrying along with it new problems in merchandising and programming. That's the view of Sydney N. Goldberg, vice-president and general sales manager of Decca Distributing Corp., who believes that new concepts are needed for the successful marketing of the tape cartridge—for the automobile now and for the home later—and that they will be found.

It's also Goldberg's opinion that the advent of the tape cartridge business is all part of the record industry's continuous development and that it will grow into a "plus, plus business" for the record manufacturer as the

cartridge player becomes a factor in home entertainment.

Decca's first stereo-8 release is already on the production line and the company expects to announce the titles in a short time. Decca is doing its own duplicating and distributing, and Goldberg anticipates a gradual acceleration of Decca's tape cartridge production as the various new wrinkles in the merchandising and programming of the tape cartridge product are ironed out.

So that special concentration can be given to this new field, Decca has set up a Stereo Tape Division with Vern Cupples as its national sales manager. It will be Cupples' job to work out the new merchandising and programming concepts required

(Continued on page 20)

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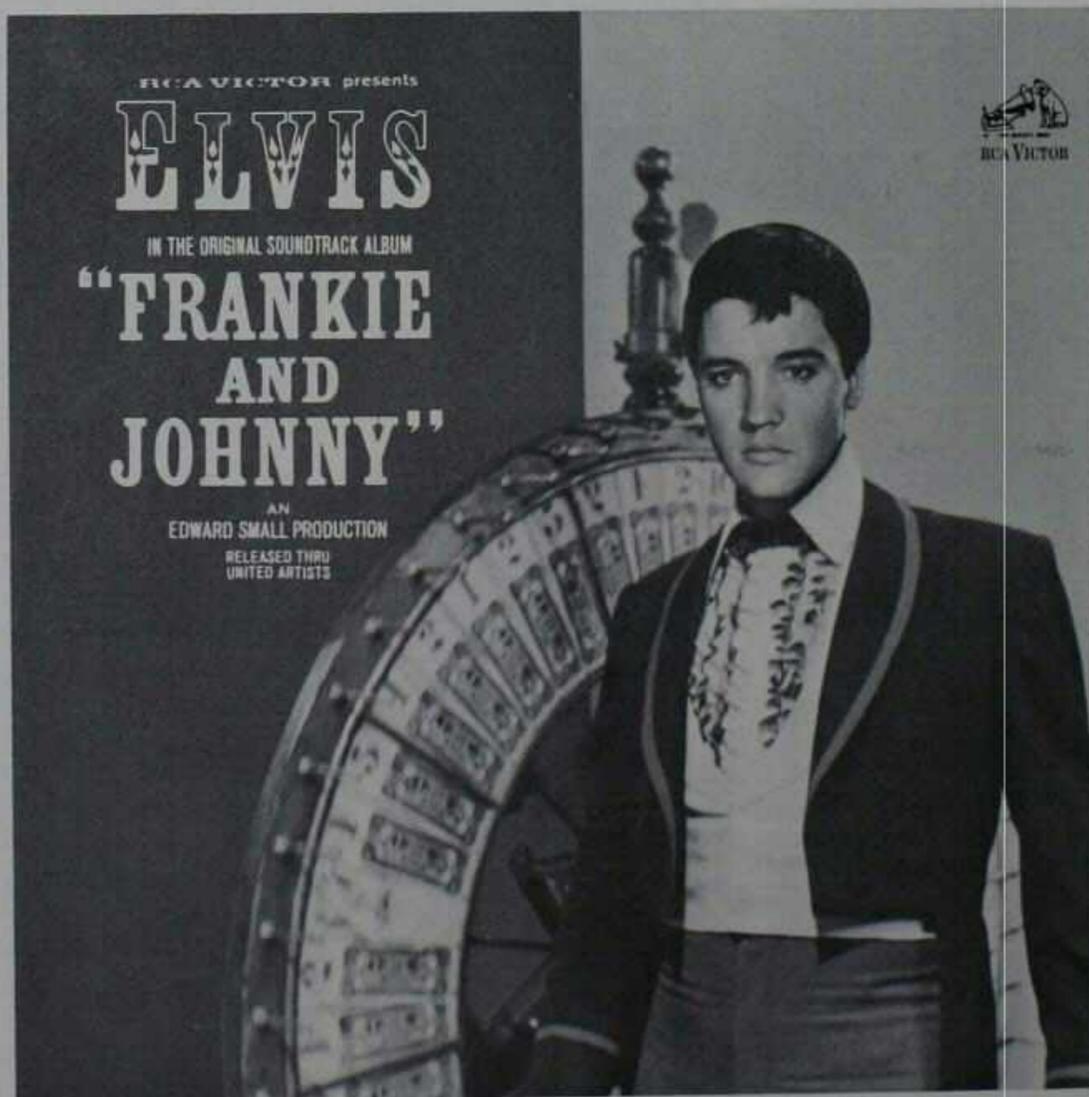
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LONDON RECORDS held a reception last week at New York's Hotel Summit for the cast of the Broadway musical, "Wait a Minim." Purpose of the affair, also attended by London executives and district sales and promotion personnel, was to present the cast with the first pressing of London's original cast album of the production. Shown above standing, left to right are, cast members, Michel Martel, Kendrew Lascelles, Nigel Pegrem, Paul Tracey, Sarah Atkinson and April Olrich. Seated, left to right are, Dana Valery; London Records president D. H. Toller-Bond and Mrs. Toller-Bond; and Andrew Tracey.

United Artists on New Soundtrack Rampage

NEW YORK—United Artists Records is going on a soundtrack splurge. The label, which has been piling up plenty of revenue from its soundtrack LP's, has already lined up eight tracks from major movies to be released before the end of the year and has three more waiting in the wings for release dates to be set.

The first in the new UA soundtrack wave has already

BMI SAYS NEVER SENT BILL TO ANY CAMPUS

NEW YORK — Broadcast Music, Inc., last week denied having presented any college or university a bill for performance rights for past performances on campus. Last week at the 43d annual convention of the Association of College Unions in New Orleans, a spokesman for San Jose State College in California made the claim that BMI had presented the college a bill for performance rights for the five previous years.

Theodore Zavin, vice-president in charge of Performance Rights for BMI, said Friday (1) that, "As far as we're concerned it would be unthinkable to present someone with a bill for five years' performances."

BMI is, however, attempting to license current performances on campus. As part of the project, the performance rights society is presently negotiating with several colleges.

been issued. It's "Cast a Giant Shadow," with music by Elmer Bernstein. The film stars Kirk Douglas and Senta Berger. The James Garner-Sidney Poitier starrer, "Duel at Diablo," follows and showcases a score by Neal Hefti.

Scheduled for release during the late spring are "Khartoum," starring Charlton Heston, Laurence Olivier, Richard Johnson and Ralph Richardson, and a score by English composer Frank Cordell, and "The Russians Are Coming," which stars Carl Reiner, Eva Marie Saint, Alan Arkin, Brian Keith and Jonathan Winters and features a score by Johnny Mandel.

Set for fall release are "Hawaii," starring Julie Andrews, Max Von Sydow and Richard Harris, with a score by Elmer Bernstein; "A Funny Thing Happened on the Way to the Forum," the film version of the Broadway musical starring Zero Mostel, Phil Silvers, Buster Keaton and Jack Gilford, with Stephen Sondheim's original music arranged for the screen by Ken Thorne; "Fortune Cookie," headlined by Jack Lemmon and Walter Matthau, with a score by Andre Previn, and "After the Fox," starring Peter Sellers, Victor Mature, Martin Balsam and Akim Tamiroff, with a score by Burt Bacharach and Hal David.

Not yet set for release are Frank Loesser's "How to Succeed in Business Without Really Trying"; "Anyone for Venice . . .," which stars Rex Harrison, Susan Hayward, Cliff Robertson, Edie Adams and Capucine, with music by Andre Previn, and "Namu, the Killer Whale," which is tentatively listed for late summer showing.

Pentagon: U.S.'s Army of Record Promotion Men

By OMER ANDERSON

NUREMBERG — The U. S. Pentagon is proving the U. S. record industry's best friend.

Best of all, thanks to the military, U. S. disk producers are able to enjoy a virtual monopoly on sales of LP's in post exchange disk shops while basking in an aura of patriotism.

To help halt the gold drain, the Pentagon has ordered its

overseas merchandising outlets to "buy American," and has specifically included LP's in the order.

This means big business for U. S. disk producers, who, for some years now, gloomily have been forced to watch locally procured LP's cut into their military sales.

How big, can be gleaned from the fact that the Pentagon's merchandising arm in Eu-

rope—the European Exchange System (EES)—operates over 300 post exchanges in eight countries. It sold, for example, 55,000 Beatle LP's last year, and 25,000 LP's each for Elvis Presley, Trini Lopez, the New Christy Minstrels and Joan Baez. Slightly smaller sales were racked up by Barbra Streisand; Peter, Paul and Mary; Nancy Wilson and Bob Dylan.

Thus, instead of buying

(Continued on page 50)

Liberty Buys TDC Electronics, Duplicator of Tape CARtridges

HOLLYWOOD — Liberty Records has purchased TDC Electronics of Omaha, reportedly the nation's oldest tape CARtridge duplicator for an undisclosed six-figure amount. The action provides Liberty with its own duplicating facility which will begin grinding out packs for its initial release of tape/records to be sold through its own distribution channels.

Walter Douglas Is Dead at 76

NEW YORK — Walter G. Douglas, 76, board chairman of the Music Publishers Protective Association, died here Wednesday (30). He had headed the board since 1939 and was a director of the National Music Council.

He entered the music business a half century ago and for many years was general manager of Watterson, Berlin & Snyder.

In 1928 he joined the late Walter Donaldson and Mose Gumble to form Donaldson, Douglas & Gumble, Inc. The name was later changed to Bregman, Vocco & Conn., Inc.

He is survived by his widow, Betty, and a brother, Carroll Douglas of Powell, Wyo.

Billboard Ups Wood to Editorial

NEW YORK — Herb Wood, who has been assistant to Don Ovens in Billboard's Reviews and Charts Department, has been promoted to the editorial staff. His main function in the new assignment will be to direct the Record Review Panel on all single and album reviews. He will also cover the coin machine beat on the East Coast, tape CARtridges and general music news.

Wood joined Billboard a year ago after a two-year hitch in Naval Aviation. He's a graduate of Otterbein College, Westerville, Ohio.

Herman on Tour

NEW YORK — Woody Herman and his orchestra took off last week (31) for a 10-week overseas tour under the auspices of the U. S. State Department. On the itinerary are several Iron Curtain countries.

The Herman 17-man contingent will appear in North Africa, Romania, Czechoslovakia, Poland, Hungary, Bulgaria and the United Arab Republic.

Liberty thus becomes the first independent record company owning a cartridge duplicating operation. The move has been pending for the past several weeks. The papers were signed Friday in Omaha.

TDC will be operated as a subsidiary of the parent corporation with its co-owners Leo Colvin and Stan Nick continuing to head up the facility. Plans are for Liberty to seek a larger facility to cover TDC's increase in business since the current factory located at 1121 Farnum will not be able to handle the anticipated upswing in activity.

TDC was formed four years ago to duplicate taped syndicated radio programs and educational materials, explained Colvin in Liberty's offices last week. The company moved into reel-to-reel tape duplication as the next step in its diversification and became involved in cartridges close to three years ago, according to Colvin.

TDC presently employs 30 persons and duplicates both 4 and 8-track configurations. All present 4-track equipment is by Ampex; the 8-track machines are the design of chief engineer Nick. It is not inconceivable that TDC will develop its own 4-

track duplicators in the future.

TDC can turn out 200 cartridges per hour with its current one master 10 slaves 4-track set-up. Plans are for three masters and 30 slaves, Colvin indicated.

On the Move
Liberty's purchase of the duplicating firm comes just three months after the aggressively minded company announced the formation of a separate tape/records department to merchandise its own product after being with independent duplicators as non-exclusive labels. Liberty was the first independent record company deciding to enter tape distribution once the potential of the market was evidenced after two years of rapid development, a healthy per cent of that development occurring in Southern California in the 4-track field. The company worked with an engineering concern to develop its patented tape "trak pak" holder in which all Liberty tape/records will be sold.

TDC will offer its facilities to custom jobs, stated Ron Bledsoe, executive assistant to corporate president Al Bennett. Bledsoe, who had been switched over to do a tape market study last September by Bennett, said he

(Continued on page 12)

Cameo-Parkw'y Reshuffles Some of Room at the Top

PHILADELPHIA — Cameo-Parkway Records this week underwent a major reorganization. The C-P board named Alfred Rosenthal executive vice-president of all company and subsidiary operations, named Jay Conway treasurer, and terminated its supervisory agreement with Phil Landwehr's Premier Albums.

Jerry Shifrin, sales manager, has resigned. Under the reorganization plan, Shifrin would have had to relocate in Philadelphia. He intends to stay in the New York area.

Rosenthal had been vice-president of the Chips Distributing Corp., a C-P subsidiary, since 1962. Before that he had been a producer for Dick Clark's "American Bandstand" TV show and FM radio program director for Triangle Publications.

Conway, who joined C-P in 1963 and who had been controller since 1964, has an accounting background. He had been with Lybrand-Ross Bros. & Montgomery before joining the label.

In his new post, Rosenthal's first actions included promoting Clark Gearnert to the new position of sales manager of the Wyncote (C-P budget line) Division, and naming Neil Borgart as director of sales and promotion and head of the New York office. Cecil Holmes has been named national promotion manager and will also work out of the New York office.

Ernest J. Santone, who had been sales manager of Chips, has been named general manager of the distributorship.

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E. H. Morris Taps Foreign Shows

NEW YORK—E. H. Morris is tapping the overseas market for new musical show properties to publish. The move marks the first time that the firm has strayed from the Broadway scene for its musical score acquisitions, but it does not mean a diminishing of interest in domestic product. According to Sidney Kornheiser, Morris' general manager, it is part of the firm's expanding service to writers.

The publishing firm, through its London wing, Edwin H. Morris & Co., Ltd., has already lined up three upcoming British musicals and is negotiating for the rights to a current French musical. Morris' publishing operation in London is headed by Stuart Reid, with Andy Cole as professional manager.

'Grimaldi' Heads Deal

Heading the British musical contingent is "Grimaldi," in which EMI-Capitol have an investment and the rights to re-

cord an original-cast album. Alan Livingston, Capitol Records president, made the disk deal. "Grimaldi," which has a score by Ron Moody, goes into rehearsal in May with an opening scheduled about Aug. 1. The show's star will be its composer-lyricist, Ron Moody.

Also in the Morris hopper is Peter Bridges' production of "Strike a Light!" Music and lyrics for the show, which stars Jeannie Carson and Evelyn Leigh, are by Jack Adcock, Gordon Kaleb and John Taylor. The show opens in Glasgow on April 7 and is expected to tour for 12 weeks before premiering in London. British Decca has the original-cast album rights. The other British musical due for publishing by Morris is the adaptation of the H. G. Wells' novel "Ann Veronica." The score is being written by Cyril Ornadel (music) and David Croft (lyrics). It has been scheduled for production in the fall by producer Peter Bridges.

The French musical for which Morris is currently negotiating is "The Girl at Maxim's," starring Jeannaire. Producer David Merrick has taken an option on the musical for a Broadway run.

To develop a closer working arrangement with its show writers overseas, Morris will send Sylvia Herscher, who heads the Musical Theatre Department out of the New York office, overseas as the productions progress. Kornheiser, too, is planning trips to England.

On the Broadway level, Morris is readying the Jerry Herman score for "Mame." The musical, which will star Angela Lansbury, opens in late May. Last week "It's Superman," with another Morris score by Charles Strouse and Lee Adams, opened on Broadway.

In the works for Broadway next season are the Harold Arlen-Martin Charnin score for "Softly," and the Elmer Bernstein-Carolyn Leigh score for "Brother Bertram."

Decca and Coral Set Up April Promotion Parlay

NEW YORK — The Decca and Coral labels have set up a two-part promotion for its April program. The first part of the promotion makes available to the dealer, under the terms of an incentive plan, the company's entire de luxe packaged "Best Of" series of multi-record albums, along with this month's addition of three new sets in the series.

The second phase of the promotion, highlighted by the release of seven new albums by pop and classical artists plus the artists' complete Decca catalogs, is also under the terms of an April incentive program.

In the "Best Of" series are albums by Sammy Davis Jr., Buddy Holly and Guy Lombardo. Previously released "Best Of" sets feature Al Jolson, Burl Ives, Kitty Wells, Patsy Cline, Danny Kaye, Judy Garland, Ella Fitzgerald and Bing Crosby, among others. The April promotion gives the dealer the opportunity to stock the entire series, including the three new releases, under the terms of the incentive plan.

Featured artists in the second phase of the program are Bert

Kaempfert, Peter Duchin, Lenny Dee, Jonah Jones and Fred Waring. In the classical field are the Cincinnati Orchestra under the baton of Max Rudolf.

In support of the promotion a full-color litho book has been prepared, and is now in the hands of the Decca field force. Besides spotlighting all the new product, the litho book lists all the product available under the terms of the program, a total of 103 albums. In-store and window displays are available to serve as point-of-sale merchandising aids.

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APRIL 9, 1966, BILLBOARD

RITTER HEADS CMF BOARD; SHOLES PREXY

NASHVILLE—Tex Ritter of WSM Radio has been elected chairman of the board of trustees of the Country Music Foundation and Steve Sholes of RCA Victor Records takes over the CMF presidency.

Owen Bradley, Decca Records, and Hubert Long, Hubert Long Talent Agency, are new CMF vice-presidents. Other officers elected last week were Harold Hitt, Columbia Recording Studios, secretary; Ken Nelson, Capitol Records, treasurer, and Ed Kahn, John Edwards Memorial Foundation, chairman of the historical, documentation and data-gathering committee.

Frances Preston will head a committee to oversee the construction of the Country Music Hall of Fame and Museum Building, with Sholes heading a committee to supervise the interior. Bradley heads the fundraising committee, and Connie B. Gay is chairman of the Hall of Fame Committee.

Building construction for the Hall of Fame and Museum began in February, with completion expected this fall.

'World's Jewish' Getting TV Pitch

NEW YORK—Kapp Records is making a concerted effort to get radio and TV exposure for its newest comedy album, "When You're in Love, the Whole World's Jewish." Thursday (31) cast members filmed an appearance for the "Mike Douglas Show," to be televised in nearly 70 markets by the end of May.

Phil Leeds, who performs on the album, Tuesday (29) sang "Would You Believe It" from the album on the "Merv Griffin Show."

Bob Booker, George Foster and Frank Gallop, who produced the album, returned this week from a Midwestern promotion tour, where they pitched the record to radio stations and visited local distributors and rack jobbers.

Epic Widening Outlet Vistas

NEW YORK—Epic Records is broadening its territorial coverage of certain major distributor outlets. Last week, Mort Hoffman, Epic's director of sales, disclosed the expansion of the areas handled by the Comstock Distributing Co. of Atlanta, and the Columbia Record Distributor Sales Office in New Orleans.

Comstock, which presently handles product in Georgia, will now cover the eastern half of Tennessee, including Nashville, and the entire State of Kansas. The company is owned by Don Comstock.

The Columbia Record Distributors Sales Office, which now covers the Louisiana territory, will now handle as well the western portion of Tennessee, including Memphis and Arkansas. CRD's sales manager is Bill Shaler.

The plan to broaden territorial coverage is for Epic Records as well as for its subsidiary, Okeh Records.

EXECUTIVE TURNTABLE

In a move designed to give its new tape/records department merchandising strength, Lee Mendell, former Liberty Records marketing director, has been switched to the tape department as general manager. He replaces Ron Bledsoe, who temporarily held that post from last September and has returned to his duties as executive assistant to Al Bennett, Liberty Records president. Bledsoe still continues to function with the tape operation as part of his responsibilities. Moving up into Mendell's job is Alan LaVinger, former advertising merchandising chief, who will now handle tape and record functions. Dick Bowman, formerly tape/records national sales manager, has been shifted to Cincinnati as Midwest district manager for tapes, giving the company a spokesman in the central part of the country. Mendell has been with company since 1962; LaVinger since 1958.

Ron Roessler has been named general manager of Mustang Records, West Coast label. He will be in charge of sales, while Bob Keane, Mustang president, heads a&r.

Lou Werth has left Pickwick In-

PARK'S STEIN LEADS LIBERTY GOLF WINNERS

EAST HARTFORD, Conn.—Ed Stein of Park Record Distributors here was the low gross winner in the Liberty Records Golf Tournament held at the recent annual convention of the National Association of Record Merchandisers in Miami. Prize was a leather golf bag and trophy.

Other golf tournament winners were Timothy A. Braswell, Dixie News Service, Charlotte, N. C.; David Siebert, Siebert News Agency, Little Rock; Robert R. Canfield, Canfield Supply Service, Lansing, Mich., and Herman Singerman, Living Language.

Alvin S. Bennett, president of Liberty Records, presided at the trophy dinner, with Edward S. Barsky, head of Liberty's budget label, Sunset Records, acting as toastmaster.

Winners of leather carry-all bags at the banquet were Carl Glaser, Disceries, Inc., Buffalo, and Stanley Jaffee, Gordon Sales, Seattle.

Sparks, Attarack Expansion Moves

HOLLYWOOD—In two unrelated expansion moves, Randy Sparks has formed Country Music Records and the Attarack Corp. has obtained Jimmy Rodgers' Honeycomb publishing company.

Attarack is under the Gabbe-Heller management operation and the new acquisition gives it over 100 tunes. Other publishing companies in Attarack are Equinox, Forsythe and Norfolk.

For Sparks, who has been successful in the folk field, the move places him in the c&w market, with his first disk "Dear Uncle" by Boomer and Travis. Sparks' other label is American Gramophone.

international after eight years as Coast district manager. No immediate plans were announced.

David Pierce named business manager of EPI Music Publishing. He was formerly representative in Hollywood for Hill and Range. EPI was formed last May by Ian Roberts and Murry Macleod. EPI has published 30 songs to date.

Shaw Artists Is Bought by Hotel Owner

NEW YORK—Shaw Artists Corp., one of the largest independent booking agencies in the r&b and jazz fields, has been sold to Don Soviero, owner of the Music Inn, Lenox, Mass., and the Bosquet Ski Area in Pittsfield, Mass.

Soviero, who is now the sole owner of S.A.C., is in the process of making major changes in the company. Jack Whittemore and Larry Myers have already exited the firm, and Dick Boone has been promoted to executive vice-president in charge of the one-nighter department. Charles Graziano has been shifted from Chicago to New York to work in locations and theaters, and Walter Thomas has been transferred from one-nighters to locations and theaters.

Soviero indicated that he will head the record and location-theater department as well as guide the careers of some of the agency's key artists. There are more than 100 performers and groups now under contract to S.A.C.

'Doctor Zhivago' Is Quite Healthy

NEW YORK — MGM Records' soundtrack album of "Doctor Zhivago" is continuing to gain sales momentum. The album is also racking up a hefty number of disk jockey plays with the stress on "Lara's Theme." The plays are coming from local stations as well as on syndicated national and international music shows.

Cross-plugs for the album and the film between record stores and theaters represent another major aspect of the sales campaign. Music shops are featuring stills from the film in their window displays in addition to the album cover. Exhibitors, in turn, have set up album displays in theater lobbies.

Watch these super-singles from
It's a Bird It's a Plane It's
'Superman'-Up...up...and away they go!



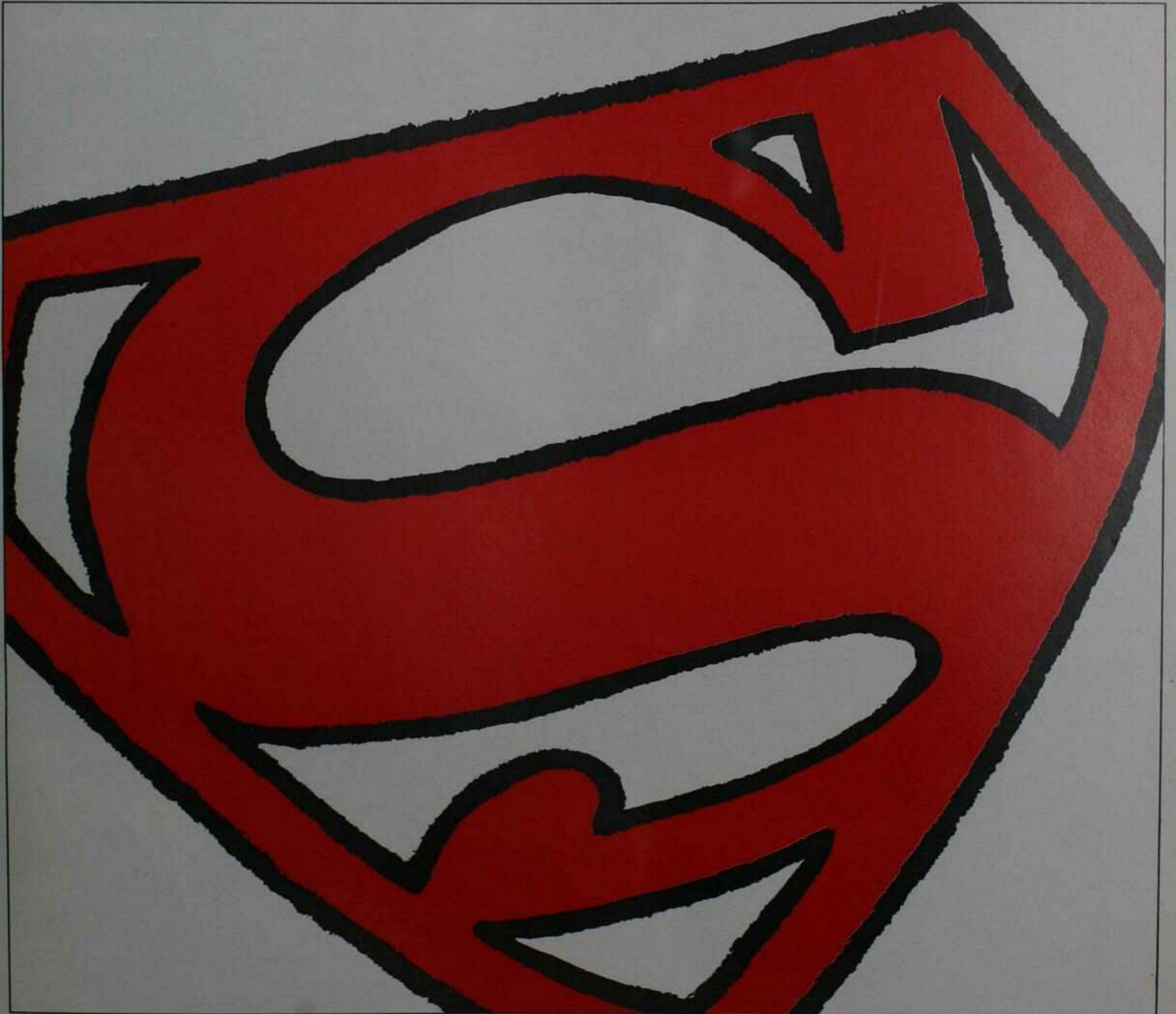
'It's Superman'
by The Ned Odum Boys
4-43570



**'Love Theme
From
Superman'**
by Bill Pursell
4-43593



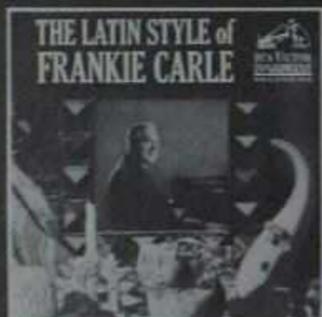
**'You've Got
Possibilities'**
by Joanie Sommers
4-43567



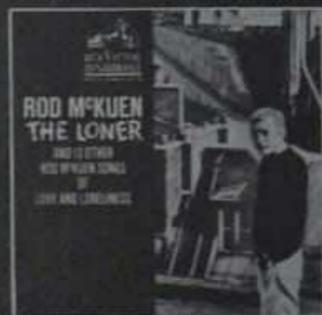
The Sound of Superman. On COLUMBIA RECORDS 

NEW ALBUMS FOR APRIL

EXCITING NEW POP RELEASES



His first all-Latin album. He plays 10 medleys of 20 songs. "Andalucia," "Green Eyes," "Amor," "Bésame Mucho." In *Dynagroove* sound. LPM/LSP-3518



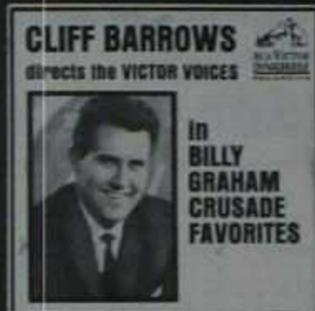
An album of his own songs that can happen big. "Some Trust In Chariots," "How Deep Is Down," "The Loner," 11 more. In *Dynagroove* sound. LPM/LSP-3508



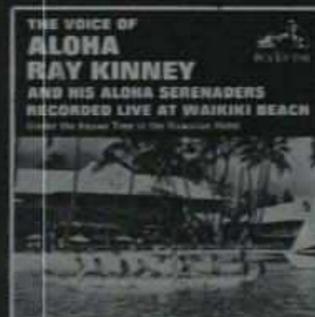
Vocalizing without words to twelve Mancini compositions. "The Brothers Go to Mother's," "Sally's Tomato." In *Dynagroove* sound. LPM/LSP-3524



Second album of music from "The Man from U.N.C.L.E." score. "Solo Busanova," "Run Spy Run," "Jungle Heat," "Slink." In *Dynagroove* sound. LPM/LSP-3574



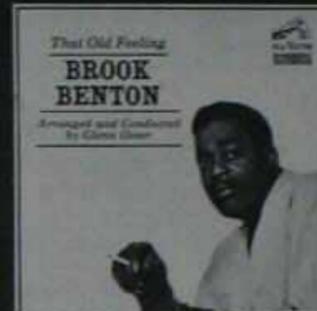
Choir and Platform Director of Billy Graham Crusades leads voices in "Leave It There," "Love Divine," 12 more. In *Dynagroove* sound. LPM/LSP-3486



Recorded live at Waikiki Beach. Includes such authentic Hawaiian repertoire as "Hawaiian Wedding Song," "Across the Sea," "Maui Girl," 11 more. LPM/LSP-3446



12 great country hits include "Columbus Stockade Blues," "Fraulein," "San Antonio Rose," "Go On Home." In *Dynagroove* sound. LPM/LSP-3528



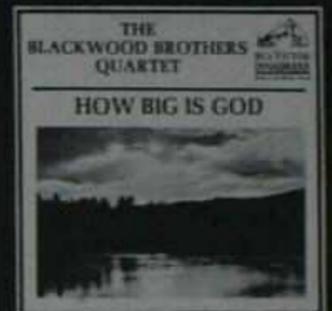
Great hits in Brook's unique style. 12 ballads include "That Old Feeling," "Call Me Irresponsible," "Moon River." In *Dynagroove* sound. LPM/LSP-3514



Service songs, and music that has come out of Vietnam. "The Green Beret," "Badge of Courage," "Anchors Aweigh." In *Dynagroove* sound. LPM/LSP-3600



Sings his best-known songs. "Big Boss Man," "Twelfth of Never," "The Ways of a Woman in Love," "Big Jack," 8 others. In *Dynagroove* sound. LPM/LSP-3537



Top gospel quartet sings 12 favorite sacred songs. "How Big Is God," "Undying Love," "Somebody Touched Me." In *Dynagroove* sound. LPM/LSP-3521



Swinging treatment of 12 standards. "The Sweetheart Tree," "Moment to Moment," "What Now My Love." In *Dynagroove* sound. LPM/LSP-3543



Singer with the Billy Graham Crusades does 12 popular hymns. "Hiding in Thee," "He Washed My Eyes with Tears." In *Dynagroove* sound. LPM/LSP-3522

OUTSTANDING NEW RED SEAL RECORDINGS



Complete with ballet. Verrett triumphs in her first starring role on records. Mollo, a superb Euridice. 3 LPs. Libretto. In *Dynagroove* sound. LM/LSC-6169



Browning's debut on RCA Victor, playing Beethoven's last great piano work. "A born virtuoso" (*New York Times*). In *Dynagroove* sound. LM/LSC-2877

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The most trusted name in sound



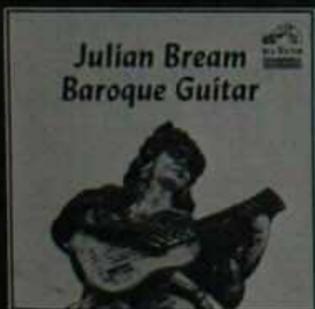
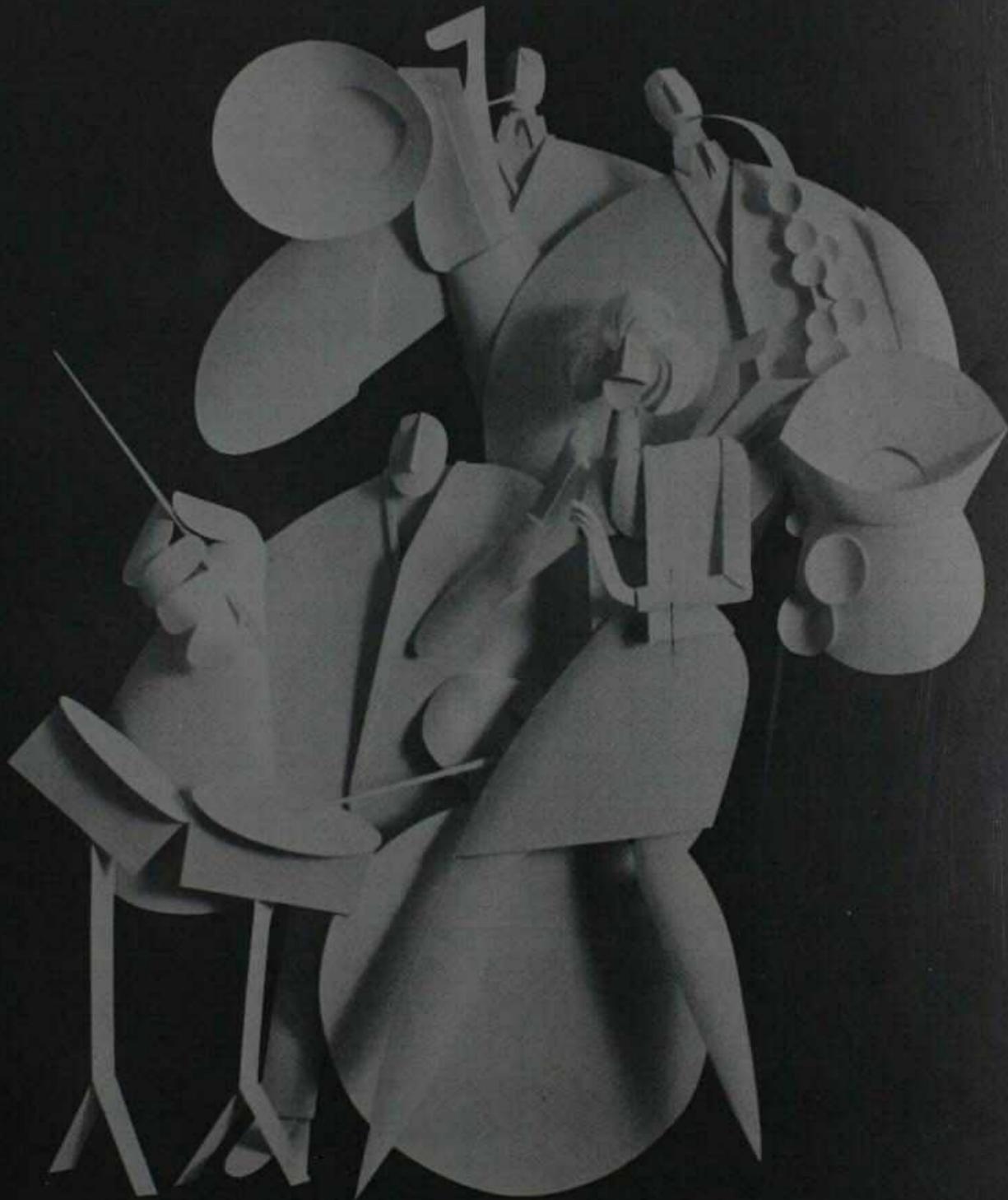
THE SOUNDS OF JIM REEVES
THE BLUE BOYS
Jim Reeves' vocal group sings his hits and other country songs. "Am I Losing You?," "Is it Really Over?," 10 more. In *Dynagroove* sound. LPM/LSP-3529



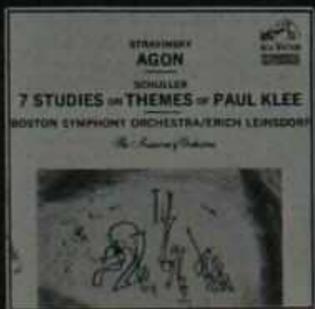
THE SECOND OF MAY
MARILYN MAYE—LIVE FROM THE LIVING ROOM
Recorded live at New York's nightclub — The Living Room. "The Sweetest Sounds," "When Sunny Gets Blue," "Bill Bailey," 9 more. LPM/LSP-3546



FUNNY, YOU DON'T LOOK IT
HOW CAN YOU SAY THE WHOLE WORLD ISN'T JEWISH WHEN EVEN THE SUN'S NAME IS SOLE?
Hilarious skits where characters speak with Yiddish accents. "Tarzan," "Dr. Jekyll," "Frankenstein," 11 more. In *Dynagroove* sound. LPM/LSP-3433



Julian Bream
Baroque Guitar
Bream — master of Baroque — plays exquisite works by Bach, Sanz, Sor, Weiss, Visee. His meticulous magic is irresistible. In *Dynagroove* sound. LM/LSC-2878



STRAVINSKY
AGON
SCHULLER
7 STUDIES ON THEMES OF PAUL KLEE
BOSTON SYMPHONY ORCHESTRA/ERICH LEINSDOHFF
Schuller vividly paints Klee portraits in music. "The Twittering Machine" notably fascinating. Stravinsky's popular ballet. In *Dynagroove* sound. LM/LSC-2879



Mozart
The Sonatas for Organ and Orch.
Fiedler conducts his new Sinfonietta with the same brilliance of 35 years ago. Weinrich—a distinguished collaborator, 2 L.P.s. *Dynagroove* sound. LM/LSC-7041



PIATIGORSKY
FIRKUSNY
PROKOFIEFF
CHOPIN
SONATAS
With Firkusny, Piatigorsky opens a series in which he will be joined by noted pianists. Dazzling disciplined harmonics. In *Dynagroove* sound. LM/LSC-2875



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The First International University Choral Festival
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CARTRIDGE TAPES

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Filmways Into Disk Picture With Label to Be Headed by T. Oliver

LOS ANGELES—Filmways, a major independent motion picture and television production company, is entering the disk derby with its own label headed by Tommy Oliver.

Initial product will be in the rock 'n' roll vein, Oliver said, with subsequent releases to cover wider areas of repertoire. The record company has complete autonomy of operation from the parent company, according to Oliver whose idea is to avoid the pitfalls which have injured other record labels owned by film houses. These will not be a rash of product covering picture or TV shows purely because the parent company now has a record wing.

Instead, explained Oliver, a free-lance arranger for the past eight years, the intent is to obtain commercial disks through creation of product with its own signed acts and by acquiring masters from independent producers.

Two Acts Signed

Filmways debut disk will fea-

ture either the Brothers Cain or Malcolm Hayes, the first two acts signed by Oliver, who carries the title of production executive.

Assisting Oliver is Rex Devereaux as a talent co-ordinator to screen masters. The company has signed a percentage agreement with Valiant Records to use its distribution network. Oliver will hire independent promotion men as needs occur.

Filmways will launch a country and western label as a separate entity to its pop line. Comic Pat Buttram is the first artist to be cut, with Cliffie Stone hired to do the a&r.

Since three of Filmways top television series are country oriented—"Beverly Hillbillies," "Green Acres" and "Petticoat Junction," the company sees the possibility of developing commercial disks with stars from these series. An estimated 45 million persons watch these three programs weekly.

Look to Tracks

The record wing will seek to

acquire soundtracks from future Filmways properties. The Marty Ransohoff founded eight-year-old filmery has released "The Loved Ones," "Cincinnati Kid," "The Sandpiper," "Americanization of Emily," "Wheeler Dealers" and "Boys Night Out." Its next release is "13."

Filmways established publishing companies are FWY, ASCAP and Musicways, BMI.

At 33, this is Oliver's first executive salaried position. He has been a free-lance arranger for such artists as Vic Dana, Doris Day, Wayne Newton, Joannie Sommers, Tommy Sands and Charles Boyer. He produced Jefferson Airplane's first RCA single and as part of his contract with Filmways, can continue to handle a select number of already established accounts.

Filmways Records is functioning from the General Service Studios in Hollywood, where five of the firm's TV shows are shot. The parent concern is headquartered on the MGM lot in Culver City.



RCA VICTOR introduced the King Bees to members of the press and disk jockeys at the New York discotheque, Arthur. Shown with the King Bees are Donald J. Burkholder, manager of pop artists and repertoire, New York, third from left; and Ben Rosner, manager, pop a&r, second from right.

RCA Expands Field Sales Staff, Revamps Operation

NEW YORK—RCA Victor's commercial record department has increased its field sales staff from 18 to 21 and realigned its field sales structure.

According to A. N. Clark, field sales manager for commercial records, the move was dictated by the expansion in the record and recorded tape markets.

New field staff members are W. Cochran, Atlanta; J. Del Medico, Seattle; J. Dill, New York State; J. Nadeau, Minneapolis, and W. Patterson, Hartford, Conn. Cochran, Dill and

Nadeau were members of the RCA Recorded Program Services department. Del Medico was transferred from field promotion. Patterson was transferred from home office sales functions.

Clark added that territorial assignments for R. D. Maxwell, J. L. Bego, V. T. Baldo, P. Sklar, C. Rice and R. J. King have been affected by a realignment calculated to result in greater concentration on the various product categories of the RCA Victor Record Division.

Atl. Meet Tallies \$1.8 Mil. Billings

MIAMI BEACH — The Atlantic-Atco three-day sales meeting here last week paid off with orders totaling \$1,800,000. It was the biggest billing ever racked up at an Atlantic-Atco convention. Highlight of the meeting was the introduction of the firm's April album release.

The meetings were conducted by Atlantic-Atco executives Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Bob Kornheiser and Len Sachs. Other Atlantic staffers present were Tom Dowd, chief engineer; Sheldon Vogel, controller; Herb Kole, rack sales co-ordinator; and fieldmen George Badonsky, Arnold Theiss, Joe Galkin and Joe Smith.

Attending the meetings were Atlantic-Atco distributors from all over the country as well as Hawaii. Stax-Volt was represented by President Jim Stew-

art, a&r chief Steve Cropper and promotional head Al Bell. From Canada, came President George Keane, and executives Bill Bayes and George Struth of Quality Records, Atlantic's Canadian licensee.

April Album Product

The firm's April album product consisted of 15 Atlantic LP's, six Atco LP's, one Stax LP, one Volt LP, and one Moon-glow LP. New singles by Bobby Darin, Ted Taylor, the Who and Herbie Mann were also introduced.

Highlighting new LP's were packages by Sonny and Cher, the Young Rascals, Otis Redding, Herbie Mann, the Modern Jazz Quartet, the Righteous Brothers, Joe Tex, Barbara Lewis, Patti La Belle and the Bluebelles, Bent Fabric and Acker Bilk.

Len Sachs spoke at both the Atlantic and Atco meetings about the firm's spring program. He stressed the firm's intensified dealer and rack oriented advertising and merchandising program. Atlantic-Atco has set the largest budget in its history for consumer newspapers and radio advertising for distributors to offer to qualified dealers.

Supplements Program

This co-op budget supplements the big consumer and trade ad program now in action. Sachs also showed the firm's new point-of-sale merchandising aids for dealers. They include four-color day-glo, silk-screened motion displays for use in dealer windows, two-color silk-screened mounted easels and LP slicks mounted for pop, jazz and rhythm and blues LP's.

All Atlantic-Atco products introduced at the sales meeting, as well as catalog product, is being offered at a special 15 per cent discount with 30-60-90 days deferred billing for qualified accounts. The discount program will continue through July 31. All albums are covered by the usual Atlantic-Atco 100 per cent exchange policy.

Golden's 'Batman'

NEW YORK—Golden Records, kiddie line, this week bowed a "Batman" package which will carry a suggested \$3.79 list. The set consists of an album which tells the story of Batman and Robin, a comic book which reads along with the album, a Batman ring, coding system, decoder and badge. The label this week wound up its Easter promotion, which consisted of 13 albums and special floor displays.

A Correction

NEW YORK—In last week's issue, there was an error in the Top 60 Spotlight listings. It was incorrectly reported that the artist on "The Ballad of Irving" single was Phil Leeds. Leeds is the artist on the flip side, "Would You Believe It?" Frank Gallop narrates the "Irving" ballad, which is taken from Kapp Records' LP, "When You're in Love the Whole World Is Jewish."

KENNEDY ON EXPANSION OF SINATRA FIRM

NEW YORK—Jay Richard Kennedy, vice-president of Sinatra Enterprises, this week denied the report published in Billboard April 2 to the effect that the West Coast-based firm would either form a new record label or go into independent production of records.

Kennedy's statement read in part: "The new aspect of the expansion is limited to the fact that Sinatra Enterprises is now interested in acquiring new musical properties and that there is a possibility of Sinatra Enterprises becoming involved in Broadway theatrical productions, and the signing of recording artists."

On the last point—the signing of recording artists—nothing has been spelled out. It was on the basis of this point that Billboard assumed that the firm would go into record production of some sort or personal management. What will happen to the recording artists after they have been signed is still not clear.

A Commanding Profit Spurt For Command

NEW YORK—Command Records, a subsidiary label of ABC-Paramount Records, has just closed the most successful first quarter in its history, according to Loren Becker, Command vice-president.

Becker said that albums by Tony Mottola, the Ray Charles Singers, Enoch Light and Dick Hyman were responsible for the surge.

Singles by the Ray Charles Singers and Doc Severinsen have also added to the profit picture, he said.

This week Command began shipments on its new Grand Award economy line, with an initial release of 10 albums. Artists in the first releases include Knuckles O'Toole, Paul Whiteman, Ferrante & Teicher, Dinah Washington, Mahalia Jackson and Rosalie Allen and Elton Britt.

Most of the material is taken from the original Grand Award records, which were released in the late 1950's at \$3.98 and \$4.98 lists. The records have been repackaged and list for \$1.98.

expansion on three fronts — product, personnel, and facilities. Finley concluded an exclusive 10-year contract with Randall Wood's Mira Records, adding to ITCC's reported roster of more than 50 labels.

On the personnel front, Finley appointed Joe Klein, a CPA as director of operations, a newly created post. As to facilities, ITCC acquired an additional 1,000 square feet in the Henry Hudson Hotel, where it will base its accounting and billing departments, thus relieving space pressure at its Avenue of Americas headquarters here. ITCC also started duplicating in Detroit via Rael Duplicators in addition to continuing production in the East.

In addition, Finley concluded an agreement to furnish 10,000 CARtridges to Tennessee's Berkline Manufacturing Co., lounge chair manufacturer who is including cartridge playbacks in its furniture. Idea is for Berkline to furnish a cartridge sampler with each chair it sells.

TRIBE ADDS 2 TO ITS ROSTER

NEW YORK—Huey Meaux' Texas-based Tribe label has added two artists to its roster. They are Barbara Lynn, and the Trashmen. Miss Lynn, who had several previous hits, produced by Meaux for the Jamie Guyden label, has already cut her first release, "I'm a Good Woman" and "Running Back," for Tribe. The Trashmen, a Minneapolis group, clicked several seasons ago with "Surfin' Bird." They will bow on Tribe with "Hangin' on Me" and "Same Lines." Tribe is part of London Records' American group.



*A Glorious
Musical Ride
with Debbie
Reynolds as*

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*A Record-
breaking
motion
picture!*

**A
chart-
bound
single
record!**

Dominique

D/w Brother John

K-13492

MGM



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

A sure **best-seller** of a Sound Track album!

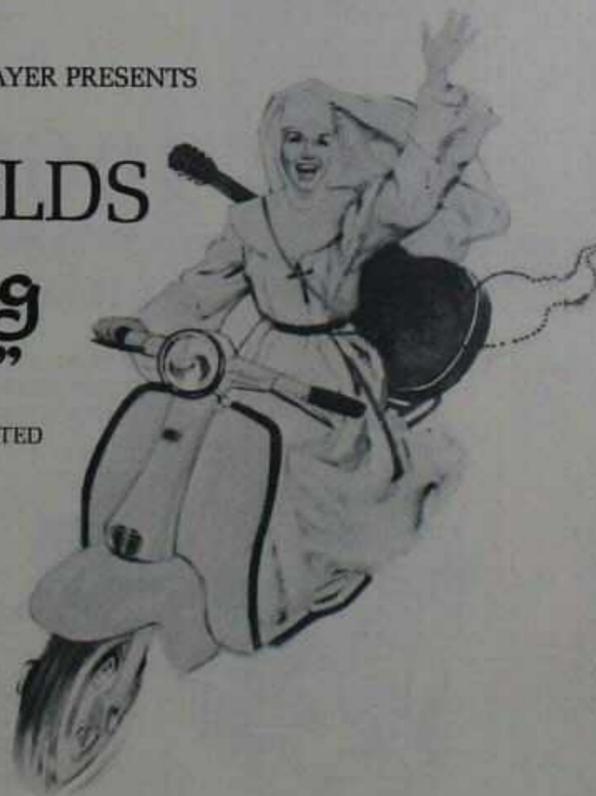
MUSIC FROM THE ORIGINAL SOUND TRACK

METRO-GOLDWYN-MAYER PRESENTS

DEBBIE REYNOLDS

*"the
Singing
Nun"*

MUSIC
ARRANGED AND CONDUCTED
BY HARRY SUKMAN



IE/SIE-7ST

WHAT'S A DEMO? SEC'Y OF LOCAL SPELLS IT OUT

LOS ANGELES—There is a misunderstanding about demonstration records, even among musicians, reports Don Morris, secretary of Musicians Local 47. In the eyes of the American Federation of Musicians, a demonstration record is a monaural disk with an electronic beep every 30 seconds.

Musicians perform on these dates for \$15 an hour and may cut two songs. A leader gets \$22.50. These sessions must be reported in advance.

It is in the area of regular three-hour recording sessions that produce a finished disk which people classify as a demo, that the misunderstanding reigns. "People think they are making an audition record," said Morris, "but they're paying the regular commercial rate." It is these finished masters which are sold and distributed by the labels, not demo disks which can usually only be used to present a song before an a&r man because of the beep.

When a master is peddled to a company, the company is supposed to check with the AFM to see if the session was reported. If it was not, the union will not allow the label to release the product, Morris said. Fines to the leader and sidemen may be appropriated or the purchaser held responsible.

Gateway Distributors

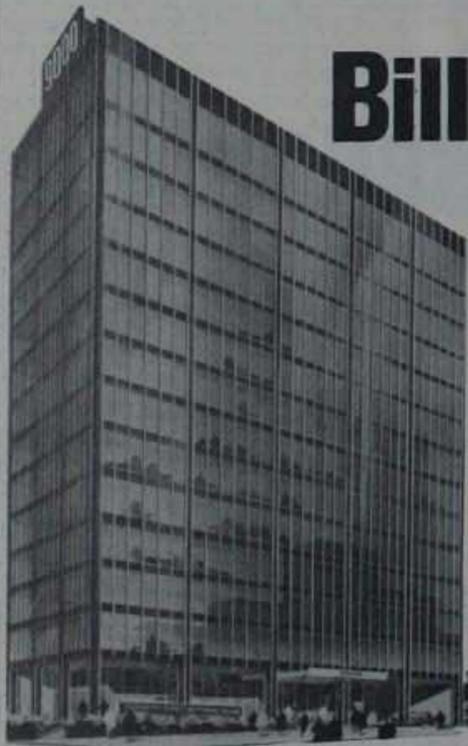
PITTSBURGH — Gateway Recordings here has named three new distributors. They are Record Merchandisers, Los Angeles; Delta Records, Buffalo, and Davidson One - Stop, Omaha.

Page-Rael Expands

NEW YORK — Patti Page and Jack Rael have added two publishing firms to Page-Rael Associates. They are Lear Music and Argap Music, with offices in Beverly Hills and New York. Terri Brown will head the Beverly Hills office, and Frank Cari heads the New York office.

Say You Saw It in Billboard

GOOD LUCK!



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NEW
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AT
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**9000
SUNSET
BUILDING**

Fast becoming the entertainment center of the industry.



MAGNIFICENT RESTAURANT

The Penthouse floor is now under construction for the Steve Crane-Al Mathes \$750,000 Restaurant. A breathtaking setting for business and social entertaining.

9000 SUNSET COMPANY

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Action Is Stayed Vs. Sonny & Cher

NEW YORK—State Supreme Court Judge Charles Marks this week denied the motion of Sonny and Cher to dismiss an action brought against the group by Gene Pitney's Pitfield Music, Inc. The suit, originally filed last fall, alleges that Sonny and Cher failed to honor their contract on a 10-day, one-nighter tour with Pitney. Sonny Bono claimed he could not appear because he was ill.

Judge Marks also denied the motion of the defendants to set aside an attachment on royalties from Atlantic Records and Cotillion Music. This attachment was granted in a previous legal round.

Also named in the action as co-defendants are Sonny and Cher's former managers, Brian Stone and Charles Greene.

Judge Marks said the case could only be decided by trial.

No Change for Oliver Distrib

NEW YORK—The sale of Oliver Records by Charlie Cello to Sandy Linzer and Denny Randell will not affect the distribution arrangement the label has with ABC-Paramount Records, according to Larry Newton, ABC-Paramount president.

Newton and the new owners this week concluded negotiations reaffirming ABC-Paramount's domestic and international distribution rights.

Linzer and Randell had been producers with Genius, Inc. Both are songwriters, and they have collaborated on several hits by the Toys, 4 Seasons and Soupy Sales.

They plan to expand their publishing firm, Captain Marvel Music, with new songwriters.

FTC Exploring 'Free' Phone Offer

WASHINGTON—A record retailer's plan to offer a stereo player "absolutely" free with buy of \$4.98 stereo albums has met with a raised eyebrow at the Federal Trade Commission. FTC, asked by the retailer for an advisory opinion, warns that if the cost of the player is actually covered by the difference between the \$4.98 list priced records and a normally lower area price (or if records are in truth low-cost cutouts, or budget line)—the offer is deceptive.

The retailer says the record player sells at not less than \$249, but FTC notes that this price is not indicated in the "free" offer of player and records. If the retailer uses a price in his promotion, the same rules apply—the price of the record player must be at prevailing market levels. (Names are kept confidential in FTC advisory opinions, so neither the name nor location of the retailer is revealed.)

FTC goes further and questions the wording of the promotion letter which invites prospective customers with: "Have you ever been called 'Lucky'? Well, congratulations. . . . Come in before the expiration date." FTC says if the offer is not actually on a selective basis, and continues for an indefinite period—the promotion piece is false and deceptive.

THE JAZZ BEAT

By ELIOT TIEGEL

Cal Tjader, who has played colleges for 10 years, including a stint with the pioneering Dave Brubeck quartet, believes in being a complete jazz emissary on campus.

He thinks it's extremely important for a jazz artist playing the college circuit to get to meet members of the school's faculty. Playing a date and then unnecessarily disappearing isn't the proper way for a jazz musician to make friends for himself and jazz. The image among older professors of jazz is "marijuana and dope," Cal says. Young teachers are interested in what's happening musically. "It's refreshing for them to meet unsteretyped jazz musicians."

Faculty members, most especially the music teachers, want to know about your deep philosophies; they're interested in your

intellectual approach to jazz, the bespectacled vibist noted. Many are unfamiliar with Latin jazz, which is one of the Tjader quintets fortes, and they present curious questions about the rhythms played by congoist Armando Peraza, who has been with Tjader two years.

Tjader says he tries to schedule some time after the concert to talk with faculty and students. College audiences, he says, are among the most rewarding to play for. Students often come backstage to ask about former sidemen and solicit information about recordings.

There wasn't always this lucid interest in jazz on colleges, Tjader notes with a stern expression. He has the smart appearance of a college professor and could easily pass as a member of the higher educational strata. But his own intercollegiate days at San Jose State are vivid and they are a good comparison, he says, between what has transpired. "I remember at San Jose, I got kicked out of the music practice room for playing David Rose. My own peers who went to school with me are now the college teachers. They all grew up with jazz and their attitude is far more liberal than their predecessors 15 to 20 years ago."

Tjader derives one-third of his income from college dates, although he has yet to obtain major bookings in the East, principally because he has not found a talent agency which would concentrate on colleges, he claims. Many agencies prefer to book you in night clubs, he argues, claiming it's easier for them to make one phone call to a club and have you booked for two weeks. With schools, it necessitates many phone calls to line up as many dates during that same two-week period, he adds.

The vibist hopes to play some important college dates in the East and Midwest during April. His appearances in New York have been in clubs, at Latin dance one-nighters and at Hunter College. His strength has been in his native West. Playing before collegians allows him greater freedom in programming. In clubs, an audience gets excited by fast Latin numbers. At a college concert, Tjader slows down the pace for introspective ballads. "You can pick your best numbers and play them with enthusiasm for a college audience." Tjader usually plays the financially able large schools on weekends (at \$2,500 a concert) and the smaller budget schools during the week.

Tjader is distinct in that his group is one of the few Latin jazz bands extant. He started with Dave Brubeck and then played with George Shearing for one and one-half years. Of his three years with Brubeck, Tjader philosophically calls it the "pioneering" period in the debut of jazz on campus. "Brubeck," he claims, "had an intellectual style." From Tjader's own approach to playing before college audiences, this sagacity seems to have imbedded itself with him also.

Items for the column should be sent to Billboard, 9000 Sunset Boulevard, Los Angeles.

BILL COSBY IS 1-MAN CHART

LOS ANGELES—Comic Bill Cosby may have set some form of record for the most comedy albums on the chart at one time. He is represented on Billboard's Top LP survey with three packages, "Why Is There Air?," "I Started Out as a Child" and "Bill Cosby . . . Right."

This appears to be Cosby's time to shine; the artist having been judged best comedy performer two years running by NARAS. His salary has skyrocketed as a result of his exposure on the "I Spy" TV series.

Cosby recently recorded his next album at Harrah's Club in the Reno area. Warner Bros. has it scheduled for release shortly.

Roulette Acquires 3 Soundtracks

NEW YORK—Roulette Records last week acquired rights to the soundtrack of three films, it was announced by President Morris Levy. These are Cinerama's "Russian Adventure," "The Sleeping Beauty" and "A Study in Terror," a new Sherlock Holmes thriller. Levy stated that recordings would be released in about 10 days.

"Russian Adventure" features Bing Crosby as host, and it brings to the screen the Bolshoi Ballet and Moiseyev Dancers. The film has already received favorable review.

"The Sleeping Beauty," featuring the Leningrad Kirov Ballet, is released by Royal Films International.

Columbia Pictures' "A Study in Terror," recorded by the John Scott Orchestra of England, is an original story based on the Sir Arthur Conan Doyle characters. It will be released nationally on or about May 1.

Levy is mounting a strong merchandising and marketing drive on these soundtrack pages, including arrangements to sell the albums in theaters where the films are playing—in addition to all usual outlets.

Miller Set for Grammy Special

CHICAGO — NBC-TV has announced that Roger Miller is the first artist to have been signed for the network's May 16 one-hour special on the "Grammy Award."

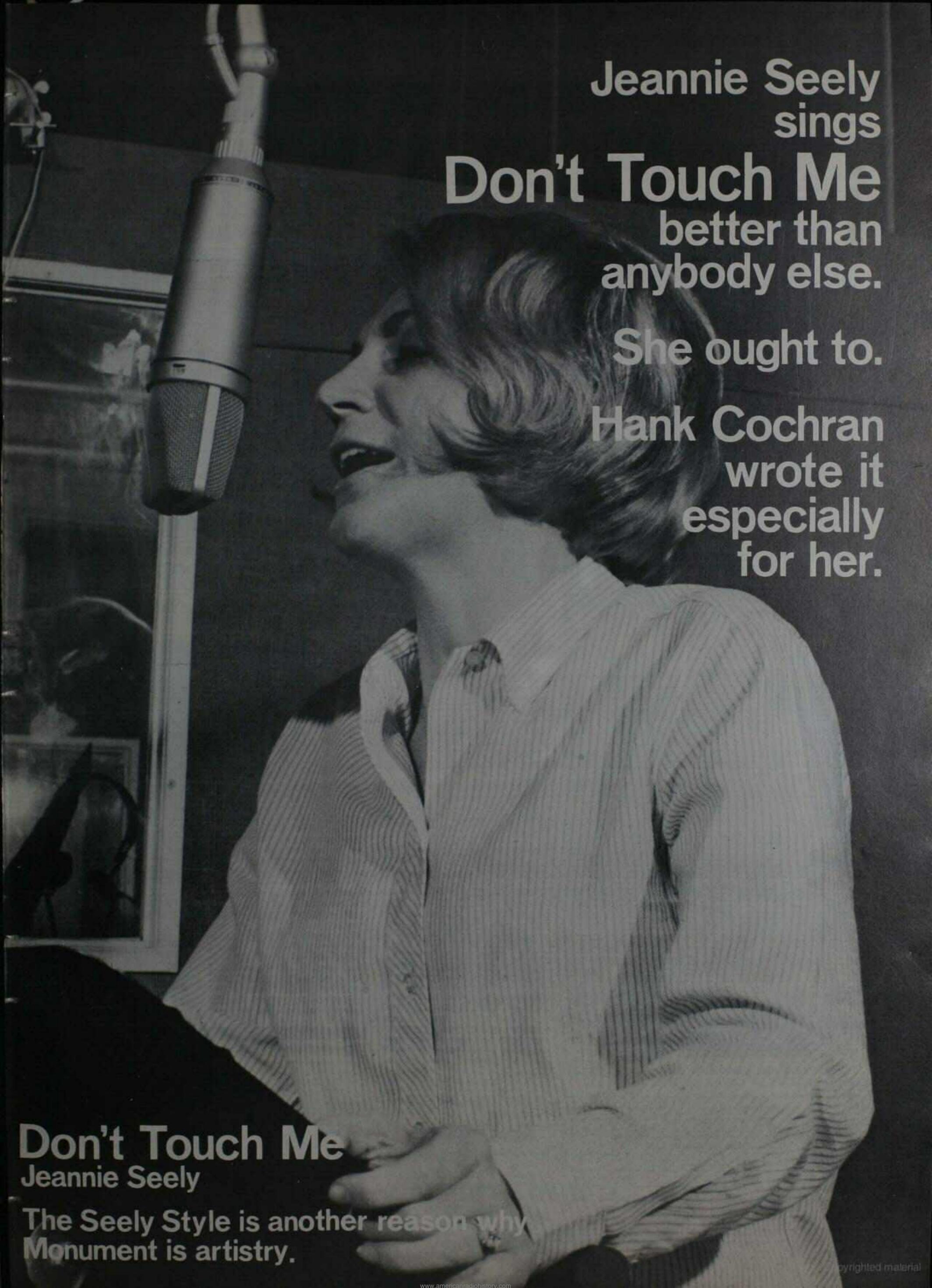
A six Grammy award winner for 1965, Miller has also signed with NBC for a half-hour weekly television series to begin next fall. The program is scheduled to appear each Monday night starting Sept. 12. Format details were not immediately disclosed.

The series deal, between Miller's Fire Engine Productions and NBC, was signed March 16. The show will emanate from Hollywood.

CBC Enterprises Formed by Group

RALSTON, Neb. — CBC Enterprises has been formed here by Scott A. Cameron, Charles N. Canuso and Michael L. Borchansky. CBC consists of pop labels MMC and Applause, r&b label Sea-Mist and country label J&T.

Publishing outlets are Monona Music and Peter-Jan Music. Also part of the group is Cameron Productions, an independent record producer for Midwest talent.

A black and white photograph of Jeannie Seely in a recording studio. She is shown from the chest up, in profile, facing left. She has short, wavy hair and is wearing a light-colored, vertically ribbed, long-sleeved button-down shirt. Her mouth is open as if she is singing. A large, vintage-style condenser microphone is suspended in front of her, on a stand. The background is dark and out of focus, showing some studio equipment and a window with blinds.

Jeannie Seely
sings

Don't Touch Me
better than
anybody else.

She ought to.

Hank Cochran
wrote it
especially
for her.

Don't Touch Me
Jeannie Seely

The Seely Style is another reason why
Monument is artistry.

Jazz as Big Leaguers

• *Continued from page 1*

gan and Teddy Wilson, opened the show.

The rest of the bill included such jazz standouts as John Coltrane, Stan Getz, Pete Fountain, Bobby Hackett, Maynard Ferguson and Chris Connor.

Other standouts on the program were Lightnin' Hopkins and the Newport All Star Quintet.

Tickets were scaled from \$3.50 to \$5.50 per performance, with workshop tickets selling for \$1.

Atlanta Festivals

The three-day Atlanta festival will feature Thelonius Monk, Miles Davis, Muddy Waters, Joe Williams, Art

Blakey, Stan Getz, Horace Silver, Buddy Rich and Nina Simone.

Only 18,000 of the stadium's 51,000 seats will go on sale, with evening admissions going for \$3, \$6 and \$10, and afternoon student concerts going for \$1 and \$2. Wein said he is negotiating with the Atlanta ball club for a folk festival to be held this fall.

While concerts held in ball parks are not new, with the Beatles selling out Shea Stadium in New York last summer, plans to hold concerts are picking up.

Harry Bloomfield, New York promoter, plans to stage four concerts in Shea Stadium this summer. A spokesman for the Bloomfield office said that

Bloomfield has the option of staging a concert any Saturday or Sunday when the Mets are on the road.

He added that the acts will run the gamut of contemporary music—with folk, country, r&b, rock, jazz and standard performers.

Acoustically, outdoor concerts present problems, except in Houston's Astrodome, which is entirely enclosed. Pop acts have played the Astrodome.

The acoustic problem is the reason for the Atlanta concerts being limited to 18,000 seats when 51,000 are available in the stadium.

For the ball club, the concerts make sense. In a five-month season, the club plays at home roughly half the time, which means that nearly a dozen warm weather weekends are available. And in addition to gate revenues, the machinery for parking lot and food and drink concessions is still functioning, bringing in still more revenue for the club.

Anderson a DJ for Two Hours

ATLANTA—Country music star Bill Anderson, on a recent visit to Station WAIA here, showed he hadn't forgotten his radio background and took over a country music show for two hours.

Anderson filled in as deejay on the John Dorsey show from 4 to 6 p.m. and spun records for the going-home crowd. The station soon was overrun with Bill Anderson fans, including Anderson's mother, who lives at nearby Decatur, Ga.

Anderson played some of his own records as well as disks of other country stars. His personal knowledge of some of the

songs and artists added color to the show.

Anderson was deejay on WJJC, Commerce, Ga., while attending the University of Georgia. He was graduated from the university's College of Journalism in 1959, majoring in radio and TV, little realizing then he would end up on the other side of the profession as a performer. He had started out wanting to be a sports announcer.

4 Nets Heard By 73 Million

NEW YORK—The four radio networks reach more than 73 million adults in one week and over 48 million adults in a single day, according to a national cumulative audience survey developed by NBC and based on telephone recall queries.

The average radio network reaches around 27 million adults per week. Broken down on a daily basis, CBS reaches more than 48 million adults, NBC more than 15 million, ABC more than 14 million and Mutual 9 million.

On a weekly basis, CBS Radio is heard by more than 32 million adults, NBC Radio by more than 30 million, ABC by 27 million and Mutual by 18 million.

The total network adult listenership of more than 72 million is 66 per cent of the 111 million adults reached weekly by all of radio. NBC spent \$150,000 in the three-year project with Trendex assistance. The polling method devised was a daily phone recall study in which sample members were phoned each day for a week and asked to recall their radio listening during the preceding 24 hours.

Muntz Outlet Will Expand

LOS ANGELES—Dan Shaw, who has had the first Muntz Stereo-Pak franchise on Sunset Boulevard since November, will shift the operation to expanded quarters at 8801 Sunset in the Strip area May 1. Shaw's current location is at 7919 Sunset.

The new outlet will feature an increase of nearly 15,000 feet over the current facility. An anticipated summer boom in tapes and playback units is the reason for the move, according to Shaw. Ivan Shapiro will be manager of the new store which will be open seven days.

Shaw also heads franchises in Beverly Hills and Culver City.

Liberty Acquires TDC Electronics

• *Continued from page 3*

would be heavily involved in the initial phases of the Omaha takeover.

Best Way

The executive who worked on the TDC acquisition said the company felt it was the best and fastest way of getting into the tape cartridge business. "It put us into business overnight with qualified personnel and equipment."

Colvin said that TDC was using the TelePro 4-track cartridge and the Lear 8-track unit.

TDC will continue to handle reel-to-reel business for Music Tapes of Chicago and also handles 4-track reel tapes for 20 companies.

Calif. Sets The Tempo

• *Continued from page 1*

national charts." In some instances a record can go high on the charts without help from the New York jockeys but, Fuller points out, "it's a lot easier if they are on your side."

Fuller is due in New York this week to begin a series of East Coast one-nighters that tie in with the opening of the American - International movie, "The Ghost in the Invisible Bikini," in which he appears. A major New York nightclub showcase is in the offing, as is a tour of England.

The New York showcase is important to the California artists because it's there that they get to meet and be seen performing by the metropolitan area disk jockey. It's this personal contact that the Californians count on to promote disk play in the East.

United Control Air France Pact

SOUTH EL MONTE, Calif.—United Control Corporation's data division has won the contract to install music playback equipment on the Air France planes. United already installs audio equipment on TWA, Pan American and Philippine Airlines.

The equipment offers 10 channels of stereo entertainment, with tapes acquired by the airlines themselves. United dubs its own tape magazines in its facilities here. The master tapes are played at 7½ i.p.s. and recorded for playback at 15/16, according to the company's Ty Levin.

Orange Empire Sued

LOS ANGELES—Running a teen-age nightclub is not all the swim, frog and rock 'n' roll. Orange Empire Productions, which has been running a teen club called Dave Hull's Hulla-ballo, has been named defendant in a \$11,772.62 Superior Court suit by Oak Knoll Broadcasting, operators of KRLA.

The broadcaster charges Orange Empire Productions with owing \$7,846 for ads allegedly aired over the station. KRLA personality Dave Hull charges the defendants owe him \$3,926.62 based on an agreement to pay him 7 per cent of the club's gross on a monthly basis following each month's operation. Hull estimates this is the amount owed him for January.

Oak Knoll, through attorney Clifford Anderson Jr., is also asking for 7 per cent interest per annum on the contested ad revenue, attorney's fees, plus any further relief.

Cutback Urged Of FCC Power

• *Continued from page 1*

directly or indirectly forbidding or requiring a station to carry any particular program, series of programs, or category of programs.

"Nail down with absolute finality that the constitutional protections of free press which cover print media are every bit as applicable to broadcasting."

Permit the NAB, as a business association, as well as others, to challenge FCC policy statements in court before they are put into effect. Currently, this can be done only by stations directly involved and after the policy takes effect.

A record 5,036 radio and TV executives, plus another almost 2,000 exhibitors, attended the convention. Highlights of the convention included an All-Radio Methodology Study report, a "Sounds of '66" session featuring presentations on various radio formats (see separate [\(Continued on page 28\)](#))

MusicMan Firm Formed on Coast

LOS ANGELES—MusicMan Records has been formed along with a similarly named BMI publishing company. Jerry Farnow heads the company, whose roster includes LuLu Porter, Ray Batchelor, the Jades and Sukis.

The company plans signing acts appearing in motion pictures in which its principals are involved. A Japanese jazz group, the Sukis, are the first group signed. They were spotted by Jack Leewood while filming "Four Winds East" for Universal.

The label's debut disk is "Down in the Gutter" in a country vein by Batchelor. This will be followed by Miss Porter's "The Malibu Seal."

Company is located at 10341 Bellwood Avenue, and plans buying independently produced masters.

WGIG: Country

BRUNSWICK, Ga.—Stations WGIG AM and FM began programming "All American Music" recently from 7:15 p.m. to 10 p.m. daily. Deejay Pinky Pearson presents the best of current and all-time c&w favorites with emphasis on the Nashville sound.

Columbus! Cleveland! Chicago!

Cincinnati! San Francisco! They can't get enough of . . .

"CAN'T GET ENOUGH OF YOUR LOVE"

BY

The Dantes

JAMIE #1314

This fantastic new "teen-beat" tune is gonna set your cash registers a-ringing!



JAMIE/GUYDEN DISTRIBUTING CO.
PHILADELPHIA, PENNSYLVANIA 19123

IN BILLBOARD
YOU GET THE NEWS
WHEN IT'S NEWS
... SUBSCRIBE NOW

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BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 727

Please enter my subscription to BILLBOARD for

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Above subscription rates for Continental U. S. & Canada.
Overseas rates on request.

Company _____

Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____

HIT-STORY REPEATS ITSELF!



Bobby Vinton's spectacular smash, "Roses Are Red (My Love)," was released the first week of April, 1962. The rest is history.



Now, the same month and week of 1966, a new Bobby Vinton single is set to rock the record industry. Can lightning strike twice? Just watch!
"Dum-De-Da" S-10014



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	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
2	14	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
3	28	KICKS—Paul Revere & the Raiders, Columbia 43556
4	8	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
5	4	CALIFORNIA DREAMIN'—Mama's & the Papa's, Dunhill 4020
6	5	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
7	7	SATISFACTION—Otis Redding, Volt 132
8	3	634-5789—Wilson Pickett, Atlantic 2320
9	33	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
10	18	THIS OLD HEART OF MINE—Isley Brothers, Tamla 54128
11	15	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
12	9	AIN'T THAT A GROOVE—James Brown & the Famous Flames, King 6025
13	6	NOWHERE MAN—Beatles, Capitol 5587
14	2	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
15	16	ONE MORE HEARTACHE—Marvin Gaye, Tamla 54129
16	12	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
17	11	SEARCHING FOR MY LOVE—Bobby Moore & the Rhythm Aces, Checker 1129
18	32	DARLING BABY—Elgins, V.I.P. 25029
19	38	LITTLE LATIN LUPE LU—Mitch Ryder & the Detroit Wheels, New Voice 808
20	17	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 12129
21	29	FRANKIE AND JOHNNY—Elvis Presley, RCA Victor 8780
22	13	DEAR LOVER—Mary Wells, Atco 6392
23	34	GOOD, GOOD LOVIN'—Blossoms, Reprise 0436
24	10	TIPPY TOEING—Harden Trio, Columbia 43463
25	25	I WANT SOMEONE—Mad Lads, Volt 131
26	26	I WANT TO GO WITH YOU—Eddy Arnold, RCA Victor 8749
27	—	GOOD LOVIN'—Young Rascals, Atlantic 2321
28	—	THE LOVE YOU SAVE—Joe Tex, Dial 4026
29	—	TIME WON'T LET ME—Outsiders, Capitol 5573
30	37	GREETINGS (This Is Uncle Sam)—Moonlighters, V.I.P. 25032
31	—	HOLD ON!—Herman's Hermits, MGM 13500
32	32	WOMAN—Peter & Gordon, Capitol 5579
33	—	PLEASE DON'T STOP LOVING ME—Elvis Presley, RCA Victor 8780
34	—	WALKIN' MY CAT NAMED DOG—Norma Tanega, New Voice 807
35	—	BANG BANG—Cher, Imperial 66160
36	—	DOUBLE SHOT (Of My Baby's Love)—Swingin' Medallions, Smash 2033
37	19	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
38	35	BATMAN THEME—Neal Hefti, RCA Victor 8755
39	21	BABY, SCRATCH MY BACK—Slim Harpo, Excello 2273
40	36	THE RAINS CAME—Sir Douglas Quintet, Tribe 8314

BALTIMORE

TW	LW	TITLE—Artist, Label & Number
1	20	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
2	3	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
3	1	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
4	4	NOWHERE MAN—Beatles, Capitol 5587
5	5	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
6	2	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
7	7	THIS OLD HEART OF MINE—Isley Brothers, Tamla 54128
8	9	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 12129
9	6	TOO YOUNG—Tommy Vann, Academy 118
10	15	WOMAN—Peter & Gordon, Capitol 5579
11	16	SEARCHING FOR MY LOVE—Bobby Moore & the Rhythm Aces, Checker 1129
12	12	WALKIN' MY CAT NAMED DOG—Norma Tanega, New Voice 807
13	10	LISTEN PEOPLE—Herman's Hermits, MGM 13462
14	14	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
15	8	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
16	28	TIME WON'T LET ME—Outsiders, Capitol 5573
17	31	SHAPES OF THINGS—Yardbirds, Epic 9891
18	18	I'M LIVING IN TWO WORLDS—Bonnie Guitar, Dot 16811
19	13	GET READY—Temptations, Gordy 7049
20	38	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
21	11	634-5789—Wilson Pickett, Atlantic 2320
22	36	MAGIC TOWN—Vogues, Co & Ce 234
23	—	MEMORIES ARE MADE OF THIS—Drifters, Atlantic 2325
24	—	I HEAR TRUMPETS BLOW—Tokens, B.T. Puppy 518
25	—	BANG BANG—Cher, Imperial 66160
26	30	PURPLE RAINBOWS—Stevie Wonder, Tamla 54124
27	29	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP—Al Martino, Capitol 5598
28	—	GOT MY MOJO WORKING—Jimmy Smith, Verve 10393
29	35	LITTLE LATIN LUPE LU—Mitch Ryder & the Detroit Wheels, New Voice 808
30	25	I WANT SOMEONE—Mad Lads, Volt 131
31	—	SLOOP JOHN B—Beach Boys, Capitol 5602
32	—	TRY TOO HARD—Dave Clark Five, Epic 10004
33	—	TEMPATION WALK—Entertainers IV, Dore 749
34	34	AIN'T THAT A GROOVE—James Brown & the Famous Flames, King 6025
35	—	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
36	—	TIME—Poco-Seco Singers, Columbia 43437
37	—	ONLY TIME WILL TELL—Ella Fitzgerald, Cadet 5526
38	—	I LOVE YOU 1000 TIMES—Platters, Musicor 1166
39	—	MESSAGE TO MICHAEL—Dionne Warwick, Scepter 12133
40	22	NO MAN IS AN ISLAND—Van Dyke, Mala 520

BOSTON

TW	LW	TITLE—Artist, Label & Number
1	1	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
2	6	GOOD LOVIN'—Young Rascals, Atlantic 2321
3	20	KICKS—Paul Revere & the Raiders, Columbia 43556
4	5	BANG BANG—Cher, Imperial 66160
5	2	TIME WON'T LET ME—Outsiders, Capitol 5573
6	3	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
7	9	I HEAR TRUMPETS BLOW—Tokens, B. T. Puppy 518
8	7	LITTLE LATIN LUPE LU—Mitch Ryder & the Detroit Wheels, New Voice 808
9	4	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
10	17	WOMAN—Peter & Gordon, Capitol 5579
11	19	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
12	12	THE RAINS CAME—Sir Douglas Quintet, Tribe 8314
13	8	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
14	13	NOWHERE MAN—Beatles, Capitol 5587
15	15	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
16	11	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 121
17	10	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
18	18	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
19	14	TIME—Poco-Seco Singers, Columbia 43437
20	16	WALKIN' MY CAT NAMED DOG—Norma Tanega, New Voice 807
21	21	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
22	27	RHAPSODY IN THE RAIN—Lou Christie, MGM 13473
23	26	FOLLOW ME—Lyme & Cybelle, White Whale 228
24	22	CUSTODY—Patti Page, Columbia 43512
25	25	634-5789—Wilson Pickett, Atlantic 2320
26	24	THIS OLD HEART OF MINE—Isley Brothers, Tamla 54128
27	23	YOU BABY—Turtles, White Whale 227
28	26	SHAKE ME, WAKE ME—Four Tops, Motown 1090
29	32	BABY, SCRATCH MY BACK—Slim Harpo, Excello 2273
30	32	YOU'VE GOT MY MIND MESSED UP—James Carr, Colpix 302
31	—	GET READY—Temptations, Gordy 7049
32	—	LEANING ON THE LAMP POST—Herman's Hermits, MGM 13500
33	—	SLOOP JOHN B—Beach Boys, Capitol 5602
34	24	I'M LIVING IN TWO WORLDS—Bonnie Guitar, Dot 16811
35	35	A SIGN OF THE TIMES—Petula Clark, Warner Bros. 5802
36	29	STOP HER ON SIGHT (S.O.S.)—Edwin Starr, Ric-Tic 109
37	30	THIS CAN'T BE TRUE—Eddie Holman, Parkway 960
38	38	I WANT TO GO WITH YOU—Eddy Arnold, RCA Victor 8749
39	—	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP—Al Martino, Capitol 5598
40	—	ONCE UPON A TIME—Teddy & the Pandas, Coristine 574

MIAMI

TW	LW	TITLE—Artist, Label & Number
1	7	BANG BANG—Cher, Imperial 66160
2	2	DIRTY WATER—Standells, Tower 185
3	1	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
4	13	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
5	6	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 12129
6	9	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
7	18	GOOD LOVIN'—Young Rascals, Atlantic 2321
8	15	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
9	4	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
10	3	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
11	22	WHAT NOW MY LOVE—Herb Alpert & the Tijuana Brass, A&M 792
12	12	WOMAN—Peter & Gordon, Capitol 5579
13	8	YOU BABY—Turtles, White Whale 227
14	30	LITTLE LATIN LUPE LU—Mitch Ryder & the Detroit Wheels, New Voice 808
15	5	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
16	38	I GOT NEWS FOR YOU—Birdwatchers, Scott 27
17	10	WALKIN' MY CAT NAMED DOG—Norma Tanega, New Voice 807
18	14	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
19	11	THE CHEATER—Bob Kuban & the In-Men, Musicland, U.S.A. 20,001
20	35	THIS OLD HEART OF MINE—Isley Brothers, Tamla 54128
21	21	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
22	23	KICKS—Paul Revere & the Raiders, Columbia 43556
23	16	NOWHERE MAN—Beatles, Capitol 5587
24	25	634-5789—Wilson Pickett, Atlantic 2320
25	26	BABY, SCRATCH MY BACK—Slim Harpo, Excello 2273
26	40	PLEASE DON'T STOP LOVING ME—Elvis Presley, RCA Victor 8780
27	33	THIN I'LL GO SOMEWHERE AN CRY MYSELF TO SLEEP—Al Martino, Capitol 5598
28	34	I'LL TAKE GOOD CARE OF YOU—Garnet Mimms, United Artists 995
29	37	SHAPES OF THINGS—Yardbirds, Epic 9891
30	39	BASKET OF FLOWERS—Nightcrawlers, Kapp 746
31	—	SLOOP JOHN B—Beach Boys, Capitol 5602
32	—	TIME WON'T LET ME—Outsiders, Capitol 5573
33	31	AIN'T THAT A GROOVE—James Brown & the Famous Flames, King 6025
34	32	INSIDE-LOOKING OUT—Animals, MGM 13468
35	29	I FOUGHT THE LAW—Bobby Fuller Four, Mustang 3014
36	—	DON'T MAKE ME OVER—Swinging Blue Jeans, Imperial 66154
37	27	IT'S TOO LATE—Bobby Goldsboro, United Artists 980
38	—	TOUGH LOVE—Lesley Gore, Mercury 72553
39	—	THE LOVE YOU SAVE—Joe Tex, Dial 4026
40	—	YOU'VE GOT MY MIND MESSED UP—James Carr, Goldwax 302

NEW YORK

TW	LW	TITLE—Artist, Label & Number
1	2	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
2	1	CALIFORNIA DREAMIN'—Mama's & the Papa's, Dunhill 4020
3	3	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
4	9	GOOD LOVIN'—Young Rascals, Atlantic 2321
5	4	SHAKE ME, WAKE ME—Four Tops, Motown 1090
6	6	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
7	5	NOWHERE MAN—Beatles, Capitol 5587
8	7	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
9	13	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
10	21	BANG BANG—Cher, Imperial 66160
11	11	THIS OLD HEART OF MINE—Isley Brothers, Tamla 54128
12	12	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
13	10	BABY, SCRATCH MY BACK—Slim Harpo, Excello 2273
14	15	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
15	20	STOP!—Moody Blues, London 9810
16	18	RAGS TO RICHES—Lenny Welch, Kapp 740
17	39	SLOOP JOHN B—Beach Boys, Capitol 5602
18	31	SPANISH FLEA—Herb Alpert & the Tijuana Brass, A&M 792
19	8	634-5789—Wilson Pickett, Atlantic 2320
20	—	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
21	14	ELUSIVE BUTTERFLY—Bob Lind, World-Pacific 77808
22	16	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
23	27	SOMEWHERE—Len Barry, Decca 31923
24	19	GET READY—Temptations, Gordy 7049
25	34	TIME WON'T LET ME—Outsiders, Capitol 5573
26	38	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 12129
27	32	YOU'VE GOT MY MIND MESSED UP—James Carr, Goldwax 302
28	—	MESSAGE TO MICHAEL—Dionne Warwick, Scepter 12133
29	17	THE LOVE YOU SAVE—Joe Tex, Dial 4026
30	—	NO MAN IS AN ISLAND—Van Dyke, Mala 520
31	—	A SIGN OF THE TIMES—Petula Clark, Warner Bros. 5802
32	—	KICKS—Paul Revere & the Raiders, Columbia 43556
33	33	STOP HER ON SIGHT (S.O.S.)—Edwin Starr, Ric-Tic 109
34	—	YOU BABY—Turtles, White Whale 227
35	35	SHAKE ME, WAKE ME—Four Tops, Motown 1090
36	—	RHAPSODY IN THE RAIN—Lou Christie, MGM 13473
37	—	I'LL TAKE GOOD CARE OF YOU—Garnet Mimms, United Artists 995
38	—	LEANING ON THE LAMP POST—Herman's Hermits, MGM 13500
39	24	I WANT SOMEONE—Mad Lads, Volt 131
40	—	HELPLESS—Kim Weston, Gordy 7050

PHILADELPHIA

TW	LW	TITLE—Artist, Label & Number
1	1	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
2	2	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
3	3	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
4	18	BANG BANG—Cher, Imperial 66160
5	13	SHAKE ME, WAKE ME—Four Tops, Motown 1090
6	6	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
7	14	ONE MORE HEARTACHE—Marvin Gaye, Tamla 54129
8	11	SOMEWHERE—Len Barry, Decca 31923
9	9	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
10	4	NOWHERE MAN—Beatles, Capitol 5587
11	5	CALIFORNIA DREAMIN'—Mama's & the Papa's, Dunhill 4020
12	7	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
13	8	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
14	16	THIS OLD HEART OF MINE—Isley Brothers, Tamla 54128
15	15	THE CHEATER—Bob Kuban & the In-Men, Musicland, U.S.A. 20,001
16	10	I FOUGHT THE LAW—Bobby Fuller Four, Mustang 3014
17	17	LISTEN PEOPLE—Herman's Hermits, MGM 13462
18	19	634-5789—Wilson Pickett, Atlantic 2320
19	12	ELUSIVE BUTTERFLY—Bob Lind, World-Pacific 77808
20	29	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
21	21	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 12129
22	22	MAGIC TOWN—Vogues, Co & Ce 234
23	25	SATISFACTION—Otis Redding, Volt 132
24	24	LITTLE LATIN LUPE LU—Mitch Ryder & the Detroit Wheels, New Voice 808
25	—	BABY, SCRATCH MY BACK—Slim Harpo, Excello 2273
26	—	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
27	—	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP—Al Martino, Capitol 5598
28	27	BATMAN THEME—Neal Hefti, RCA Victor 8755
29	34	STOP HER ON SIGHT (S.O.S.)—Edwin Starr, Ric-Tic 109
30	30	SIGN OF THE TIMES—Petula Clark, Warner Bros. 5802
31	31	SPANISH FLEA—Herb Alpert & the Tijuana Brass, A&M 792
32	32	TIME WON'T LET ME—Outsiders, Capitol 5573
33	33	WHAT NOW MY LOVE—Herb Alpert & the Tijuana Brass, A&M 792
34	39	I WANT SOMEONE—Mad Lads, Volt 131
35	35	GET READY—Temptations, Gordy 7049
36	36	GLORIA—Shadows of Knight, Dunwich 116
37	37	YOU BABY—Turtles, White Whale 227
38	38	HI-HEEL SNEAKERS—Ramey Lewis Trio, Cadet 5531
39	—	GOOD LOVIN'—Young Rascals, Atlantic 2321
40	40	HELPLESS—Kim Weston, Gordy 7050

PITTSBURGH

TW	LW	TITLE—Artist, Label & Number
1	1	(You're My) SOUL AND INSPIRATION—Righteous Brothers, Verve 10383
2	2	BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739
3	5	DAYDREAM—Lovin' Spoonful, Kama Sutra 208
4	3	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432
5	8	SECRET AGENT MAN—Johnny Rivers, Imperial 66159
6	6	BANG BANG—Cher, Imperial 66160
7	11	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511
8	13	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs, Scepter 12129
9	14	LOVE MAKES THE WORLD GO ROUND—Deon Jackson, Carla 2526
10	14	SURE GONNA MISS HER—Gary Lewis & the Playboys, Liberty 55865
11	4	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823
12	7	CALIFORNIA DREAMIN'—Mama's & the Papa's, Dunhill 4020
13	—	GOOD LOVIN'—Young Rascals, Atlantic 2321
14	23	TIME WON'T LET ME—Outsiders, Capitol 5573
15	24	WALKIN' MY CAT NAMED DOG—Norma Tanega, New Voice 807
16	19	OUTSIDE THE GATES OF HEAVEN—Lou Christie, Co & Ce 235
17	12	MAGIC TOWN—Vogues, Co & Ce 234
18	18	NOWHERE MAN—Beatles, Capitol 5587
19	10	I FOUGHT THE LAW—Bobby Fuller Four, Mustang 3014
20	17	DON'T MESS WITH BILL—Marvarettes, Tamla 54126
21	21	YOU BABY—Turtles, White Whale 227
22	22	LITTLE LATIN LUPE LU—Mitch Ryder & the Detroit Wheels, New Voice 808
23	—	SLOOP JOHN B—Beach Boys, Capitol 5602
24	9	THE CHEATER—Bob Kuban & the In-Men, Musicland 20,001
25	15	ELUSIVE BUTTERFLY—Bob Lind, World-Pacific 77908
26	26	634-5789—Wilson Pickett, Atlantic 232

CHICAGO

TW	LW	1
1	1	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
2	2	GLORIA-Shadows of Knight, Dunwich 116
3	3	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
4	3	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
5	7	SHAPES OF THINGS-Yardbirds, Epic 9891
6	6	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
7	10	YOU BABY-Turtles, White Whale 227
8	8	NOWHERE MAN-Beatles, Capitol 5587
9	4	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
10	24	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55865
11	23	BANG BANG-Cher, Imperial 66160
12	21	KICKS-Paul Revere & the Raiders, Columbia 43556
13	39	GOOD LOVIN'-Young Rascals, Atlantic 2321
14	14	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
15	15	OUTSIDE THE GATES OF HEAVEN-Lou Christie, Co & Ce 235
16	16	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Triumphs, Scepter 12129
17	25	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
18	11	MAGIC TOWN-Vogues, Co & Ce 234
19	22	CAROLINE, NO-Brian Wilson, Capitol 5610
20	9	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
21	30	GET OUT OF MY LIFE WOMAN-Lee Dorsey, Amy 945
22	26	WOMAN-Peter & Gordon, Capitol 5579
23	18	FUNNY (Not Much)-Walter Jackson, Okeh 7236
24	13	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
25	31	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
26	40	I CAN'T LET GO-Hollies, Imperial 66158
27	17	GET READY-Temptations, Gordy 7049
28	12	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
29	29	CALL ME-Chris Montez, A&M 780
30	19	634-5789-Wilson Pickett, Atlantic 2320
31	27	SHE BLEW A GOOD THING-Poets, Symbol 214
32	28	WANG DANG DOODLE-Koko Taylor, Checker 1135
33	32	BABY, SCRATCH MY BACK-Slim Harpo, Excello 2273
34	34	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
35	35	DEAR LOVER-Mary Wells, Atco 6392
36	1	WHAT NOW MY LOVE-Herb Alpert & the Tijuana Brass, A&M 792
37	1	RHAPSODY IN THE RAIN-Lou Christie, MGM 13473
38	38	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
39	1	ONE TRACK MIND-Knickerbockers, Challenge 59326
40	37	REAL HUMDINGER-J. J. Barnes, Ric-Tic 110

CLEVELAND

TW	LW	1
1	8	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
2	1	BANG BANG-Cher, Imperial 66160
3	4	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
4	3	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
5	5	TIME WON'T LET ME-Outsiders, Capitol 5573
6	2	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
7	7	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
8	13	LITTLE LATIN LUPE LU-Mitch Ryder & Detroit Wheels, New Voice 808
9	14	KICKS-Paul Revere & the Raiders, Columbia 43556
10	10	WOMAN-Peter & Gordon, Capitol 5579
11	15	GLORIA-Shadows of Knight, Dunwich 116
12	12	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
13	6	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
14	9	NOWHERE MAN-Beatles, Capitol 5587
15	11	LISTEN PEOPLE-Herman's Hermits, MGM 13462
16	18	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
17	17	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55865
18	16	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Triumphs, Scepter 12129
19	23	GOOD LOVIN'-Young Rascals, Atlantic 2321
20	31	SIGN OF THE TIMES-Petula Clark, Warner Bros. 5802
21	19	YOU BABY-Turtles, White Whale 227
22	22	TIME-Przo-Seco Singers, Columbia 43437
23	1	IT'S TOO LATE-Bobby Goldsboro, United Artists 980
24	1	BABY, I NEED YOU-Manhattans, Carnival 514
25	1	SHE BLEW A GOOD THING-Poets, Symbol 215
26	1	WHAT ABOUT ME-Valentinos, Chess 1952
27	27	GET READY-Temptations, Gordy 7049
28	1	DO SOMETHING FOR YOURSELF-Bobby Powell, Whit 715
29	1	DO SOMETHING FOR YOURSELF-Bobby Powell, Whit 715
30	1	AIN'T THAT A GROOVE-James Brown & Famous Flames, King 6025
31	32	INSIDE-LOOKING OUT-Animals, MGM 13468
32	1	LOOSE JUICE-Andre Williams & His Ork, Wingate 014
33	32	THE RAINS CAME-Sir Douglas Quintet, Tribe 8314
34	34	I SEE THE LIGHT-Five Americans, HBR 454
35	1	SHAKE ME, WAKE ME-Four Tops, Motown 1090
36	36	634-5789-Wilson Pickett, Atlantic 2320
37	21	SECRET AGENT MAN-Ventures, Dolton 316
38	39	JUANITA BANANA-Peels, Karate 522
39	28	STOP HER ON SIGHT (I.O.S.)-Edwin Starr, Ric-Tic 109
40	40	BATMAN THEME-Neal Hefti, RCA Victor 8755

DETROIT

TW	LW	1
1	2	GLORIA-Shadows of Knight, Dunwich 116
2	7	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
3	3	MAGIC TOWN-Vogues, Co & Ce 234
4	1	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
5	5	BANG BANG-Cher, Imperial 66160
6	14	634-5789-Wilson Pickett, Atlantic 2320
7	4	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
8	12	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Triumphs, Scepter 12129
9	37	COOL JERK-Capitals, Karen 1524
10	10	KICKS-Paul Revere & the Raiders, Columbia 43556
11	13	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
12	8	REAL HUMDINGER-J. J. Barnes, Ric-Tic 110
13	21	MY GENERATION-The Who, Decca 31877
14	29	I'LL LOVE YOU FOREVER-Holidays, Golden World 36
15	6	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
16	11	GET READY-Temptations, Gordy 7049
17	18	LITTLE LATIN LUPE LU-Mitch Ryder & the Detroit Wheels, New Voice 808
18	29	AIN'T THAT A GROOVE-James Brown & the Famous Flames, King 6025
19	35	SHE BLEW A GOOD THING-Poets, Symbol 214
20	1	I'LL TAKE GOOD CARE OF YOU-Garnet Mimms, United Artists 995
21	22	OUTSIDE THE GATES OF HEAVEN-Lou Christie, Co & Ce 235
22	22	PHOENIX LOVE THEME-Brass Ring, Dunhill 4023
23	1	SLOOP JOHN B-Beach Boys, Capitol 5602
24	1	I HEAR TRUMPETS BLOW-Tokens, B. T. Puppy 518
25	9	TIME WON'T LET ME-Outsiders, Capitol 5573
26	26	YOUNG MAN, OLD MAN-Mel Taylor, Warner Bros. 5690
27	16	SHAKE ME, WAKE ME-Four Tops, Motown 1090
28	28	HELPLESS-Kim Weston, Gordy 7050
29	1	OH, NOW HAPPY-Shades of Blue, Impact 1007
30	1	THE LOVE YOU SAVE-Joe Tex, Dial 4026
31	1	ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129
32	22	TOGETHER AGAIN-Ray Charles, ABC-Paramount 10785
33	33	GOOD LOVIN'-Young Rascals, Atlantic 2321
34	34	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55865
35	36	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
36	38	SIGN OF THE TIMES-Petula Clark, Warner Bros. 5802
37	40	WANG DANG DOODLE-Koko Taylor, Checker 1135
38	25	I CAN'T GROW PEACHES ON A CHERRY TREE-Just Us, Colpix 803
39	27	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
40	1	WHAT NOW MY LOVE-Herb Alpert & the Tijuana Brass, A&M 792

LOS ANGELES

TW	LW	1
1	2	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
2	1	BANG BANG-Cher, Imperial 66160
3	3	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
4	8	DARLING BABY-Elgins, V.I.P. 25029
5	5	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
6	21	KICKS-Paul Revere & the Raiders, Columbia 43556
7	7	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
8	6	BABY, SCRATCH MY BACK-Slim Harpo, Excello 2273
9	12	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
10	4	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
11	13	WOMAN-Peter & Gordon, Capitol 5579
12	19	GET READY-Temptations, Gordy 7049
13	14	634-5789-Wilson Pickett, Atlantic 2320
14	1	MONDAY, MONDAY-Mama's & the Papa's, Dunhill 4026
15	37	WHAT NOW, MY LOVE-Herb Alpert & the Tijuana Brass, A&M 792
16	17	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
17	29	SHAPE OF THINGS-Yardbirds, Epic 9891
18	18	CALL ME-Chris Montez, A&M 780
19	18	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
20	11	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
21	10	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
22	9	NOWHERE MAN-Beatles, Capitol 5587
23	25	SATISFACTION-Oris Redding, Volt 132
24	23	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
25	34	GOOD LOVIN'-Young Rascals, Atlantic 2321
26	27	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
27	31	ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129
28	36	SPANISH FLEA-Herb Alpert & the Tijuana Brass, A&M 792
29	1	TIME WON'T LET ME-Outsiders, Capitol 5573
30	1	THE RAINS CAME-Sir Douglas Quintet, Tribe 8314
31	22	FOLLOW ME-Lyns & Cybelle, White Whale 228
32	33	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55865
33	38	AIN'T THAT A GROOVE-James Brown & the Famous Flames, King 6025
34	15	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Triumphs, Scepter 12129
35	35	MUCHO SOUL-Romeos, Loma 2028
36	39	ONE TRACK MIND-Knickerbockers, Challenge 59326
37	30	SHAKE ME, WAKE ME-Four Tops, Motown 1090
38	1	EIGHT MILES HIGH-Byrds, Columbia 43578
39	1	SLOOP JOHN B-Beach Boys, Capitol 5602
40	1	SHARING YOU-Mitty Collier, Chess 1953

ST. LOUIS

TW	LW	1
1	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	14	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
3	4	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
4	4	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
5	5	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
6	3	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
7	9	BABY, SCRATCH MY BACK-Slim Harpo, Excello 2273
8	8	634-5789-Wilson Pickett, Atlantic 2320
9	6	LISTEN PEOPLE-Herman's Hermits, MGM 13462
10	16	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
11	31	BANG BANG-Cher, Imperial 66160
12	29	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
13	1	NOWHERE MAN-Beatles, Capitol 5587
14	19	STOP HER ON SIGHT (I.O.S.)-Edwin Starr, Ric-Tic 109
15	15	GET READY-Temptations, Gordy 7049
16	10	(I'm Just a) FOOL FOR YOU-Gene Chandler, Constellation 167
17	23	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
18	11	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
19	21	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Triumphs, Scepter 12129
20	38	MESSAGE TO MICHAEL-Dionne Warwick, Scepter 12133
21	18	MY LOVE-Petula Clark, Warner Bros. 5684
22	13	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
23	12	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
24	22	CRYING TIME-Ray Charles, ABC-Paramount 10739
25	17	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
26	24	ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129
27	25	I SPY-Luther Ingram, Smash 2019
28	28	THE LOVE YOU SAVE-Joe Tex, Dial 4026
29	32	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55865
30	30	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
31	1	WALKIN' MY CAT NAMED DOG-Norma Tanega, New Voice 807
32	37	LOVIN' YOU-Gifts, Balad 001
33	33	YOU BABY-Turtles, White Whale 227
34	1	HELPLESS-Kim Weston, Gordy 7050
35	34	NO MAN IS AN ISLAND-Van Dykes, Mala 520
36	26	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1099
37	34	I'LL TAKE GOOD CARE OF YOU-Garnet Mimms, United Artists 995
38	1	I CAN'T REST-Fontella Bass, Checker 1137
39	30	UP TIGHT-Stevie Wonder, Tamla 54124
40	40	AS SWEET AS YOU CAN BE-Irresistible, Imperial 66157

SAN FRANCISCO

TW	LW	1
1	1	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
2	2	BANG BANG-Cher, Imperial 66160
3	4	NOWHERE MAN-Beatles, Capitol 5587
4	5	19TH NERVOUS BREAKDOWN-Rolling Stones, London 9823
5	3	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
6	6	KICKS-Paul Revere & the Raiders, Columbia 43556
7	8	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
8	9	TIME WON'T LET ME-Outsiders, Capitol 5573
9	12	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
10	24	WOMAN-Peter & Gordon, Capitol 5579
11	11	BABY, SCRATCH MY BACK-Slim Harpo, Excello 2273
12	7	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
13	10	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
14	18	I WANT SOMEONE-Mad Lads, Volt 131
15	15	MR. MOON-Coachmen, Bear 1974
16	16	LITTLE LATIN LUPE LU-Mitch Ryder & the Detroit Wheels, New Voice 808
17	14	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carla 2526
18	20	TEACH ME (The Philly Dog)-Manhattans, Carnival 514
19	19	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
20	17	ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129
21	13	YOU BABY-Turtles, White Whale 227
22	22	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
23	31	GOOD LOVIN'-Young Rascals, Atlantic 2321
24	32	WHAT NOW, MY LOVE-Herb Alpert & the Tijuana Brass, A&M 792
25	1	A GROOVY KIND OF LOVE-Mindbenders, Fontana 1541
26	1	SLOOP JOHN B-Beach Boys, Capitol 5602
27	1	LOVER'S CONCERTO-Sarah Vaughan, Mercury 72543
28	27	I'M SO LONESOME I COULD CRY-B. J. Thomas & the Triumphs, Scepter 12129
29	35	SURE GONNA MISS HER-Gary Lewis & the Playboys, Liberty 55865
30	28	634-5789-Wilson Pickett, Atlantic 2320
31	29	AIN'T THAT A GROOVE-James Brown & the Famous Flames, King 6025
32	1	FOLLOW ME-Lyns & Cybelle, White Whale 228
33	1	PHOENIX LOVE THEME-Brass Ring, Dunhill 4023
34	25	BATMAN THEME-Markets, Warner Bros. 5696
35	1	REAL HUMDINGER-J. J. Barnes, Ric-Tic 110
36	36	WHY DO I DO THESE FOOLISH THINGS-Magicians, Villa 704
37	37	SHARING YOU-Carl Henderson, Omen 13
38	38	WHEN A MAN LOVES A WOMAN-Percy Sledge, Atlantic 2326
39	39	IT'S TOO LATE-Bobby Goldsboro, United Artists 980
40	40	GOT MY MOJO WORKING-Jimmy Smith, Verve 10393

SEATTLE

TW	LW	1
1	3	(You're My) SOUL AND INSPIRATION-Righteous Brothers, Verve 10383
2	2	BANG BANG-Cher, Imperial 66160
3	23	KICKS-Paul Revere & the Raiders, Columbia 43556
4	11	SECRET AGENT MAN-Johnny Rivers, Imperial 66159
5	5	TIME WON'T LET ME-Outsiders, Capitol 5573
6	1	DAYDREAM-Lovin' Spoonful, Kama Sutra 208
7	18	GOOD LOVIN'-Young Rascals, Atlantic 2321
8	8	NOWHERE MAN-Beatles, Capitol 5587



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 127—Last Week, 144

* 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

STEVIE WONDER — NOTHING'S TOO GOOD FOR MY BABY (Prod. by Wm. Stevenson) (Jobete, BMI)—More exciting sounds from Wonder in this hot follow-up to his "Uptight" smash. Flip: (Information not available). **Tamla 54130**

BOB KUBAN AND THE IN-MEN—THE TEASER (Prod. by Mel Friedman) (Sonkay, BMI)—Natural successor to his initial disk click, "The Cheater," is this well-performed dance beat number headed for the top of the chart. Flip: "All I Want" (Sonkay, BMI). **Musicland 20006**

TOP 60

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

THE McCOYS—COME ON LET'S GO (Prod. by Feldman, Gottschler & Goldstein) (Kemo, Figure & Clockus, BMI)—Pulsating dance beat revival of the Richie Valens goldie could equal their previous hits "Hang on Sloopy" and "Fever." Flip: "Little People" (Grand Canyon, BMI). **Bang 522**

THE EVERLY BROTHERS — (YOU GOT) THE POWER OF LOVE (Prod. by Dick Glasser) (Atlantic, BMI) — Hard-driving, highly commercial dance beat tune should put the duo back on top. Flip: "Leave My Girl Alone" (Hill & Range, BMI). **Warner Bros. 5803**

DAVID AND JONATHAN — SPEAK HER NAME (Prod. by A.I.R. Prod.) (Shapiro-Bernstein, ASCAP) — Soft ballad weeper from the pen of Clint Ballard will fast replace their singles success, "Michelle." Strong dance beat instrumental backing. Flip: "I Know" (Mills, ASCAP). **Capitol 5625**

PETER, PAUL AND MARY—THE CRUEL WAR (Pepamar, ASCAP) — Close harmony with lush string backing on a "traditional" tune arranged by Peter and Paul that first appeared in an early album by the trio. Flip: "Mon Trai Destin" (Pepamar, ASCAP). **Warner Bros. 5809**

CHRIS MONTEZ—THE MORE I SEE YOU (Prod. by Herb Alpert) (Bregman, Vocco & Conn, ASCAP) — The singer with the unique vocal style follows up the "Call Me" hit with this free-swinging ballad with clap-hands back beat. Flip: "You, Love You" (Irving, BMI). **A&M 79**

BRUCE & TERRY—GIRL, IT'S ALRIGHT NOW (Prod. by Terry Melcher) (Screen Gems-Columbia, BMI) — The Mann-Weill ballad rocker gets an emotional reading by the duo for a left-field winner. Flip: "Don't Run Away" (Daywin, BMI). **Columbia 43582**

ROY ORBISON — TWINKLE TOES (Acuff-Rose, BMI)—Orbison employs the party-style, "live" recording technique and dual-track vocal for a top-of-the-chart contender. Should equal his "Breakin' Up Is Breaking My Heart." Flip: "Where Is Tomorrow" (Acuff-Rose, BMI). **MGM 13498**

THE GREENWOODS—PLEASE DON'T SELL MY DADDY NO MORE WINE (Prod. by Wally Brady) (Third Story, BMI) — Up-tempo, catchy novelty ballad with much folk flavor gets a swingin', easy-go reading from the talented group. Should catch on quickly. Flip: "Southbound" (Greenwood, BMI). **Kapp 742**

JERRY VALE—LESS THAN TOMORROW (Prod. by Mike Berniker) (South Mountain, BMI)—Emotional country-oriented ballad material from the writing team of Randazzo and Weinstein gets an exceptional Vale reading for a solid chart entry. Flip: "This Day of Days" (Ritvale, ASCAP).

VITO AND THE SALUTATIONS—HELLO, DOLLY (Prod. by Dave Rick) (Morris, ASCAP)—Don't be deceived by the title. "Dolly" never sounded like this. Rockin' up-tempo rhythm and exciting group vocal will put the boys back on the chart. Flip: "Can I Depend on You" (Ripling). **Rust 5106**

NANCY WILSON—(YOU GOT) THE POWER OF LOVE (Atlantic, BMI)—Rockin' dance beat number with an exciting vocal by Miss Wilson has the commercial potential of her 1964 singles hit, "How Glad I Am." Flip: "Rain Sometimes" (Morris, ASCAP). **Capitol 5639**

CAROL LOMBARD — JOHNNY'S BUGLE (Mike Conner, BMI)—Watch this one! The Sherman brothers may have written a song to equal the popularity of "Green Beret." Breathily, childlike vocal on a simple lyric ballad makes this a dangerous record to overlook. Flip: "You'll Walk in the Sun" (Mike Conner, BMI). **Parrot 10829**

SAM COOKE—LET'S GO STEADY (Kags, BMI)—Beautiful teen-oriented ballad and superb Cooke vocal should readily put the late singer's name back on the charts. Flip: "Trouble Blues" (Public Domain). **RCA Victor 8803**

TEDDY AND THE PANDAS — ONCE UPON A TIME (Prod. by Bruce Patch) (Tepajo-Puddie, BMI)—English sound with "harpichord" backing and teen-oriented lyric could go all the way for the new group. Flip: "(Bye Bye) Out the Window" (Tepajo-Puddie, BMI). **Musicor 1176**

THE WHO — SUBSTITUTE (Devon, BMI) — Debut disk on Atco for the swinging group has the Liverpool-blues sound and big beat support for an exciting chart entry aimed at the teen market. Flip: "Waltz for a Pig" (Devon, BMI). **Atco 6409**

CHART

Spotlights—Predicted to reach the HOT 100 Chart

CY COLEMAN—Big Spender (Notable, ASCAP). CAPITOL 5617
BOBBY DARIN—Mama (E. H. Morris, BMI). ATLANTIC 2329
GLEN CAMPBELL—Can't You See I'm Tryin' (4 Star, BMI). CAPITOL 5638
JOHNNY BENNETT—Lovely (Miller, ASCAP). AVANT GARDE 105
JACK EELY—Louie, Louie '66 (Limax, BMI). BANG 520
RUFUS LUMLEY—I'm Standing (Jiffers Music, BMI). HOLTON 5001
THE FOUR COINS—I'll Never Love Again (S & J Music, ASCAP). LAURIE 3331
JUDY HENSKE—Bye-Bye Blackbird (Remick, ASCAP). REPRIS 0458
KENNY CHANDLER—Sunshine Sweetheart (Ameropean, ASCAP) (Morgan-Cooper). EPIC 10009
THE DOLLS—And That Reminds Me (Symphony House, ASCAP). LOMA 2036
THE SPINNERS—Truly Yours (Jobete, BMI). MOTOWN 1093

THE CHECKMATES, LTD.—Do the Walk (Kacydec, BMI). CAPITOL 5603
SCOTT & SHELLEY—Mockin' Bird Hill (Southern Music, ASCAP). COLUMBIA 43586
JELLY BEANS—You Don't Mean Me No Good (Bildo, BMI). ESKEE 10,001
JOHNNY COPELAND—Blowing in the Wind (Witmark, ASCAP). WAND 1114
DANNY WARNER—(You Got) The Power of Love (Atlantic, BMI). REPRIS 0459
THE EX-CELS—Like a Dream (Duchest, BMI). CORAL 62482
CHI CHI—If You're Gonna Love Me (Anaga-Ranga, BMI). KAPP 749
THE PUSSYCATS—Dressed in Black (Tony Michaels) (Tender Tunes & Elmwin, BMI). COLUMBIA 43587
AL CASSERD—Make Believe (Muoreen, BMI). OLD TOWN 1192
THE STUARTS—Just a Little Bit More (Canyon, BMI). ASCOT 2209

COUNTRY SPOTLIGHTS

TOP 10

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

BILL CARLISLE—TAKE THIS COUNTRY MUSIC AND SHOVE IT (Prod. by John Erdelyan) (Acuff-Rose, BMI)—Hilarious country novelty will fast replace Carlisle's smash hit, "What Kinda Deal Is This." Strong pop potential if the deejays will push and "shove" it. Flip: "No Help Wanted" (Acuff-Rose, BMI). **Hickory 1383**

WILMA BURGESS—DON'T TOUCH ME (Pamper, BMI)—Hank Cochran's emotional ballad gets a warm vocal reading by Miss Burgess. Plaintive country tune should quickly equal her smash hit, "Baby." Flip: "Turn Around Teardrops" (Forrest Hills, BMI). **Decca 31941**

PORTER WAGONER—I'M A LONG WAY FROM HOME (Prod. by Bob Ferguson) (Pamper, BMI)—Just as his hit "Skid Row Joe" begins to slip down the chart, comes this easy-go ballad weeper with strong choral and instrumental support and excellent Wagoner performance. Flip: "I Just Came to Smell the Flowers" (Acclaim, BMI). **RCA Victor 8800**

DICK CURLESS AND KAY ADAMS — A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU (Prod. by Cliffie Stone) (Bluebook, BMI)—The up-and-coming country artists pool their talents for an exceptional duet on a tune penned by Red Simpson and Don Rich. Flip: "No Fool Like an Old Fool" (Bluebook, BMI). **Tower 262**

LEFTY FRIZZELL — WRITING ON THE WALL (Prod. by Don Law & Frank Jones) (Golden Eye, BMI)—Frizzell lends his unique vocal style to this unusual lyric ballad. Good instrumental backing features a blues harmonica. Flip: "Mama." (Peer Intl, BMI). **Columbia 43590**

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BOB LUMAN—Poor Boy Blue (Cedarwood, BMI). Hickory 1382
CAL SMITH—I'll Just Go On Home (Papa Joe's, SESAC). KAPP 748
JIM NESBITT—She Didn't Come Home (Peach, SESAC). CHART 1320

R&B SPOTLIGHTS

TOP 10

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

TED TAYLOR—LONG DISTANCE LOVE (Cotillion, BMI)—Taylor makes an impressive debut on the Atco label with this slow rockin' wailer which will quickly top his "Stay Away From My Baby" smash. Flip: "River's Invitation" (Venice, BMI). **Atco 6408**

JOHNNY NASH—BIG CITY (Prod. by Nash & Jenkins) (And, BMI)—Nash will garner much r&b airplay with this shuffle-blues wailer written by his wife Margaret. Top-of-the-r&b-chart entry for Nash. Flip: "Somewhere" (Schirmer, ASCAP). **Joda 106**

DON BRYANT—I'LL DO THE REST (Jec, BMI)—Slow, easy rockin' ballad with wailin' Bryant dual-track vocal will hit the r&b chart with impact. Soulful, emotional reading. Flip: "The Glory of Love" (Press, BMI). **Hi 2104**

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

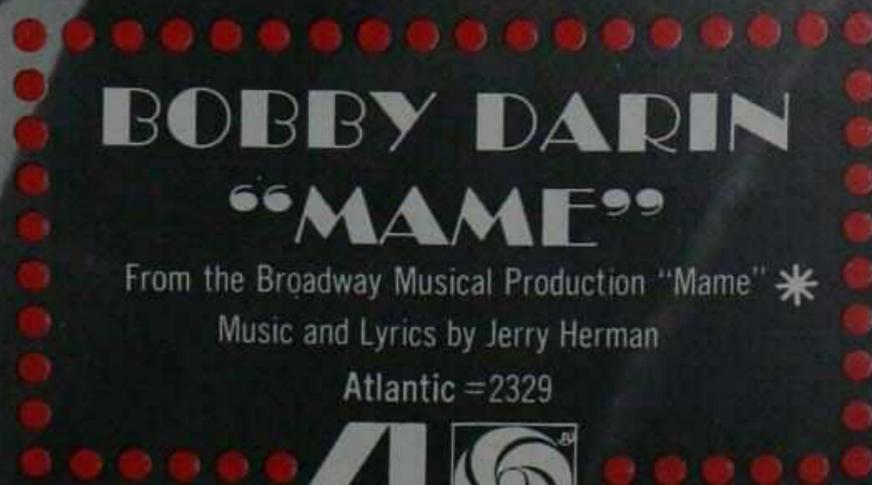
ALVIN ROBINSON—You Brought My Heart Right Down to My Knees (Melder)—Whatever You Had You Ain't Got It No More (Melder). JOE JONES 1
THE ENCHANTERS—God Bless the Girl and Me (Triffenhouse, BMI). LOMA 2035
MAURICE & THE RADIANTS—Baby You've Got It Chevis, BMI). CHESS 1954
THE FABULETTES—Try the Worryin' Way (Ahab, BMI). SOUND STAGE 2258
MONA LISA—They Don't Know (Part I) (Sherlyn, BMI). DADE 2002



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BOBBY DARIN
“MAME”

From the Broadway Musical Production “Mame” *

Music and Lyrics by Jerry Herman

Atlantic =2329



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TAPE CARTRIDGE TIPS

by Larry Finley

Another visit to Detroit last week reconfirmed the solid nucleus of the Stereo Tape Cartridge Industry. With the "Big 3" solidly behind Automotive Tape Cartridges, we can expect to see some of the heaviest advertising ever invested in selling a whole new concept of recorded music.

Literally, millions of dollars will be spent this year in selling the tape CARtridge story not only to the American public but all over the world.

So much interest has been stirred up by the automotive manufacturers, that, in the past 60 days, some of America's largest electronic and appliance manufacturers have come to us to discuss diversification in this direction. Most have expressed particular interest in the development of units for the home.

Many firms already have prototypes of their play-back units, some are planning production, and others have asked us how to get into this business.

We, at ITCC, are exclusively in the cartridge business—we do not sell equipment. Our sole interest is to fill the needs that have been created by the vastness of catalogue that only ITCC offers.

Keep a close eye on the appliance industry, and you will soon be seeing many new home units using the Lear Stereo 8 configuration.

It is the feeling of these firms that when a person has a stereo installation in his car, he will also want full use of tapes and, therefore, the consumer will want a home unit as well.

These firms are coming to ITCC because ITCC represents a complete scope of catalogue that is necessary for them to sell units. ITCC has music in both the eight track and four track configurations and is proud of the 50 labels which it represents.

Before the year is over, you can look forward to various makes of units that plug into existing stereo sets; units with their own amplifiers that will operate by using two speakers and portable units.

Want to know more . . . contact INTERNATIONAL TAPE CARTRIDGE CORPORATION, 1290 Avenue of the Americas, New York City. Telephone 212-581-1040 OR TeleType 710-581-3498. ITCC acts without fee to some of the largest firms in America!

TAPE CARtridge

JASRAC Tape-Licensing Policy

By REIKO YUKAWA

TOKYO — The Japanese Society of Rights of Authors and Composers (JASRAC) had previously considered delaying the long-awaited tape licensing until the existing Japanese Copyright Law was amended or at least the Article 30, Section 1, Item 8- was revised. For the present the new operation is being started by applying the "phonograph record" and "motion picture synchronization" tariffs to tapes. This is strictly a temporary step and JASRAC will keep the new tariff scale exclusively for tape licensing.

Recorded tapes in Japan are largely divided into (1) tapes commercially available to the public and (2) tapes for lease or rent. According to another classification, two categories can be listed: (1) for private use, i.e., listening at home and (2) for public performance, i.e., performance in public such as background music. (a) Most of the tapes commercially available to the public are produced for private use and (b) those

for lease or rent are designed for public performance. (c) Tapes available today belong to these two classes, but, recently, tapes for public performance have been commercially available.

Schedule Applied

Present JASRAC policy in the existing Schedule of Scale of Fees for LP and EP shall be applied to previous examples (a) and (c). In other words, the fee per composition will be either 4 per cent of the retail price or 7.20 Yen, the larger of the two being applicable. If more than one composition is included in the tape, the fee per composition will be either the amount obtained by dividing the retail price by the number of compositions in such a tape and then multiplying this figure by 4 per cent, or 7.20 Yen, the larger of the two being applicable.

Other conditions for licensing are expected to be more severe than those for phonograph records, to avoid confusion and abuse which might result from recording tapes compared to

phonograph records. With respect to tapes for lease or rent to be performed in public, the scale fees for phonograph records would not apply.

The reason being that the tape itself has no price—distributors of rental tapes receive monthly rent from their customers. With foreign countries' systems in view, JASRAC has adopted a fixed payment basis for this purpose, regardless of the number of tapes produced. This system is embodied in the fees for films which comes under the section of "motion picture synchronization." However, provisional clauses are attached to this schedule and the "regulation for conference" will help in working out the most suitable rates through "conference" with the background music industry.

The licensing covers only the mechanical rights, not the performing, which must be clearly indicated either on the label or container of licensed tapes. Finally, tapes for broadcasting are excluded from these temporary steps.

CARtridges Take Spotlight At Hi-Fi Show

LOS ANGELES—A unique combination CARtridge player-reel-to-reel recorder/player by Roberts Electronics was among the most fascinating pieces of equipment unveiled for the first time at the 1966 Los Angeles Component High Fidelity Show at the Ambassador Hotel last week.

The unit, called the 1638, will sell for \$339.95 and is Roberts' first home player designed for the Lear 8-track cartridge. The company is going solidly 8-track, stated Charles Phillips, and believes that 8-track is destined to become the standard of the industry. The 1638 allows for cartridge entry via a slot below the normal reel tape rests. The machine has the capability of recording material from cartridges onto reel tapes and there are both regular and remote control channel switching devices. Built-in speakers are included in the price.

A Sister Unit

As a sister to this unit, Roberts also unveiled its Stereo 8 \$99.95 cartridge player which hooks into existing hifi systems. Both units are fully transistorized.

The company was the only exhibitor of the 53 equipment manufacturers displaying their wares to present a compact cartridge and reel-to-reel playback unit with record capabilities. Delivery would begin, according to Phillips, within 45 days. Roberts has around 2,500 accounts around the country, with the company's own six warehouses servicing many key market dealers direct.

Roberts also displayed 17 reel-to-reel tape players, ranging from \$159.95 to \$799. There were four models with a "Cross-field Head," allowing for reported high fidelity reproduction at 1 1/2 i.p.s.

Three other companies showed cartridge tape players: Viking, Wollensak 3M and Norelco. Norelco's car mount (\$99.50) allows the listener to record directly off the car radio onto a Norelco cartridge. Viking's three cartridge units were the 501 4-track home player (\$159) and two 500 auto players at \$149 and \$159.

Wollensak's home unit was an integrated recorder-player for the company's own self-threading reel tapes in 3 1/4 inch square packages. This is the first time the company has offered a recorder-player, a previous player having been the only equipment on the market for the 3M tape system. The main home unit is the 7200 (\$495), with a portable, the 7100 at \$399.95 and a tape deck, the 7000 at \$339.95.

Among Those Absent

Noticeably absent from the cartridge market were such tape giants as Ampex, Sony Superscope and Concord. Ampex promoted its 8-track tapes, notably London, which will be issued in June and a home video tape recorder at \$1,495 which uses one-inch tape.

Sony Superscope promoted a home video recorder at \$995 using half-inch tape and a solid

(Continued on page 20)

Muntz Unit to Handle Singles

• Continued from page 1

the first release ready within 90 to 120 days.

The company hopes to keep the weight below 6 lbs. and will use an oval speaker design to maintain compactness.

Muntz is gearing this unit for sale through mass merchandising chains as well as via his own distribution. The player is perfect for chain stores because it is a carry-out item and needs no installation, he said.

The company has also taken its 4-track car model 70, covered it with a plastic case and self-enclosed speakers and is offering it for home use at \$79.00. This unit can play on home electricity or may be plugged into a car's cigaret lighter.

The home audience is beginning to show aggressive sales, Muntz said. He claims to be moving more home players now, around 2,800 a month, than he sold car units, around 2,000, one year ago at this time. The

home units run from \$299 to \$400, and are enclosed in wood cabinets.

The company also has a recorder-cartridge playback unit, enabling the transfer of sound off a phonograph record onto the cartridge. Muntz dealers sell blank cartridges at \$2.90

for this purpose. A blank cartridge for the single record pack will sell for 75 cents.

On another matter, Muntz acknowledged that the Philips-Mercury lines and ABC Paramount and its labels are no longer represented with the duplicator.

The Dodge Motor Homes Is Installing Lear Units

DETROIT—The Travco Co., manufacturer of the Dodge Motor Homes, is currently installing the Lear Jet CARtridge unit in nine of 10 units it produces. The firm turns out about 1,000 Dodge Motor Homes a year.

Both the playback unit and the tapes are provided by the Rissi Radio Electronics Supply Co. here. According to Ken Balini, Rissi's sales manager,

Travco will distribute the cartridges through its 61 outlets throughout the nation.

While the unit which comes as factory equipment with the Dodge Motor Home is identical with the unit, the application is for home use.

The Dodge Motor Home is not a mobile home, but a home attached to a Dodge chassis and an integral part of the car.

Cap. Division Names Brown And Mattheis

HOLLYWOOD — In what could work into a separate merchandising department for tape CARtridges, Capitol's special products division has named Roger Brown sales manager and Gil Mattheis merchandising manager. Brown was formerly Midwest sales manager for the division which handles Capitol's 4-track reel-to-reel tapes. Mattheis was formerly assistant national sales manager in the department. It is understood Capitol has begun creating cartridges for GM which will be sold through auto dealers. The label has kept this operation quiet although it was reported the company hoped to time its initial release with the debut of the 1967 car models.

The company is setting up its own cartridge duplication and loading operation under the

Muntz Sets Library Outlets

VAN NUYS, Calif.—Muntz Stereo-Pak is setting up three extensive music library distributorships in Oklahoma City, Miami and New Orleans. President Earl Muntz credits the move to the need to provide one-day service to accounts and to be facile in handling the

forthcoming release of 99-cent single record CARtridges.

The new libraries are being opened by Oklahoma Operating Co., operated by Jack Williams; Stereo Sound in New Orleans and Muntz Stereo Tapes in Miami, the latter two owned by Doug Toole.

Each of these library outlets will service national accounts in their regions. They will carry an estimated \$250,000 inventory. Oklahoma Operating, which has been a Muntz dealer for one year, will also service playback units, of which there are an estimated 5,000 4-trackers in the State of Oklahoma, according to Williams.

To facilitate the increase in business, Muntz has just acquired a seventh building at 7742 Densmore Avenue to warehouse all incoming Muntz and Audio/Stereo products. The plant addition marks the third Muntz expansion since Jan. 1. The other facilities are located on Arminta and Densmore avenues.

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★	★	★	★	★	★	★	★	★	★
									
B 80305 CHARLES AZNAVOUR	B 86071 LES GUARANIS	B 89010 SEBASTIAN MAROTO	B 80249 HUGUES AUFRAY	B 80251 COME BACH N° 1	B 80291 JEAN FERRAT	B 82386 GUITARS UNLIMITED	B 89009 DONOZETTI	B 80269 LUC BARNEY	B 80114 WAL-BERG

★ 10 AMERICAN CARTRIDGES ★

ATLANTIC 7101 THE GREATEST OF RAY CHARLES	ATLANTIC 1437 HERBIE MANN PLAYS THE ROAR OF THE GREASEPAINT AND THE SMELL OF THE CROWD	ATLANTIC 1439 NAT ADDERLEY PLAYS COMPOSITIONS BY NAT ADDERLEY	ATLANTIC 1440 THE MODERN JAZZ QUARTET PLAYS GEORGE GERSHWIN'S PORGY AND BESS	ATLANTIC 8101 SATURDAY NIGHT AT THE UPTOWN	ATCO 33159 APPOLLO SATURDAY NIGHT	ATCO 33126 BOBBY DARIN AND JOHNNY MERCER	ATCO 33177 SONNY AND CHER : LOOK AT US !	ATCO 33165 BEN E. KING'S GREATEST HITS	VOLT 412 OTIS REDDING'S OTIS BLUE : OTIS REDDING SINGS SOUL
4-TRACK STEREO									

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Billboard

TOP LP's

BILLBOARD CHART POSITION			MUNTZ CATALOGUE NO.
2	WHIPPED CREAM & OTHER DELIGHTS	Herb Alpert's Tijuana Brass	A&M 66-159
3	GOING PLACES	Herb Alpert's Tijuana Brass	A&M 66-141
5	BOOTS	Nancy Sinatra	Reprise 10-366
8	SOUTH OF THE BORDER	Herb Alpert's Tijuana Brass	A&M 66-134
12	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise 10-287
13	THE LONELY BULL	Herb Alpert's Tijuana Brass	A&M 66-132
19	THE TIJUANA BRASS	Herb Alpert's Tijuana Brass	A&M 66-135
22	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise 72-122
23	THE 4 SEASONS GOLD VAULT OF HITS	The 4 Seasons	Philips 21-247
27	ROGER MILLER/GOLDEN HITS	Roger Miller	Smash 54-208
30	BACK TO BACK	Righteous Bros.	Philles 21-269
32	A MAN AND HIS MUSIC	Frank Sinatra	Reprise QR-4
34	WHY IS THERE AIR	Bill Cosby	W-B 72-120
42	LOOK AT US	Sonny & Cher	Atco 21-203
43	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B 56-169
50	HOUSTON	Dean Martin	Reprise 10-340
53	CRYING TIME	Ray Charles	ABC-Para. 10-379
56	WORKING MY WAY BACK TO YOU	The 4 Seasons	Philips 21-280
58	MICHELLE	Billy Vaughn	Dot 14-415
67	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise 10-376
70	MOM ALWAYS LIKED YOU BEST	Smothers Bros.	Mercury 56-165
73	SINATRA '65	Frank Sinatra	Reprise 10-268
79	RIDIN' HIGH	Impressions	ABC-Para. 21-281
81	IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's and the Papa's	Dunhill 21-270
82	OTIS BLUE/OTIS REDDING SINGS SOUL	Otis Redding	Volt 29-115
84	GOT MY MOJO WORKING	Jimmy Smith	Verve 26-252
85	I'M THE ONE WHO LOVES YOU	Dean Martin	Reprise 10-288
88	YOU'VE LOST THAT LOVIN' FEELIN'	Righteous Bros.	Philles 21-240
91	DR. ZHIVAGO	Soundtrack	MGM 46-135
93	BATMAN THEME	Marketts	W-B 21-275
96	ORGAN GRINDER SWING	Jimmy Smith	Verve 26-248
98	KINKS KINKDOM	The Kinks	Reprise 21-240
105	DAYDREAM	The Lovin' Spoonful	Kama Sutra 21-287
109	BOOTS RANDOLPH'S YAKETY SAX	Boots Randolph	Monument 14-418
110	CHAMPAGNE ON BROADWAY	Lawrence Welk	Dot 14-429
112	SOLID GOLD SOUL	Various Artists	Atlantic 21-284
117	MOON OVER NAPLES	Billy Vaughn	Dot 14-414
121	BILL COSBY IS A VERY FUNNY FELLOW	Right? Bill Cosby	W-B 72-110
122	MY KIND OF BROADWAY	Frank Sinatra	Reprise 10-336
123	BIG SIXTEEN, VOL. III	Gene Pitney	Musicor 10-401
124	LIGHTNIN' STRIKES	Lou Christie	MGM 21-282
126	I STARTED OUT AS A CHILD	Bill Cosby	W-B 72-116
127	ARTHUR PRYSOCK/COUNT BASIE	Arthur Prysock Count Basie	Verve 28-152
129	THE SWEETHEART TREE	Johnny Mathis	Mercury 10-300
132	MY LOVE	Petula Clark	W-B 10-371
133	THE SHADOW OF YOUR SMILE	Johnny Mathis	Mercury 10-396
137	SPANISH GREASE	Willie Bobo	Verve 26-249
140	AN EVENING WASTED WITH TOM LEHRER	Tom Lehrer	Reprise 72-126
143	DO YOU BELIEVE IN MAGIC?	Lovin' Spoonful	Kama Sutra 21-246

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TAPE CARTRIDGE

Biggest Mexico Play Due for CARtridges

MEXICO CITY — Although the new CARtridge has not aroused the same wild enthusiasm here as in the U. S., it is believed that only a matter of time before it will conquer the market. Up to now it is estimated that 10,000 playbacks, for 4-track tapes, mostly imported or assembled by Muntz, are now available in this country (retail price around \$200). There are many plans (mentioned also by Motorola and Philco) to manufacture cartridges locally, but these plans have not yet materialized.

The pioneers in this field have been the three local record companies, by Musart, Peerless and Orfeon, who had duplicated in California a certain amount of their repertoire on 4-track cartridges and shipped, duty-free, to Mexico. This month, Musart will offer 43 cartridges with Mexican music (corresponding to the same number of LP's); Peerless issues

25 and Orfeon 20. The price of each cartridge will be 98 pesos (nearly \$8). Mexico City has about 300,000 cars in the streets; these are maybe twice as many as in the provinces.

The local representatives of the big international companies will follow the policy of their headquarters in the U. S. and Europe. RCA Victor Mexicana is expecting that Lear Jet will give a license to a local company for distribution or manufacturing of Stereo 8. CBS will have their Mexican repertoire duplicated by 3-M (Minnesota Mining & Manufacturing), the company which will handle the cartridges for CBS International in most countries. Discos Capitol de Mexico will have their tapes duplicated next fall by their headquarters in Hollywood, and Discos Universales is expecting decisions in Germany (DGG) and Holland (Philips) about the systems their companies will choose on an international level.

CARtridges Take Spotlight At Hi-Fi Show

• Continued from page 18

state reel tape player, model 530 at \$319.50.

Concord showed its \$1,500 home video recorder and the portable battery 350 (under \$200) with an automatic voice control device.

In the tuner field, Scott unveiled a dramatic AM-FM unit, the 382 (\$340) which eliminates noise between stations on the AM band. A company spokesman said this combination unit previously sold for \$500.

Included in Fisher's display was its first AM-FM-shortwave receiver, the R200-B at \$349. JBL, a loudspeaker specialist, uncorked its first venture into the power pack field with the preamp-amplifier SA 600 (\$345) offering 40 watts of power per channel.

There was a slight trend toward home tape reel players capable of handling 10½ inch reels. Thorens showed a ReVox Swiss unit the G-36 (\$500) and Roberts displayed its model 5000 (\$699).

The show opened Wednesday (30) and closed Sunday (3).

6 More Distributors Go Lear Eight

NEW YORK—Six more distributors have joined Lear Jet's Stereo 8 line, bringing to over 30 the number of distribution centers in the U. S. Lear's Stereo Division sales manager, Joel M. Rowley, indicated that more distributors would be selectively added at a rate of two or three a week, and that all distribution points should be covered by early spring.

Distributors added in February are Billmeyer's, Inc., Pocatello, Idaho; Heilicher Brothers, Minneapolis, Minn.; McClung Appliance, Knoxville, Tenn.; Pic-a-Tune Co., Inc., Emeryville, Calif. (covering San Francisco); Radio & Appliance Distributors, Chattanooga, Tenn., and United Distributors, Inc., New Orleans.

Command 8-Tracks To Distributors May 15

NEW YORK — Command's initial release of 8-track tapes will go to distributors May 15, according to Loren Becker, vice-president of the label.

Becker said that no deal with a tape CARtridge manufacturer has been set up, but that the tapes will be compatible with several cartridges.

Some 25 tapes will be in the initial release.

Hassler Exits Muntz

VAN NUYS, Calif.—Don Hassler has left the Audio/Stereo division of Muntz Stereo-Pak after a short period with the company. He was hired to handle marketing programs for the private brand operation. Hassler previously worked for Concord Electronics, reel tape playback unit manufacturer and Capitol Records in its special products branch. No replacement has been announced.

Audio Devices Registers Peak Sales and Profits

NEW YORK — Audio Devices, Inc., which recently organized Stereo Devices, Inc., as a subsidiary for the duplicating

and loading of tape into CARtridges, reported record sales and profits for 1965. Last year's sales of \$12,515,891 compared with sales of \$9,629,906 a year earlier, while profits after taxes rose from \$227,995 to \$909,439.

Stereo Devices, which makes Audiotape and Audiopak cartridges, recently entered into a long-term contract to produce pre-recorded cartridges for the International Tape Cartridge Corp. which has music rights from some 50 record labels. Audio Devices, the parent firm, owns a 20 per cent interest in ITCC.

The firm first got into the tape cartridge business in 1963 when it bought the assets of the Sound Corp. of America and improved the design of the original SCA cartridge.

According to Audio Devices' annual report, "It is likely that factory-installed systems will be available in new models of most makes of cars this year. We expect that the price of cartridge players will come down as designs for radio-player combinations become standard optional equipment. Because of this anticipated success of automobile cartridge players, manufacturers are hastening to bring out units for mass market home use where they can be plugged into high fidelity systems."

Lear Distrib Set

SEATTLE—West Coast Record Distributors has been appointed Washington-Oregon distributors for the complete line of Lear Jet car and home playback units.

The company also reps RCA Stereo 8 packs and ITCC's CARtridge line. According to Norm Larson, sales manager, the company plans carrying complete cartridge tape inventories.

All Lear properties will be marketed through the firm's Gordon Sales Co. subsidiary. Gordon is reportedly the largest rack jobber in the Pacific Northwest.

New Marketing Concept Needed

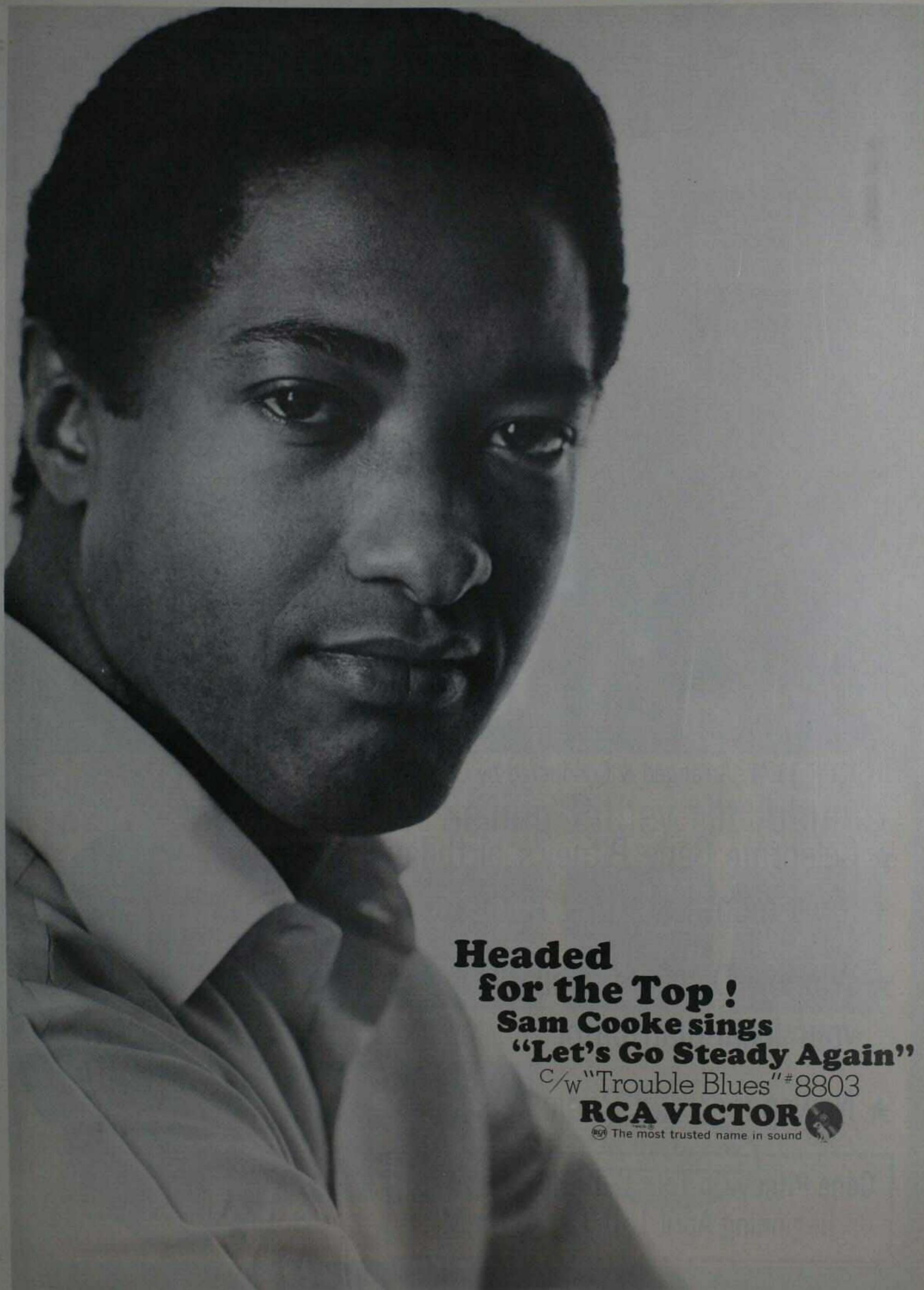
• Continued from page 1

by the blossoming tape cartridge market.

Cupples, a 14-year veteran with Decca, joined the company in 1952 as a salesman for the Pittsburgh branch. He was subsequently upped to sales manager there, and in 1962 was shifted to the sales manager's post in San Francisco. Cupples will relocate in Decca's home office in New York for the new assignment.

Replacing Cupples in San Francisco will be Bob Eggers, who is being transferred from his sales manager's post in Denver. Eggers first came to Decca in 1957 as a salesman for the Omaha branch. From there, he became sales manager for the Kansas City branch in 1958, and two years later moved on to Denver. The sales manager's post in Denver will be filled by Douglas Jydstrup, who is being transferred from the Kansas City area.

These new appointments, sparked by Decca's push into the tape cartridge field, come on the heels of the assignment of Lou Verzola as district manager for Decca's West Coast operations. Goldberg said that these appointments "are in line with Decca's policy through the years of recognizing the capable and talented men in our organization whose training with the company has made them eligible to fill the positions created by the growth of the industry business. As the business grows, so grows the Decca organization, bringing about more opportunities for advancement within the company. Not only does this apply to the present, but also to those positions yet to come in our greatly expanding industry."



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Sam Cooke sings
"Let's Go Steady Again"**

C/w "Trouble Blues" #8803

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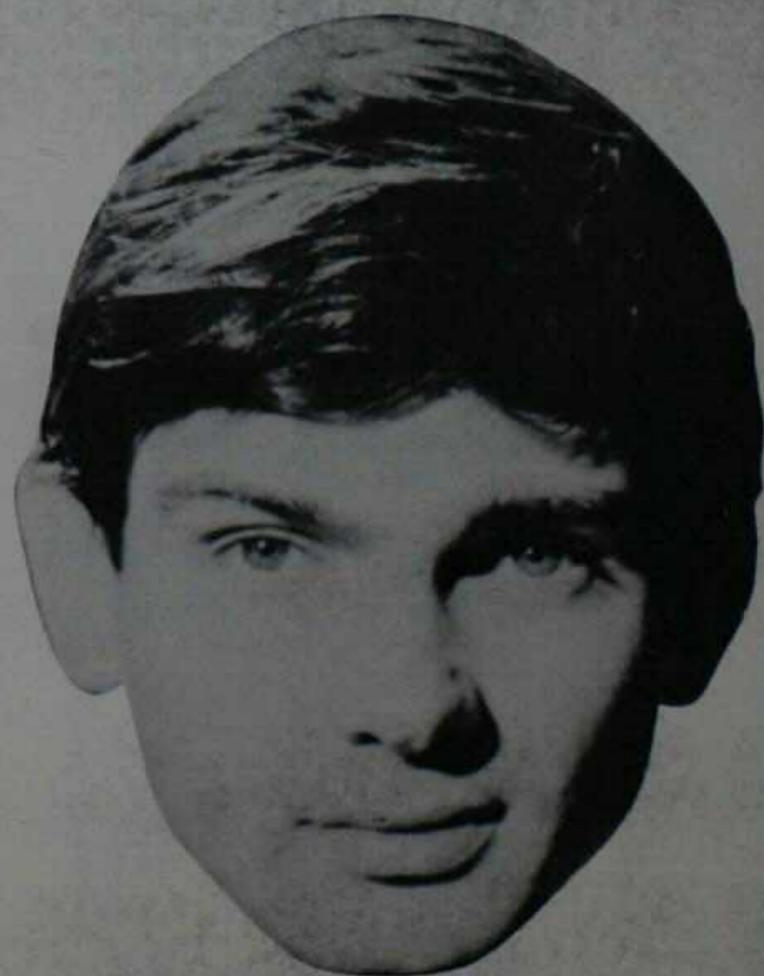
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Big Sixteen, Vol. 1



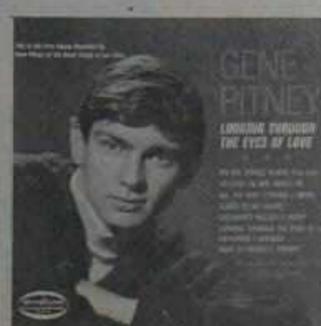
Big Sixteen, Vol. 2



Big Sixteen, Vol. 3



Gene Italiano



Looking Through The
Eyes Of Love



Gene Pitney Espanol



Only Love Can
Break A Heart



I Must Be Seeing Things

GENE PITNEY
EXCLUSIVELY ON



HOT 100

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

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

Award

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like (You're My) Soul and Inspiration, Daydream, 19th Nervous Breakdown, Bang Bang, The Ballad of the Green Berets, Nowhere Man, Secret Agent Man, I'm So Lonesome I Could Cry, Sure Gonna Miss Her, California Dreamin', Time Won't Let Me, Homeward Bound, 634-5789, These Boots Are Made for Walkin', This Old Heart of Mine, Good Lovin', Little Latin Lupe Lu, Kicks, Woman, Love Makes the World Go Round, Magic Town, Walkin' My Cat Named Dog, Baby Scratch My Back, A Sign of the Times, You Baby, Elusive Butterfly, Shake Me, Wake Me (When It's Over), Listen People, What Now My Love, Think I'll Go Somewhere and Cry Myself to Sleep.

Table with columns: Rank, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like Spanish Flea, Shapes of Things, It's Too Late, Satisfaction, Sloop John B, I Hear Trumpets Blow, Somewhere, I Want to Go With You, Frankie and Johnny, Get Ready, Gloria, Ain't That a Groove, The Phoenix Love Theme, Inside—Looking Out, One More Heartache, I Fought the Law, The Cheater, Please Don't Stop Loving Me, Outside the Gates of Heaven, Time, One Track Mind, The Rains Came, Together Again, Caroline, No, Rhapsody in the Rain, Helpless, Young Love, Memories Are Made of This, The Love You Save, Lullaby of Love, Try Too Hard, Stop Her on Sight (S.O.S.), Secret Agent Man, Message to Michael, Leaning on the Lamp Post, Tippy Toeing.

Table with columns: Rank, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like Till the End of the Day, Juanita Banana, Follow Me, She Blew a Good Thing, Got My Mojo Working, Sippin' 'N' Chippin', Hi Heel Sneakers, I Can't Grow Peaches on a Cherry Tree, Love is Me, Love is You, I Can't Let Go, I Want Someone, I'll Take Good Care of You, Monday, Monday, A Lover's Concerto, Killer Joe, History Repeats Itself, I'm Comin' Home, Cindy, He Cried, May My Heart Be Cast into Stone, I Surrender, Eight Miles High, Distant Drums, Philly Dog, Darling Baby, La La La, Real Humdinger, Too Slow, No Man is an Island, You've Got My Mind Messed Up, Band of Gold, (I'm a) Road Runner, I Feel a Sin Coming On, I'm Living in Two Worlds, When a Man Loves a Woman.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical list of songs and artists, including entries like Aint' That a Groove, Baby Scratch My Back, Ballad of the Green Berets, Bang Bang, California Dreamin', Cheater, The, Darling Baby, Daydream, Distant Drums, Eight Miles High, Elusive Butterfly, Gloria, Good Lovin', Helpless, I Can't Grow Peaches on a Cherry Tree, I Can't Let Go, I Feel a Sin Coming On, I Fought the Law, I Hear Trumpets Blow, I Surrender, I Want Someone, I Want to Go With You, I'll Take Good Care of You, I'm a Road Runner, I'm Comin' Home, I'm Living in Two Worlds, I'm So Lonesome I Could Cry, Inside—Looking Out, It's Too Late, Juanita Banana, Killer Joe, Le Le Lu, Leaning on the Lamp Post, Little Latin Lupe Lu, Listen People, Love Is Me, Love Is You, Love Makes the World Go Round, Love You Save, Lover's Concerto, Lullaby of Love, Magic Town, May My Heart Be Cast into Stone, Memories Are Made of This, Message to Michael, Monday, Monday, No Man is an Island, Nowhere Man, One More Heartache, One Track Mind, Outside the Gates of Heaven, Philly Dog, Phoenix Love Theme, Please Don't Stop Loving Me, Rainy Came, The, Real Humdinger, Rhapsody in the Rain, Satisfaction, Secret Agent Man, Secret Agent Man—Venezuela, Shake Me, Wake Me When It's Over, Shapes of Things, She Blew a Good Thing, Sign of the Times, Sippin' 'N' Chippin', Sloop John B, Sloop John B (New Executive), Somewhere, Spanish Flea, Stop Her on Sight (S.O.S.), Sure Gonna Miss Her, These Boots Are Made for Walkin', Think I'll Go Somewhere and Cry Myself to Sleep, Time, Time You've Let Me, Tippy Toeing, Together Again, Too Slow, Try Too Hard, Walkin' My Cat Named Dog, What Now My Love, When a Man Loves a Woman, Woman, Young Love, You Baby, You've Got My Mind Messed Up.

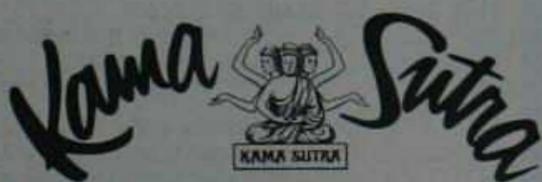
BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including titles like Good, Good Lovin', Pin the Tail on the Donkey, Too Young, Stop!, A Groovy Kind of Love, Wang Dang Doodle, I Spy, Gloria, Let's Start All Over Again, Sharing You, Love Me with All Your Heart, Baby I Need You, Double Shot (Of My Baby's Love), For Your Precious Love, Raggs to Riches, Evol-not Love, The Big Hurt, Don't Push Me, I'm Just a Fool for You, Dirty Water, Greetings (This is Uncle Sam), 2,000 Miles, Too Little Time, Elvira, Night Time Girl, Rainy Day Women No. 12 & 35, Viet Nam Blues, Louie Louie, Second-Hand Man, History Repeats Itself, When She Touches Me, From Nashville with Love, Don't Push Me, Barefootin'.

AMERICA'S OWN



AMERICA'S HOTTEST LOVIN' SPOONFUL



A Product of
Koppelman-Rubin Associates, Inc.
Produced by Erik Jacobsen

DAYDREAM

The Album: KLP/KLP5-8051...The Single: KA-208

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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.

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Wk. On Chart
	1	2	3			
1	2	3	5	I WANT TO GO WITH YOU	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	10
2	4	5	6	HUSBANDS AND WIVES	Roger Miller, Smash 3054 (Trea, BMI)	9
3	1	1	1	BALLAD OF THE GREEN BERETS	Sgt. Barry Sadler, RCA Victor 8729 (Music, Music, Music, ASCAP)	9
4	5	6	10	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP	Al Martino, Capitol 3598 (Moss Koss, BMI)	7
5	8	8	26	WHAT NOW, MY LOVE	Herb Alpert & the Tijuana Brass, AAM 792 (Remick, ASCAP)	4
6	7	9	23	SPANISH FLEA	Herb Alpert & the Tijuana Brass, AAM 792 (Alma, ASCAP)	5
7	3	2	2	SOMEWHERE THERE'S A SOMEONE	Dean Martin, Reprise 0442 (Hill & Range, BMI)	9
8	11	15	—	TIME	Poco-Soco Singers, Columbia 43427 (Regent, BMI)	3
9	6	4	3	CALL ME	Chris Montez, AAM 790 (Duchess, BMI)	17
10	10	13	17	SONG FROM "THE OSCAR"	Tony Bennett, Columbia 43508 (Lewin, ASCAP)	7
11	19	37	—	SIGN OF THE TIMES	Petula Clark, Warner Bros. 5802 (Duchess, BMI)	3
12	9	7	4	WHERE AM I GOING?	Barbra Streisand, Columbia 43518 (Notable, ASCAP)	10
13	13	14	22	YOU'RE GONNA HEAR FROM ME	Andy Williams, Columbia 43519 (Remick, ASCAP)	6
14	16	22	—	SUCH A HAPPY DAY	Ray Anthony, Capitol 5589 (Songsmiths, ASCAP)	3
15	22	40	—	TOGETHER AGAIN	Ray Charles, ARC-Parade 10785 (Control, BMI)	3
16	12	10	9	BIG SPENDER	Peggy Lee, Capitol 3537 (Notable, ASCAP)	11
17	17	19	27	WHAT DID I HAVE THAT I DON'T HAVE?	Eydie Gorme, Columbia 43542 (Chappell, ASCAP)	6
18	20	25	32	YOU WANNA BET	Barbra Streisand, Columbia 43518 (Notable, ASCAP)	5
19	35	—	—	A LOVER'S CONCERTO	Sarah Vaughan, Mercury 72542 (Saturday, BMI)	2
20	27	29	—	FRANKIE AND JOHNNY	Elvis Presley, RCA Victor 8790 (Gladys, ASCAP)	3
21	14	12	16	BATMAN THEME	Neal Hefti, RCA Victor 8735 (Miller, ASCAP)	8
22	29	—	—	TEARS AND HEARTACHES	Kay Starr, Capitol 3401 (Mills, ASCAP)	2
23	15	11	11	PROMISE HER ANYTHING	Tom Jones, Parrot 9809 (Famous, ASCAP)	9
24	21	20	14	IT WAS A VERY GOOD YEAR	Frank Sinatra, Reprise 0429 (Self, ASCAP)	16
25	18	16	8	BYE BYE BLUES	Burt Kramlinger & His Orchestra, Decca 31882 (Kosmo, ASCAP)	13
26	33	35	39	OLD RECORDS	Kay Starr, Capitol 3401 (Gallion, BMI)	4
27	31	39	—	I CAN'T GROW PEACHES ON A CHERRY TREE	Just Us, Capitol 802 (April Music, ASCAP)	3
28	32	38	—	HI HEEL SNEAKERS	Ramsey Lewis Trio, Cedar 5521 (Madel, BMI)	3
29	26	28	31	CUSTODY	Patti Page, Columbia 43517 (Screen Gems-Columbia, BMI)	7
30	28	33	36	OH, YEAH!	Skitch Henderson, Columbia 43499 (Waltzheim, ASCAP)	5
31	38	—	—	LOVE ME WITH ALL YOUR HEART	Bachelors, London 9828 (Pearl's, BMI)	2
32	39	—	—	I'M COMIN' HOME, CINDY	Trini Lopez, Reprise 0458 (Tylden, BMI)	2
33	37	—	—	LOVE IS ME, LOVE IS YOU	Conale Francis, MGM 13470 (Duchess, BMI)	2
34	30	34	35	TRUER THAN YOU WERE	McGuire Sisters, ARC-Parade 10774 (Mills, ASCAP)	6
35	—	—	—	BAND OF GOLD	Mel Carter, Imperial 86143 (Ludlow, BMI)	1
36	—	—	—	MESSAGE TO MICHAEL	Dionne Warwick, Scepter 12132 (U.S. Songs, ASCAP)	1
37	40	—	—	MAME	Al Hirt, RCA Victor 8774 (E. M. Morris, ASCAP)	2
38	—	—	—	YOUNG ONLY YESTERDAY	Robert Goulet, Columbia 43508 (Unity, BMI)	1
39	—	—	—	BABY, DREAM YOUR DREAM	Tony Bennett, Columbia 43508 (Notable, ASCAP)	1
40	—	—	—	THAT MAN	Peggy Lee, Capitol 3405 (Deshlow, BMI)	1

Mann Alive!

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RADIO-TV programming

CMA Presentation Steals Show at NAB Confab

CHICAGO—A Country Music Association presentation literally stole the show Monday afternoon (28) at the 44th annual convention of the National Association of Broadcasters here.

Jerry Glaser, general manager of WENO, Nashville, told an audience of nearly 2,000 broadcasters that radio stations were switching to country music at the rate of one a day. "Country music has withstood the onslaught of every musical fad to come along. Publishers



JERRY GLASER, general manager of WENO, Nashville, introduces a country music presentation for the Country Music Association Monday (28) afternoon at the NAB convention, Chicago.

are now finding their catalogs virtual gold mines. The sound of country music is heard around the world. All of us feel country music is the success of 1966."

With that, he introduced LeRoy Van Dyke. Backed by his band and the Auctionettes, Van Dyke sang several country music tunes such as "Jambalaya," "Your Cheatin' Heart" and "This World of Country Music"—all with upbeat tempo and modern flair.

Another presentation featured John Hurlbut, WVMC, Mount Carmel, Ill., who spoke on small market radio. He felt radio was becoming more and more local. Stations in small markets must retain the interest of their local audiences as a matter of survival, he said. If a station does not get actively involved in the affairs of the community, listeners will soon turn to the programming offered by the nearby metropolitan stations. "We



WALTER A. SCHWARTZ, head of WABC, New York, spoke on Hot 100 music stations during the Monday (28) afternoon sessions of the NAB convention in Chicago.

both play the same records," he said, "but no big city station cares about the dogcatcher."

Elmo Ellis, general manager of WSB, Atlanta, who spoke on Easy Listening format radio, said there was a big difference in "squatting in the middle of the road and running down the middle of the road fast enough to win the race."

Listeners like to be comfortable, he said. "Our concern should be to make every moment clean, clear and satisfying." He was against "closed door" thinking as ruling out creativity. Middle-of-the-road radio need not be old-fashioned . . . need not be musically square . . . need not take itself too seriously.

"Radio men should listen all the time to radio, he said. "Not to our competition, but to ourselves." He brought up the question of how well do we know our audience, saying that "The Ballad of the Green Berets" was a hit but he found 50 per cent of his listeners were against the answer song to it. "The successful broadcaster must strive to deliver a critical balance in his programming with maximum entertainment, minimum irritation factor."

John Sullivan of Metromedia Broadcasting detailed the FM operations of the chain. Each FM station, he said, is an entity to itself . . . although there are not separate staffs for both operations, he said he expects this to come about as FM begins to pay its own way. Metromedia operates WNEW, New York,



ELMO ELLIS, general manager of WSB, Atlanta, discusses the formula behind the fantastic success of his station with its Easy Listening music format. The station has led the market for years.

and WIP, Philadelphia, among others.

Walter A. Schwartz, general manager of WABC, New York, said he felt that popular music was a direct reflection of our times, but that successful Hot 100 station operation depended not much on the music played.

Rites Held for Graeme Fletcher

CARLSBAD, Calif.—Funeral services were held here last week for Graeme Fletcher, field representative for BMI in the Southwest. Fletcher, 58, died Sunday (13). He was general manager of radio KAKE, Wichita, Kan., prior to joining BMI in 1957. Survivors include his widow, Helen, a stepson and two grandchildren.

"Too many stations thought it was the easy way out. Unfamiliarity led to careless programming. Any broadcaster worth his salt knows that, regardless of format, he must work at it to be successful." At WABC no music selection is left to chance, he said, and stations should program for their market, keeping in mind what is popular in that particular market. "Who listens? In 18 of the top 25 markets in the daytime, modern music stations are on top in ratings; at night modern music stations lead in 23 out of the top 25 markets."

Hot 100 Stations Lost Ratings Due to Lack of Drive, Creativity

CHICAGO—If Hot 100 format radio stations are having problems, the reason is a lack of creativity. This was the consensus brought out of the Bill Gavin Programming Conference March 26 and 27 here. The need for fresh creativeness was expressed also for other formats. The conference, attended by more than 180 of the top general managers, program directors, music directors and air personalities in radio, highlighted country music, Hot 100, Easy Listening, and r&b discussions.

Lead speakers in the two-day conference were Chuck Blore of Chuck Blore Creative Services, who discussed creative radio; Carl Brenner, general manager of WBMD, Baltimore, who spoke on the wonderful world of country music; Harvey Glascock, general manager of WNEW, New York, who told the WNEW story with recorded examples; Ed Wright, president of the National Association of



"SOUNDS OF '66" was one of the major highlights of the 1966 convention of the National Association of Broadcasters in Chicago March 28-30. Among the almost 2,000 music industry executives at the Monday presentation were, from left: Charles Bernard, head of Charles Bernard Co.; A. V. Bamford, head of KBER, San Antonio; Elmo Ellis, general manager of WSB, Atlanta; Jack Stapp, president of Tree Music and Dial Records, and Jerry Glaser of the Country Music Association and general manager of WENO, Nashville. Ellis and Glaser were speakers in the session.

Radio Announcers; Allan Slight, vice-president and general manager of CHUM, Toronto; and Kent Burkhart, general manager of WQXI, Atlanta, who talked on Hot 100 music.

Easy Listening
WNEW, New York, has the distinction of being the originator of the so-called personality type of music station and it all started in 1935, said Glascock, when Martin Block used music as "fill" during the station's coverage of the Lindbergh kidnapping-Hauptmann trial. He called the music spot "The Make-Believe Ballroom," which the station still programs today. Block's secret, said Glascock, was that he "excited the imagination. He did it with music—and he did it with his commercials. Whenever he opened his mouth, he was selling. He had the genius to paint pictures with words . . . and he did it smoothly. You listened . . . and you believed."

"Another genius of that time,"

he said, "was station manager Bernice Judas." He attributed her with finding the talent who had the potential to charm and captivate—Robert Q. Lewis, Gene Rayburn, Stan Shaw, Jack Lascoulie, Jerry Marshall, William B. Williams, Art Ford.

"We take great pride at WNEW," Glascock said, "that many of the nation's top headliners think of the station in terms of 'family.' Personality is not limited to our talent staff." The station uses tapes of record artists extensively. One of its special projects is a series of seven music spectaculars held each year; these shows are live for Madison Avenue executives and are recorded for broadcasting later.

Country Music

The popularity of country music has boomed, said Carl Brenner, for the most part because of the exodus of rural population to city areas. "It de-

(Continued on page 34)

FCC Cutback of Powers Urged

• Continued from page 1

story), automation, and speeches by some of the most important men in the radio-TV field.

CATV, while the corridor talk of every TV man at the convention, was not explored officially. Even FCC chairman E. William Henry eliminated the topic from an already-prepared speech at a Tuesday luncheon.

The All-Radio Methodology Study (ARMS) report — results of the largest study of its type ever accomplished—found that a personally placed, personally picked up, weekly diary covering radio only could measure single-day radio audience and provide measurement of full-week cumulative audience as well. Also that personal recall, which has been used over the years in a variety of studies, could measure the one-day radio audience. The ARMS committee pointed out that nothing in the statements made at the convention should be taken as an evaluation of any of the methods currently in commercial use.

Automation can be a money-saving useful tool for broadcasters, but it is no panacea for curing all of the industry's ills

or a substitute for efficient management. This was the consensus of a group of panelists appearing before the NAB broadcast engineering conference. One

of the panelists, James H. Butts of Mullins Broadcasting, Denver, emphasized the need for a rapport between engineering and

(Continued on page 32)



SOL HANDWERGER, press chief of MGM Records, was presented the first annual Man-of-the-Year Award of the Recording Industry Promotion Association Monday (28) in ceremonies held at the National Association of Broadcasters convention in Chicago. The award cited Handwerker for "creating outstanding relations between the interdependent broadcasting and recording industries." John Rosica, of RCA Victor Records, was the runner-up in the voting.

“HOW DOES

NANCY'S
NEWEST!

THAT

GRAB

YOU

DARLIN'?"



reprise
RECORDS



#0461

VOX JOX

By CLAUDE HALL

Neil Scott left WPRO, Providence, R. I., to assume morning-air chores at WAAB, Worcester, Mass. . . . Charlee Brown, reported leaving KDWB, St. Paul/Minneapolis, for WWTC in the same city, instead has been promoted to program director at KDWB. Congratulations, Charlee.

Honored recently by Trangle Broadcasting was Jack Schantz, an engineer who's been with WFIL, Philadelphia, for 39 years. . . . Taking advantage of a St. Patrick's Day parade in Dallas, air personalities Brad Melton, Joe Poovey and Ed Milton of KPCN gave away thousands of records as a promotion to crowds on Main Street.

Joseph W. McConahy, air per-

sonality at WIOI, Portsmouth, Ohio, has joined the roster at WGOH, Grayson, Ky., as air personality and program director. Sitting on the panel of a McGavren-Guild programming seminar recently in New York were George Skinner, general manager, WNBC, New York; Ed Nielsen, program director, WJRZ, Newark; Jack Carnegie, general manager, KXYZ, Houston; Bert Levine, president, WROV, Roanoke, and Ralph Phillips, program director, WBAL, Baltimore. Moderator was Gil Faggen of Timebuyer magazine.

How about this? WCHE, West Chester, Pa., recently devoted an entire broadcast day to the original
(Continued on page 32)

WKDA USES Chart as Guide

NASHVILLE—The use of a chart which faithfully reflects top singles sales in this market was given as the prime reason why Station WKDA is the No. 1 singles outlet here in the latest Billboard Radio Response Rating. The explanation for the station's top showing (53 per cent) was made by program director Dick Buckley. Buckley also serves as music director and as DJ in the 9 to noon time slot. According to Buckley, the station has had the same programming policy, and has continually reaped the top audience

FM Broadcasters Paint Bright Future

By RAY BRACK

CHICAGO—A bright future lies ahead for FM. This was the concensus of two separate FM gatherings last week in Chicago. The National Association of FM Broadcasters held its convention March 25-27 here and the National Association of Broadcasters held its FM Day assembly Sunday (27).

Some of the highlights of the NAFMB session were:
• Report by Lynn Christian, ratings on both Pulse and Hooper.

station manager of WPIX-FM, New York, that 636,000 FM sets were sold to new car buyers in 1965 — one in every 10 new cars sold—and that over-all FM set sales in 1965 amounted to 7,852,000. Stereo sets sales in 1965 were 1,437,000, compared to 1,306,000 in 1964.

• Report that a 60-day membership drive of the NAFMB increased membership 26 per cent to 246.

• Elmo Ellis, general manager of WSB-AM-FM, Atlanta, was named new chairman of the NAFMB board; out-going chairman Abe J. Voron of WQAL, Philadelphia, was named president; Stan Hamilton of New York and Edward Kenehan of Washington were re-elected treasurer and secretary. Elected directors-at-large were David J. Bennett of Triangle Broadcasting, David H. Polinger of WTFM-FM in New York, and Herbert E. Groskin of New York.

A forum on successful FM station formats opened the National Association of FM Broadcasters convention here March 25. Held up as winning format examples by panel moderator Alex Smallens Jr. of WABC-FM, New York, were WYDD-FM, Pittsburgh, WPBS-FM, Philadelphia, WLS-FM, Chicago, WDBN-FM, Cleveland, and the Triangle combine headquartered in Philadelphia.

Panelists made several observations about FM music programming, much of which amounted to filling a void left by the AM stations in most markets.

"A musical void was handed to us on a silver platter by the AM stations in Philadelphia," reported WPBS' Dick Paisley. The station's pop-personality format, he said, includes a variety of big band, pop, classical "foreground music" with "all the AM gimmicks" in certain time slots.

Pop-background music programming, declared Ted Niarhos of WDBN-FM, Cleveland, has elevated his station to No. 1 in the market ahead of 20 AM stations during the 10-4 slot. They edge out the NBC Hot 100 station during that period.

WDBN's morning music mix includes mostly Montovani-sounding stuff. Evening mix moves a little toward the middle jazz and Broadway tune side.

The WDBN formula calls for six commercial spots per hour, Niarhos said, "and we're driving the local Muzak franchise crazy."

"Surveys show that the top two socio-economic groups are management level people—executive types," said Triangle's Dave Bennett in outlining the company's multi-station programming format, "and this is the group for which we program. Our music mix for this group is classics, semi-classics, old favorites and a few show tunes."

This format is adhered to, Bennett said, whether the audience is served by the Philadelphia outlet or the Altoona, Pa., station in Triangle's five-station chain.

Prosperous Future

FM Day of the NAB convention brought out the observation that FM radio today has overcome most of its financial difficulties, has achieved mass audience acceptance, and now

(Continued on page 32)

RADIO RESPONSE RATING

NASHVILLE, TENN.... 3rd Cycle

APRIL 9, 1966

TOP STATIONS

Call Rank Letters % of Total Points

★ POP Singles

1. WKDA 53%
2. WMAK 35%
- Others (WVOL, WSIX-AM) 12%

★ POP LP's

1. WLAC-AM & FM 44%
2. WSIX 38%
3. WSM 18%

★ R&B

1. WVOL 65%
2. WLAC-AM 35%

★ JAZZ

1. WVOL 100%

★ COUNTRY

1. WENO 55%
2. WSM 34%
3. WLAC-AM 9%

★ CONSERVATIVE

1. WWGM 35%
2. WSIX-FM 29%
3. WLAC-FM (tie) 18%
3. WLWM-FM (tie) 18%

★ COMEDY

1. WLAC 100%

★ FOLK

Note: No Folk Show in Nashville area. The following stations program Folk Music occasionally:
WENO WNFO-FM
WLAC WSIX
WLWM-FM WWGM
WMAK

★ CLASSICAL

Note: No clear-cut dominance of station in this category. The following stations did receive votes, however:
WPLN-FM
WSIX-FM
WSM

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

TOP DISK JOCKEYS

Rank Disk Jockey Call Letters % of Total Points

★ POP Singles

1. Noel Ball WMAK 40%
 2. Bill Berlin WKDA 28%
 3. Bill Craig WKDA 20%
 - Others 12%
- (Dick Buckley, WKDA
Gene Clark, WMAK)

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)
Dick Buckley Program Director, WKDA

BY TIME SLOT

- Morning Doc Holliday, WKDA
Mid-Morning Dick Buckley, WKDA
Early Afternoon Bill Craig, WKDA
Traffic Man Noel Ball, WMAK
Early Evening Noel Ball (tie), WMAK
Ray Lynn (tie), WKDA
Late Evening Bill Berlin, WKDA
All Night Captain Midnite, WKDA

★ TOP TV BANDSTAND SHOW

Note: No TV Bandstand Show in Nashville area.

★ POP LP's

1. Bill Hamby WSIX 35%
2. Bob Sticht WLAC 29%
3. John Lashlee WLAC 24%
4. Bill Randall WSIX 12%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)
Mark Pritchard Program Director, WLAC

★ R&B

1. John (R) Ritchbourg WLAC 46%
 2. Ed Hall WVOL 21%
 3. Jay Butler WVOL 13%
 - Others 20%
- (Bill (Hoss) Allen, WLAC
Herman Grizzard, WLAC
Gene Nobles, WLAC)

★ COUNTRY

1. Ralph Emery WSM 61%
2. Bob Jennings WLAC 30%
3. Ed Hamilton WENO 9%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WSJA	650	WMAK	1300	WVOL	1470
WSIX	980	WNAH	1360	WLAC	1510
WKDA	1240	WENO	1430	WWGM	1560

FM RADIO FREQUENCIES

WPLN-FM	90.3	WSIX-FM	97.9	WNFO-FM	103.3
WLWM-FM	95.5			WLAC-FM	105.9

NASHVILLE, TENN.: Country's 59th Radio Market (9 AM; 5 FM).

WENO: 5,000 watts. Independent. On the air 5 a.m.-midnight. Music format: Country (100%). Special programming: All local high school football, basketball, etc. All auto racing, Indianapolis, Daytona, Atlanta, etc. College football. "Meet Music City." Ed Hamilton interviews Country & other stars, 10:30 a.m., M-F. Ed Hamilton is director of news dept. 5-min. news on the hr. headlines on the half hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by individual DJ. Approx. 20 new records scheduled weekly. Record promotion people are seen M-F. Gen'l mgr., Jerry Glaser, Prog. dir., Ed Hamilton. Send 3 copies of 45's to Mr. Hamilton, P. O. Box 5236, Nashville, Tenn. Phone: (615) 895-5401.

WKDA: 1,000 watts. Independent. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorializes occasionally. Dan Hoffman is director of 3-man news dept. 5-min. news at 55 past the hr. headlines on the half-hr. Cuts from Comedy LP's & Folk Music occasionally programmed. New records selected for air-play by committee of station personnel. Station publishes playlist weekly. Approx. 8 new records scheduled weekly. Record promotion people are seen M-F. Gen'l mgr., Charles Walker, Prog. dir., Dick Buckley. Send 5 copies of 45's and 2 copies of LP's to Mr. Buckley, 4th & Union, Nashville, Tenn. Phone: (615) 254-0511.

WNFO-FM: ERP 19,500 watts. Owned by WKDA. Music format: Country (60%) Standard (20%) Gospel (20%). Special programming: high school, college, sand lot baseball; "Sports Page" 6:30-11 p.m., mixture sports & music; "Gospel Time" daily 1-2 p.m. and Sun. 8-9 a.m. & 2-6 p.m. Record selected for air-play by individual DJ. Program most new records received each week. Record promotion people seen M-F. Send 5 copies of 45's and 2 copies of LP's to Paul Oliphant, mgr., 1808 West End Bldg., Nashville, Tenn. 37203. Phone: (615) 242-2417.

WLAC: 50,000 watts. CBS affiliate. Owned by Life and Casualty Insurance Co. of Tenn. On the air 24 hrs. a day. Music format: Pop-Standard (55%) Rhythm & Blues (40%) Country (5%). Editorializes daily. Special programming: "Focus" with Ted Connor, audience call-in, 4:10-5:00 p.m., M-F. "Young Nashville Speaks," with Larry Ensweller, Jr., Achievement program with audience call-in, 5-5:30, Sun. "What's Happening" with F. C. Sowell, news & editorial comment from over 100 Ky. & Tenn. newspapers, 9-9:30 a.m. Sun. "WLAC Pick Hit Parade" new releases & audience call-in votes, 1:30-2:00 p.m., Wed. TV outlet is WLAC-TV, channel 5. Bill Johnson is director of 5-man news dept. Special equipment: Helicopter for traffic news; 5 mobile units; 1 light plane. 10-min. CBS news & 3-min. local news, on the hr., "Rush Hour News Round-Up," 90-min. local news, sports, weather, commentary, 5-6:30 p.m., M-F. Cuts from Comedy LP's and Folk Music programmed regularly. New records are selected for air-play by prog. dir., phone in votes, & research of local retailers. Approx. 10 new singles & 8-12 new albums programmed weekly. Record promotion people are seen M-F. Gen'l mgr., James M. Ward, Prog. dir., Mark

Prichard. Send 2 copies of 45's and 2 copies of LP's to Mr. Prichard, 161 4th Ave. North, Nashville, Tenn. 37219. Phone: (615) 256-0161.

WLAC-FM: ERP 100,000 watts, stereo. Music format: Pop-Standard (100%). Special programming: Univ. of Tenn. basketball; "The Carrousel," live music from local club, with George Wilcox and "Boots" Randolph, 10:30 p.m., Sat. Send 1 stereo to Mr. Prichard. Address and other personnel same as WLAC.

WLWM-FM: ERP 20,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop-Standard (49%) Contemporary (26%) Standard (25%) Conservative (5%) Jazz (2%) Country (1%) Rhythm & Blues (1%). Editorializes occasionally. Special programming: David Lipscomb College, Maplewood H.S., & Dupont H.S. basketball Ronny Crick is director of 3-man news dept. Special equipment: 3 mobile units, all 2-way & remote broadcast equipped; 2 walkie-talkies, 5-min. news on the hr. Comedy LP's and Folk Music featured on "Wonderful World of Music." New records are selected for air-play by prog. dir. Station publishes playlist weekly. Record promotion people are seen Fri. Gen'l mgr., Webber Parrish, Prog. dir., Elizabeth Tavel. Send 3 copies of 45's and 2 copies of LP's to Miss Tavel, 435 37th Ave. N., Nashville, Tenn. 37209. Phone: (615) 297-4414.

WMAK: 5,000 watts. Owned by Lin Broadcasting, Inc. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorializes occasionally. Special programming: "Instant Requests," call-in request on all DJ shows, 5:30 a.m.-1 a.m., M-Sat. Alan Nelson is director of 3-man news dept. Special equipment: 1 mobile unit for traffic reports, accidents, etc. 5-min. news at 15 & 45 past the hr. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by committee of station personnel & research of local retailers. Station publishes playlist weekly. Approx. 5 new records scheduled weekly. Record promotion people are seen Mon. & Tues. Gen'l mgr., Larry Edwards, Prog. dir., Halri Hensley. Send 4 copies of 45's and 2 copies of LP's to Mr. Hensley, Box 2833 Arcade Station, Nashville, Tenn. 37219. Phone: (615) 255-3536.

WNAH: 1,000 watts. A Hermitage Broadcasting Corp. station. Pres. & gen'l mgr., V. T. Irwin. Prog. dir., James Williams. Hermitage Hotel, Nashville, Tenn. Phone: (615) 254-7611.

WPLN-FM: ERP 15,000 watts. Nashville Public Library station. Music format: Classical. Gen'l mgr., Alvin Lewis Bolt, 222 Eighth Ave. North, Nashville, Tenn. 37203. Phone: (615) 242-0551.

WSIX: 5,000 watts. ABC affiliate. A General Electric property pending FCC approval. On the air 5 a.m.-midnight. Music format: Pop-Standard (100%). Special programming: Atlanta Braves Baseball, Univ. of Tenn. football, H.S. football, H.S. basketball tournaments, Vanderbilt football and basketball. TV outlet is WSIX-TV, Channel 8. Charles Scott is director of 3-man news dept. Forty-two newscasts totaling over 4 hrs. broadcasts daily. Special equipment: Four two-way equipped news cruisers. Cuts from Comedy LP's and

(Continued on page 32)

THE ORIGINAL

BIG HIT FROM BOSTON

'ONCE UPON A TIME'

TEDDY AND THE PANDAS

PRODUCED BY BRUCE PATCH



MUSICOR 1176



WLAC's Tight Playing Clicks

NASHVILLE—WLAC holds the top position in Billboard's Radio Response Ratings' album category because of a tight playing format, according to James Ward, program director. Ward said his outlet aims its programming for the young adult, and strives to accomplish this goal by mixing its air fare on a 60 per cent LP-40 per cent singles basis.

Ward said the station surveys dealers for top album sellers and uses the Top LP chart to build its play list. Each record, he said, is then screened for several
(Continued on page 34)



EXPERTS SPEAKING ON RADIO FORMATS at the Mark Century programming seminar Monday (28) in Chicago were Jack Stapp, president of Tree Music and Dial Records; Herb Mendelsohn, vice-president and general manager of WMCA, New York; and John Sullivan, president of Metromedia Radio. Above, from left, Mendelsohn; Marvin A. Kempner, president of Mark Century Sales Corp.; Stapp; Sullivan, and Milton H. Herson, president of Mark Century Corp.

Country Influence Is Everywhere: Stapp

CHICAGO—Maybe you like country music and don't even know it, Jack Stapp, president of Tree Music Publishing Co. and Dial Records, told 277 broadcasters Monday (28) morning at the fifth annual Mark Century seminar here. Stapp was one of the roster of speakers that included Herb Mendelsohn, vice-president and general manager of WMCA, New York, and Jack Sullivan, president of Metropolitan Broadcasting, which includes WNEW, New York.

"Dean Martin, Ray Charles, the Beatles, Patti Page, Lawrence Welk, Jack Jones, Perry

Como, Peter and Gordon, Johnny Tillotson, and a host of other recording artists have found gold in the country music sound," Stapp said. "One out of every two records sold in the U. S. today comes from one of the studios in the country music capital of the world. Eddy Arnold, Roger Miller, Jim Reeves, Marty Robbins and Sonny James have become household words. You'll find country artists on the 'Tonight Show,' the Danny Thomas specials, the afternoon quiz shows, and the 'Bell Telephone Hour.' You'll find country music artists on stages from California to Carnegie Hall and endorsing everything from dog food to Cadillacs.

"Country music has come of age with the biggest, most powerful force of anything since the advent of rock 'n' roll . . . and you know what that did for radio." Many of the program directors and managers in country music radio are veterans of many radio wars, he said, and have switched to country music because they saw a good thing. Many markets which were considered forbidden to the country music sound are now feeling its influence and loving it.

Mendelsohn Comment

WMCA's Herb Mendelsohn commented during his talk on contemporary radio that "primarily, we play the hits so as to have a familiar sound. We fight like alley cats to play the big records first, like those by the Beatles, because it helps to create a feeling of excitement." He said the station was correct 96 per cent of the time in picking its "sure shots" — the records that go on to become hits.

Mendelsohn's speech, labeled "The Good Guys Will Get You," pointed out that many Hot 100 stations are calling themselves contemporary music stations to get around the stigma of terms like "rocker" and "kid-aimed." WMCA, he said, was a station "tuned into the needs of modern society and reflects the tempo of the times."

The station wants to "mean something to more somebodies," by striving to be exciting enough to be interesting, but familiar enough to be comfortable.

Jack Sullivan talked on what
(Continued on page 34)

STATIONS BY FORMAT

• *Continued from page 30*

Folk Music programmed occasionally. New records are selected for air-play by music dir. 12-20 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Paul Ruhle. Prog. dir., Charles Caldwell. Music dir., Hester Kyler. Send 2 copies of 45's and 2 copies of LP's to Miss Kyler, 414 Murfreesboro Rd., Nashville, Tenn. 37210. Phone: (615) 255-5431.

WSIX-FM: ERP 100,000 watts. Music format: Pop-Standard (100%). Send 1 copy of stereo LP to Miss Kyler, address and other information same as WSIX.

RADIO STATION PROGRAMME DIRECTORS AND RADIO AGENCIES This is of special interest DIRECT from LIVERPOOL

A brand new British-Look package of 26 or 52 radio shows. The hour long show features:

- 1) Bob Wooler, TV, radio & ex Cavern DJ
- 2) Billy Butler, TV & last of Cavern DJs
- 3) Little Geoff Allan, U.K.'s top discotheque DJ
- 4) Sandie Brooks, Boutique designer
- 5) Peter Worth, special features DJ
- 6) Pirate radio DJ/producer John Wilde

IF YOUR COMPANY OR STATION IS INTERESTED IN THIS SHOW OR OTHERS IN U. K. CONTACT:

COMMERCIAL PRODUCTION ASSOCIATES Ltd. 1-3, Eberle St. Liverpool, England Options open until April 18

WSM: 50,000 watts. Music format: Country, Pop-Standard, Classical. Gen'l mgr., Robert E. Cooper. Prog. dir., Dave Overton. 7th Ave. & Union St. Nashville, Tenn. 37203. Phone: (615) 747-9575.

WVQL: Owned by Rounsaville Radio, Inc. On the air 19 hrs. a day. Music format: Rhythmic & Blues and Jazz. Special programming: Tenn. State Univ. football, basketball, "Homemaker's Holiday," woman's show, with Dana Davidson, 10-10:30 a.m., M-F; "Symphony Hall" with Dr. W. O. Smith, Music Dept. A&I Univ. classical music appreciation, 2:30-4 p.m. Sun.; "What Do You Think?" panel discussion, 6-6:30 p.m. Sun. Ivory Joyner Jr., is director of news dept. 5-min. news at 55 past the hr.; headlines on the half-hr. New records are selected for air-play by music dir. & research of local retailers. 5-10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Bill Salmon. Prog. dir., Joyce Monroe. Send 2 copies of 45's to Station WVQL, 1320 Brick Church Pk., Nashville, Tenn. 37207. Phone: (615) 228-3424.

WWGM: 10,000 watts. Mutual Network affiliate. Daytimer. Music format: Standard (50%) Pop-Standard (40%) Conservative (9%) Classical (1%). 5-min. news on the hr.; MBS news on the half-hr.; extended news at 7:30 a.m. daily. Comedy LP's featured about twice a week 6-10 a.m. Folk Music programmed occasionally. New records are selected for air-play by prog. dir. 5-10 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Ed Sheppard. Prog. dir., Tom Bryant. Send 2 copies of 45's and 2 copies of LP's to Mr. Bryant, B-3 Capitol Towers, Nashville, Tenn. 37219. Phone: (615) 244-1560.

FCC Cutback Of Power Urged

• *Continued from page 28*

programming personnel in operating an automated station. Eldon Kanago of KICD, Spencer, Ia., felt that automation should be used as a production aid. He noted that, among other things, it saves wear and tear on records by committing musical programs to tape.

Mel Blanc, comedian and commercials producer, presented a highly entertaining talk Tuesday, using humor effectively to point out that he felt "radio, as an advertising medium, is better than the people who aren't using it."

The radio people are going to have to do a better job of selling the commercial advantages of their medium, rather than selling contrived or factual statistics about kilocycles, ratings and coverage, he said.

Jack W. Lee, chairman of the NAB radio board of directors and vice-president of WSAZ, Huntington, W. Va., said Monday (28) at a NAB session that one of the major problems now facing broadcasters in general is the problem of recruitment and retention of personnel. "With the draft taking many

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 April 10, 1961

1. Blue Moon, Marcella Colpix
2. Apache, Jorgen Ingmann, Atco
3. Dedicated to the One I Love, Shirelles, Scepter
4. Runaway, Del Shannon, Big Top
5. On the Rebound, Floyd Cramer, RCA Victor
6. But I Do, Clarence (Frogman) Henry, Argo
7. Surrender, Elvis Presley, RCA Victor
8. Don't Worry, Marty Robbins, Columbia
9. Mother-in-Law, Ernie K. Doe, Minit
10. Walk Right Back, Everly Brothers, Warner-Bros.

R&B SINGLES—5 Years Ago April 10, 1961

1. Blue Moon, Marcella Colpix
2. One Mint Julep, Ray Charles, Impulse
3. For My Baby, Brook Benton, Mercury
4. Mother-in-Law, Ernie K. Doe, Minit
5. I Pity the Fool, Bobby Bland, Duke
6. Trust in Me, Etta James, Argo
7. Hideaway, Freddie King, Federal
8. Think Twice, Brook Benton, Mercury
9. Gee Whiz (Look at His Eyes), Carla Thomas, Atlantic
10. I Don't Want to Cry, Chuck Jackson, Wand

POP SINGLES—10 Years Ago April 7, 1956

1. The Poor People of Paris, Les Baxter, Capitol
2. Lisbon Antigua, Nelson Riddle, Capitol
3. Blue Suede Shoes, Carl Perkins, Sun
4. Hot Diggity/Juke Box Baby, Perry Como, RCA Victor
5. Heartbreak Hotel/I Was the One, Elvis Presley, RCA Victor
6. Rock and Roll Waltz, Kay Starr, RCA Victor
7. I'll Be Home/Tutti Frutti, Pat Boone, Dot
8. No, Not Much, Four Lads, Columbia
9. Why Do Fools Fall in Love, Teen-Agers, Gee
10. The Great Pretender, Platters, Mercury

POP LP'S—5 Years Ago April 10, 1961

1. Calcutta, Lawrence Welk, Dot
2. G. I. Blues, Elvis Presley, RCA Victor
3. Exodus, Soundtrack, RCA Victor
4. Great Motion Picture Themes, Various Artists, United Artists
5. Camelot, Original Cast, Columbia
6. Button-Down Mind of Bob Newhart, Warner Bros.
7. Make Way, Kingston Trio, Capitol
8. Button-Down Mind Strikes Back, Bob Newhart, Warner Bros.
9. Wonderland by Night, Bert Kaempfert, Decca
10. Sinatra's Swingin' Session, Frank Sinatra, Capitol

FM Broadcasters' Bright Future

• *Continued from page 30*

is headed for a prosperous future.

Everett D. Dillard, president of WASH, Washington, said that FM has benefited greatly by the transistor. There is no longer a shortage of FM receivers, he said, and "substantial progress" has been made in reporting FM audience ratings. With these steps forward, the challenge has been shifted to the FM broadcaster.

Sherril Taylor, NAB vice-president for radio, predicted that FM revenues this year should be close to \$100 million.

A panel discussion March 27 brought out a statement by David H. Polinger of WTFM-

FM, New York, that recent surveys reveal "51 per cent of all people who listen to FM stations do not listen to an AM station." WTFM-FM's air image is significantly molded by personality and atmosphere, he said. "The station identifies with a distinct, unmistakable image, one similarity sustained for impact on the client."

Robert E. Lee, a member of the Federal Communications Commission, predicted that in 10 years the FM broadcaster would find:

- Twenty-four hour daily stereo service by networks with music and drama the principal programs.
- Such an interest in FM that FM car radios will be standard equipment with stereo an optional item.

"What else but the prospect of listening to something different from AM broadcasting sends the consumer to the shop to buy an FM set," he said. "It is offered by the FM broadcaster." FM broadcasting "must break away from the traditions which have been established — traditions which mostly were developed by AM broadcasters."

young men directly from high school or college, the scarcity of qualified employees is becoming acute, especially for the smaller station. This problem is under study. Also, the problems to be faced under the Equal Employment Opportunity Commission rules are another situation that the department has under constant scrutiny."

This little house of Magic is oh so small—Now with TWO SMASH HITS—We're crowded from wall to wall!

"WISE UP"

#1 by JUNIOR and the Classics ★Magic Touch 2003-A

"DO THE BAT-MO"

#2 by THE BIG BOSSMAN (Bob Barian) ★Magic Touch 2004-A

MAGIC TOUCH RECORDS 2201 W. North Ave. Milwaukee, Wisc. Telephone (414) 933-2900

VOX JOX

• *Continued from page 30*

nal music of the Glenn Miller Orchestra—12 hours—and program director Dennis S. Hazzard said the 250-watt outlet received many favorable telephone calls about the event.

All records for WBAY, 115 S. Jefferson Street, Green Bay, Wis., are now to be directed to Jack Davison. He asks for three copies of singles, two of LP's. Promotion giveaways are also appreciated. . . . Bill Young, formerly of Temple, Tex., is the new program director of KILT, Houston. . . . Bob White, KILT news director, has joined the air personality roster of the outlet. . . . W. Lee Hickok is a teen-ager who has a one-hour Saturday show on WANV, Waynesboro, Va. He plays Hot 100 and r&b material, but "since I'm not employed directly by that station, I have difficulty in obtaining records." He wants the records sent to his home at 637 Locust Avenue.

DUNHILL

**MAMA'S AND PAPA'S
MONDAY, MONDAY**

D4026



PRODUCED BY LOU ADLER

EXCLUSIVELY DISTRIBUTED BY
ABC PARAMOUNT

Hot 100 Stations Lost Ratings Due to Lack of Drive, Creativity

• Continued from page 28

livers a mass middle-class audience not duplicated in the radio field and advertisers have positive proof of their audience via live country music shows. Music on radio is free, but when people have to shell out money for a live show, their love for country music is real." Brenner told of the various tie-in promotions country music stations had available; his station produced and tied in advertising with a rodeo; the station published a magazine six times a year and people get advertisements in the magazine by buying large schedules on the station; the station published a cookbook of country-type recipes, remotes, and country music live spectaculars. The only problem has been convincing advertisers that the average country music listener wasn't a hillbilly. The "Jimmy Dean Show" on ABC-TV and the appearances of country music artists on TV shows like the "Dean Martin Show," and the former "Steve Lawrence Show" have helped improve the image of the country music listener, he said.

As a result of the success stories of various radio stations around the nation, other stations with floundering ratings have jumped on the band wagon, said Brenner. Cities now have two

MAY INVITE RECORD MEN

CHICAGO—The exclusion of record company executives from the Bill Gavin Programming Conference last week here "represented no feeling of unsavoriness or dislike," said programming consultant Bill Gavin. "We hope to invite representative record men next year for a summit level conference."

"It makes no sense that they are always on the seeking end in this business. They deserve respect. Until we achieve better understanding between broadcasting people and the record industry, there will always be problems." He criticized record company executives for "delegating their contact with radio stations to underpaid, often underprivileged people" and asked the 180-plus radio people at the conference to write him their opinions on whether record men should be allowed to attend next year's conference.

and three country music stations, in some cases, and Atlanta has more. "It's quite obvious that no market can support five country music stations." But he pointed out that country music stations in many areas have done extremely well. "There's no magic road to riches. Country music is here to stay, but only for professional broadcasters with taste and creative promotional ideas."

Chuck Blore of Chuck Blore Creative Services rapped Hot 100 stations for lack of creativity. Some Top 40 operations were only juke boxes, he said.

Allan Slight of CHUM, Toronto, said the policy of his station was popular records surrounded by entertainment. The format is basically "chicken 40." If Hot 100 stations are losing audiences in many markets, it's because they're aimed at pre-teens, he said. He felt that the "Hullabaloo" and "Shindig" TV shows had hurt Hot 100 radio.

"And, to make it worse, the hippies have discovered us . . . the people who think James Brown has something to say. We've taken the music away from the people. If your shares have slipped, what have you found out about your audience?" He said there was an obvious need for research about a station's audience if it was suffering in ratings. CHUM, to keep closer to its audience, formed a listener panel of some 500 housewives. Housewives listed their three favorite singles and "from this we compile a list. This list has a hell of a lot to do with the music we play during the day." Their likes, on a recent survey, turned up as "Crying in the Chapel" by Elvis Presley, "Downtown" by Petula Clark and "King of the Road" by Roger Miller. The dislikes that crop up on the survey are not played until after 4 or 5 p.m., Slight said. From 4-7 p.m., the station plays stronger rock tunes. Seven to 10 p.m., the station is hard rock for teen-age listeners.

Kent Burkhart of WQXI pointed to the "continuous erosion of Top 40 radio." These stations are "being fired by their listeners." Out of 30 major markets, Burkhart said that 18 had lost in over-all Hot 100 ratings

in the past months. These stations were losing to country music stations and "there's also a movement to FM."

But, when Hot 100 stations woke up to the fact they were slipping, many set out to do something about it, and Hooper reports that Top 40 shares have rallied, he said.

The problems with Hot 100 stations were many; but primarily, he felt, they "weren't fun to listen to any more." He recommended that Hot 100 stations become "entertaining again. Use a promotional blitz to get back your call letters as a focal point."

A session Sunday on r&b music stations brought forth the opinion that many such formats feel Hot 100 stations are "stealing" their product. LeBaron Taylor of WJLB, Detroit, said that now r&b stations were faced with the question of whether they should open up their sound to retain the Negro listeners they're losing to other stations.

Lucky Cordell, program director of WVON, Chicago, spoke of WVON playing "polka dot radio" at one time before switching strictly to r&b. "But there's no fear about other radio stations taking enough of your product to hurt you. They'll get a record now and then, but so do we . . . we played the Rolling Stones, the Beatles. If you hear one of the records you helped launch on another station, be proud."

Arnold Schorr, general manager of KGFJ, Los Angeles, felt exactly the opposite. At one session, he proclaimed, "I'll be darned if I'm going to feed Hot 100 stations material." He said his policy was not to play artists that are continuously being played on Hot 100 stations.

"These stations will not play a new r&b artist unless we do it first. So it boils down to not playing the Motown product. . . . I'm not about to play the new Supremes record. I can't compete with the rockers. My DJ's are good, but I want to be what we are—a good, clean r&b station."

In general, the topics discussed in the Hot 100 panel sessions were also about r&b music to some extent. Paul Drew of WQXI in Atlanta said he felt that Negro people have set the music style for years. Bertha Porter of WDRC, Hartford, said she couldn't recall a time when popular music stations hadn't played r&b material. "Play depends on sales. So whites must be listening to it."

Pat O'Day, program director of KJR, Seattle, summed up many of the problems Hot 100 stations are going through with the advice, "To succeed, we're going to have to come up with some answer to our problems. It's about time we examined the air personality situation. What about deejays who roam the country living a nomadic life. Most would like to settle down, but their type of life is forced upon them by stations who change for change's sake." He suggested that building a personality as a professional and hanging on to him is one way of building an audience.

Dick Smith of WORC, Worcester, painted a picture of how an all-request station operates . . . "you know immediately what the audience wants to hear." Ken Draper, program director of WCFL, Chicago, said he felt there was a trend



BILL GAVIN, at podium on left, poses a question for Carl Brenner, right, general manager of WBMD, Baltimore, during the Bill Gavin program conference March 26-27 in Chicago. More than 180 station managers program directors, music directors, and air personalities from Hot 100, Easy Listening, Country, and R&B format stations attended the event.



JOE BOGART, MUSIC DIRECTOR OF WMCA, New York, chairmans a panel discussion at the Gavin Program Conference. Sitting, from left: Elma Greer, KSFO, San Francisco; Paul Drew, WQXI, Atlanta; Berta Porter, WDRC, Hartford, Conn.; Getrude Katzman, WNEW, New York.



R&B MUSIC STATIONS were represented at the Bill Gavin Program Conference March 26-27 in Chicago by, from left, Arnold Schorr, general manager of KGFJ, Los Angeles; Frank Ward, general manager of WWRL, New York; Lucky Cordell, program director of WVON, Chicago; and LeBaron Taylor of WJLB, Detroit.

to specialized radio. Hot 100 stations needed creativity and imagination. Joe Bogart of WMCA said his formula was "play all the hits" and the hits get on the air just as many times regardless of the length of the New York station's playlist.

Jay Hoffer of KRAK, Sacramento, said, "All of us believe country music is the vehicle advertisers should use to sell product," but good radio is still radio. "We all receive the same records. What we put around them, the flair, the showcase, is what makes us different."

Charlie Murdock of WSAI, Cincinnati, a Hot 100 station, expressed the need for putting entertainment back in radio . . . with "non-stop fascination" and "perpetual emotion."

Selling country music to national advertisers has certainly changed in the past year, said George Dubinetz, general manager of WJJD, Chicago, at one session. "Resistance has sunk lower and lower to every trip we make to Madison Avenue," Dubinetz said. "They actually welcome us sometimes now." The problem of low advertising rates was discussed at the panel discussion on country music. Jerry Glaser, general manager of WENO in Nashville and moderator of the panel, pointed out that country music station rates were unreasonably low for the amount of success the stations were having and it was brought out that the Country Music Association might examine the situation. Carl Bren-

ner, general manager of WBMD, Baltimore, said one method he used of convincing advertisers to take time on his station was letting them introduce their product on the air, then supplying them a tape of it. Dubinetz attributed a CMA country music presentation in Chicago in June featuring live music for advertising executives as "certainly making sales easier." Chris Lane, program director of WJJD, recommended listing the record label and number on station playlists. It was brought out that this might help dealers keep enough records in stock to supply customers.

Country Influence

• Continued from page 32

is middle-of-the-road music and detailed how Metromedia used four different middle-of-the-road approaches, including two-way radio on its stations. He also discussed the complete change in WNEW's sound over the years and the sound of WIP, Philadelphia.

WLAC's Tight Play

• Continued from page 32

tracks. DJ's stick to the pre-selected tracks. The station's policy calls for an interval of at least one and a half hours between the repeating of a given track.

RADIO STATION PROGRAMME DIRECTORS AND RADIO AGENCIES

This is of special interest DIRECT from LIVERPOOL

A brand new British-Look package of 26 or 52 radio shows. The hour long show features:

- 1) Bob Wooler, TV, radio & ex Cavern DJ
- 2) Billy Butler, TV & last of Cavern DJs
- 3) Little Geoff Allan, U.K.'s top discotheque DJ
- 4) Sandie Brooks, Boutique designer
- 5) Peter Worth, special features DJ
- 6) Pirate radio DJ/producer John Wilde

IF YOUR COMPANY OR STATION IS INTERESTED IN THIS SHOW OR OTHERS IN U. K. CONTACT:

COMMERCIAL PRODUCTION ASSOCIATES Ltd.
1-3, Eberle St.
Liverpool, England

Options open until April 18

Breaking Pop Nationally

"DO SOMETHING FOR YOURSELF"

Bobby Powell
Whit 715

GOING ALL THE WAY TO THE TOP "SUN CITY"

b/w

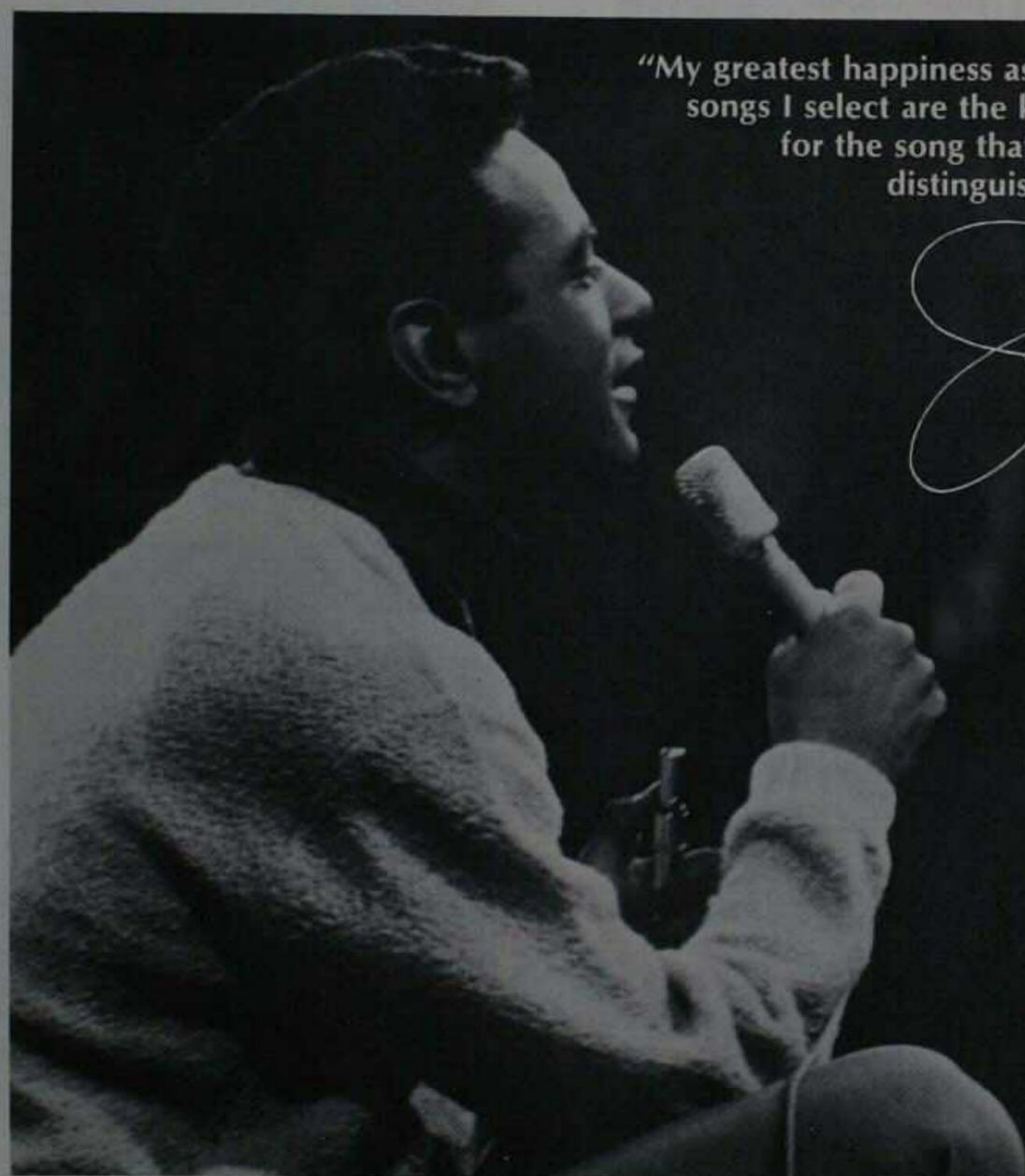
"CAN'T I GET (A WORD IN)"

John Fred
Paula 234

Jewel...Paula RECORDS
726 TEXAS ST., SHREVEPORT, LA
Phone: (318) 422-7182

These liner notes explain why Johnny's new Mercury album is selling in unprecedented numbers. It's not just out of the ordinary.

It's extraordinary!



"My greatest happiness as a singer comes from the realization that the songs I select are the kind people enjoy. I'm always on the lookout for the song that has a special flair—that intangible value that distinguishes something as being out of the ordinary."

Johnny Mathis

THE SHADOW OF YOUR SMILE
(From "The Sandpiper")

MICHELLE

YESTERDAY

A TASTE OF HONEY

(I Left My Heart) IN SAN FRANCISCO

ON A CLEAR DAY (YOU CAN SEE FOREVER)
(From "On A Clear Day You Can See Forever")

MOMENT TO MOMENT
(From "MOMENT TO MOMENT")

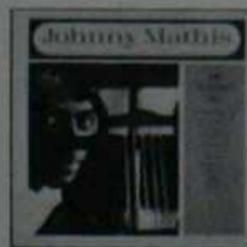
SOMETHING'S COMING
(From "West Side Story")

COME BACK TO ME
(From "On A Clear Day You Can See Forever")

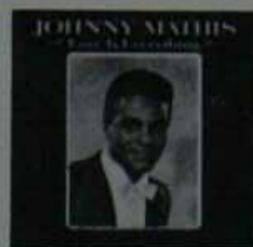
QUIET NIGHTS (CORCOVADO)

MELINDA
(From "On A Clear Day You Can See Forever")

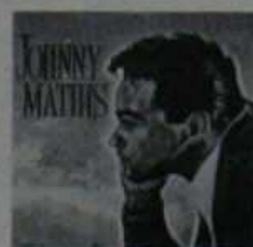
I'M IN LOVE FOR THE VERY FIRST TIME



The Sweetheart Tree
SR 61041/MG 21041



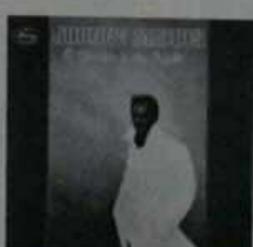
Love Is Everything
SR 60991/MG 20991



This Is Love
SR 60942/MG 20942



OLE
SR 60988/MG 20988



Tender Is The Night
SR 60890/MG 20890

MOMENT TO MOMENT
Southside Music Corp. & Northern Music Corp., (ASCAP) . . . 2:22
THE SHADOW OF YOUR SMILE
Miller Music Company, (ASCAP) . . . 3:03
MICHELLE
Maelen Music Inc., (BMI) . . . 2:32
YESTERDAY
Maelen Music Inc., (BMI) . . . 3:04
SOMETHING'S COMING
Chappell & Co., Inc. & G. Schirmer Inc., (ASCAP) . . . 2:59
A TASTE OF HONEY
Songfest Music Corp. c/o Geo. Pines & Sons, (ASCAP) . . . 3:14
I'M IN LOVE FOR THE VERY FIRST TIME
Cromwell Music Incorporated, (ASCAP) . . . 3:12
QUIET NIGHTS (CORCOVADO)
Dixie Music Corporation, (BMI) . . . 2:30
(I LEFT MY HEART) IN SAN FRANCISCO
General Music Publishing Co., (ASCAP) . . . 2:58
ON A CLEAR DAY (YOU CAN SEE FOREVER)
Chappell & Co., Inc., (ASCAP) . . . 2:43
MELINDA
Chappell & Co., Inc., (ASCAP) . . . 3:09
COME BACK TO ME
Chappell & Co., Inc., (ASCAP) . . . 2:55



Mercury Album MG 21073 / SR 61073
Produced by Global Records

This MERCURY record is the result of the most modern recording techniques in the phonograph industry.
In STEREO—The 15° cutter slant angle is utilized, the latest development in the art of disc recording. The vertical-tracking-angle between cartridge and groove greatly reduces intermodulation distortion and gives the utmost reproduction of the original sound through its dynamic depth control and reliable stylus tracking. To protect your stereo recording, play only on a phonograph with stereo reproducing cartridge according to the RIAA standards.
In MONO—The master tapes are transferred directly through the finest Ampex 300 series tape machine to a specially designed power amplifier which drives the BBC Gramphon Feedback Cutting Head. Because of the simplicity of our new recording techniques, quality listening on either stereo or monaural phonographs is assured.
In monaural or stereo, your MERCURY record will give you the truest possible reproduction of the original sound.

ALBUM REVIEWS (continued)



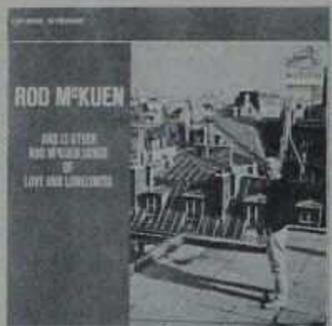
SOUNDTRACK SPOTLIGHT
CAST A GIANT SHADOW
 Soundtrack. United Artists UAL 4138 (M); UAS 5138 (S)

Elmer Bernstein's reputation as a top writer of film scores will be enhanced by this one. The theme, "Love Me True," is sung by Vince Hill and already has been released as a single. It's a strong ballad.



COUNTRY SPOTLIGHT
BY REQUEST
 Ernest Tubb & the Texas Troubadours. Decca DL 4746 (M); DL 74746 (S)

Ernest Tubb has come up with another winner; the tunes include such favorite standards in the country field as "Lost Highway" and "Bora to Lose," as well as newer good tunes. This album will be one of Tubb's biggest.



POP SPOTLIGHT
THE LONER AND 13 OTHER ROD MCKUEN SONGS OF LOVE AND LONELINESS
 RCA Victor LPM 3508 (M); LSP 3508 (S)

Rod McKuen, an unbelievably beautiful songwriter, presents something for everyone in this album—songs about lost love and found love and loneliness, songs with slow, soft tempos and songs with fast, pounding beats. Tunes include "People Change," "If You Go Away" and "I Turn to You." A must for dealers.



COUNTRY SPOTLIGHT
THE SOUNDS OF JIM REEVES
 Blue Boys. RCA Victor LPM 3529 (M); LSP 3529 (S)

The Blue Boys, who sang with Jim Reeves, do some of the songs which were big ones for the late, great artist. Included are "Is It Really Over?" "Stand at Your Window," "Am I Losing You?" The stylings are smooth and the sound is excellent. Sure to get good play.



POP SPOTLIGHT
MEMPHIS BEAT
 Jerry Lee Lewis. Smash MGS 27079 (M); SRS 67079 (S)

Jerry Lee Lewis turns in his usual outstanding performance on this, his fifth Smash LP. Jerry's "pumping" piano and hard-driving rockabilly vocals are featured throughout. Tunes range from the shouting "Hallelujah I Love Her So" to the Nat Cole standard "Too Young." Solid dance beat and the Lewis appeal make this potent teen merchandise.



COUNTRY SPOTLIGHT
THIS OLD HOUSE HAS GOT TO GO
 Stuart Hamblen. Kapp KL 3469 (M); KS 3469 (S)

Title song is reminiscent of Hamblen's standard, "This Ole House," and other songs are that combination of drama, narrative and music which Hamblen does so well. Tunes include "Transportation," "The Price Tag." Package is likely to do well on air play and get sales.



POP SPOTLIGHT
THE MEXICALI SINGERS
 Warner Bros. W 1641 (M); WS 1641 (S)

Three girls and three guys from South of the Border have formed one of the most exciting vocal groups to hit the record scene in some time. They sing in the Anita Kerr manner—no words, just sounds. And what sounds. Selections are standards—"Bye Bye Blues," "Pava," "Red Roses for a Blue Lady" and "Tijuana Taxi."



COUNTRY SPOTLIGHT
COUNTRY MUSIC GOES TO WAR
 Various. Starday SLP 374 (M)

Here's a package of topical interest. There are some great old standards here, such as T. Texas Tyler's performance of "Deck of Cards," and there are up-to-date touches of the current conflict, as illustrated by "Lonesome Viet Nam." Artists include the Willis Brothers, Johnny Bond, Red Sovine, Cowboy and Cathy Copas and others.

SEE ALBUM REVIEWS ON BACK COVER

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ 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.

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

LOOK OUT FOR THE CHEATER . . .
 Bob Kuban & the In-Men, Musicland U.S.A. LP 3500 (M); SLP 3500 (S)

THEM AGAIN . . .
 Parrot PA 61008 (M); PAS 71008 (S)

THE OSCAR . . .
 Soundtrack, Columbia OL 6550 (M); OS 2950 (S)

A TASTE OF HONEY & OTHER GOODIES . . .
 Village Stompers, Epic LN 24180 (M); BN 26180 (S)

BEST OF CHAD & JEREMY . . .
 Capitol T 2470 (M); ST 2470 (S)

TRY TO REMEMBER . . .
 Robert Goulet, Columbia CL 2482 (M); CS 9282 (S)

WOMAN . . .
 Peter & Gordon, Capitol T 2477 (M); ST 2477 (S)

BASIE MEETS BOND . . .
 Count Basie & His Ork, United Artists, UAL 3480 (M); UAS 6480 (S)

IT'S TOO LATE . . .
 Bobby Goldsboro, United Artists UAL 2486 (M); UAS 6486 (S)

EXCLUSIVE ORIGINAL TELEVISION SOUNDTRACK ALBUM "BATMAN" . . .
 20th Century-Fox TFM 3180 (M); TFS 4180 (S)

MICHELLE . . .
 David & Jonathan, Capitol T 2473 (M); ST 2473 (S)

THE FERRANTE & TEICHER CONCERT PART II . . .
 United Artists UAL 3475 (M); UAS 6475 (S)



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-stops and rack jobbers handling that category.

POPULAR

FINDING A NEW FRIEND
 Oscar Brown Jr. & Lutz Henrique. Fontana MGF 27549 (M); SRF 67549 (S)

OUR MAN IN PARIS
 Franck Pourcel. Imperial LP 9304 (M); LP 12304 (S)

ROGER MILLER PRESENTS THUMBS CARLILLE
 Smash M 27074 (M); 67074 (S)

THE LATIN STYLE OF FRANKIE CARLE
 RCA Victor. LPM 3518 (M); LSP 3518 (S)

GIDDYUP GO
 Wink Martindale. Dot DLP 3692 (M); DLP 25692 (S)

DANCING ZITHER
 Carl Swoboda. Philips PHM 200-203 (M); PHS 600-203 (S)

1965's GREAT HITS
 George Cates. Hamilton HLP 161 (M)

STEELBAND SPECTACULAR
 Sunjet Serenaders. Columbia CL 2460 (M); CS 9260 (S)

THE SHAKERS—BREAK IT ALL
 Audio Fidelity. AFLP 2155 (M); AFSD 6155 (S)

THE WAILERS OUT OF OUR TREE
 Etiquette. ETALB 026 (M)

LOW PRICE POPULAR

HE TOUCHED ME AND OTHER BEAUTIFUL SONGS
 Living Strings. Camden CAL 951 (M); CAS 951 (S)

COUNTRY

COUNTRY MUSIC TIME
 Red Sovine. Decca DL 4736 (M); DL 74736 (S)

LOW PRICE CLASSICAL

FOUR OBOE CONCERTOS
 Evelyn Rothwell/Sir John Barbiroll. Everyman SRV-191 (M); SRV-191 SD (S)

THE ART OF THE BAROQUE ORCHESTRA
 London Baroque Ensemble (Haas). Everyman SRV 192 (M); SRV 192 SD (S)

(Continued on page 42)



CLASSICAL SPOTLIGHT
BERLIOZ: SYMPHONIE FANTASTIQUE
 London Symphony Orch. (Davis). Philips PHM 500-101 (M); PHS 900-101 (S)

Colin Davis, who makes his Metropolitan Opera debut conducting "Peter Grimes" next year, does a masterful job conducting the London Symphony in Berlioz's most famous work. It's a happy combination.



INTERNATIONAL SPOTLIGHT
GIOCONDA'S SMILE
 Manos Hadjidakis. Fontana MGF 27547 (M); SRF 67547 (S)

The composer of "Never on Sunday" has written a dozen new songs, all of which are based on Greek folk music. They are, in the main, musical impressions that range from charming to haunting. Their appeal should be well beyond the bounds of the ethnic market.



FOLK SPOTLIGHT
ISN'T IT GRAND BOYS
 Clancy Brothers & Tommy Makem. Columbia CL 2477 (M); CS 9277 (S)

An excellent performance with tunes from the group's Irish song bag. Well produced and programmed, the album contains "Nancy Whiskey," "Isn't It Grand Boys" and "Galway City." Will appeal to both pop and folk markets.



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

POP SPECIAL MERIT

THE SALUTE TO BOGIE
 The MGM Singing Strings. MGM E 4359 (M); SE 4359 (S)

Humphrey Bogart fans of all generations should dig this. The MGM Singing Strings do a competent job with some of the music associated with Bogie films—"As Time Goes By," of course, and also "Melancholy Baby," "Moanin' Low," "It Had to Be You" and "Hong Kong Blues."

POP SPECIAL MERIT

THE LIBRARY OF CONGRESS RECORDINGS (2-12" LP)
 Leadbelly. Elektra EKL 3012 (M)

This famous set of recordings is attractively packaged. The three-disk set includes a brochure on Leadbelly, with notes by Lawrence Cohn. Brochure's photos are very interesting, showing prison scenes, shots of the governor who pardoned Leadbelly, etc.

ALBUM REVIEW POLICY

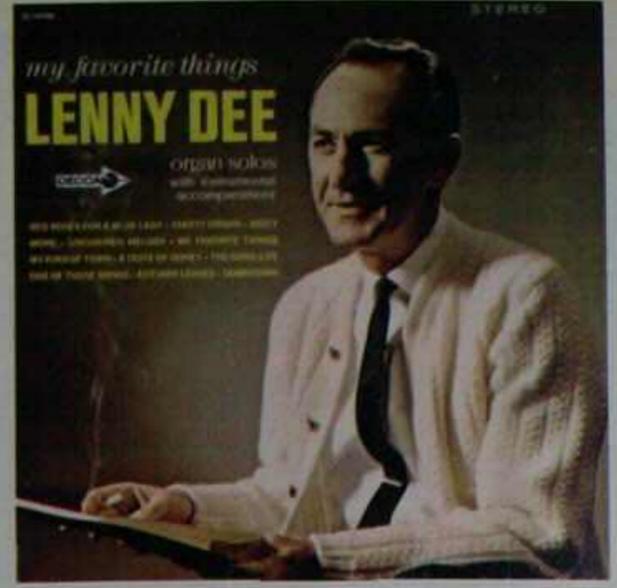
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.



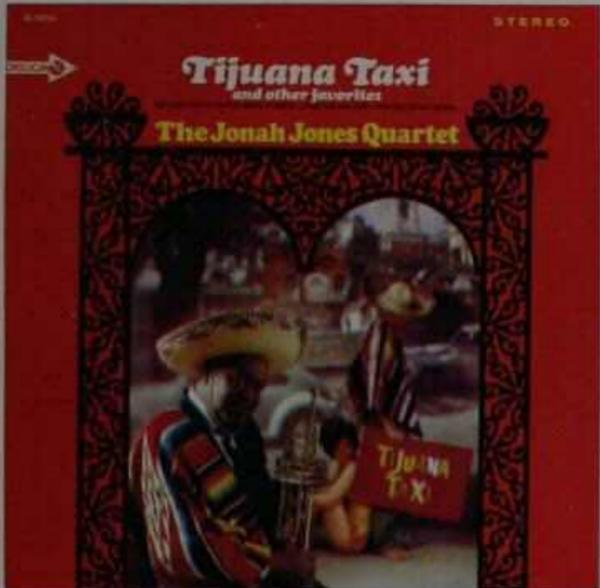
A MAN COULD GET KILLED
BERT KAEMPFERT | DL 4750 (M)
DL 74750 (S)



LIKE SOMEONE IN LOVE
PETER DUCHIN | DL 4707 (M)
DL 74707 (S)

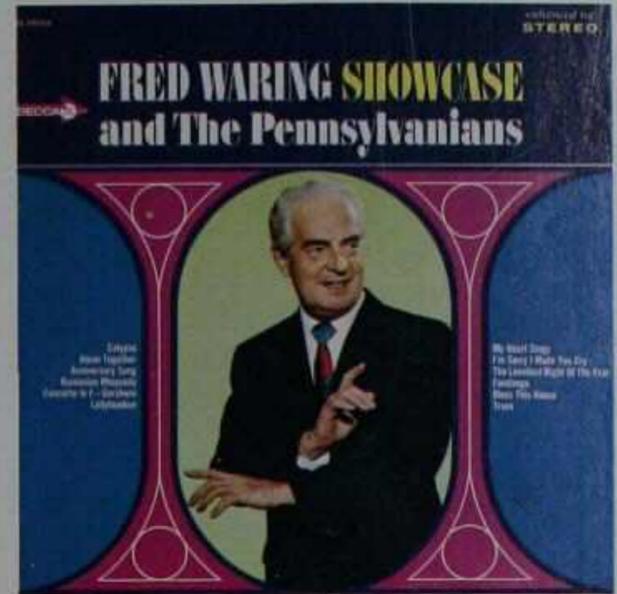


MY FAVORITE THINGS
LENNY DEE | DL 4706 (M)
DL 74706 (S)



TIJUANA TAXI
THE JONAH JONES QUARTET | DL 4765 (M)
DL 74765 (S)

**KEEP
YOUR
SALES**

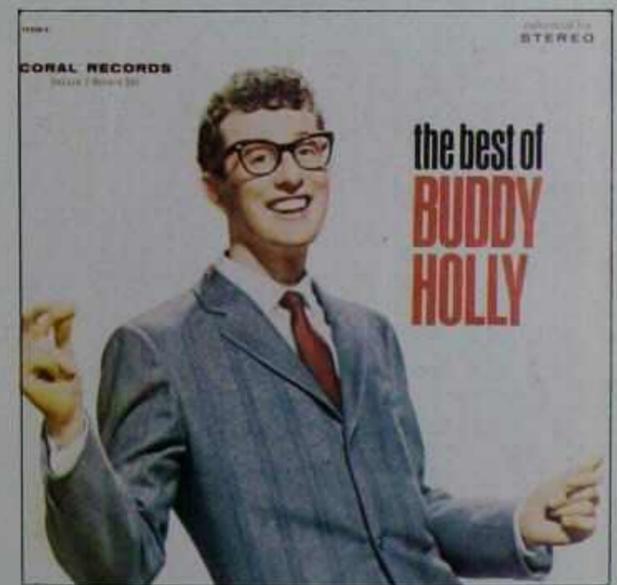


FRED WARING SHOWCASE
AND THE PENNSYLVANIANS | DL 4753 (M)
DL 74753 (SE)



THE BEST OF
SAMMY DAVIS, JR. | DXB 192 (M)
DXSB 7192 (SE)

*with these 10
great new
albums on*
DECCA-CORAL®



THE BEST OF
BUDDY HOLLY | CXB 8 (M)
7CXS 8 (SE)



THE BEST OF
GUY LOMBARDO | DXB 185 (M)
DXSB 7185 (SE)



NIELSEN
CINCINNATI SYMPHONY ORCHESTRA | DL 10127 (M)
DL 710127 (S)



MOZART
CINCINNATI SYMPHONY ORCHESTRA | DL 10129 (M)
DL 710129 (S)

(M) Monaural (S) Stereo (SE) Enhanced for Stereo

DECCA RECORDS, a Division of MCA, Inc.

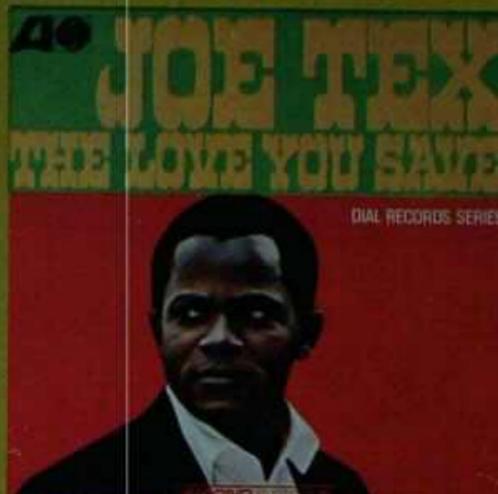
THE BIGGEST & BEST ALBUM REVEALS



24 OUTSTANDING ALBUMS



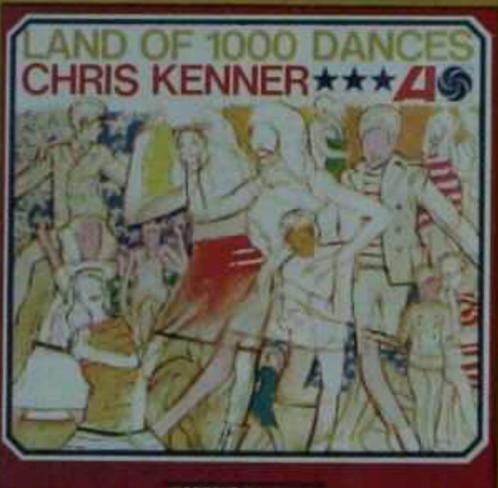
OVER THE RAINBOW Atlantic 8119
Patti La Belle & The Bluebelles



THE LOVE YOU SAVE Atlantic 8124
Joe Tex



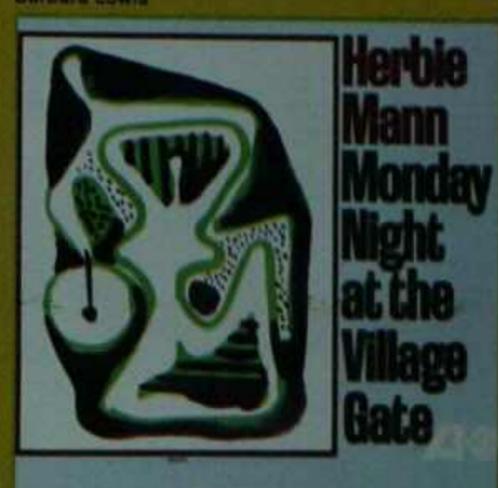
IT'S MAGIC Atlantic 8118
Barbara Lewis



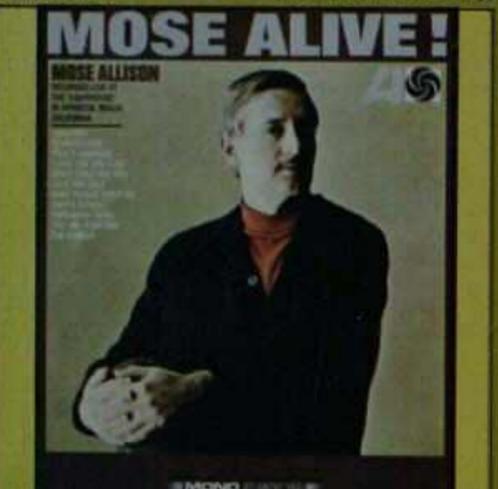
LAND OF 1000 DANCES Atlantic 8117
Chris Kenner (Available in Mono Only)



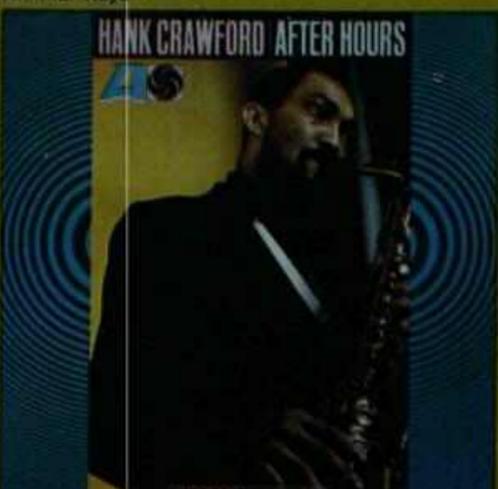
THE GREAT MEMPHIS SOUND STAX 707
The Mar-Keys



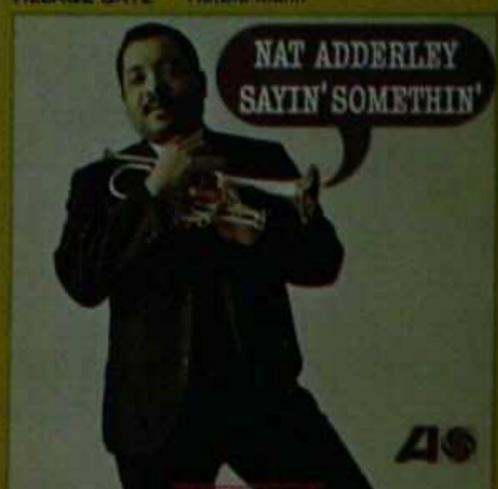
MONDAY NIGHT AT THE VILLAGE GATE Atlantic 1462
Herbie Mann



MOSE ALIVE! Atlantic 1450
Mose Allison Recorded Live At The "Lighthouse"



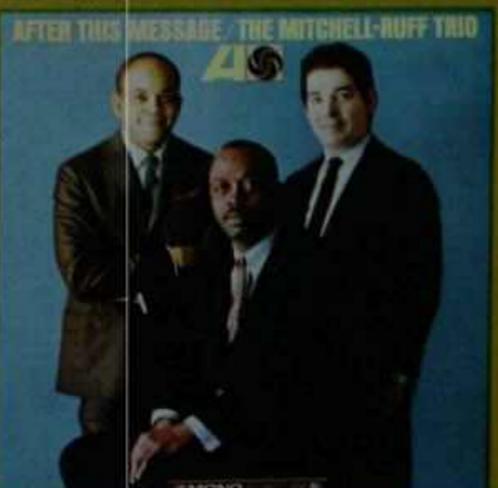
AFTER HOURS Atlantic 1455
Hank Crawford



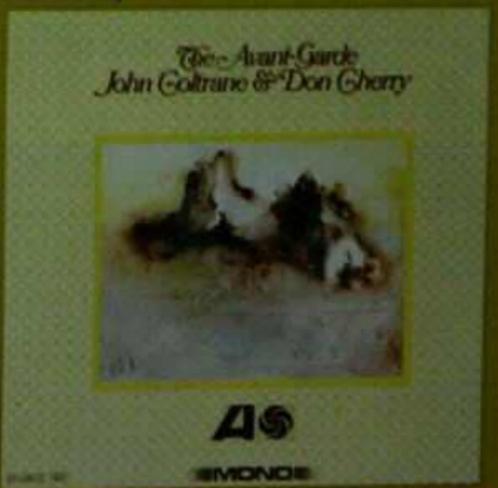
SAYIN' SOMETHIN' Atlantic 1480
Nat Adderley



JAZZ FOR THE JET SET Atlantic 1457
Dave Pike



AFTER THIS MESSAGE Atlantic 1458
The Mitchell-Ruff Trio



THE AVANT-GARDE Atlantic 1481
John Coltrane & Don Cherry

THE SOUND OF ATLANTIC-ATCO

RELEASE IN ATLANTIC-ATCO HISTORY

ENDING LP'S

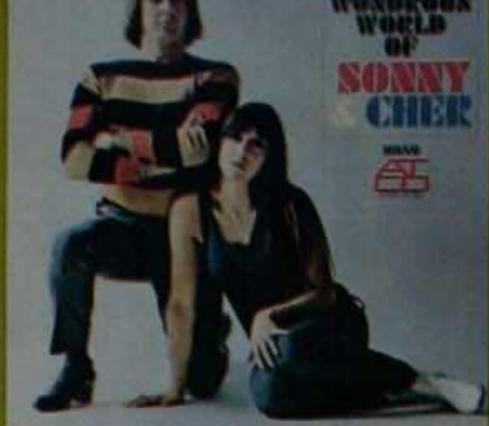


THE YOUNG RASCALS



THE YOUNG RASCALS Atlantic 8123

THE WONDROUS WORLD OF SONNY & CHER



THE WONDROUS WORLD OF SONNY & CHER Atco 33-183

The Soul Album Otis Redding



THE SOUL ALBUM Otis Redding VOLT 413

JAZZ DIALOGUE THE MODERN JAZZ QUARTET AND THE ALL-STAR JAZZ BAND



JAZZ DIALOGUE Atlantic 1448
The Modern Jazz Quartet & The All-Star Jazz Band

THE BEST OF THE RIGHTEOUS BROTHERS



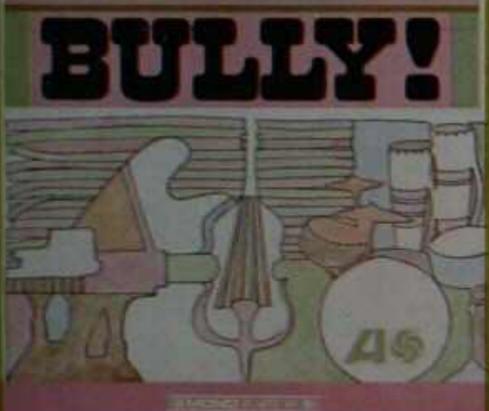
THE BEST OF THE RIGHTEOUS BROTHERS MOONGLOW 1004

MR ACKER BILK IN PARIS



MR. ACKER BILK IN PARIS Atco 33-181

THE QUARTETTE TRÈS BIEN



BULLY! Atlantic 1461
The Quartette Très Bien

Never Tease Tigers Bent Fabric



NEVER TEASE TIGERS Atco 33-185
Bent Fabric

EDDIE CANO & NINO TEMPO ON BROADWAY



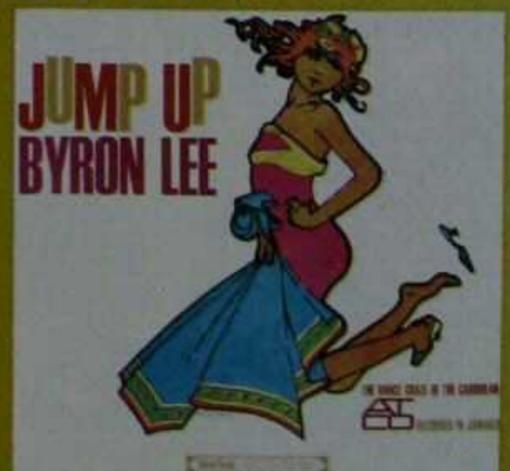
ON BROADWAY Atco 33-184
Eddie Cano & Nino Tempo



MONEY IN THE POCKET Atlantic 3004
Joe Zawinul



BIG HITS FOR SWINGERS Atco 33-187
Ray Ellis



JUMP UP Atco 33-182
Byron Lee

'66



1841 BROADWAY
NEW YORK, N.Y. 10023

See your Atlantic or Atco distributor for complete details on the April release program. (All Available in Mono and Stereo)

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.

Billboard Award

Main table containing 150 entries of Top LP's with columns for This Week, Last Week, Title, Artist, Label & No., and Wks. on Chart.

Koppelman - Rubin **kr** Associates, Inc.

Our **1**st Anniversary

LOVIN' SPOONFUL

DO YOU BELIEVE IN MAGIC
YOU DIDN'T HAVE TO BE SO NICE
DAYDREAM

CHANGIN' TIMES

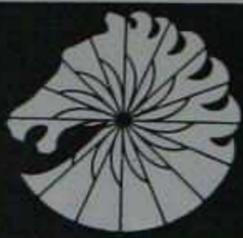
THE PIED PIPER

Movies To Watch For

Score from LEMONADE JOE Allied Artists
Score from Woody Allen's POW AIP

Koppelman - Rubin **kr** Associates, Inc.

Chardon Music Inc. ■ Faithful Virtue Music Co. Inc.
1650 Broadway New York, N. Y.



Fontella Bass

I SURRENDER

CHECKER 1137

Mitty Collier

SHARING YOU

CHESS 1953

Ko-Ko Taylor

WANG DANG DOODLE

CHECKER 1135

Alan Moorhouse Orch.

THE BALLAD OF THE GREEN BERETS

CADET 5532

The Radiants

BABY, YOU GOT IT

CHESS 1954

CHESS

RECORDS

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

LEANING ON THE LAMP POST

Herman's Hermits, MGM 13500

★ 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.

GOIN' WILD . . .

Jive Five, United Artists 50004 (Unart, BMI) (New York)

NIGHT TIME GIRL . . .

Modern Folk Quintet, Dunhill 4025 (Sealark, BMI) (Los Angeles)

GREETINGS (THIS IS UNCLE SAM) . . .

Monitors, V.I.P. 25032 (Jobete, BMI) (New York)

IT'S A FUNNY SITUATION . . .

Dee Dee Sharp, Cameo 382 (Jalynne, BMI) (San Francisco)

FUNNY (NOT MUCH) . . .

Walter Jackson, Okeh 7236 (Shapiro-Bernstein, ASCAP) (St. Louis)

CALL MY NAME . . .

Them, Parrot 9819 (Bernice, BMI) (Miami)

WANG DANG DOODLE . . .

Ko Ko Taylor, Checker 1135 (Arc, BMI) (St. Louis)

PIN THE TAIL ON THE DONKEY . . .

Paul Peak, Columbia 43527 (Ahab, BMI) (Nashville)

ELVIRA . . .

Dallas Frazier, Capitol 5560 (Blue Crest, BMI) (Dallas-Fort Worth)

BOOK OF LOVE . . .

Underbeats, Soma 1449 (Arc-Keel, BMI) (Minneapolis-St. Paul)

DOUBLE SHOT (OF MY BABY'S LOVE) . . .

Swingin' Medallions, Smash 2033 (Lyresong-Windsong, BMI) (Atlanta)

3,000 MILES . . .

Brian Hyland, Philips 40354 (Baby Monica-Flomar, BMI) (Miami)

EVOL, NOT LOVE . . .

Five Americans, HBR 468 (Jetstar, BMI) (Dallas-Fort Worth)

ALBUM REVIEWS

• *Continued from page 36*

FOUR OBOE CONCERTOS
Rothwell/Barbirolli. Everyman SRV 191 (M); SRV 191 SD (S)

JAZZ

RECORDED LIVE AT THE MONTEREY JAZZ FESTIVAL
John Handy. Columbia CL 2462 (M); CS 9262 (S)

TWO BEAT MOZART
Claude Bolling Sextet. Philips PHM 200-204; PHS 600-204 (S)

INNER URGE
Joe Henderson. Blue Note 4189 (M)

DOWN WITH IT!
Blue Mitchell Quintet. Blue Note 4214 (M)

FOLK

ANOTHER TOWN—ANOTHER JAIL
Paul Evans. Kapp KL 1475 (M); KS 3475 (S)

RELIGIOUS

INTRODUCING DAVID FORD
Word W 3367 (M); WS 8367 (S)

COMEDY

FUNNY, YOU DON'T LOOK IT
Various Artists. RCA Victor LPM 3433 (M); LSP 3433 (S)

INTERNATIONAL

PAYASO/THE CLOWN
Javier Solis. Columbia EX 5160 (M)

THE ATHENIANS SING GREEK GOLDEN HITS
Fontana. MGF 27551 (M); SRF 67551 (S)



THREE-STAR ALBUMS

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

POPULAR

THERE'S A RAINBOW ROUND MY SHOULDER
Various Artists. Tropical 117 (M)

COUNTRY

STREETS OF LAREDO
Wayne West. Sage C 44

RELIGIOUS

I BELIEVE IN MIRACLES
Mary Jayne. Word W 3382 (M); WST 8382 (S)

BLUES

THE QUEEN AND HER KNIGHTS
Victoria Spivey. Spivey LP 1006 (M)

SPOKEN WORD

SUGGESTED SOLUTIONS
Rudolf Steiner. Alm LPA 1265 (M)

NEW ALBUM RELEASES

AIM

RUDOLF STEINER—Suggested Solutions; LPA 1265

BACH GUILD

BACH: CANTATA NO. 170—Forrester & Wiener Solisten; BG 693, BGS 70683

CAEDMON

SHAKESPEARE RECORDING SOCIETY—The Merry Wives of Windsor; SRS 203, SRS 203 S
SHAKESPEARE RECORDING SOCIETY—Macbeth; SRS 231, SRS 231 S

CAPITOL IMPORTS (Holland)

PIET KEE—Organ Recital; HCLP 126

CAPITOL IMPORTS (Germany)

SCHUBERT: QUINTET IN A MAJOR FOR PIANO & STRINGS OP. 114—Elly Ney (piano)/Members of the Strub Quartet & Hermann Schubert; 80838
MAX LORENS—Die Goldene Stimme; 83394
MAHLER: KINDERTOTENLIEDER—Berlin Philharmonic Orch. (Furtwangler); SM 91387

COLUMBIA

JOHN HANDY—Recorded Live at the Monterey Jazz Festival; CL 2462, CS 9262
SUNJET SERENADERS—Steelband Spectacular; CL 2450, CS 9260
JAVIER SOLIS—Payaso/The Clown; EX 5160
BARBRA STREISAND—Color Me Barbra; CL 2478, CS 9278

DECCA

LORETTA LYNN—I Like 'Em Country; DL 4744, DL 74744
JIMMY NEWMAN—Artificial Rose; DL 4748, DL 74748
RED SOVINE—Country Music Time; DL 4736, DL 74736
ERNEST TUBB & THE TEXAS TROUBADOURS—By Request; DL 4746, DL 74746

DOT

PAT BOONE—Great Hits of 1965; DLP 3685, DLP 25685
WINK MARTINDALE—Giddyup Go; DLP 3692, DLP 25692

ELEKTRA

LEADBELLY—The Library of Congress Recordings; EKL 301/2

ETIQUETTE

THE WAILERS Out of Our Tree; STALB 026

EVERTMAN

BEETHOVEN: SYMPHONY NO. 5 IN C MINOR—Philharmonic Promenade Orch. of London (Boult); SRV 190, SRV 190 SD
IAN & SYLVIA—Play One More; VRS 9215, VSD 79215
LONDON BAROQUE ENSEMBLE (Haas)—The Art of Baroque Orchestra; SRV 192, SRV 192 SD

MOZART: QUINTETS—Griller String Quartet (Primrose); SRV 194, SRV 194 SD
A Mozart Divertissement—Pro Arte Orch. of London (Mackerras); SRV 186, SRV 186 SD
Four Oboe Concertos—Rothwell/Barbirolli; SRV 191, SRV 191 SD

FONTANA

THE ATHENIANS Sing Greek Golden Hits; MGF 27551, SRF 67551
OSCAR BROWN JR. & LUI HENRIQUE—Finding a New Friend; MGF 27549, SRF 67549
MANOS HADJIDAKIS—Gioconda's Smile; MGF 27547, SRF 67547

HAMILTON

GEORGE CATES—1965's Great Hits; HLP 161

HBR

FIVE AMERICANS—I See the Light; HLP 8503

IMPERIAL

SANDY NELSON—"In" Beat; LP 9305, LP 12305
FRANCK POURCEL—Our Man in Paris; LP 9304, LP 12304

KAPP

PAUL EVANS—Another Town—Another Jail; KL 1475, KS 3475
STUART HAMBLEN—This Old House Has Got to Go; KL 3469, KS 3469

LED THE LION

The Official Adventures of Batman and Robin; CH 1019
BASIL RATHBONE—Dinosaurs; CH 1016

LONDON

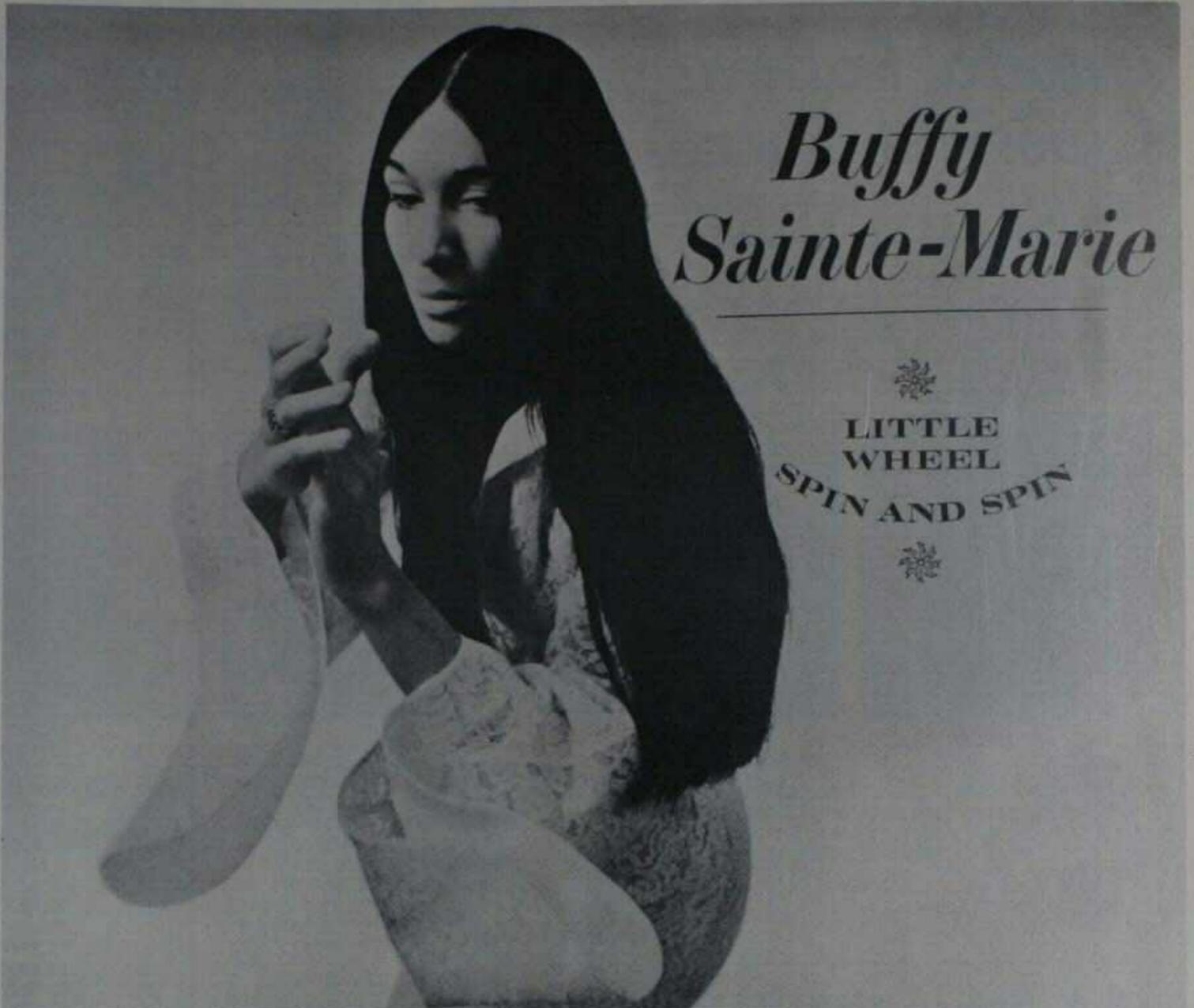
CATERINA VALENTE & SILVIO FRANCESCO—Lo Latin; LL 3471, PS 471
VERDI: DON CARLO—Various Artists; A 4432, OSA 1432
HAYDN: QUARTET OP. 33—The Weller Quartet; CMA 7214, CSA 2215
JOAN SUTHERLAND Sings Verdi; 5939, OS 25939
ROSSINI: L'ITALIANA IN ALGERI—Various Artists/Chorus & Orch. of the Maggio Musicale Fiorentino (Varviso); 5927, OS 25947
MOZART: COMPLETE DANCES & MARCHES VOL. 5—The Vienna Mozart Ensemble; CM 9460, CS 6460
SHOSTAKOVICH: QUARTET NO. 10 OP. 118—The Weller Quartet; CM 9464, CS 6464
BRITTON/WINDEMITH—Members of the Vienna Octet; CM 9465, CS 6465
RAVEL/CHOPIN/DEBUSSY—Vladimir Ashkenazy, Piano; CM 9472, CS 6472

MACE

BACH: SIX ENGLISH SUITES VOL. 1—Helmut Walcha; M 9033, SM 9033
BRAMMS-MOZART—Henrich Geuser and Dralc String Quartet; M 9029, SM 9029
CHAMBER ORCH. OF BRUBLER SCHLOSS-KONZERTE (Muller-Brühl)—Court Concert; M 9031, SM 9031

(Continued on page 60)

*Two
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New
Albums!*



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Sainte-Marie*

❁
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WHEEL
SPIN AND SPIN
❁



Ian & Sylvia

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VSD 79211 (STEREO)

VRS 9215 (MONO)
VSD 79215 (STEREO)



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Capitol Follows Up Classical Success

HOLLYWOOD—As a result of strong sales of two "experimental" classical albums developed for young audiences, Capitol has designed a new series, Capitol Good Time Classics, with eight albums split in an April-May release.

This expansion of the Capitol Classics line is based on the sales of "I Like Tchaikovsky" and "Pomp and Circumstance" which reportedly achieved double normal classical sales. The two LP's were released six months ago. The covers of these albums were especially designed to highlight young people, through live action photos and humorous cartoons. Several of the eight forthcoming packages continue the youthful, romantic motif.

The repertoire is being selected by classical producer Bob Myers and the project is credited to Brown Meggs, Capitol's vice-president and merchandising director. The music is all well-known classical pieces known to the non-classical addict.

Forthcoming albums feature the Goldman Band, conducted by Richard Franko Goldman, pianist Leonard Pennario, Carmon Dragon and the Capitol Symphony and the Hollywood Bowl with Alfred Newman.

RCA Spurs the Return of Musical Art: Sinfonietta

NEW YORK—RCA Victor is reviving the Arthur Fiedler Sinfonietta, a Boston musical group which won renown more than 25 years ago and which disbanded as Fiedler's popularity with the Boston Pops Orchestra grew.

Victor will release a two-album Sinfonietta package featuring the noted organist, Carl Weinrich. The performances are Mozart's Sonatas for Organ and Orchestra and Haydn's Concerto in C for Orchestra and Organ.

A spokesman for RCA Victor

The label has high hopes for an album, "The Russians," offering best-known U.S.S.R. composers and their works, since Angel's best seller is the "Soviet Army Chorus and Band" which has topped the 100,000 mark, according to the label.

To introduce the new series, Capitol salesmen will distribute a kit to dealers consisting of cartoon character displays, window streamers, etc., co-op advertising plus a mailing to the label's "Inner Circle" classical dealer list.

Opera Attracting the Young: Anna Moffo

By ELIOT TIEGEL

LOS ANGELES — Anna Moffo, glamorous opera singer, says more young people are finding greater "excitement" in opera. Not only are young people appreciating the art, but a broad sweep of the population is attending concerts and buying records, she says.

The lyric-coloratura soprano

'REJOICE' FOR CHURCH MASS

NEW YORK — "Rejoice," music for the worship of God in the 20th Century, published by Marks Music, will be performed at the Easter Sunday service at the Cokesbury Methodist Church, San Antonio, Texas. The Mass is also scheduled for broadcast May 15 over the Canadian Broadcasting network's show, "The Horizon."

"Rejoice" has been recorded on the Scepter label by the students of the General Theological Seminary of the Protestant Episcopal Church in New York. The students also composed the Mass.

finds that each year opera picks up more enthusiasts. She says that during the seven years she has been singing, she has taken note of the way people "have gotten excited about opera."

American audiences have equalled the zeal of the European opera lovers, she adds. As a featured artist on RCA Victor she has waxed 30 records and many of these selections are requested at her concerts and college dates.

"Not all opera singers do concerts," she said last week during an appearance at the Los Angeles Components High Fidelity Show. She had already completed an appearance at UCLA's Royce Hall and was concertizing in the Los Angeles area for two weeks.

The campuses which attract opera singers, Miss Moffo said, were the big schools with all-star series such as UCLA, Dartmouth, Michigan and Colgate.

A blending of French, Italian and English repertoire is usually presented at her concerts, she explained. "I'm always looking for new things," she added smilingly, "things which haven't been done before." Among her favorite new young composers is Richard Hundley, whom she found singing in the chorus of the Metropolitan Opera in New York.

Contest to Honor Toscanini

ROME — Arturo Toscanini will be honored in the centennial year of his birth with the first bi-annual international award open to conductors of opera music under the sponsorship of the Santa Cecilia Conservatory of Music of Rome and RAI, Italian Radio and Television Corp.

Competition, which will have a prize of 1 million lire (\$1,600), will take place in Rome between Sept. 15 and Oct. 5, with participation limited to conductors with opera experience and training who will not be older than 38 during 1966.

Preliminary auditions will be based on the playing of numbers from a list of selections prepared by the committee while the 10 semi-finalists will be winnowed to three, each of

whom will conduct an act of Giuseppe Verdi's "The Masked Ball" in Rome on Oct. 5. The assignments will be drawn by lot. Entries will be accepted by the Premio Arturo Toscanini, Conservatorio di Musica di Santa Cecilia, Via dei Greci, 18, Rome, until July 15. Rules in various languages are also available from this address.

President Giuseppe Saragat of Italy has given the event his official patronage. Committee of honor includes Prime Minister Aldo Moro; Foreign Minister Amintore Fanfani; Education Minister Luigi Gui; and Entertainment Minister Achille Corona. American committee members are Frank Brieff, New Haven; Milton Katims, Seattle; Erich Leinsdorf, Boston; Charles Munch, Boston; Eugene Ormudy, Philadelphia; Wilfred Pelletier and Alfred Wallenstein, New York.

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	—	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Vladimir Horowitz, Columbia M2L 328 (M); M2S 728 (S)	1
2	—	MAHLER: SYMPHONY NO. 10 (2-12" LP) Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	1
3	—	PRESENTING MONTSERRAT CABALLE RCA Victor LM 2862 (M); LSC 2862 (S)	1
4	—	PUCCINI: TURANDOT (3-12" LP) B. Nilsson, F. Corelli & Various Artists, Angel CL 3671 (M); SCL 3671 (S)	1
5	—	A WORLD OF SONG Victoria de los Angeles, Angel 36296 (M); S 36296 (S)	1
6	—	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	1
7	—	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCIERTO IN D John Williams, Columbia ML 6234 (M); MS 6834 (S)	1
8	—	CHOPIN WALTZES Artur Schnabel, RCA Victor LM 2726 (M); LSC 2726 (S)	1
9	—	DONIZETTI: LUCIA DI LAMMERMOOR (3-12" LP) Anna Moffo & Various Artists, RCA Victor LM 6170 (M); LSC 6170 (S)	1
10	—	TCHAIKOVSKY: CONCIERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	1
11	—	PUCCINI: TOSCA—Highlights Maria Callas & Various Artists, Angel 36326 (M); S 36326 (S)	1
12	—	IVES: SYMPHONY NO. 4 American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	1
13	—	OFFENBACH: THE TALES OF HOFFMAN (3-12" LP) N. Gedda, E. Schwarzkopf, V. de los Angeles, G. London & Various Artists, Angel CLX 3667 (M); SCLX 3667 (S)	1
14	—	MAHLER: SYMPHONY NO. 4 IN G Cleveland Orch. (Szell), Columbia ML 6233 (M); MS 6833 (S)	1
15	—	HOLIDAY FOR STRINGS Boston Pops (Fiedler), RCA Victor LM 2885 (M); 2885 (S)	1
16	—	PUCCINI: LA BOHEME (2-12" LP) M. Freni, N. Gedda & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	1
17	—	THE BAROQUE OBOE Harold Gomberg/Columbia Chamber Orch. (Ozawa), Columbia ML 6232 (M); MS 6832 (S)	1
18	—	BRAHMS: 16 HUNGARIAN DANCES London Symphony Orch. (Dorati), Mercury MG 50437 (M); SR 90437 (S)	1
19	—	ROMANTIC WALTZES BY TCHAIKOVSKY Andre Kostelanetz, Columbia ML 6224 (M); MS 6824 (S)	1
20	—	MUSSORGSKY-STOKOVSKI: PICTURES AT AN EXHIBITION New Philharmonic Orch. (Stokowski), London PM 55004 (M); SPC 21006 (S)	1
21	—	ROSSINI: WILLIAM TELL OVERTURE New York Philharmonic (Bernstein), Columbia ML 6143 (M); MS 6743 (S)	1
22	—	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Columbia ML 6169 (M); MS 6769 (S)	1
23	—	TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	1
24	—	THE DUKE AT TANGLEWOOD Duke Ellington/Boston Pops (Fiedler), RCA Victor LM 2857 (M); LSC 2857 (S)	1
25	—	THE ART OF EUGENE ORMANDY (2-12" LP) Philadelphia Orch. (Ormandy), Columbia M2L 338 (M); M2S 738 (S)	1
26	—	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	1
27	—	BEETHOVEN: SYMPHONY NO. 3 New York Philharmonic (Bernstein), Columbia ML 6174 (M); MS 6774 (S)	1
28	—	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	1
29	—	BLESS THIS HOUSE Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6235 (M); MS 6835 (S)	1
30	—	BACH: EASTER ORATORIO Various Artists/Southwest German Chamber Orch. (Gonnenwein), Angel 36322 (M); S 36322 (S)	1

NEW ACTION ALBUMS

- BRAHMS: A GERMAN REQUIEM/ALTO RHAPSODY/FEST-UND GEDENKSPRUCHE . . .
Symphony Orch. & Chorus of the Norddeutscher Rundfunk, Hamburg (Bamberger), Nonesuch HB 3003 (M); HB 73003 (S)
- THE TWO WORLDS OF KURT WEILL . . .
Morton Gould & His Orch., RCA Victor LM 2863 (M); LSC 2863 (S)
- BEETHOVEN: SYMPHONY NO. 2 . . .
London Symphony Orch. (Monteux), RCA Victor VIC 1170 (M); VICS 1170 (S)
- BRAHMS: THE LIEBESLIEDER WALTZES . . .
Robert Shaw Chorale, RCA Victor LM 2864 (M); LSC 2864 (S)
- BACH ON THE PEDAL HARPSICHOORD . . .
E. Power Biggs, Columbia ML 6204 (M); MS 6804 (S)

Saga Records Buys Alpha

LONDON—The Alpha Record Co., classical record firm, has been taken over by Saga Records. Alpha will be distributed in the U. K. by Saga's Associated Recordings distribution set-up.

Alpha specializes in recordings of classical music played on England's cathedral organs. At \$5.20, the albums become the most expensive in Saga's range.

Saga was previously released by Scottish Waverley, which was taken over recently by EMI. The Saga deal prevented the Alpha catalog from being discontinued. Associated Recordings has just opened its sixth British depot—in Birmingham—in a continuing expansion program.



SP-8617



SP-8632



SP-8635



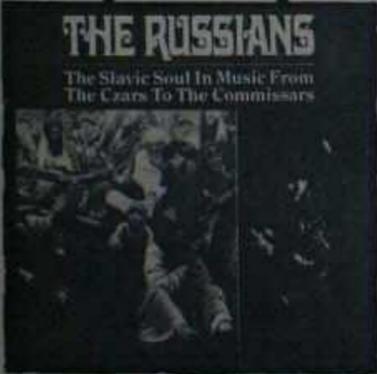
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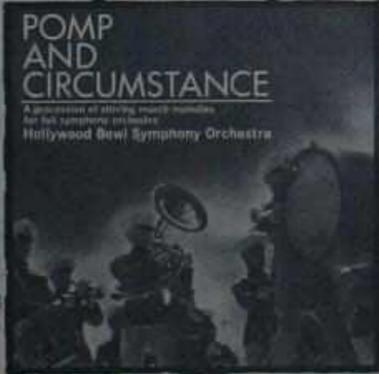
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SP-8628



SP-8620



SP-8631



SP-8633



SP-8634



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COUNTRY MUSIC

Monument Puts Muscle In Country Music Push

NASHVILLE—Current single releases by a recently acquired name artist and by a new female discovery are giving muscle to Monument Records' drive in the country music market.

Billy Walker's first Monument release, "The Old French Quarter," and Jeannie Seely's "Don't Touch Me" are grabbing strong air play across the board, and Monument sources say early sales are strong.

The releases follow the label's recent announcement of plans to move more solidly into country and western. Fred Foster, label president, said he plans to enlarge his c&w roster rapidly. Acquisition of Walker, who had had substantial success on Columbia, gives rise to speculation that Foster may acquire other name c&w talent in the near future.

Foster said he has appointed in Jeannie Seely, who has the ability to reach both pop and c&w audiences.

As a part of the c&w push, Foster said he will employ c&w specialists to help exploit his country product.

The label plans immediate album releases by Walker, Seely, Orville Couch, Jerry Byrd, Jimmy Driftwood and Grandpa Jones immediately. Other c&w artists on Monument are Harlan Howard; Jack and Jerry, the Calhoun Twins; Chuck Howard, Dave Rich and Dolly Parton.

Foster said he has appointed Byrd to head Faray Music, his SESAC affiliate, and that Byrd will have authority to sign c&w writers and artists.

Another vital development in the label's c&w effort is an arrangement with Hank Cochran



KENNY VERNON has a big record in his latest recording for Caravan Records, "Down in the Boondocks." Kenny is managed by Bob Johnson, of Albuquerque, N. M. DJ's needing copies, write veteran c&w promotion man, Little Richie Johnson, Box 3, Belen, N. M. (Advertisement)

to produce some of the country sessions. Pamper Music's Cockran is recognized as one of the country's most successful writers.

2 Nippon Network Execs Take in Nashville Scene

NASHVILLE—A producer and the chief engineer of Nippon Broadcasting System, Inc., of Tokyo, spent 10 days in Nashville studying recording technique and the "Nashville sound" as part of a six-week tour of U. S. recording centers.

The duo, Mitsunori Sasa, producer, and Akihisa Sano, chief engineer, left last week for two days in Miami and then for New York to spend three weeks. From there they will go to Europe for a month.

The two will use the knowledge they gain to improve production and engineering for their network when they return to Japan.

While here, they also gathered tape interviews from various artists for airing in Japan. They got interviews with Chet Atkins, Porter Wagoner, Bobby Bare, George Hamilton IV and Jim Edward Brown.

In Hollywood, where they spent two weeks before coming to Nashville, they taped interviews with Billy Vaughn, Bobby Vee and the Ventures.

Sasa said country music is extremely popular in Japan. He said Chet Atkins is very famous there.

Sasa said Elvis Presley was still the No. 1 seller in Japan. Also pop favorites there, he said, are Frank Sinatra, Roy Orbison, Julie Andrews, Barbra Streisand, Brenda Lee, the Ventures and the Astronauts.

Brenda Lee is "very popular because she has been there," he said. Brenda spent 18 days in Japan last summer and broke prior attendance records wherever she appeared.

Top c&w favorites in Japan, said Sasa, are Eddy Arnold, Hank Snow, Marty Robbins,

(Continued on page 48)

Billboard SPECIAL SURVEY for Week Ending 4/9/66

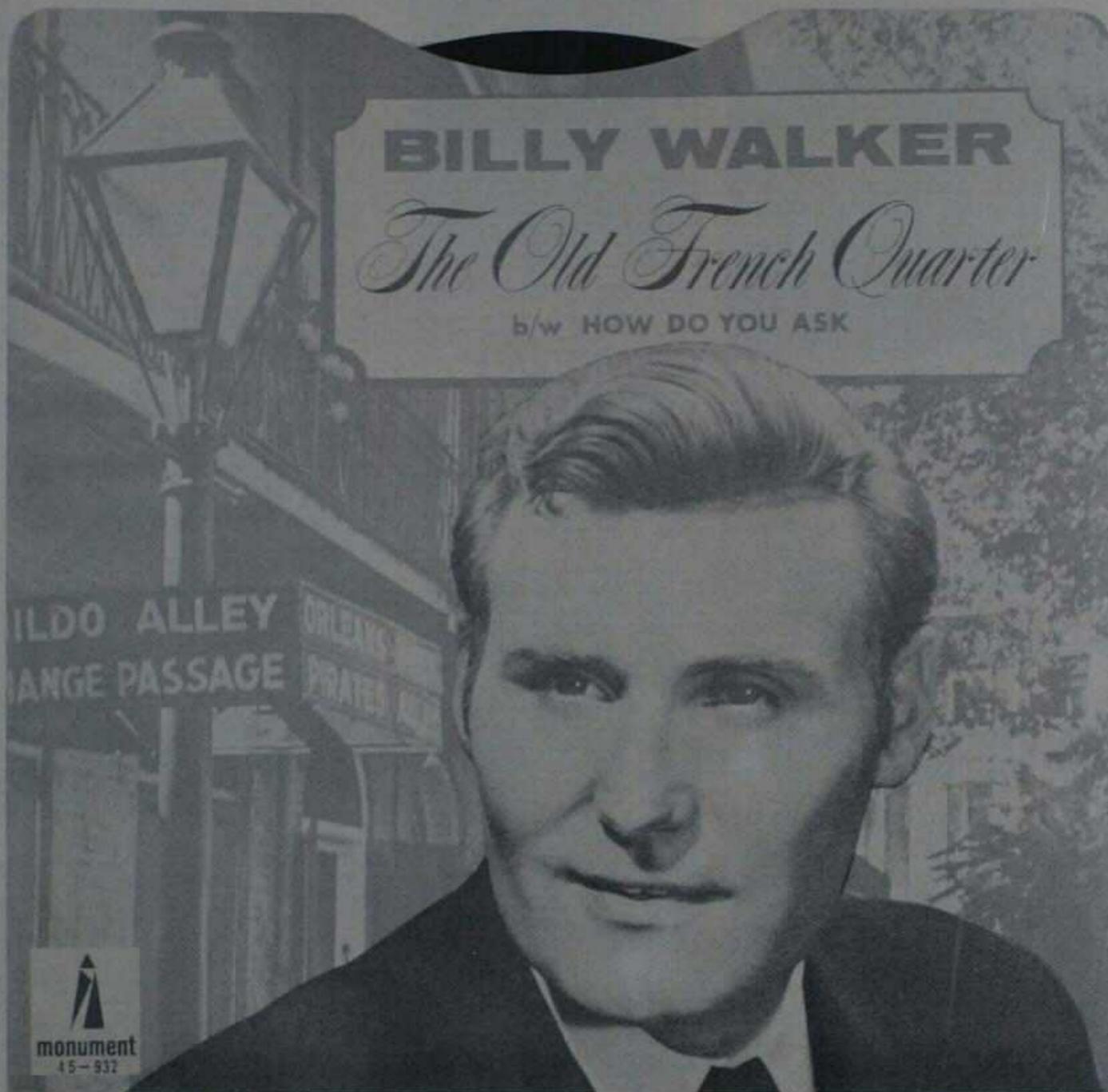
HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2	1	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	7
2	1	BALLADS OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor LPM 3547 (M); LSP 3547 (S)	5
3	6	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)	5
4	5	GIDDY-UP GO Red Sovine, Starday SLP 363 (M); SLP 363 (S)	10
5	4	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	27
6	3	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SR5 67073 (S)	21
7	8	LOVE BUG George Jones, Musicor MM 2088 (M); M5 3088 (S)	6
8	15	BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	20
9	11	THE MANY MOODS OF CHARLIE LOUVIN Capitol T 2437 (M); ST 2437 (S)	9
10	18	THE BUCK OWENS SONG BOOK Buckaroos, Capitol T 2436 (M); ST 2436 (S)	5
11	19	MISS SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3520 (M); LSP 3520 (S)	2
12	7	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	24
13	9	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	28
14	16	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (S)	3
15	13	DOTTIE WEST SINGS RCA Victor LPM 3490 (M); LSP 3490 (S)	7
16	10	PRETTY MISS NORMA JEAN RCA Victor LPM 3449 (M); LSP 3449 (S)	14
17	12	HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	12
18	20	THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE Dave Dudley, Mercury MG 21057 (M); SR 61057 (S)	10
19	17	HELLO VIETNAM Johnny Wright, Decca DL 4698 (M); DLP 74698 (S)	16
20	14	FLOWERS ON THE WALL Stallion Brothers, Columbia CL 2449 (M); CS 9249 (S)	9
21	22	ROY CLARK SINGS LONESOME LOVE BALLADS Capitol T 2452 (M); ST 2452 (S)	5
22	21	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca DL 4686 (M); DL 74686 (S)	16
23	24	DEL REEVES SINGS JIM REEVES United Artists UAL 3468 (M); UAS 3468 (S)	2
24	—	TALK ME SOME SENSE Bobby Bare, RCA Victor LPM 3515 (M); LSP 3515 (S)	1
25	27	ROLL, TRUCK, ROLL Red Simpson, Capitol T 2468 (M); ST 2468 (S)	2
26	30	MEAN AS HELL! Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	2
27	26	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	27
28	29	THE WILBURN BROTHERS SHOW Decca DL 4721 (M); DL 74721 (S)	4
28	—	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3523 (M); LSP 3523 (S)	1
30	—	CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3531 (M); LSP 3531 (S)	1

Billboard SPECIAL SURVEY for Week Ending 4/9/66

HOT COUNTRY SINGLES

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
2	1	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	9	27	29	WHEN THE SHIP HIT THE SAND "Little" Jimmy Dickens, Columbia 43514 (Window, BMI)	7
2	1	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	12	28	30	I WISH Ernie Ashworth, Hickory 1358 (Acuff-Rose, BMI)	12
3	3	THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	9	29	34	A WOMAN HALF MY AGE Kitty Wells, Decca 31881 (Gramart, BMI)	10
4	4	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	9	30	31	I KNOW YOU'RE MARRIED Bill Anderson & Jan Howard, Decca 31884 (Lois, BMI)	8
5	5	BALLAD OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	8	31	45	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol 5585 (Mimosa, BMI)	6
6	7	NOBODY BUT A FOOL Connie Smith, RCA Victor 8746 (Stallion, BMI)	9	32	32	ANITA, YOU'RE DREAMING Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	13
7	9	HUSBANDS AND WIVES Roger Miller, Smash 2024 (Tree, BMI)	7	33	38	THE TWELFTH OF NEVER Slim Whitman, Imperial 66153 (Express, ASCAP)	5
8	10	DEAR UNCLE SAM Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	10	34	39	STOP THE START (Of Tears in My Heart) Johnny Dollar, Columbia 43537 (Zanetic, BMI)	4
9	6	SNOWFLAKE Jim Reeves, RCA Victor 8719 (Open Road-Rondo, BMI)	14	35	40	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca 31901 (Combine, BMI)	2
10	16	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	9	36	48	DISTANT DRUMS Jim Reeves, RCA Victor 8789 (Champion, BMI)	2
11	11	GOLDEN GUITAR Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	12	37	42	TALKIN' TO THE WALL Walter Mack, Decca 31911 (Pageboy, SESAC)	3
12	12	SOMEONE BEFORE ME Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	10	38	46	TILL MY GET UP HAS GOT UP AND GONE Ernest Tubbs, Decca 31908 (Tuckahoe, BMI)	2
13	13	IF YOU CAN'T BITE, DON'T GROWL Tommy Collins, Columbia 43489 (Seashell, BMI)	10	39	21	BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	18
14	19	I'VE BEEN A LONG TIME LEAVIN' Roger Miller, Smash 2024 (Tree, BMI)	7	40	25	TRUE LOVE'S A BLESSING Sonny James, Capitol 5536 (Marson, BMI)	18
15	18	VIET NAM BLUES Dave Dudley, Mercury 72550 (Buckhorn, BMI)	5	41	—	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Faxon-Rocher, ASCAP)	1
16	17	COUNT ME OUT Marty Robbins, Columbia 43500 (Mariposa, BMI)	8	42	43	ROLL TRUCK ROLL Red Simpson, Capitol 5577 (Central Songs, BMI)	2
17	8	SKID ROW JOE Porter Wagoner, RCA Victor 8723 (Carretta, BMI)	16	43	44	BACK POCKET MONEY Jimmy Newman, Decca 31916 (Newkeys, BMI)	3
18	22	GIDDYUP GO—ANSWER Minnie Pearl, Starday 754 (Starday, BMI)	6	44	50	GO NOW PAY LATER Liz Anderson, RCA Victor 8778 (4 Star Sales, BMI)	2
19	15	GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)	21	45	—	DIAMONDS AND HORSESHOES Jerry Wallace, Mercury 72529 (Jopell, ASCAP)	1
20	20	WOULD YOU HOLD IT AGAINST ME Dottie West, RCA Victor 8770 (Tree, BMI)	5	46	49	GUESS MY EYES WERE BIGGER THAN MY HEART Conway Twitty, Decca 31897 (Wilderness, BMI)	3
21	26	PRIVATE WILSON WHITE Marty Robbins, Columbia 43500 (Mojevo, BMI)	6	47	—	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)	1
22	23	I'M LIVING IN TWO WORLDS Bonnie Guitar, Dot 16811 (Forest Hills, BMI)	6	48	—	INSURANCE Hank Locklin, RCA Victor 8783 (Western Hills, BMI)	1
23	14	A BORN LOSER Don Gibson, RCA Victor 8732 (Acuff-Rose, BMI)	12	49	—	REGULAR ON MY MIND Jim Edward Brown, RCA Victor 8766 (Albert, BMI)	1
24	24	THE BOX IT CAME IN Wanda Jackson, Capitol 5559 (Acclaim, BMI)	7	50	—	HISTORY REPEATS ITSELF Buddy Starcher, Boone 1038 (Giesler, BMI)	1
25	28	I'M A PEOPLE George Jones, Musicor 1143 (Blue Crest, Huskey, BMI)	5				
26	33	RAINBOWS AND ROSES Roy Drusky, Mercury 72532 (Harbot, SESAC)	7				



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Owens New KUZZ President

BAKERSFIELD, Calif. — Country music star Buck Owens, in a diversification of activity,

is the new president of Thunderbird Broadcasting Corp. of Bakersfield, owner and operator of Station KUZZ.

The board of directors named Owens to the post in a special meeting last week. Owens said the station would continue its present format.

KUZZ is the leading c&w station in Southern San Joaquin Valley. Program director is Larry Daniels. The DJ staff consists of Eddie Briggs, Frank Morgan, Bill Zawila and Mike Gibson.

C&W Show for Buccaneer Days

CORPUS CHRISTI, Tex. — Buccaneer Days, an annual week-long festival celebrated in South Texas, will begin April 29 and feature a country music show for the first time.

The Marty Robbins unit will play the Coliseum at Corpus Christi April 29 and the Community Civic Center, McAllen, Tex., April 30. Talent, besides Robbins, includes Margie Singleton, Don Winters and Bobby Sykes.

The celebration includes rides, parades and special programs presented by the Chamber of Commerce and other civic groups which co-operate in the festive affair.

Harris Records For Philips

NASHVILLE—Joe Talbot of Harbot Music, which has had such recent successes as "Crystal Chandelier," "Write Me a Picture" and "Rainbows and Roses," said last week his partner, Ted Harris, had recorded his first single for Philips, under the direction of Roy Dea.

The release, "Pickin' Flowers," is due this week. Harris wrote "Crystal Chandelier" and "Rainbows and Roses."

Talbot left for an extensive promotional trip in parts of the East and Midwest to give the single an initial push.



NAT STUCKEY has a national hit record with "Don't You Believe Her," Paula 233. Nat is the writer of the hit country tune, "Waitin' in Your Welfare Line." For additional information and DJ copies contact Jewel-Paula Records, Shreveport, La. (Advertisement)

ROBBINS TO CO-PRODUCE C&W MOVIE

NASHVILLE — Marty Robbins has joined with Robert Patrick of Hollywood to produce a country music movie, "The Road to Nashville," in technicolor. Stars will be Robbins and Pat Buttram.

Making guest appearances will be the Carter Family, Hank Snow, Webb Pierce, Johnny Wright, Kitty Wells, Faron Young, Bill Anderson, Roy Drusky, Connie Smith, Porter Wagoner, Dottie West, Norma Jean, the Osborne Brothers, Bill Phillips, Margie Singleton, Bobby Sykes, Ralph Emery, Art Pierce, Waylon Jennings, Don Winters, Les Boothe and Buck Mohart.

Johnny Cash Tour

ROCHESTER, Minn. — The Johnny Cash show kicks off a nine-day trek at Mayo Civic Auditorium here April 15. Other stops on the tour are Convention Hall, Minneapolis, April 16; KRNT Theater, Des Moines, 17; Coronado Theater, Rockford, Ill., 19; Orpheum Theater, Madison, Wis., 20; Bay Theater, Green Bay, Wis., 21; University Field House, Fargo, N. D., 22; University Field House, Grand Forks, N. D., 23, and University Field House, Duluth, Minn., 24.

Doll's 2 New Ones

OELWEIN, Ia. — C&w band leader Andy Doll, with headquarters here, is out with a new album, "Nashville Sounds and Folk Favorites," on the Audio Deluxe label, and April 15 bows his new single, "Dallas," b.w. "Hot Canary." The Doll band has been a favorite for years in the Iowa-Wisconsin sector.



COUNTRY SINGER CONNIE SMITH, during her recent appearance on "Paint Valley Jamboree," Chillicothe, Ohio, drew a host of her followers to the J. C. Penney store, Chillicothe, where she put in two hours plugging and autographing her new RCA Victor album, "Miss Smith Goes to Nashville." Shown with Connie are Joe Glaser (left), manager of the Columbus, Ohio, branch of the Handleman Co., and Don Cochran, Penney manager.

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES— 5 Years Ago April 10, 1961

1. Don't Worry, Marty Robbins, Columbia
2. Foolin' Around, Buck Owens, Capitol
3. Window Up Above, George Jones, Mercury
4. I'll Just Have Another Cup of Coffee, Claude Gray, Mercury
5. Let Forgiveness In, Webb Pierce, Decca
6. Hello, Walls, Faron Young, Capitol
7. Odds and Ends, Warren Smith, Liberty
8. On the Wings of a Dove, Ferlin Husky, Capitol
9. The Blizzard, Jim Reeves, RCA Victor
10. Heart Over Mind, Ray Price, Columbia

COUNTRY SINGLES— 10 Years Ago April 7, 1956

1. Heartbreak Hotel/I Was the One, Elvis Presley, RCA Victor
2. Blue Suede Shoes, Carl Perkins, Sun
3. I Forgot to Remember to Forget/Mystery Train, Elvis Presley, RCA Victor
4. Yes, I Know Why/Cause I Love You, Webb Pierce, Decca
5. Why, Baby, Why? Red Sovine & Webb Pierce, Decca
6. So Doggone Lonesome/Folsom Prison Blues, Johnny Cash, Sun
7. I Don't Believe You've Met My Baby, Louvin Brothers, Capitol
8. You and Me, Red Foley & Kitty Wells, Decca
9. Love, Love, Love, Webb Pierce, Decca
10. Why, Baby, Why? George Jones, Starday

Stapp, Killen Buy Piece of Neal Agency

NASHVILLE — Jack Stapp and Buddy Killen of Tree Publishing Co., Inc., have acquired an interest in Bob Neal Talent Agency, Inc., with headquarters here. Founded in 1951, Tree is one of the oldest and most successful publishing firms in Nashville. Bob Neal Talent Agency, headed by Bob Neal, was organized by Neal in 1963.

"The purchase of the interest in Bob Neal Agency has been done as an investment," Stapp and Killen said. "We actually have owned a licensed booking agency for several years with American Talent Corp., but we have done nothing to develop the agency. We feel that our investment in Neal's active, fast-growing business is a wise one, what with the current increase in interest in country music." Stapp says the operation and management of the agency will remain completely under the direction of Neal.

The operation of Bob Neal Agency will be as an independent business," Neal said, "and we will continue to follow the plans we have laid out for the growth of the agency. Our personnel and office operation will remain the same. Future plans call for our offices to be within the same building as Tree, and we also plan to merge operation with American Talent Corp."

Whisenhunt Resigns

NASHVILLE — Elton Whisenhunt, Billboard's Nashville editor, has returned to Memphis where he will enter private business, it was announced this week. His successor will be named in the near future. Hal Cook, Billboard publisher, said.

Going Away Party For Nancy Tennant

NASHVILLE—A going-away party was held here last week for Nancy Tennant, of the local Epic Records office, who has departed for Hollywood to set up a new Epic branch there.

Scotty Moore set up the studio setting for the party at Music City Recorders, and recorded an album of the celebration for Nancy's own use. Ruth Charon, treasurer of the Women's Country Music Association, shot the photos on the event.

Others who attended the party included Bob Jennings, Johnny Darrell, Luther Perkins, Thomas Wayne, Lou Statler, Porter Wagoner, Merle Kilgore, Gordon Terry, Chuck Glaser, Bob Holt, Tom Hall, Dixie Deen, Bobby Vinton, Eddie West and the Country Playboys and Charlie Bradley.

Japanese Execs

• *Continued from page 46*

Hank Williams Sr. and the Browns.

Wesley Rose, president of Acuff-Rose Publications, Inc., who was in Japan a few months ago, predicted that within three years, Japan will be the major outlet for U. S. music outside the U. S.

KCIN Strong C&W Station

VICTORVILLE, Calif. — Rick Blakely, a 25-year-veteran of c&w broadcasting, has built KCIN into a successful country music station despite disbelievers who told him the format "will never go in this community."

That was last summer. Now the station has 49 per cent more listeners than any station in the area and its billing is 14 times greater than ever before, Blakely says.

Blakely, who manages the station, hosts the popular "Rick's Round-Up" show. He also uses "beeper" calls from well-known artists, promo tapes, contests and games to attract listeners. He has kept the station active in community and public service projects.

Blakely and his wife Pixie have plans for some live country music shows this year.

Orland Shooting New C&W Film

NASHVILLE — Ron Orland, producer for the c&w film, "Forty-Acre Feud," has moved his family to Nashville, where he is currently shooting "Girl From Tobacco Road," starring Tex Ritter, Rita Faye, Snake Richards and Gordon Terry.

Ralph Emery, Walter Haynes and Ed Livingston also appear in the film as character heavies.

New Daly Show

JACKSON, Mich. — Al (Flat Top) Daly, active for many years as a deejay in this area, and currently country disk jockey on WIBM here, has just inaugurated a new hour-long country music seg on the station. Daly is revamping his country music library and asks the help of the artists and diskeries. He says he needs albums and singles, new and old.

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Kerner Bullish on French Market

By MIKE HENNESSEY

PARIS—It is no coincidence that the youngest of the disk companies in Paris, Polydor, has the youngest president director general in 36-year-old Jacques Kerner.

Since Kerner took over a few months ago, the company has been given a new look, the staff and offices have been streamlined and a young and enthusiastic personnel is meeting the task of increasing Polydor's present 6 to 7 per cent slice of the French disk market.

Kerner said: "We are very optimistic. France has the youngest population in Europe,

only a third of French homes have a record player. Thus there is tremendous room for expansion.

"The outlets for the dissemination of recorded music are greater today than ever. The transistor radio boom which was once regarded as a threat to the disk market has, in fact, proved to be an ally.

"And the press is becoming more and more aware of the news value of disk stars." (Even the conservative French daily, "Le Figaro," gave generous space to the first visit of James Brown here.)

Other Factors Cited

Kerner said that other factors

conducive to the expansion of the disk market were the steady rise in living standards and purchasing power and the increasing number of tours being made by French and foreign artists.

He saw the recent price cuts by Philips in the prices of their popular LP's as a further catalyst to bigger record sales, "not only for Philips but for all other companies. For they are bringing more and more of the public into the record shops. The massive publicity undertaken by Philips can only be beneficial to the industry as a whole."

Biggest Need

"Our biggest need," said Kerner, "is to extend our local catalog. We intend to make a very big effort in this direction, but it is our policy to concentrate on quality rather than quantity." Polydor of course has a rich classical catalog through DGG and a strong catalog of pop artists in the international field.

He didn't favor luring top-selling artists from other companies with extravagant offers, but preferred to take a handful of promising artists and try to build them into big stars.

"We have recently signed Sophie Daumier, the film actress, Scarlet and Benoit Philippe—for all of whom we have great hopes. In addition, our established artists like Leny Escudero, Marcel Amont, Isabelle Aubret and John William continue to sell very well."

The recording industry, said Kerner, had seen a revolution in recent years. "At one time an artist built up a career on the stage and was then offered a recording contract. Now it is entirely the other way around, and the problem is to discover the artists and songs likely to succeed commercially.

"There are still far too many records produced by the industry. We at Polydor produce an average of 20 popular and jazz records a month and have

(Continued on page 53)

Cantaeuropa to Bow in the Fall

ROME—A trainload of Italian pop singers will visit the principal cities of both Eastern and Western Europe during latter September in the first "Cantaeuropa," a new expansion by Ezio Radaelli of his highly successful "Cantagiorno," the Singing Tour, which will have its fifth renewal between June 22 and July 9.

A year ago, special plane hops to Frankfurt, Vienna and Moscow convinced Radaelli that there was room for a European tour, but he has decided to separate the two. The first, entirely in Italy, will include three groups — established vocalists, newcomers, and eight combos, the latter a new addition this year. The European tour will include a local competition in each case and a non-competitive concert by Italian singers.

Among the nations currently in line for the European event are Monaco, France, Great Britain, Belgium, Netherlands, Luxembourg, Denmark, Switzerland, Germany, Sweden, Austria and Russia.



ANTHONY & THE IMPERIALS visited Billboard's offices in New York recently to tape a radio show for Japan with Don Owens, seated left. The tape will be aired on "The Billboard Top Ten Show," which is part of the "Sony World Wide Hit Parade." Program is broadcast nightly over JOQR Radio, in Tokyo, and the Japanese Radio Network and features Terry Isono as emcee.

Bonn CBS' Mikulski The Master Builder

FRANKFURT — West Germany's hottest disk industry executive is CBS Schallplatten's Bernard Mikulski, who in nearly three years has built CBS' German disk subsidiary into a major force on the German market.

This year Mikulski intends to challenge Deutsche Grammophon, Electrola and Teldec for leadership of the German market.

While inspired support has been received from the parent organization, CBS' rocketlike rise in the German wax firmament is mainly the work of Mikulski.

He developed some of Germany's top new talent, and pushed CBS' sales with imaginative disk marketing techniques. And although his name is identified with the discovery and exploitation of new pop talent, Mikulski has worked simultaneously to build up CBS Schallplatten's classical repertoire. In Kultur-conscious Germany, prestige demands a top classical repertoire.

Mikulski's best-known proteges are teen-age Bernd Spier and the international ice-skating champion pair of Hans-Juergen Baeumler and Marika Kilius. Spier has sold more than 1,500,000 disks in Germany, and CBS is releasing in the U. S. his LP under the title, "Germany's Singing Sensation."

In the case of Baeumler and Kilius, neither had ever cut a disk when Mikulski signed them at the peak of their ice-skating careers. Mikulski elected to debut Marika in a home-grown country, "Two Little Indians From Winnipeg," written by a

Philips' Beishuisen To Head CCGC

AMSTERDAM — Piet Beishuisen has resigned his post as publicity manager of Philips Phonographic Industries to head CCGC, the Dutch organization which handles advertising and publicity for the industry.

CCGC sponsors the annual Grand Galas du Disque, which presents the Edison awards to recording artists.

German who had never seen Winnipeg.

This has become a top tune, as have most of the Baeumler-Kilius titles. They record separately and together.

Mikulski also found the music to match the talent, as is demonstrated by Marika Kilius and "Two Indians." Now, Mikulski has a tune—"Balla Balla"—which promises to be a smash global hit.

"Balla Balla" is being done in German by a Berlin group called the Rainbows. Chubby Checker is recording it for the U. S. and England. CBS' April Music publishing firm has sold "Balla Balla" rights in other countries.

Mikulski has tripled CBS Schallplatten's turnover in Germany in the last three years, producing a \$4 million gross last year. He expects 1966 to show further big gains.

Monte Carlo to Begin Beaming In Italian

MILAN — "Ciao Amici," a weekly magazine for teen-agers, has started thrice weekly programs from Radio Monte Carlo. It will go six per week within a fortnight. These programs, in Italian, will include broadcasting of pop hits, new releases and interviews with the singers. Radio Monte Carlo's programs were previously all made in French and were devoted to French territory. Now, with the acquisition of a new aerial, the old one will be turned towards Italy, where it will reach the northern part.

Radio Monte Carlo will thus be similar to Radio Europe No. 1, on the French-Belgian border.

This could be an opportunity for the Italian record companies to break, at least partially, the Italian RAI-TV monopoly. CGD announced they will have a program under the title, "Dischi a Gogo" (Records at the Discotheque). Similar announcements are soon expected by other record companies.



LOUIS BENJAMIN, third from left, managing director of Pye Records in England, presents Herb Alpert with a silver disk to mark the sale of 250,000 copies of "Spanish Flea." Members of the Tijuana Brass surround the duo.

75 Classical and Pop Titles in DGG Drive

HAMBURG — Deutsche Grammophon has some 75 new classical and pop titles for its big annual drive this year.

At the top are three new recordings by the Berlin Philharmonic Orchestra conducted by Herbert von Karajan. There are symphonies from Mozart, a new recording of the Fourth Symphony by Jean Sibelius and the concerto by Bela Bartok; Anton Brucker's Ninth Symphony and Te Deum under the direction of Eugen Jochum with the Berlin Philharmonic; and as an example of the greatest choir music, Gounod's Caecilien Mass with the Czechoslovak Ensemble directed by Igor Markevitch with Irmgard Seefried, Gerhard Stolze and Hermann Uhde as soloists.

New chamber music recordings include four flute quartets by Mozart played by artists of the Berlin Philharmonic; both violin sonatas by Schumann, played by Christian Ferras and Pierre Barbizet.

Dietrich Fischer-Dieskau interprets Schumann's Lieder from poems by Heinrich Heine and Fritz Wunderlich Lieder from Beethoven, Schubert and Schumann.

Grammophon began its annual spring music sales drives in 1962. It is the disk firm's major sales effort of the year, and, according to the disk firm, has yielded better results from year to year.

The disk firm assembles special disk offerings and provides

special sales assistance to dealers. This year there are three major offerings, each consisting of between 160 to 200 LP's—classical, pop, and a mixed offering of classical and pop.

In this year's offering are 25 new titles on the Deutsche Grammophon label and around 50 new Polydor titles. The offerings are so integrated that symphonies, instrumental concertos, operas, lieder and oratorios can be easily selected, with the same holding for pop categories.

For the first time Gramophone will offer an LP with excerpts from its new recording of Mozart's Magic Flute under the direction of Karl Boehm.

POLYDOR TO GO 2-TRACK TAPE

PARIS — "We are putting cartridges on the market very soon," recently stated Jacques Kerner, Polydor Records' director general. "They will be two-track tapes with the same playing time as the average LP. The first six will be out in May or June, but I think it will be some time before this market becomes really big."

The cartridges are designed to operate on a battery driven portable tape-recorder produced by Philips in Germany and costing around \$100.

Japan Slump Ripples to Industry

By J. FUKUNISHI

TOKYO—The general business recession prevailing in Japan has begun to show its affect on the recording industry.

To cite from a dealer survey recently conducted in the Tokyo area, "We used to have about 30 per cent hike in sales every year, but not this year. The sales of runner-ups to hit songs have considerably declined this year. Traffic has been thinner, and sales of classical numbers have been badly hit. The number of regular customers almost remains the same, but casual customers have greatly decreased."

The record department manager of Nippon Gakki, Yamaha piano manufacturer, is rather upset, stating that classical records that had been selling steadily regardless of good or bad market conditions have dipped noticeably in sales.

This is the current status in

Tokyo where 40 per cent of the total record produced is annually consumed.

Record production during January 1966 shows a 25 per cent decrease in comparison with December, but a 5 per cent gain over the same month in 1965. It is generally believed that recording companies are not likely to curtail production in conformity with declining sales. This, it is felt, will result in accumulating stocks in warehouses and at dealers. If sales do not climb up satisfactorily, dealers lose chance to return dead stock against sales. One hundred per cent returns are not permitted here. This will tremendously aggravate retailers' financing. There are some instances where dealers have already closed down. The depression is apparently beating upon retail shops.

In Japan, disks firms have franchised dealers who are exclusively engaged in record sales. They are all members

of the National Record Dealers Union. On the other hand, several influential distributors supply disks to small record shops, drugstores, electric merchandise stores, etc., who are non-union members. These small-scale record shops or side business merchants stock mostly hit numbers, and are in the habit of discounting despite the strict instructions from recording companies and objections from the union.

A well-informed source stresses that unless disk firms adjust overproduction and dealers drop price-cutting, a reaction will hit the industry in the near future.

The economic analysis covering January and February issued by the Bank of Japan, and the Government Economic Planning Agency reports rather optimistic outlook and recovery signs with the arrival of spring but it is generally considered that over-all improvement will require still more time.

Capitol to Handle Ember in U. S.

LONDON — A large portion of the Ember catalog will be issued in the U. S. by Capitol, Ember managing director Jeffrey Kruger announced on his return from the U. S. The deal includes distribution in Canada and Mexico. Ember has also chosen its side in the imminent British distribution battle.

Two albums and a selection of singles by Chad Stuart and Jeremy Clyde—whose latest recordings are issued in the U. S. on Columbia—are the first to go into the Ember-Capitol deal. Orchestral albums by John Barry—who scores the James Bond films—will follow. An LP recorded live at Liverpool's Cavern Club, where the Beatles started, is another already allotted.

Kruger said the agreement included full promotion, exploi-

tation and selling campaigns such as Capitol gives to its own product. He added: "I am confident of the success of this product and mindful that it also enables Ember to have the immediate access to a major company for offering all our future product for consideration."

"There is every likelihood that Capitol's record club facilities will also be available for the product leased so far which would ensure maximum expo-

sure and income to Ember and its artists."

Beginning July 1 Ember product will no longer be available in Britain through EMI's distribution set-up. As previously reported, from that date Britain's major companies will distribute their own product exclusively and present pooling arrangements in certain territories will end.

Ember will channel most of its product through Decca's Selecta distribution subsidiary.

Philips Barclay U. K. Outlet

LONDON—Barclay Records of France at last has a British outlet. The company has signed an agreement with Philips to distribute its product here on the Fontana label. First release is a single by Mort Shuman, "Cry a Little" (7).

Pentagon Directs 'Operation Sell'

• Continued from page 1

Beatle platters from their home-country producer, Britain's EMI, EES took the long way around and "bought American"—Capitol.

Such gold-flow patriotism, while cheering to platter producers, is getting no applause from GI's, who grouse that, in the final analysis, they are providing what amounts to a subsidy through higher disk prices.

There was an outcry when EES boosted LP's from \$2.35 to \$2.50 per disk. EES explained that the LP's formerly were procured locally and, hence, were less expensive. But now, added EES, to comply with the Pentagon's "buy American" ukase, it must buy U. S. records instead of the identical product through foreign subsidiaries.

GI's have proposed that the equitable answer would be to hold disk prices to pre-"buy American" levels and subsidize the U. S. disk procurement from PX profits (which are big and are used to support military welfare activities).

Barclay has appointed as its independent representative in Britain Bobbie Graham, once drummer with the John Barry Seven and more recently a solo recording artist and session drummer. Graham has also recently become active as a recording manager.

As a result of the deal concluded by managing director Leslie Gould, Philips will have access to a lot of extremely good French material which is becoming more commercial in Britain each year, particularly with holiday-makers returning from France.

A major drive will be put behind Barclay's Charles Aznavour (France's best-selling male singer). His LP "Charles Aznavour '65" is already scheduled for release in May and another album, "Paris Au Mois D'Aut," will be issued in July. An EP by the artist will also be issued in May.

Philips will put out a Jacques Brel album in May and another by the Perre Gossez orchestra in June.

Weiss in Milan

MILAN — During his European tour, Bob Weiss, Monument executive vice-president and international division director, stopped over in Milan. Among the companies visited by Weiss were Decca, the present Monument distributors, Ricordi, Clan, Rifi, Cemed-Carosello, Saar, EMI, Gta. Weiss then went on to Madrid, Paris, Bruxelles, Amsterdam and Lon-

FROM THE MUSIC CAPITALS OF THE WORLD

HOLLYWOOD

Billy James, Columbia's Coast talent scout, and Judith Marechal, theatrical producer, who recently wed, are maintaining their separate professional identities. James continues hunting for new acts, while his spouse is studying several filmscripts and a Broadway property, "The Exercise," which is supposed to star George Scott and Coleen Dewhurst in the fall. Mrs. James formerly produced eight plays in New York, including the highly praised "In White America." . . . Mel Carter, Tina and the Mustangs, the Association, the Challengers, Bill Elliott and the Disneyland Date Nites, Royal Tahitian Dancers and Young Men From New Orleans set to perform during Disneyland's fifth annual "Spring Fling" during the Easter vacation.

NBC-TV and Doris Day, one of filmdom's top TV holdouts, reported talking a four special deal for loads of money. . . . ABC-TV, which has led in airing teen-oriented music shows, is reported looking for a property to headline Nancy Sinatra. . . . The Sunrays are picking up concert dates, with the Easter vacation being spent in the West and dates in the Midwest filling out the summer.

Collegiate Doings: Loyola University's FM station, KXLU, has begun broadcasting in stereo, the first non-commercial stereo outlet in L.A. The equipment was installed last Christmas. Over 65 per cent of the station's programming is in stereo, with jazz and classical emphasized. The communication arts department operates the facility from 6 p.m. to 11 p.m. weekdays. . . . Nightclubs advertising in UCLA's fine daily paper, The Bruin; include the Bat Cave, Shelly's Manne Hole, Whisky-A Go Go and the Troubadour.

Las Vegas' soon-to-be-opened Caesars Palace Hotel has lined up an impressive artist list for its two rooms, Circus Maximus and Nero's Nook lounge. Hotel is shooting for a mid-July opening. Signed for the main room are Anthony Newley, Woody Allen, Petula Clark, Tony Bennett and Hanna Aroni. Pacted for the lounge are Damita

22 Labels to Vie in Contest

ROME — Radio-TV's most successful song competition, "A Record for the Summer," will be held for a third time this year with the participation of AFI, Italian Phonograph Association, beginning April 20 for two months.

With the addition of three newcomers, there will be 22 labels participating. The latest entries are Clan, Vedette and Ariston while the others will be RCA, SAAR, CGD, Ricordi, Durium, Fonit-Cetra, Voce del Padrone, Decca, Carisch, Carosello, Vis-Radio, Cellograph, Rifi, Phonogram, Juke Box, MRC, Combo, Meazzi and Phonotype.

Under consideration is a plan to hold the contest twice a year with the second to be known as "A Record for the Autumn."

don, from where he will fly to New York, Nashville and Hollywood.

Weiss' trip is connected with the licensing of the Monument and Sound Stage 7 labels, and with the acquisition of European material for their new LTD International label.

Jo, Kirby Stone, Mongo Santamaria, the Checkmates and Fran Warren.

Robert Russell Bennett, music director for NBC's "Project 20" series, will conduct concerts of his own works at college campuses this spring. . . . British rock 'n' roller Edwin Astley is composing the music for CBS-TV's adventure series, "Secret Agent," aired Saturday evenings.

Actress Loretta Young's son, Peter Lewis, 21, and his group, the Wolves, appearing at Gazzari's on Sunset Boulevard.

ELIOT TIEGEL

LONDON

British bandleader Ted Heath is due in New York this week to negotiate an eighth American tour for his orchestra and to complete a deal for the band to be featured on Muzak tape recordings worldwide. . . . Philips was asked by the home office to withdraw a single by the Pretty Things, containing a song called "LSD." The request was withdrawn when Philips pointed out that the number referred to money, not the new drug. . . . Declining singles sales by British artists are reflected by the Walker Brothers' "The Sun Ain't Gonna Shine Anymore," which had sold just over 200,000 copies after two weeks at the top of the chart. . . . The Spencer Davis Group visits Paris for concerts and TV for four days from April 26, and Germany for short periods from May 2 and May 19. The group may tour Australia in June and visit the U. S. in July. . . . Matt Monro flies to Hollywood April 20 for the first recording session under his new million-dollar deal with Capitol

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under Dave Cavanagh's supervision. . . . Wayne Fontana's new Philips' single "Come Home," out this week, was written by Jackie Edwards who penned the recent Spencer Davis chart-topper. The song is published by Island Music—an off-shoot of Island Records.

Roland Oeges, managing director of Negram in Holland, in for talks with Pye managing director, Louis Benjamin. . . . Leonard Miall, assistant controller of program services in BBC Television, has been appointed the BBC's U. S. representative in the U. S. He moves to New York when Jack Alstrop, the present representative, completes his three-year tour of duty at the end of this year. . . .

After just under a year as head of Pye's International operations, Jim Bailey is leaving the company and returning to the U. S. . . . Judy Garland's daughter, Lisa Minnelli, is being negotiated by producer Arthur Lewis to take over the lead in "Funny Girl" when Barbra Streisand has completed her 14-week stint in the London production. . . . Walt Disney Productions hosted a press reception for Tommy Steele to announce his singing for the new Disney screen musical, "The Happiest Millionaire," which goes into production in Hollywood in May. A reception for Roy Orbison was hosted by Decca. He's here for six weeks of concerts and TV promotion dates in connection with his new single, "Twinkle Toes," published by Acuff-Rose.

CHRIS HUTCHINS

MILAN

Rifi Records has announced their "Pocket" line will soon include classical music, opera music, children stories and folk songs. . . . CGD began the releases from the Scepter catalog, using the Scepter

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LONDON—A record player which is portable in every sense of the word is being developed in Britain. It plays records at any angle and can be used as the holder is walking or driving a scooter.

The machine is called the Discatron, and records are slotted into the playing area as opposed to being placed on a turntable. The technique uses a linear tracking system for the stylus.

The suggested retail price is \$47. Production at the Ward Pressings factory has begun at the rate of approximately 2,000 Discatrons a week; there are plans to build up to a capacity of about 3,500 a week.

Some \$1,500,000 worth have already been sold, representing the entire production over the next three months. Co-owners Kenneth and Stanley Ward are anticipating a similar amount in the next six months in export orders.

The Wards have a half score in the company marketing the device, with inventors Tony Homer and Paul Robinson.

INTERNATIONAL NEWS REPORTS

logo... Decca catalog-American series, Coral and Brunswick, formerly distributed by Phonogram (Philips & Polydor), now marketed by Italian Decca. . . . Lawyer **Harold Orenstein**, **John Nathan**,

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MGM European representative, and **Eric Steinmetz**, MGM international division manager, met with **Joe Giannini**, CGD. . . . **Gigliola Cinquetti** back from her European TV tour, which included appearances in Paris, Bremen, Hamburg and Madrid. . . . **Durium** released two albums with Russian songs performed by Russian artists. **Durium** acquired world-wide rights of the two albums, except Austria and Switzerland. . . . Clan catalog was assigned to Ariola for Germany, according to **Sandro Colombini's** announcement. . . . **Luigi Tenco** switched from Saar to RCA Italiana.

Domenico Modugno, Curci, will be busy for two months with the MGM movie production, "Three Bites in the Apple," starring also **David McCallum** and **Sylvia Kosciuszko**, to be filmed in Italy and England.

Robertino, an Italian singer living in Scandinavia, previously under contract with Triola and distributed in Italy by Cemed-Carosello (Curci), will be under exclusive contract, world-wide, with Curci beginning June 1.

The eighth edition of the Zechchino d'Oro, a children's song contest organized yearly by Rifi Record and Antoniano (a Catholic institution), was won by **Sandro Violet** and **Federico Frosini**, who performed "I Due Fratelli Del West," published by Curci. . . . GTA assigned its catalog in the radio con-

test, "A Record for the Summer," and in the Cantagiro with artists **Franco Talo** and **Anna Marchetti**. . . . **Ornella Vanoni**, Ricordi, recorded the French and English version of her hit "Senza Fine," to be embodied in the soundtrack of the movie, "The Flight of the Phoenix." . . . **Wilma Goich**, Ricordi, will participate in the Festival of Mallorca (Spain), in June.

"Ciao Amici," a magazine for teen-agers, will give a golden record to the **Equipe 84**, Ricordi, voted the most popular Italian "beat" group in a readers' poll. . . . Ricordi simultaneously released five albums from the Amadeo classical catalog and announced an equal release for the end of the month. . . . The first "Festival Dei Capelloni" (Festival of the "long haired," as the members of the beat groups are called here) will be held in Milan at the end of the month. . . . **Durium Records** launched their monthly magazine, **Club Durium**, intended for teenagers. . . . A big promotional operation was started by RCA Italiana for **Sandi Shaw**, who will soon appear on the TV show, "Studio Uno."

GERMANO RUSCITTO

NEW YORK

Bob Jones, art director for RCA Victor, has been elected to the Advisory Council of the School of Art and Architecture of the Cooper Union for the Advancement of Science and Art. . . . MGM recording artist and songwriter **Lee Hazlewood** is currently negotiating with the Doubleday publishing firm, which is interested in his first novel, "The Quiet Revenge of Elmo Furback." . . . United Artists Records' artist **Bobby Goldsboro** joins the **Gene Pitney** tour of 37 one-nighters in Virginia Beach April 17. . . . **Bart** recording artist **Nick Bartell** is set for an April 28-May 1 engagement at the Shamrock Hotel, Houston. . . . The **Kim Sisters** begin a three-

weeker at Lake Tahoe April 7.

French songstress **Lynda Gloria** recently opened a six-month engagement at Miami Beach's Hotel Carillon.

The **Toys** are set for stints at the Indianapolis Skat-E-Rena April 23 and **Dick Clark's** "Young World's Fair" in Chicago April 24. . . . **Anthony and the Imperials** have a two-night engagement at the Diamond Club, Dayton, Ohio, April 19-20. . . . SCC Management's **Alan Stroh** signed **Phil Strassberg Associates** as national press representative for **Mitch Ryder** and the **Detroit Wheels**, whose New Voice single "Little Latin Lupe Lu," is being released in Great Britain this week. . . . United Artists Records has just released an album by **Barry Gordon**, young star of the film "A Thousand Clowns." It's titled "Barry Gordon Sings Yes Sir, That's My Baby," which he sings with **Jason Robards** in the movie.

Bob McGrath, Columbia artist, on his way to Japan to record for Nippon-Columbia, and also to do TV and Cinemascope commercials. . . . **Neil Sedaka** opens a four-week engagement at the Chequers in Sydney, Australia, April 14. . . . **Sammy Davis** will appear in four college dates beginning April 24 at the University of Maryland; April 27-28 at St. Peters College, Jersey City, and April 28 at Monmouth College in Long Branch, N. J. The concerts will be presented by the colleges and will be produced by **Ken Roberts** of University Concert Productions.

The **Bobby Fuller Four** will be featured in their first movie, "The Ghost in the Invisible Bikini" (American International). . . . Songwriters **Barry and Cynthia Weill** have been presented with a special award from Synanon, the national therapy association for drug addicts, for their song "Kicks," an anti-drug song. . . . **Carolyn Hester**, folk singer on the Dot label, has been signed for an appearance on Eurovision. . . . There will be a Barbershop Har-

mony Concert at Carnegie Hall April 15. . . . **Monte Rock III** will be the first attraction at the Cheetah when the club opens April 16. . . . Metropolitan Opera singer **Jan Peerce** has recorded an album for this year's Goodyear Christmas premium, produced by Columbia Records. . . . The **New Christy Minstrels** leave for a three-week tour of the Pacific April 11. . . . **Jack Lewis**, of Monte Kay Management, will produce the recording of the soundtrack for "POW," a spy-spoof film. Music for the movie is being written by the **Lovin' Spoonful** and is being published by Faithful Virtue Music, a subsidiary of Koppelman-Rubin Associates.

Singer-composer **Rod McKuen** has signed a personal management past with **Peter Rachtman**, who recently opened his own office in Los Angeles after a hitch with Gerard W. Purcell Associates. . . . A concert tour of 17 cities is being lined up for vocalist **Jean DuShor**, who records for Cadet, by personal manager **John Levy**. . . . **Barry Jenkins**, formerly with the Nashville Teens, replaces **John Steele** as drummer with the **Animals**. . . . **Singer Nick Mattana** opens at the VIP-Madison Room April 15. . . . **Singer Vic Just** has been signed to do the "Shower of Stars" in Miami Beach, Fla., this fall. . . . Columbia Records artist **Mel Torme** began a four-weeker at the Tropicana, Las Vegas, March 29.

MIKE GROSS

PARIS

Tino Rossi left France for a two-month tour of Canada with the operetta, "Le Temps des Guitares." . . . There were packed houses at the Olympia Theater for two successive Musicorama concerts organized by Europe No. 1. One featured the **James Brown** package and Britain's **Zoot Money** band, the other was topped by the **Animals**, who won tremendous acclaim. Upcoming French folk

singer **Antoine** starred in both musicoramas and got an enthusiastic response. . . . In one week Paris has had jazz concerts by **Buck Clayton**, **Thelonious Monk** and **Ornette Coleman**. . . . CBS is releasing a special album of **Raymond Legrand's** show at the Cirque de Montmartre, "Jehanne Verite." Legrand wrote music, lyrics and book for the show and **Colette Renard** takes the title role. . . . Swedish singer **Birgit Nilsson** broke all records with six appearances at the Paris Opera in "Tristan and Isolde." Box office takings for the six nights amounted to \$108,000.

Marianne Faithfull will be featured in the **Hugues Aufray** show, which succeeds the **Gilbert Beaudou** show at the Olympia Theater. . . . Newcomer to the CBS label, 19-year-old singer-composer, **Abriel** has his first disk, an LP, released at the end of last month. . . . **Tino Rossi** has recorded a French version of "The Carnival Is Over" ("Tous les Deux") for Pathe-Marconi. . . . CBS stars **Les Provin-**

(Continued on page 52)

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FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 51

ciales bowed at the Olympia Theater March 24 and CBS artists Rosy Armen and Jean-Pierre & Nathalie appear in the Musicorama show at the Theater April 19. Meanwhile, additional newcomers to the label include Dorine, Serge Franklin and Jacques Pepino.

Eva's new EP for Philips includes "Sans Toi," published by Essex and written by Dominique Grange. . . . Michel Legrand wrote all four songs for Sophi Dammier's first EP for Polydor. . . . Polydor is releasing the big Stateside hit of Lou Christie, "Lightin' Strikes." . . . Festival star Lee Chamberlain touring the French Riviera from April 29 to May 4. . . . Mireille Darc, whose new film "Galie" is doing great business in Paris, has recorded a new EP for Polydor which in-

cludes "Libertad" and "La Cavalcade." . . . Dick Rivers new disk for Pathe-Marconi includes "Mr. Pitiful." . . . Bob Carey's "Writing on the Wall," published here by Essex, has been recorded in French by the Surfs on Festival under the title, "Sur Tous Les Murs." . . . "Tigresse" is proving the big hit of the new Marcel Amont album for Polydor. . . . Orietta Berti, whose San Remo song "Io Ti Daro Di Piu" is released here on Polydor, visited Paris to do TV and radio promotion.

MIKE HENNESSEY

RIO DE JANEIRO

Singer Ary Cordovil won Rio Carnival of 1966 with his recording of "Tristeza" (Sadness), by late composer Harold Lobo. Tune was number most sung and played dur-

ing this year's mardi gras. . . . Rio Secretary of Tourism Ambassador Joao Paulo Rio Branco announced the first Rio International Song Festival will be held in October. Composer of winning song will receive \$20,000. Composers and singers from 30 countries will be invited. . . . Singers Ellis Regina and Nara Leao returned from European and American tours. . . . Paulo Rocco exited as a&r man at RCA Victor. Rocco who is now with Discos Copacabana, was replaced by Geraldo Santos. Brazilian record industry was shocked by the sudden death of the president of Brazilian Association of Record Manufacturers, Savio Silveira. He died at age 59. A grand pioneer of disk industry, Silveria was founder and first president of Discos Continental, in 1943.

SYLVIO TULLIO CARDOSO

STOCKHOLM

Monument's Bobby Weiss in town for talks with Electra. Twenty-four hours after Weiss arrived with a new Boots Randolph recording, the disk was out in record

time in the shops. Trini Lopez will be here the end of the month on a promotion tour. . . . The Hullahaloo show was a big success in Sweden and many record companies have hopes for American music after good exposure on TV. . . . Sonet's Dag Hagquist and Sven Lindholm back after a long business trip behind the Iron Curtain. They were very impressed with the music scene in Poland. . . . Sonet's Jan Rohde is touring Poland with a Go-Go Show and

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the Poles dig the sound. . . . Stickan Andersson has hopes for his folk group, the Northern Lights. . . . United Artists is releasing "No Time" with the popular Swedish group and it looks like an international break-through with the disk all over Europe. . . . Karusell Records are raving about their new girl singer Cecilia Stam. She can sing in several foreign languages. . . . Bruce Larson is new manager for the international division at Karusell. . . . Clarinet player and bandleader Putte Wickman has formed his own record company, Oval. Mariam Makeba was a big hit at Bern's. . . . Cliff Richard will be the next big attraction at Bern's and they are negotiating with Johnny Mathis for the fall. . . . Duke Ellington and Ella Fitzgerald taped two TV shows for the Swedish Broadcasting Co. when they were here last month for concerts. . . . The Tommy Dorsey tour with Sam Donahue and Frank Sinatra Jr. fell through and the Folkparks are now presenting a Hungarian big band as substitute. . . . Swedish group, the Spotnicks, are No. 1 in Japan on the charts. The group is now on a world-wide tour that has taken them to South America, Honolulu and Japan. . . . Harry Belafonte will be in town for a big charity show the end of this month, and Martin Luther King is also scheduled at the same concert. . . . The Swedish critics were not too impressed with the Swingle Singers but the public at the two sold-out concerts loved them. . . . The Swedish singing group, Gals and Pals, are preparing an album with Bert Bacharach tunes for the American market. B. FREMER

money artists already booked for the club include Bobby Rydell, who opens this month. He will be followed in April by Neil Sedaka. Rosemary Clooney will come in May; Matt Munro in June; Diana Warwick in July; Leslie Uggams in October. And negotiations are under way with Robert Goulet, Lisa Minelli, Dennis Day and Frances Faye for appearances this year. The Chevron Hotel has Rolfe Harris, Gordon McRae, Rosemarie (from the Dick Van Dyke TV Show), and Al Martino arranged to cover the period between now and the end of May. Both Wong and Christie said, "Our toughest year is ahead of us. Costs are going up generally; we are having to pay more for stars, and competition is getting keener." . . . Reg Lindsay, c/w artist who recently changed labels from EMI's Columbia to the Festival logo, has his first single on the market this week under his new contract, "The Jungles of Vietnam." The song was penned by Lindsay and Moreen Hogan. . . . Festival Records held its annual distributors convention at the company's head office in Pyrmont, N.S.W. The convention was hosted by Frederick C. Marks, executive director. Present were Kevin Lewis and Bill Duff from Melbourne; Bob Georgeson and John Osborn from Adelaide; David Waters from Brisbane; Brian Smith from Perth; Graham Appleby from Tasmania; Vince Manahan from N.S.W. country. . . . Normie Rowe, Festival-Sunshine artist, currently Australia's No. 1 pop artist, received a second gold record for sales of his smash hit "Que Sera Sera" c/w "Shakin' All Over." GEORGE HILDER

TOKYO

Teichiku Records is releasing "My Love," etched by Petula Clark of French Vogue label, and Christophe's "Aline" b/w "Les Marionnettes" April 10. . . . Nippon Victor held "Victor Music Show" for two days at the Palace Hotel in Tokyo and the Royal Hotel in Osaka. An extensive variety of most recent products was put on display: juke boxes, electronic organs, electric guitars, VTR for home use, color TV's, stereo phonographs and four-track stereo tape recorders, transistor radios and others. Some 5,000 were invited. The show will be held annually. J. FUKUNISHI

TORONTO

3's a Crowd, signed by Columbia here and attracting much interest from Epic in the U. S. and CBS in England, record in New York next month. Donna Warner, sparkplug of the hot new folk act, was tempted recently by offers to join the New Christy Minstrels, but decided to remain with 3's a

SYDNEY

Sydney and Melbourne nightclubs and hotels are at the moment fighting a battle against rising costs. Dennis Wong of Chequers Nightclub, stated that he is prepared to spend \$1 million this year to attract overseas talent. Top



JERRY WEXLER, seated right, Atlantic Records vice-president, and George Keane, seated left, head of Quality Records of Canada, shake hands after signing agreement for Quality to handle Atlantic Records throughout Canada. Bill Bayes, standing left, Quality executive, and Myron Mayer, Atlantic's legal counsel, look on. Quality will distribute Atlantic products in Canada, including releases issued in the U. S. on Atco, Stax, Volt, Dial and Focus labels.

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INTERNATIONAL NEWS REPORTS

Crowd. . . . **Marti Shannon**, RCA Victor's newest Canadian talent, is set to record both singles and album material in Nashville next month. Release in the U. K. as well as in the U. S. is virtually set. . . . New manager of Phonodisc Ltd.'s eastern division, headquartered in Montreal, is **Jim Corbitt**, formerly Montreal branch manager for Spartan Records. He replaces **Hal Ross**, who moved up to the national sales spot in Toronto with **Ron Newman's** departure for Detroit to head up national singles sales for Tamla-Motown.

The popular quartet from Barbados, **Emile Straker and His Merrymen**, toured Canada for the Barbados Tourist Board, and also worked in promotion for their RCA Victor album "Land of the Sea and Sun." Last year the quartet appeared with **Bob Hope** on the annual nation-wide radio-TV special in aid of crippled children, and this year they volunteered to visit local crippled children's centers during their tour. . . . A small Canadian label, **Cara**, is revived with its first LP release, "Songs of the Irish," with tenor **Sean Broderick** and the **Nicol Brown Trio**. Distribution across Canada is through **Harold S. Smith Associates**. . . . The popular femme duo, the **Allan Sisters**, switch from Red Leaf to the Quality label for their new single, "Dream Boy." . . . Quality is so high on a new single on its French-Canadian Disques Contact label that the disk will go out to all English-language deejays as well, in hopes of national play on "L'aimer Comme je L'aimer" and "Nostalgia" by young **Danny Aumont**. . . . First Canadian content in Quality's low-priced album series is a group from Edmonton, **Eddie Dietrich and the Ranchers**, with old time country music. . . . The Embassy nightclub in Toronto, which has attracted good crowds with such Canadian talent as **Ray Hutchinson**, who recently made his debut on Epic, switched to an imported 'name' policy this month with the **Shirelles** and **Jack Scott**. Next it'll be the **Platters**. . . . The **King Family** will appear at the O'Keefe Centre in Toronto Aug. 1-6.

Polydor in the U. K. is set to release **Catherine McKinnon's** new Arc single, "Until It's Time for You to Go," recorded in London, directed by **Mitch Murray**. This could lead to release by Polydor in other countries of both the single and Catherine's two LP's, both

U. K. Artists Invade Poland

LONDON — More and more British artists are undertaking tours of Poland, although the trips cannot promote record sales because U. K. records are only available behind the Iron Curtain on the black market. **Cliff Richard** and the **Shadows** started the ball rolling at

the end of last year and were quickly followed by the **Animals**. Last month, the **Hollies** and **Lulu** undertook a 12-day concert tour and gave performances to capacity audiences.

Soon to visit the country is an all-British package headlined by **Billy J. Kramer** and **Elkie Brooks**. In May, **Gerry and the Pacemakers** will become the first western group to appear on Polish TV. Previous difficulties over successfully presenting U. K. artists in East Europe have been overcome, and the London City Agency now has a workable arrangement with the Polish State Agency, **Pagart**.

Currently in London with the Polish Jazz Quartet is **Billboard's** Warsaw correspondent, **Roman Waschko**, who is accompanying Polish pop composer **Marek Sart**. They're making an effort to place some original Polish material, based on Polish folk music but written in the modern idiom.

to chat about "mod" gear, they are embarked on the production of a radio series which not only programs latest advance copies of new U. K. pop material but unreleased tapes and demos of some of the top pop artists in the U. K. These include the **Silkies**. Copies of pilot shows have already been sent to radio network and radio agencies in the U. S.

Radio Keeping Cavern Club Name Sparking

LONDON — Liverpool's famous Cavern Club, original home of the Beatles and other U. K. star groups which closed three weeks ago, is keeping its name going over the airwaves. The two Cavern Club directors, **Peter Hepworth** and **Nigel Greenberg**, moved to extensive studios close to the Cavern and are now producing a series of one-hour radio spectaculars with an eye to marketing in the U. S.

The idea originated in the Cavern Club when **Hepworth** and **Greenberg** met **Radio Caroline** DJ and producer **John Wilde**. With the added talents of former Cavern Club DJ **Bob Wooler**, and a London boutique designer, **Sandie Brooks**,

Kerner Bullish on French Market

• Continued from page 49

no plans to increase this total at present."

On the subject of singles, **M. Kerner** said he could not see a return to two-title records in

the immediate future. He thought that the French record-buying public had a strong "collector" instinct and liked to keep their disks. For this reason they preferred an EP in its elegant sleeve to a single in a less durable wrapper.

"And singles are not economic. We can sell an EP with four titles for 10 francs (\$2), but we could not sell a single, which has the same amount of vinyl, for 5 francs."

Polydor has plans to modernize its recording studio within the next few months, making use of the latest techniques, and a British sound engineer may be called in to advise on installations.

Talking of musical tendencies in France, **Kerner** said that American folk songs were currently having a big influence, but beat music was still very strong in its appeal.

Finally, on the market for jazz records, **Kerner** said that the demand remained pretty static and he could not see much scope for development despite Polydor's rich jazz catalog which included **Erroll Garner**, **Ella Fitzgerald**, **Oscar Peterson** and **Jimmy Smith**.

both by leader **Johnny Semeniuk**.

The Cave Theatre Restaurant in Vancouver booking bigger and better names, with **Brenda Lee** (2-10) and **Paul Anka** (16-26) this month, **Marvin Gaye** (April 20-30), the **Supremes** (May 4-14), **Homer and Jethro** (May 16-21) and the **Kim Sisters** (May 24-June 4). . . . **Epic's Enzo Stuarti** is the headline attraction at the National Home Show in Winnipeg April 5-12. . . . The **Al Hirt Show**, featuring **Diahann Carroll**, is at the O'Keefe Centre in Toronto for two weeks, opening May 23, and **Herb Alpert's Tijuana Brass**, without a doubt the hottest thing on disk in Canada, appear at the O'Keefe Centre Aug. 18-19-20. . . . The **New Christy Minstrels** will be featured in the Canadian National Exhibition's Grandstand Show this fall (Aug. 19-Sept. 3). **KIT MORGAN**

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John Hays, Billboard
165 W. 46th Street
New York, N. Y. 10036

AUSTRIA

This Week	Last Week	Title	Artist
1	1	GANZ IN WEISS	Roy Black (Polydor)—Wien Melodie
2	2	MERCI, CHERIE	Udo Juergens (Vogue)—Metrotren
3	3	ER IST WIEDER DA	Marion (Ariola)—Helbling
4	5	WENN DAS GESCHIEHT	Peter Alexander (Ariola)—Gerig
5	4	MELISSA	Peter Thomas (CBS)—Wien Melodie
6	9	BARBARA ANN	The Beach Boys (Capitol)—Planetary
7	7	AS TEARS GO BY	Rolling Stones (Decca)—Gerig
8	6	KISMET	Caterina Valente (Decca)—Weltmusik
9	8	YESTERDAY MAN	Chris Andrews (Vogue)—Helbling
10	—	HUNDERT MANN UND EIN BEFEHL	Freddy (Polydor)—Weinberger

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THE SUN AIN'T GONNA SHINE ANY MORE	*Walker Brothers (Philips)—Ardmore & Beechwood
2	2	I CAN'T LET GO	*Hollies (Parlophone)—April Music
3	8	SHAPES OF THINGS	*Yardbirds (Columbia)—Feldman
4	6	MAKE THE WORLD GO AWAY	Eddy Arnold (RCA)—Acuff-Rose
5	3	BARBARA ANN	Beach Boys (Capitol)—Planetary
6	14	ELUSIVE BUTTERFLY	Bob Lind (Fontana)—Metric Music
7	3	SHA-LA-LA-LA-LEE	*Small Faces (Decca)—Belinda/Lynch
8	10	DEDICATED FOLLOWER OF FASHION	*Kinks (Pye)—Belinda
9	5	BACKSTAGE	Gene Pitney (Stateside)—Bron Music
10	9	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Mecolico
11	7	A GROOVY KIND OF LOVE	*Mindbenders (Fontana)—Screen Gems/Columbia
12	11	LIGHTNIN' STRIKES	Lou Christie (MGM)—Delmar Music
13	—	SOMEBODY HELP ME	*Spencer Davis Group (Fontana)—Island Music
14	21	ELUSIVE BUTTERFLY	*Val Doonican (Decca)—Metric Music
15	19	WHAT NOW MY LOVE	Sonny and Cher (Atlantic)—Blossom/Biem
16	24	HOLD TIGHT	*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn Music
17	12	MY LOVE	*Petula Clark (Pye)—Welbeck Music
18	15	SUBSTITUTE	*Who (Reaction)—Fabulous Music
19	—	SOUND OF SILENCE	*Bachelors (Decca)—Lorna Music
20	—	BLUE TURNS TO GREY	*Cliff Richard (Columbia)—Mirage/Essex
21	21	WOMAN	*Peter and Gordon (Columbia)—Northern Songs
22	25	LOVE ME WITH ALL YOUR HEART	*Bachelors (Decca)—Latin-American
23	13	19TH NERVOUS BREAKDOWN	*Rolling Stones (Decca)—Mirage Music
24	16	SPANISH FLEA	Herb Alpert & the Tijuana Brass (Pye Int.)—Burlington
25	17	INSIDE LOOKING OUT	*Animals (Decca)—Essex Music
26	—	WORKING MY WAY BACK TO YOU	Four Seasons (Philips)—Ardmore & Beechwood
27	18	I GOT YOU	James Brown (Pye Int.)—Lois Music
28	—	LEGAL MATTER	*Who (Brunswick)—Fabulous/Essex
29	—	I MET A GIRL	*Shadows (Columbia)—Shadows, Ltd.
30	20	BLUE RIVER	Elvis Presley (RCA)—Marlyn Music

CANADA

This Week	Last Week	Title	Artist
1	2	19TH NERVOUS BREAKDOWN	Rolling Stones (London)
2	1	NOWHERE MAN	Beatles (Capitol)

This Week	Last Week	Title	Artist
3	6	DAYDREAM	Lovin' Spoonful (Kama-Sutra)
4	7	WOMAN	Peter & Gordon (Capitol)
5	5	HOMeward BOUND	Simon & Garfunkel (Columbia)
6	3	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
7	4	LISTEN PEOPLE	Herman's Hermits (MGM)
8	—	SURE GONNA MISS HER	Gary Lewis & the Playboys (Liberty)
9	—	BANG BANG	Cher (Imperial)
10	—	WALKIN' MY CAT NAMED DOG	Norma Tanega (Reo)

CANADIAN RECORDS

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

EIRE

This Week	Last Week	Title	Artist
1	2	THE SEA AROUND US	Ludlows (Pye)—Coda
2	1	COME BACK TO STAY	Dickie Rock (Pye)—Segway
3	3	THESE BOOTS	Nancy Sinatra (Reprise)—MCPS
4	9	BLACK AND TAN GUN	Johnny Flynn Showband (Emerald)—Pat
5	4	19TH NERVOUS BREAKDOWN	Rolling Stones (Decca)—Mirage
6	8	IRELAND SWINGS	Brian Coll (Emerald)—Burlington
7	6	WONDERFUL WORLD OF MY DREAMS	Sean Dunphy (Pye)—Acuff-Rose
8	5	ABOVE AND BEYOND	Houston Wells (Parlophone)
9	—	I CAN'T LET GO	Hollies (Parlophone)—April Music
10	—	MY LOVE	Petula Clark (Pye)—Welbeck

FRANCE

This Week	Last Week	Title	Artist
1	1	MON Credo	Mireille Mathieu (Barclay)—707
2	2	LE JOUET EXTRAORDINAIRE	Claude Francois (Philips)—Olympia
3	3	LE FOLKLORE AMERICAIN	Shelia (Philips)—Bagatelle
4	—	LES ELUCBRATIONS D'ANTOINE	Antoine (Vogue)—Vogue International
5	4	MICHELLE	The Beatles (Odeon)—AMI
6	5	POTEMKINE	Jean Ferrat (Barclay)—Halleluya
7	8	GUINGUETTES	Alain Barriere (RCA)—Louise
8	11	JE Y'AIME	Johnny Hallyday (Philips)—AMI
9	7	ET S'IL N'EN RESTE QU'UN	Eddy Mitchell (Barclay)—Semi
10	6	MOURIR OU VIVRE	Herve Vilard (Mercury)—Dany Music

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
2	2	MICHELLE	The Beatles (Parlophone), The Overlanders (Pye)—Leeds Holland/Basart
3	4	19TH NERVOUS BREAKDOWN	The Rolling Stones (Decca)—Ed. Basart/Essex
4	3	GLAASJE OP, LAAT JE RIJDEN	*Sjakie Schram (Artone)—Ed. Portegen
5	5	THAT DAY	*The Golden Earrings (Polydor)—Ed. Europhon/Basart
6	7	SECOND HAND ROSE	Barbra Streisand (CBS)—Ed. Basart
7	6	BALDHEADED WOMAN	*Jay-Jays (Philips)—The Toretto's (RCA-Victor)—Ed. Altona
8	—	SUCH A CAD	*Les Baroques (Europhon)—Ed. Basart
9	—	THIS GOLDEN RING	The Fortunes (Decca)—Ed. Mills Holland/Basart
10	9	IF YOU WAIT FOR LOVE	Dave Berry (Decca)—Ed. U. A. Music-Altona

HONG KONG

This Week	Last Week	Title	Artist
1	1	TELL ME WHAT YOU SEE	The Beatles (Parlophone)
2	2	19TH NERVOUS BREAKDOWN	The Rolling Stones (British Decca)
3	3	BARBARA ANN	The Beach Boys (Capitol)
4	4	SOUNDS OF SILENCE	Simon and Garfunkel (CBS)
5	—	MICHELLE	The Beatles (Parlophone)
6	5	NORWEGIAN WOOD	The Beatles (Parlophone)
7	9	SECRET AGENT MAN	The Ventures (Liberty)
8	6	BATMAN	Jan and Dean (Liberty)
9	7	PUPPET ON A STRING	Elvis Presley (RCA Victor)
10	—	COME LOVE	Bruce and Terry (CBS)

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NESSUNO MI PUO' GIUDICARE	*Caterina Caselli (CGD)
2	2	IL RAGAZZO DELLA VIA GLUCK	*Adriano Celentano (Clan)
3	3	NESSUNO MI PUO' GIUDICARE	*Gene Pitney (Musicor)
4	8	IN UN FIORE	*Surfs (Festival)
5	9	WE CAN WORK IT OUT	Beatles (Parlophone)
6	5	MAI MAI MAI VALENTINA	*Pat Boone (Dot)
7	4	IN UN FIORE	*Wilma Goich (Ricordi)
8	6	LEI	Adamo (VdP)
9	7	DIO COME TI AMO	*Domenico Modugno (Curci)
10	3	UNA CASA IN CIMA AL MONDO	*Mina (Ri Fi)
11	—	MI VEDRAI TORNARE	*Gianni Morandi (RCA)
12	11	DIO COME TI AMO	*Gigliola Cinquetti (CGD)
13	—	MEMPHIS TENNESSEE	Tom Jones (Decca)
14	15	ADESSO SI'	*Sergio Endrigo (Cetra)
15	12	COSI' COME VIENE	*Remo Germani (Jolly)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HONEMADE AISHITE	*Jyo Takuya (Toshiba)—JASRAC
2	2	AITAKUTE AITAKUTE	*Sona Mari (Polydor)—JASRAC (Watanabe)
3	5	KIMITO ITSUMADEMO	*Kayama Yuuzo (Toshiba)—JASRAC (Watanabe)
4	4	TOKYO NAGAREMONO	*Takekoshi Hiroko (King)—JASRAC
5	3	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—JASRAC
6	6	AMENO NAKANO FUTARI	*Hashi Yukio (Victor)—JASRAC
7	8	KOIGOKORO	Kishi Yoko (King)—TOSHIBA
8	7	NAMIDANO RENRAKUSEN	*Miyako Harumi (Columbia)—JASRAC
9	9	KUNGSLEDEN	Sound Track (King)—Seven-Seas
10	—	DON'T LET ME BE MISUNDERSTOOD	The Animals (Odeon)—Aberback Tokyo

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I KNOW	*Naomi and The Boys (Philips)
2	4	PUSH, PUSH	*Keith Locke and the Quests (Columbia)
3	2	AS TEARS GO BY	Rolling Stones (Decca)
4	5	IT'S MY LIFE	Animals (Decca)
5	7	WIND ME UP	Cliff Richard (Columbia)
6	8	19TH NERVOUS BREAKDOWN	Rolling Stones (Decca)
7	3	A MUST TO AVOID	Herman's Hermits (Columbia)
8	—	A RING FOR MY DARLING	*Reyes Sisters (Philips)
9	6	WE CAN WORK IT OUT	Beatles (Parlophone)
10	9	MY SHIP IS COMING IN	Walker Bros. (Philips)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA BANDA BORRACHA	*Mike Laure (Musart)—Pending
2	2	UNA LIMOSNA	*Javier Solis (CBS)—Brambila
3	3	MAZATLAN	*Mike Laure (Musart)—Pham
4	5	CERO 39	*Mike Laure (Musart)—Pending
5	7	ES LUPE	(Hang on Sloopy)—*Los Johnny Jets (CBS)—Grever
6	6	TE AMARE TODA LA VIDA	*Sonia (RCA)—RCA
7	9	TODOS QUEREMOS A LUPE	*Los Rocking Devils (Orfeon)—Pending
8	8	ZORBAS DANCE	Trio From Athens (Gamma)—Pending
9	4	PUESTO ROTO	*Irma Serrano (CBS)—Pham
10	10	LA MENTIRA	*Pepe Jara (RCA)—Campei

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	A MUST TO AVOID	Herman's Hermits
2	19	19TH NERVOUS BREAKDOWN	Rolling Stones
3	2	THE SOUNDS OF SILENCE	Simon & Garfunkel
4	—	TO WHOM IT CONCERNS	Chris Andrews
5	8	KEEP ON RUNNING	The Spencer Davis Group
6	5	OVER AND OVER	Dave Clark Five
7	4	PRINCESS IN RAGS	Gene Pitney
8	3	THE CARNIVAL IS OVER	The Seekers
9	17	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra
10	7	TAKE ME FOR WHAT I'M WORTH	Searchers

PERU

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	EL POMPO	Los Teen Agers (Sono Radio); Sonora Sensacion (S. Radio); Mario Allinson (MAG); Al Linares (Riko)
2	2	UN BESO ES POCA COSA	Luis Aguile (Odeon); Nelson Arias (Odeon); Carmita Jimenez (Sono Radio); Pepe Miranda (Virrey)
3	3	TU SERAS LA PRIMERA	Duo Dinamico (Odeon)
4	4	AGUARDIENTE Y LIMON	Anabella y Los Platinos (Philips); Enrique Lynch (Sono Radio)
5	5	CUANTO MAS LEJOS ESTOY	Duo Dinamico (Odeon)
6	6	CUMBIA ALGARROBERA	Tulio Enrique Leon (Odeon); Carlos Pickling (MAG)
7	7	RETIRADA	Javier Solis (Columbia); Daniel Santos (Orfe Fuentis); Anamelba (Virrey); Los Panchos (Columbia)
8	8	EL PIRATA	Los Dos Compadres (Odeon)
9	9	PETI PAN	Los Demonios del Mantaro (Sono Radio); Los Demonios de Corocochay (MAG)
10	10	VISION DE OTONO	Los Dolton (Sono Radio)

PHILIPPINES

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

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	HELP!	Beatles (Odeon)
2	3	WHIPPED CREAM	Tijuana Brass (AM-Fermata)
3	1	QUERO QUE VA' TUDO PRO INFERNO	*Roberto Carlos (CBS)
4	4	TASTE OF HONEY	Tijuana Brass (AM-Fermata)
5	—	TRISTEZA	*Ary Cordovil (RGE)
6	—	NAO DIGA NADA	*Joelma (Chantecler)
7	—	ZAMBI	*Ellis Regina (Philips); Edu Lobo (Elenco)
8	—	FEITINHA PRO POETA	*Jongo Trio (Farrroupilha)
9	—	PEDRO PEDREIRO	*Quarteto em Cy (Elenco)
10	10	DIO COMO TE AMO	Gigliola Cinquetti (RGE-CGD)

SINGAPORE

*Denotes local origin

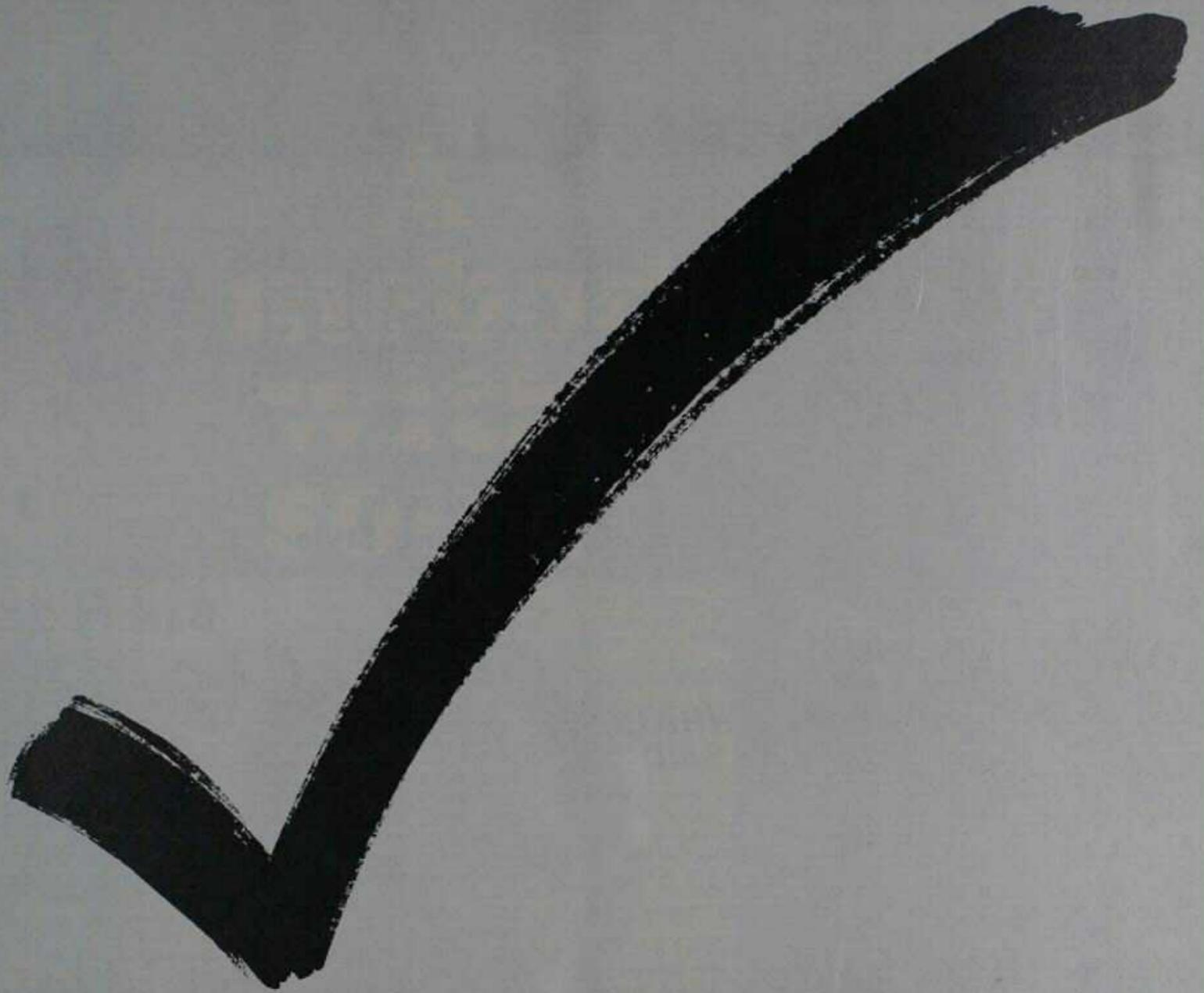
This Week	Last Week	Title	Artist
1	1	MICHELLE	Billy Vaughn Orchestra & Chorus (Dot)
2	6	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
3	4	PUSH, PUSH	*Keith Locke and the Quests (Columbia)
4	5	SOUNDS OF SILENCE	Simon and Garfunkel (Columbia)
5	7	BATMAN	Marketta (Warner Bros.)
6	8	INSIDE LOOKING OUT	Animals (Decca)
7	9	A WELL-RESPECTED MAN	*Kinks (Pye)
8	—	19TH NERVOUS BREAKDOWN	Rolling Stones (Decca)
9	—	MY LOVE	Petula Clark (Pye)
10	2	KEEP ON RUNNING	Spencer Davis Group (Fontana)

SOUTH AFRICA

This Week	Last Week	Title	Artist
1	1	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
2	2	SOUNDS OF SILENCE	Simon & Garfunkel (CBS)
3	5	THE BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler (RCA)
4	3	YESTERDAY MAN	Chris Andrews (Decca)
5	8	TO WHOM IT MAY CONCERN	Chris Andrews (Decca)
6	4	MICHELLE	The Overlanders (Pye)
7	10	19TH NERVOUS BREAKDOWN	The Rolling Stones (Decca)
8	15	YES, MR. PETERS	Steve Karlinski & Mimi Roman (CBS)
9	6	JIMMY COME LATELY	Four Jacks & a Jill (RCA)
10	7	WIND ME UP	Cliff Richard (Columbia)

SWITZERLAND

This Week	Last Week	Title	Artist
1	2	YESTERDAY	



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DEPARTMENTS & FEATURES

**Club Battle Lines Drawn
As All Labels Go RCA**
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Merc. Taking CARtridge Road
By [Name]

Modugno, Cinquetti Win Remo
By [Name]

MGM Bows Repackaging Policy
By [Name]

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Your Competition Does -Every Week

TALENT

'Superman' Show Lacking Muscle

NEW YORK—There would seem to be a potential for comic abandon, musical gaiety and wild invention in a musical based on the "Superman" comic strip but it's not been taped in "It's a Bird . . . It's a Plane . . . It's Superman," which opened at the Alvin Theater here last



Columbia records star Billy Mize has an unusual hit in his newest release "Don't Let the Blues Make You Bad" (Columbia 4-43546). Besides the normal exposure that the young artist always receives from country DJ's, the record is also garnering a surprising amount of play on "easy listening" stations. Billy is the star of "Melody Ranch" on channel 5, Los Angeles, and is expected to release an album on Columbia in the near future. For recording, television and "in person" appearances, Billy Mize plays a Gibson B-25 12 string guitar. Gibson—choice of professional artists and acknowledged world leader in fine guitars.

(Advertisement)

week. At least, not enough of it. There are some occasional spurts in book and score but the show runs out of steam too often to make this a completely successful excursion into the comic strip world.

The book by David Newman and Robert Benton, virtually lifts the dialog from the comic strip's balloons, counting on the camp vogue to fill the humor vacuum. There's little wit and it pushes hard to get its point across. The score, by Charles Strouse and Lee Adams, tries hard to match the pop rock 'n' roll idiom, and, at times, succeeds, but for the most part it's a routine affair. The tunes that could step out in the pop market are "It's Superman" and "You've Got Possibilities." They do much to brighten the atmosphere of the production, too.

In a generally energetic cast, Jack Cassidy, as a sharp-typing columnist, supplies the most

HERE'S WHAT DAILIES SAID

TIMES: "It is easily the best musical of the season, but because that is so damp a compliment, I add at once that it would be enjoyable in any season. It has some tunes that are at least recognizable as tunes, brisk lyrics. . ."

HERALD-TRIBUNE: "Whenever the new musical gets its tongue far enough into its cheek, it's cornball cozy. Trouble is, it runs out of cheek. It looks slick, but its wit is on the lazy side."

NEWS: ". . . an exercise in low camp, to vary the jargon of the day. It's not a bird, it's not a plane and it's not even a salami. It's 'Baker Street' in drag."

POST: ". . . it seems undoubtedly headed for box-office acclaim. It is shrewdly cast, it has imagination in the staging, it moves along at a vigorous pace, has several pleasant songs. . ."

JOURNAL - AMERICAN: ". . . You will be caught up with the merry music and the overall gaiety. . ."

WORLD - TELEGRAM: "Composer Charles Strouse and lyricist Lee Adams have written the direct-action songs which a lightweight show such as this requires. You leave the theater smiling. . ."

lifts. It's a juicy role and Cassidy makes it meaty and delightful. His song-and-dance treatment of "The Woman for the Man" is a knockout and the show's high-spot. Bob Holiday is solid in the title role which also requires him to double as a milquetoast Clark Kent. He's got two expressions and both work. Patricia Marand is charming as Lois Lane, the girl reporter in love with Superman; Linda Lavin bangs across her laughs and her numbers and scores a bullseye with "You've Got Possibilities." Michael O'Sullivan's mad scientist is hissable and funny.

The story line focuses on the scientist's plot to undo Superman. Through psychological hanky-panky, he almost gets Superman to bend to his will, but goodness triumphs and Su-

SOVIET POET TO DEBUT ON COL.

NEW YORK — Soviet poet Andrei Voznesensky will make his American disk debut on Columbia Records. Columbia will release an LP entitled "Anti-worlds," in which the poet reads some of his works. Voznesensky recorded the LP while in the U. S. for a three-week tour sponsored by the Academy of American Poets. Voznesensky reads his poems in Russian; in addition, four leading American poets, W. H. Auden, Stanley Kunitz, William Jay Smith and English translations of the poems. The album is scheduled for release in June.

Marilyn Maye Delivers in Winning Style

NEW YORK — Marilyn Maye's second RCA Victor album, appropriately entitled "The Second of Maye," will be released in about a week. It's a live recording of one of her January performances at the Living Room. And if it's anything like the opening at her second Living Room engagement Monday night (28), it should be catalog material for a long time.

Few contemporary artists can milk a lyric like Miss Maye. She makes every word and gesture count, exercising complete control of her material at all times.

Miss Maye is a compleat showwoman. She has a fine comic sense, and her repartee with husband Sam Tucker on piano was witty, urbane and pertinent.

Her strongest number was "Shadow of Your Smile," delivered with a bittersweet quality.

She delivered most of her songs in upbeat fashion—with an effervescence quickly picked up by the audience. She really swings on "A Wonderful Night Like Tonight," "One Note Samba," "On the Street Where You Live" and "Put on a Happy Face."

She also scored on the novelty "I'm a Woman," with machine-gun delivery of the lyrics, and on a Dixie style "Rockabye Your Baby With a Dixie Melody."

Like many other female vocalists, her voice is strong and clear with all the technical equipment needed to deliver a song, and she has a sense of timing and a comprehension of the lyric that is all too rare.

Opening the bill was Joe Potito, who did a creditable job with standards.

AARON STERNFIELD

perman flies happily ever after. There's a Communist conspiracy inserted, too, but it's all added fluff. There's a lot of male acrobatics and not much girlie dancing, which could indicate that the musical's target has moved from the tired businessman to the tired teen-ager.

Columbia Records, which has a \$200,000 investment in the show, put the original cast album in the groove on Sunday (2). There has been lots of action at the box-office since the critics cast their votes, four favorable and two negative, so Columbia has a good chance to recoup its investment and make some money with the album at the same time. **MIKE GROSS**



VIC DAMONE, seated, signs up for a hitch with RCA Victor to the joy of Norman Racusin, division vice-president and operations manager, left, and Joe D'Imperio, division vice-president, Product and Talent Development. Damone begins a four-week engagement at the Persian Room of New York's Hotel Plaza April 6.

Television Magic—Served Barbra Streisand Style

NEW YORK—Color Barbra Streisand in her Wednesday (30) CBS-TV special, "Color Me Barbra," a glowing in-the-pink.

Whether she's mugging for a Modigliani, prancing with penguins or singing to Sadie, her pet French poodle, Miss Streisand comes out an exciting, polished artist. And, fortunately, unlike last year's TVer, she's not hamstrung by hammy direction. Instead, it's fast-paced and woven around simple staging which amply highlights her effervescent personality in good taste.

Her opening 20 minutes, at

Ramsey Lewis Trio Power-Packed Unit

NEW ORLEANS—The Ramsey Lewis Trio combined jazz expressions with a strictly commercial musical sense in their Sunday night, March 20, opening here at Al Hirt's Club on Bourbon St. Their initial tune, "Real Gone Guy," introduced the members—Lewis on piano, El Dee Young on bass, and Red Holt on drums—with a flourish. From there on the trio relied mostly on a musical togetherness, a perfect blending on such tunes as "Autumn Leaves," "Since I Fell for You," and "The In Crowd."

Red Holt came through with a terrific drum-flute-tamborine solo on "The Shelter of Your Arms."

The trio showed tremendous musical flexibility, shifting without strain from hard jazz to soft melodies to bouncy pop tunes, like their hit "Hang on Sloopy." It was a power-packed show. **CLAUDE HALL**

Peter & Gordon on 8-Week U. S. Tour

NEW YORK—Capitol Records artists Peter & Gordon are in the U. S. for an eight-week coast-to-coast tour coinciding with their hit single, "Woman," and a new LP release bearing the same title. It's their eighth American visit since 1964. They kick off their tour at Atlantic City's Steel Pier on April 9. The boys have already taped a "Hullabaloo" show for airing on NBC-TV on April 11, two Mike Douglas shows, and a Clay Cole show.

the Philadelphia Museum, is sort of a "pop-art" potpourri, blending the past in song, action and art. Her powerful version of "Yesterdays" sets the theme of the tour, followed by another oldie, "One Kiss." Moving into the Elizabethan period, dressed in Marie Antoinette costume and blond wig, she sings a lyrical parody of Chopin's "Minute Waltz" in a manner reminiscent of Danny Kaye's glibness. She gives a sensitive, moving reading of "Non C'est Rien," and, surprisingly, in a French that's euphonically perfect. After the first commercial, she mixes in some spoofing which introduces a medley of "Face" tunes, with a fair as setting, and ends the segment with a ballad, "I Stayed Too Long at the Fair."

The final 15 minutes are all Streisand. Dressed in a simple white empire gown, she gives a refreshing touch to "Anywhere I Hang My Hat Is Home," offers a newly arranged "C'est Si Bon" in true Streisand form, and closes with two new ballads, "Where Am I Going?" and "Starting Here, Starting Now." It's all TV magic, Barbra style.

There's little doubt Columbia Records has another chart winner in the new Streisand LP, "Color Me Barbra."

ROBERT SOBEL

SIGNINGS

The Easybeats, Australia's top pop vocal group, have been tagged by United Artists Records for world-wide release under the Ascot banner. The group is made up of five boys who come from such far-off parts as Holland, Scotland and England. . . . The Ever Present Fullness, male quintet, to White Whale. Group was found by Bill Utley, manager of the Turtles, the label's top attraction. . . . The Jewel-Paula stable added country writer-singer Jimmy Fautheree, formerly with Jimmy & Johnny; and the Chaps, a teen group from Arkansas, for Paula; and the Original Voices of Faith, a spiritual group from Kansas City, for Jewel. . . . The Ovations, have been added to the roster of Argon Productions, Clyde Otis' independent production company.

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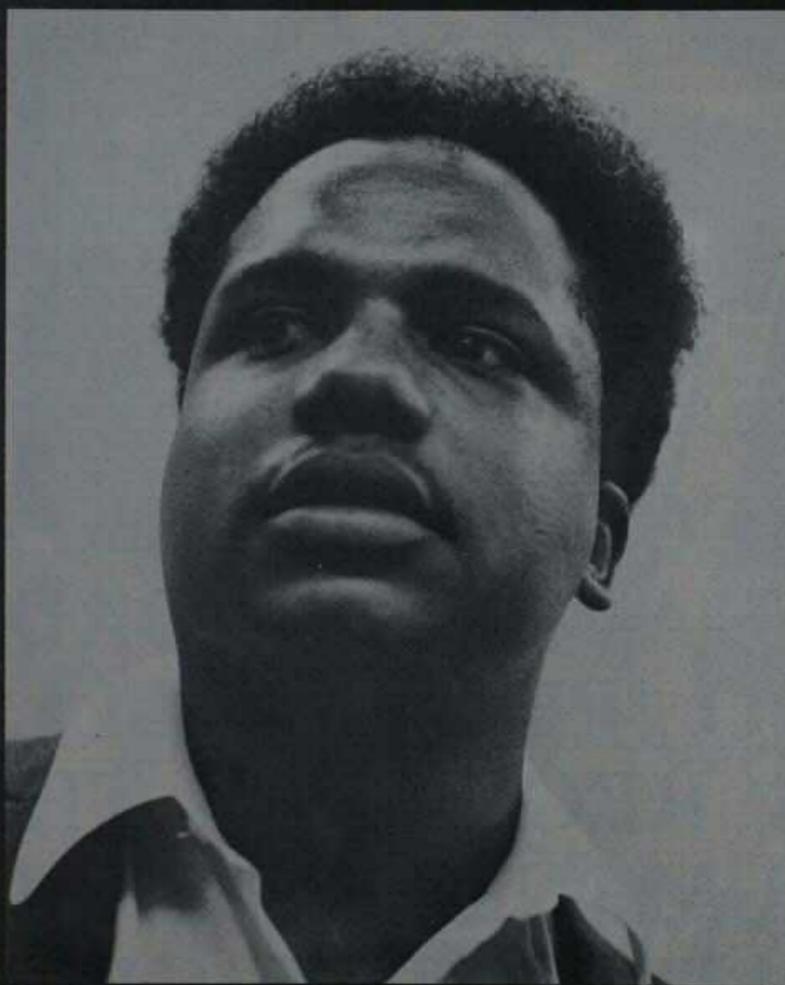
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Owens, 'Bucks' Stampede N. Y. With Load of Talent

NEW YORK — Headlining Buck Owens and His Buckaroos, one of the most entertaining and polished country concerts came to Carnegie Hall (25). Presented through the auspices of WJRZ Radio and Gerard Purcell Associates, the Capitol recording stars were given a lengthy ovation by an audience of nearly 2,700. Owens and His Buckaroos, Doyle, Don, Willie and Tom, put on a diversified show that ran the gamut of country ballads to happy rhythms to comedy as demonstrated in their laugh-loaded take-off of the Beatles.

Owens scored heavily, performing his hit records such as "Together Again," "Tiger by the Tail," and "Buckaroo" among his 10 consecutive No. 1 hits. This was climaxed by his top-of-the-chart winner, "Waitin' in Your Welfare Line." The Owens'

patter between numbers and his introductions were bright and humorous, and he kept the happy pace throughout his performance.

The first half of the bill was well balanced. The fine pickin' and singing of the Homesteaders kicked things off. Next came the Columbia Records star Marion Worth who scored, singing her first hit record, "Shake Me I Rattle." The warm and clever comedy of Archie Campbell was next. He closed with a tender interpretation of his RCA Victor hit, "The Men in My Little Girl's Life." Hilltop star Johnny Paycheck came on dynamically, both in stage presence and in performance. He ran through his hits, "A-11," and "Heartbreak Tennessee."

The other acts in the Buck Owens portion included the Tower Records songstress, Kay Adams, who came off well with "Roll Out the Red Carpet." Then it was Red Simpson, the newcomer who has taken the country field by storm with his hit Capitol single, "Roll Truck Roll" and his chart album of the same title. Another newcomer who has been consistently hitting the charts, Tower Records' Dick Curless, won an ovation from the crowd who yelled for encore after encore.

The proceedings were in the capable hands of popular Mc-Lee Arnold. The show moved over to the Symphony Hall in Newark for two shows (26) with an attendance of more than 4,500 and then on to the Brooklyn Academy of Music to an attendance of almost 2,000.

DON OVENS



EARL GRANT, top Decca artist, whose current hit is "Stand By Me," will be appearing at Hotel Fremont, Las Vegas, April 14-May 11; Edgewater Inn, Seattle, June 27-July 2; Isy's Supper Club, Vancouver, B. C., July 6-23, and Harrah's Tahoe, July 28-Aug. 10. (Advertisement)

Matteo Registers On a Full Scale

NEW YORK — Matteo, an Italian baritone who belts 'em out in the traditional romantic Neapolitan style, opened to a full house at Paul Taubman's Penthouse Club here Monday (21).

Matteo displayed a rich and powerful voice, racking up points with "Bei Mir Bist Du Schoen" in Italian, "Tender Is the Night," "Cia, Cia Bambino," "Just Say I Love Her," "Forget Domani," a medley of Broadway show tunes, and finishing up strong with "Hava Nagila."

Opening act was Jane Fletcher, whose sultry style was spiced with a comic treatment of "Hard Hearted Hannah." Miss Fletcher has the potential to be a good supper club singer, and she registered best with a soulful "I Wish You Love."

AARON STERNFIELD

Nero Plays, Concert Earns

NEW YORK—Pianist Peter Nero's popularity was reaffirmed Saturday night (26) as a sell-out crowd jammed Lincoln Center's Philharmonic Hall for his one-night concert. Nero, backed by his trio, and a 34-piece orchestra under the direction of Nick Perito, played show tunes from the Cole Porter-George Gershwin era in his unique pop-jazz style.

Nero's trio consists of Joseph Cusatis on (drums) and Barre Phillips (bass). An integrated unit that has been pleasing audiences for the past five years, the group has developed a solid sound around Nero's jazz arrangements of popular tunes. The trio opened with two tunes from "My Fair Lady," an up-tempo version of "Show Me" and an unusual waltz-tempo introduction to "I Could Have Danced All Night."

The highlight of the concert which was generally fast-paced and pleasant, was Nero's in-

terpretation of the Gershwin classic, "Rhapsody in Blue." The RCA Victor recording artist also performed his "Variations on I Got Rhythm," a cleverly arranged piece built around classical lines from the works of Rachmaninoff, Beethoven, Schubert, etc.

Nero concluded with a mélange of Gershwin tunes from "Porgy and Bess," which were loosely tabbed a medley. A master technician on the piano, Nero falls short in his comedy routines, which are slightly shop-worn and in need of updating, though his "ending" to Schubert's Unfinished Symphony still draws chuckles.

The concert, another in the series from producer Sid Bernstein, grossed approximately \$12,000.

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stars
MARTY ALLEN and STEVE ROSSI
and co-stars
NANCY SINATRA



RHYTHM & BLUES

TOP SELLING R & B SINGLES

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	634-5789 Wilson Pickett, Atlantic 2320 (East-Pronto, BMI)	8	24	24	NO MAN IS AN ISLAND Van Dykes, Mala 520 (Cha-Stew, BMI)	5
2	4	GET READY Temptations, Gordy 7049 (Jobete, BMI)	3	25	40	SHARING YOU Mitty Collier, Chess 1953 (Renfro, BMI)	2
3	2	BABY, SCRATCH MY BACK Slim Harpo, Excello 2273 (Excellorec, BMI)	12	26	19	PHILLY DOG Markeys, Stax 185 East, (BMI)	7
4	6	ONE MORE HEARTACHE Marvin Gaye, Tamla 54129 (Jobete, BMI)	7	27	17	DON'T MESS WITH BILL Mervelettes, Tamla 54126 (Jobete, BMI)	13
5	5	SHAKE ME, WAKE ME (When It's Over) Four Tops, Motown 1090 (Jobete, BMI)	6	28	32	(You're My) SOUL AND INSPIRATION Righteous Brothers, Verve 10383 (Screen Gems-Columbia, BMI)	2
6	7	THIS OLD HEART OF MINE Isley Brothers, Tamla 54128 (Jobete, BMI)	7	29	15	UP TIGHT Stevie Wonder, Tamla 54124 (Jobete, BMI)	15
7	3	LOVE MAKES THE WORLD GO ROUND Don Jackson, Caria 2526 (McLaughlin, BMI)	12	30	29	THIS CAN'T BE TRUE Eddie Holman, Parkway 960 (Cameo-Parkway/Stilran, BMI)	16
8	14	SATISFACTION Otis Redding, Volt 132 (Immediate, BMI)	4	31	38	I HAD A DREAM Johnny Taylor, Stax 186 (East, BMI)	3
9	11	AIN'T THAT A GROOVE James Brown & the Famous Flames, King 6025 (Dynatone, BMI)	5	32	35	19th NERVOUS BREAKDOWN Rolling Stones, London 9823 (Gideon, BMI)	2
10	8	DARLING BABY Elgins, V.I.P. 25029 (Jobete, BMI)	8	33	27	GOING TO A GO-GO Miracles, Tamla 54127 (Jobete, BMI)	15
11	16	THE LOVE YOU SAVE Joe Tex, Dial 4026 (Tree, BMI)	4	34	30	MY ANSWER Jimmy McCracklin, Imperial 66147 (Metric, BMI)	11
12	10	I WANT SOMEONE Mad Lads, Volt 131 (East, BMI)	9	35	—	COOL JERK Capitol, Karen 1524 (McLaughlin, BMI)	1
13	13	MY BABY LOVES ME Martha & the Vandellas, Gordy 7048 (Jobete, BMI)	10	36	—	I'LL TAKE GOOD CARE OF YOU Garnet Mimms, United Artists 995 (Rittenhouse & Web IV, BMI)	1
14	31	SHE BLEW A GOOD THING Poets, Symbol 214 (Sagittarius, BMI)	2	37	37	EYESIGHT TO THE BLIND B. B. King, Kent 441 (Modern, BMI)	6
15	9	STOP HER ON SIGHT (S. O. S.) Edwin Starr, Ric-Tic 109 (Myto, BMI)	8	38	—	HOLD ON! I'M COMIN' Sam & Dave, Stax 189 (East-Pronto, BMI)	1
16	25	HELPLESS Kim Weston, Gordy 7050 (Jobete, BMI)	4	39	—	I'LL LOVE YOU FOREVER Holidays, Golden World 36 (Myto, BMI)	1
17	12	DEAR LOVER Mary Wells, Atco 6392 (Jalynne, BMI)	8	40	—	I MISS YOU, BABY (How I Miss You) Marv Johnson, Gordy 7051 (Jobete, BMI)	1
18	18	THE FAT MAN T-K-Os, Ten Star 104 (Sconance-Money BMI)	7	NEW ACTION R&B SINGLES			
19	21	SEARCHING FOR MY LOVE Bobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI)	6	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.			
20	26	REAL HUMDINGER J. J. Barnes, Ric-Tic 110 (Myto, BMI)	7	GOOD, GOOD LOVIN' Blossoms, Reprise 0436			
21	20	I'M TOO FAR GONE (To Turn Around) Bobby Bland, Duke 393 (M.P.I., BMI)	12	MUCHO SOUL Romeos, Loma 2028			
22	22	THE BOOGALOO PARTY Flamingos, Philips 40347 (Ponderosa, BMI)	3	HELP ME (GET THE FEELING) Ray Sharpe, Atco 6402			
23	23	BABY, I NEED YOU Manhattans, Carnival 514 (Sanavan, BMI)	4	WOMAN, HOW DO YOU MAKE ME LOVE YOU LIKE I DO Kip Anderson, Checker 1136			

Billboard SPECIAL SURVEY for Week Ending 4/9/66

TOP SELLING R & B LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TEMPTIN' TEMPTATIONS Gordy G 914 (M); G5 914 (S)	19	14	14	THE PRIME OF MY LIFE Billy Eckstine, Motown 632 (M); 5632 (S)	12
2	2	CRYING TIME Ray Charles, ABC-Paramount ABC 544 (M); ABC5 544 (S)	6	15	10	THE FOUR TOPS SECOND ALBUM Motown 634 (M); ST 634 (S)	13
3	3	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	5	16	16	COMFORT ME Carla Thomas, Stax LP 706 (M); SD 706 (S)	5
4	4	I HEAR A SYMPHONY Supremes, Motown MLP 643 (M); SLP 643 (S)	4	17	18	GENE CHANDLER LIVE ON STAGE Constellation 1425 (M); (No Stereo)	16
5	8	THE MARVELETTES GREATEST HITS Tamla TLP 253 (M); SLP 253 (S)	4	18	—	EL CHICO Chico Hamilton, Impulse A 9102 (M); AS 9102 (S)	1
6	6	HANG ON RAMSEY! Ramsay Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	8	19	—	SPANISH GREASE Willie Bobo, Verve V 8631 (M); V6-8631 (S)	1
7	5	RIDIN' HIGH Impressions, ABC-Paramount ABC 545 (M); ABC5 545 (S)	5	20	—	LET IT ALL OUT Nina Simone, Philips PHM 200-202 (M); PHS 600-202 (S)	1
8	7	MIRACLES GOING TO A GO-GO Tamla T 267 (M); ST 267 (S)	19	NEW ACTION R&B LP's			
9	9	THE "NEW" LOOK Fontella Bass, Checker LP 2997 (M); ST 2997 (S)	5	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.			
10	17	UNBELIEVABLE Billy Stewart, Chess LP 1499 (M); ST 1499 (S)	3	NO NEW ACTION R&B LP's THIS WEEK			
11	11	I GOT YOU (I Feel Good) James Brown, King 946 (M); (No Stereo)	11				
12	20	SOUL SESSION Jr. Walker & the All Stars, Soul 702 (M); S 702 (S)	2				
13	15	GOIN' OUT OF MY HEAD Wes Montgomery, Verve V 8642 (M); V6-8642 (S)	3				

NEW ALBUM RELEASES

Continued from page 42

CHAMBER ORCH. OF BRUBLER SCHOSS-KONZERTE (Muller-Bruhl)—Court Concert; M 9032, SM 9032
WILHELM JERGER & LEOPOLD MOZART—Salzburg Court & Baroque Music & the Peasant Wedding; M 9035, SM 9035
MOZART/VON WEBER—Drole String Quartet & Heinrich Geuser; M 9028, SM 9028
LUIS SUELVE—Classical Guitar; M 5019, SM 5019
VARIOUS ARTISTS—Wind Instruments of the Baroque Period; M 9027, SM 9027
VARIOUS ARTISTS—Wind Chamber Music 1750-1928; M 9034, SM 9034
VARIOUS ARTISTS—Sacred Music of the Masters; M 9030, SM 9030

MAINSTREAM

SOUNDTRACK—The Square Root of Zero; 56070, S/6070

MALA

RONNY & THE DAYTONAS—Sandy; 4002

MGM

WALT DICKERSON QUARTET—Impressions of a Patch of Blue; E 4358, SE 4358
HERMAN'S HERMITS—Hold On!; E 4342, SE 4342
THE MGM SINGING STRINGS Play the Hits of '66; E 4357, SE 4357
THE MGM SINGING STRINGS—The Salute to Bogie; E 4359, SE 4359

MUSICLAND USA

BOB KUBAN & THE IN-MEN—Look Out for the Chester; LP 3500, SLP 3500

PARKWAY

SOUNDS ORCHESTRAL—Impressions of James Bond; P 7050, SP 7050

PHILIPS

BEETHOVEN VIOLIN AND PIANO SONATAS COMPLETE—David Distrakh & Lev Oborin; PHM 4-590, PHS 4-990
CLAUDE BOLLING SEXTET—Two Beat Mozart; PHM 200-204, PHS 600-204
DUSTY—Ev'rything's Coming Up; PHM 1 303
MYSTIC MOODS ORCHESTRA—One Stormy Night; PHM 200-205, PHS 600-205
SIBELIUS: SYMPHONY NO. 2—Concertgebouw Orch. Amsterdam (Szell); PHM 500-092, PHS 900-092
CARL SWOBODA—Dancing Zither; PHM 200-203, PHS 600-203

PRESTIGE

GENE AMMONS—Sock!; PR 7400
Smokin' With the CHET BAKER QUINTET; PR 7449
The Two Sides of BENJI ARONOFF; PR 7416
DON PATTERSON—Satisfaction!; PR 7430
SONNY STITT WITH DON PATTERSON—Night Crawler; 7436, PR 7436

RCA CAMDEN

JESSE BELVIN'S Best; CAL 960, CAS 960
JOHNSON FAMILY SINGERS—The Johnson Family Sing "Shall We Gather at the River" & Other Family Favorites; CAL 952, CAS 952
LIVING STRINGS—He Touched Me and Other Beautiful Songs; CAL 951, CAS 951
BOB RALSTON—22 All Time Organ Favorites; CAL 917, CAS 917
SLIM WHITMAN—Birmingham Jail & Other Country Favorites; CAL 954, CAS 954

RCA RED SEAL

JOHN BROWNING—Beethoven Diabelli Variations; LM 2877, LSC 2877
JULIAN BREAM—Baroque Guitar; LM 2878, LSC 2878
SCHOLA CANTORUM OXFORD UNIVERSITY (Byrt)—The First International University Choral Festival; LM 7043, LSC 7043
GLUCK: ORFEO ED EURIDICE—Various Artists/The Virtuosi Di Roma & Instrumental Ensemble of the Collegium Musicum Italicum (Fasano) LM 6169, LSC 6169
MOZART: THE SONATAS FOR ORGAN & ORCH.—The Arthur Fiedler Sinfonietta (Fiedler); LM 7041, LSC 7041
PROKOFIEFF & CHOPIN SONATAS FOR CELLO & PIANO—Piatigorsky/Firkusny; LM 2875, LSC 2875
STRAVINSKY: SEVEN STUDIES ON THEME OF PAUL KLEE—Boston Symphony (Leinsdorf); LM 2879, LSC 2879

RCA VICTOR

BLUE BOYS—The Sounds of Jim Reeves; LPM 3529, LSP 3529
The Latin Style of FRANKIE CARLE; LPM 3518, LSP 3518
The Loner and 13 Other ROD MCKUEN Songs of Love & Loneliness; LPM 3508, LSP 3508
GEORGE BEVERLY SHEA Sings Fireside Hymns; LPM 3522, LSP 3522
VARIOUS ARTISTS—Funny, You Don't Look It; LPM 3433, LSP 3433

REPRISE

DEAN MARTIN—The Silencers; R 6211, RS 6211

SAGE

WAYNE WEST—Streets of Laredo; C 44

SHAKESPEARE RECORDING SOCIETY

VARIOUS ARTISTS—The Merry Wives of Windsor; SR3 203 S

SIMON SAYS

HILLS COLLEGE OF EDUCATION'S CHILDREN'S THEATRE WORKSHOP—Peter Rabbit; M 45
CAROLYN PERLA & SANDRA SIMONSON—Puff the Magic Dragon & Other Folk Song Favorites; M 42

TRAVELING PLAYHOUSE—Snow White & the Seven Dwarfs; M 44
IRENE WICKER—A Treasury of Fairy Tale Favorites; M 43

TROPICAL

VARIOUS ARTISTS—There's a Rainbow Round My Shoulder; 117

TUNE-TONE

BONNIE & CLEM—All I Want is You; LP 121

TUBA

JOHNNY LYTLE—The Loop; LP 5001

20TH CENTURY-FOX

VARIOUS ARTISTS—Exclusive Original Television Soundtrack Album "Batman"; TFM 3160

UNITED ARTISTS

SOUNDTRACK—Cast a Giant Shadow; UAL 4138, UAS 5138

VANGUARD

IAN & SYLVIA—Play One More; VRS 9215, V50 79215

WARNER BROS.

PET CLARK—My Love; W 1630, WS 1630

THE MEXICALI SINGERS; W 1641, WS 1641

WORD

Introducing DAVID FORD; W 3367, WS 8367
MARY JAYNE—I Believe in Miracles; W 3382, WS 8382

Deutch to Big 7

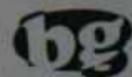
NEW YORK—Irving Deutch has returned to the New York publishing scene. He has taken over as general manager of the Big Seven, Roulette Records' publishing wing. Leading firms in the Big Seven are Patricia Music (BMI) and Planetary Music (ASCAP).

For the past year and a half, Deutch had been based in Miami with the Charles Hansen Publications operations. When he last operated in New York, Deutch had been general manager of Southern Music for 11 years. At the Big Seven, Deutch is establishing an "open door" policy for all writers and for all types of material.

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Say You Saw It in
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APRIL 9, 1966, BILLBOARD

TRADE PANEL

Who Blames Whom for Price Deflation?

By PAUL ZAKARAS

CHICAGO—At the recent NARM convention, Mercury Records vice-president Irwin Steinberg brought up the problem of "price pressure." He said, in his keynote address, that "further cuts in price are impossible." The record manufacturer, he said, "has become, in a sense, a victim of the family in-fighting among the record merchandisers." He explained that "pressure" has been "placed upon the manufacturers for a lower price."

Talk of the price depression pervades all levels of the industry. Retailers charge manufacturers with price discrimination and dual distribution. Rack jobbers claim they have to compete with low prices of discount houses which use records as "loss leaders." Distributors say that unreasonable manufacturers' quotas force them to engage in transshipping. Wholesalers with financial problems are said to be ruining the price structure by pouring "distress merchandise" onto the market.

There is talk about some distributors becoming involved in rack operations and forcing competing jobbers to lower their prices even further. Record clubs and mail order houses, though apparently on the decline, are still siphoning off close to \$100 million annually from the wholesaling-retailing system of the industry, and are contributing to the price pressure by making low price one of their chief selling points. Record dealers, themselves, by cutting down on services and attempting to compete on a price basis, have added to the downward spiral. And, surprisingly, discount houses deny that they are selling records at a loss.

To find out what the various members of the record merchandising system feel about the price deflation in general and how they regard Steinberg's comments on it, Billboard asked the opinion of several retailers and wholesalers.

Chicago Rack Jobber. Howard

Rosen, president of the Mid-America Specialty Distributors Inc., which is advertised as "Chicago's Largest Record Rack Distributor," agreed that a price depression exists, "and has been a basic issue in this industry in the period of progressive transition that has taken place since 1958." The resulting profit squeeze, said Rosen, is due "directly to the merchandising policies of the manufacturer."

"As a case in point," he said, "there have been recent ads in Chicago papers for the Korvette stores offering the newest Barbra Streisand album at \$1.74. This is less than I, a so-called subdistributor, pay for this album which is a quality product that would sell at a higher price anyway. Besides this fantastically low price that Korvette is advertising, they have the further advantage of reducing their merchandising costs because Columbia is paying for all these newspaper ads for Korvette, Sears and several other chains."

Korvette

Contacted at E. J. Korvette's Morton Grove, Ill. branch, a representative of the record department told Billboard that "Korvette is not selling these albums as a loss-leader. We never sell at a loss; in one way or another we will make a profit on these records." He volunteered the information that "this price of \$1.74 is below dealer's cost," and that "Columbia is paying for all the newspaper ads for this Streisand album because she is doing a CBS television show this week." When asked about this co-operation between record manufacturer and retailer, he said: "We are the largest outlet of Columbia products in the United States and they go along with us on a few things."

Don Van Gorp, Midwest regional sales manager for Columbia records, told Billboard that "since July 1963, when we

instituted the 'Age of Reason' we have offered only two prices. One for the dealer and one for subdistributors. Columbia doesn't care whether a buyer gives us \$5 million worth of business in a year or whether he gives us \$1,000—we treat everyone alike."

When asked about Korvette's price of \$1.74, Van Gorp said: "We don't really like to see records sold at extremely low prices, but it is illegal for us to do anything about it. We cannot dictate price to our customers—not in the State of Illinois anyway."

He said that Columbia is doing a great deal of national tie-in advertising with the Streisand show. "The beginning and end of this program," he said, "shows the cover of the new album, 'Color Me Barbra,'" and added that the program should be a boost to album sales.

50-50 Basis

"We are running spot ads about this program on four Chicago radio stations," said Van Gorp, "and we are co-operating with department and retail stores on newspaper ads." Van Gorp said that the newspaper ads were financed on approximately a "50-50 basis" between Columbia and the stores.

Rosen said that "retailers tend to blame rack jobbers for the price squeeze but I know that most jobbers would welcome fair trading as of right now. I would be very happy if no albums would be allowed to sell at less than \$3.79 or some other fixed price. These Korvette ads I mentioned put me in an embarrassing position with my customers—and I might have to compete with those prices just to save face."

"Another reason that retailers tend to put blame for price deflation on jobbers is because they erroneously feel that jobbers are retailers. We are not retailers. I am a wholesaler, and the same is true for practically all record rack operations of today. I sell my records to locations and I am able to buy them cheaper, at 10 per cent minus the normal \$2.14 dealer price, because I include a service in my price. I rotate the inventory for the locations. I order it and I stock it."

Preferential Treatment

Rosen said that "the manufacturer's policies, giving preferential treatment to certain customers, attempting to force unreasonable quotas on distributors, and the general push for quantity of sales with no interest in what is the final price of their product, has been primarily responsible for the tremendous price cutting."

"The attempt to justify this by saying that it benefits the consumer is no argument," said Rosen. "When no one along the distribution system is making enough profit the business is going to have to start cutting corners. This cutting, usually in the quality of product sold, will eventually hurt the consumer and in the long run will disrupt the whole industry. The manufacturers are aware of this problem, and they know that they are the only ones who can remedy the situation. As yet, however, they apparently feel no real need to do this."

Two independent dealers, Andy Anderson of the Record Center in Chicago, and Tom



NATIONAL ASSOCIATION OF RACK MERCHANTISERS figures reveal that downward price pressure has continued in the past two years. Percentage of members discounting records at all locations has increased by nearly 20 per cent since 1963. Number of members discounting on "certain" product has increased by only 1.2 per cent while the number receiving full list price at most locations still remains zero.

Peretto of the Record Round Up in Kansas City, Kan., both blamed the price squeeze on manufacturer "discrimination."

Anderson said that "I and several other dealers in 1960 presented the opinion to the record industry that all LP's should sell at \$2.98 to the consumer, at \$1.86 to the retailer and at \$1.40 to the distributor. This gives everyone plenty of profit margin, and the competition can be on the basis of quality or service rather than price. However, manufacturers will do no more than pay lip service to a meaningful 'one price policy.' Mr. Steinberg's own company, Mercury, was recently advertising an LP package of 'Swan Lake,' I believe, at \$14.95. To me this product costs \$9. But what happens to the price structure when I see it on the racks for \$6.95? Certainly I cannot hope to sell at anywhere near the \$14.95 figure. Even as the product hits the market, the manufacturer has already undermined its potential profit margin to wholesalers and retailers. This is not an isolated case, and the only possible cause for it is that records are available much cheaper to some merchandisers than they are to others. Only a strong, inflexible manufacturers' policy could change these conditions. If I could buy at the same price as my competitors,"

(Continued on page 62)

Greentree Expands Tape Capabilities

COSTA MESA, Calif. — Greentree Electronics Co. has recently expanded its plant facilities here to provide additional space for its pre-recorded reel-to-reel tape business. The new quarters, according to plant manager Sidney Brandt, will also house the sales, advertising, promotion and order processing departments.

Greentree manufactures the American brand of blank tape and its Stereotape division manufactures, sells and distributes pre-recorded boxes for Reprise, Dot, Hamilton and Capitol recording companies.

Scanning The News

E. J. Korvette, one of the nation's more successful discount chains, showed declines in its earnings in two quarters ended Jan. 31. The last quarter showed a 3.6 per cent decline and the last two quarters together indicated a 13.7 per cent decline in earnings compared with a corresponding period last year.

The National Association of Music Merchants has had to add more exhibit area to its 1966 Music Show to handle the vast numbers of attending distributors. NARM officials are confident that the July show (at Chicago's Conrad Hilton) will see record-breaking attendance.

Conrad Electronics Corp. of Los Angeles has recently introduced an AC-DC 2-track tape recorder, Model 300, which offers record and playback capability in both directions. The solid-state recorder lists at \$125.

Craig Corp. of Los Angeles has been appointed to distribute Concertone tape recorders in 13 Western States. Concertone, a division of Astro-Science Corp., said it will retain its resident factory sales representative in four key cities in order to service the Craig operation.

Norelco High Fidelity Products Department of North American Phillips has appointed Gerald Citron as product manager. Citron will serve as liaison between the department and its sales representative throughout the country.

Fountain Music Co. of Denver, Colo., has filed articles of incorporation to operate music stores. Incorporators include Donald J. Fisher, Lynne M. Fisher and Dennis R. McConkey.

PAUL ZAKARAS

Seeburg Musical Promotes Pair

CHICAGO—Seeburg Musical Instruments of Elk Grove Village, Chicago suburb, has announced the appointment of Richard H. Eisenstaedt as financial vice-president. Eisenstaedt was previously Controller at Kay Musical Instrument Co., also of Elk Grove Village, a division of the Seeburg Corp.

Eisenstaedt's position at Kay has been filled by the appointment of Sheldon Chorney.

Wurlitzer Buys Retailing Chain

DE KALB, Ill.—The Wurlitzer Co. has announced it has obtained control of six retail music stores in Ohio through purchase of all the capital stock of Summers & Son, Inc.

The purchase was made from Mrs. Carl Summers, surviving widow of the president and principal shareholder of the chain. The Summers stores, established in 1870, are located in Columbus, Newark, Chillicothe, Jackson, Portsmouth and Washington Court House, Ohio. They are currently merchandisers of pianos, organs, phonograph records, sheet music and several types of home entertainment products.

The new addition of six stores makes a total of 35 retail music stores wholly owned and operated by Wurlitzer. Other Wurlitzer stores are located in the cities and suburbs of New York, Philadelphia, Boston, Buffalo, Detroit, Cincinnati, Chicago, Indianapolis and Kansas City.

Wurlitzer, a 110-year-old firm, manufactures and markets a variety of musical products in the U. S. and overseas. On March 16, 1966, Wurlitzer common stock opened on the New York Stock Exchange.

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

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CLASSIFIED MART

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AUDIO ENGINEER

MAJOR RECORDING CO. seeks Tape Duplicating Engineer with 4 years' experience in the maintenance of electronic manufacturing processes. B.S.E.E. preferred. Midwest location. Our employees know of this opening. Send resume and salary requirements to

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Billboard Magazine
188 W. Randolph Street
Chicago, Ill. 60601

SKILLED MECHANIC FOR SUCCESSFUL Amusement Park in East; experienced in maintaining rides and facilities; excellent pay; security and working conditions. Write, stating experience, background and compensation expected to: Box 248, Billboard, 188 W. Randolph St., Chicago, Ill. 60601. ch-ap9

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WANTED: YOUNG MALE TRIO VOCAL Group (from N. Y. metropolitan area) for rhythm recordings. Call (212) PL 7-5300, Madison Music.

YOUNG MAN TO TRAIN FOR MAN-agership, chain music store in Wash-ington, D. C. area, selling records, stereos and TV's. Must be conscientious, ambitious and willing worker. Excellent opportunity and future for right man. Music Time Dist., 901 Girard St., N.E., Washington, D. C. 20017.

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First-class Mechanic to repair juke boxes, pin balls and vendors. Refer-ences required, good pay, reasonable hours. Phone: 353-7406

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ap30

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Brand New! Unused! RECORD RACKS For Sale Below Cost!

Because we are discontinuing some of our record departments, we are forced to sacrifice the following custom-made fixtures:

	Usual Cost	Sell Price
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Spec sheets are available to all interested parties. Will sell in broken lots at above prices, but a quantity discount price can be arranged for the entire lot!

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DISTRIBUTING SERVICES

ATTENTION: RECORD OUTLETS. WE have the largest selection of 45 r.p.m. oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex-Resendous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

RARE OLDIES & RECENT HITS. SEND for new list. 100 assorted new 45 rpm records, \$6.50 postpaid. Kaco Enterprises, 2444 Throop Ave., Bronx, N. Y. 10469.

RECORDS

We specialize in 45 RPM & 33 1/2 long playing cutout records, giving you whatever you desire are. We have cream 45's in or out of prepacked poly bags for racks priced right, also giveaway records at \$4 per hundred. Our long playing records are of the finest selection of major labels and artists. We have prepacked LP's 25 to the box merchandise that will turn over fast in groups as follows:
GROUP 1—25 to Box, \$18.00 Per Box
GROUP 2—25 to Box, \$20.00 Per Box
GROUP 3—25 to Box, \$24.50 Per Box
All records in these assortments are well known pop and country and Western artists and labels.

If you want to buy individually write for list and prices. We will also package for you with the finest top hits of the country on 45 RPM. Our specials at this time are as follows:
All LP's on Cadence Label of Don Shirley, stereo & mono, only .55¢
Never on Sunday LP by the Chordettes, stereo & mono .55¢
Broadway Show Tunes .45¢
Best Foot Forward, either stereo or mono .45¢
Julius Monks "Plaza 9 Show," two records, a real buy .40¢
Everley Bros. Folk Songs, stereo or mono .70¢
Everley Bros. The Fabulous Style of Everley Bros. stereo only .70¢
Johnny Tillotson LP "Funny How Time Slips Away" .70¢
We are in the business to stay, so we aim to please. For information or ordering write or call.
Main Office:
COAST TO COAST HIT RECORD CO.
5545-47 Baltimore Ave.
Philadelphia, Pa.
Phone: Area Code 215
GRanite 4-7065 or 4-7066
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COAST TO COAST HIT RECORD CO.
2159-2161 Central Ave.
Cincinnati, Ohio 45214
Phone: Area Code 513; 241-8242

BUSINESS OPPORTUNITIES

COMPOSER NEEDS GOSPEL LYRIC Writers with a good message. Will collaborate on all accepted material. Send lyrics to: John Beltz, 129 Washington Ave., Downingtown, Pa. 19335.

MISCELLANEOUS

WE WANT LP CLOSEOUTS FOR EX-port. Large lots, stereo of special interest. Send lists, prices, quantities available. Harbor Record Export, 8621 3rd Ave., Brooklyn, N. Y. 11209.

WANTED: AMPLIFIER (COMMERCIAL) franchise, Southern California area. Write to Music Systems Co., P. O. Box 622, Balboa, Calif. ap16

NEW RECORD ALBUM BY THE GOS-pel Lights Singers. 33 1/2 rpm records, \$2; 45 rpm records, 75¢; 78 rpm records, \$1. All gospel records. No C.O.D. Friendly Records, 812 9th St., N.W., Moultrie, Ga. 31768.

ONE LINER PRICE WAR! GRANNY Applebee, Sexy Gal, Frenchman and more! 125 on tape. Airmail \$5.95 to Lirones Promotions, 961 Agard, Benton Harbor, Mich.

INVEST IN COINS AND RETIRE young. For booklet, plus buy-sell price list, send \$1.25. H. Rausch, 1034 E. St. Francis, Brownsville, Tex.

MASTERS WANTED FOR IMMEDIATE release. R&B and C&W material on 45 demos or tape. Suwanee Productions, A St., Lenoir, Tenn. 37771.

BAND INSTRUMENT REPAIR SERVICE. Woodwinds a specialty. Write for prices. King's Repair Service, 150 N. Hanover, Lexington, Ky. 40502.

USED COIN MACH. EQUIP., PARTS & SUPPLIES

FOR SALE

30-Col. Continental (buttons in middle), approx. 3 yrs. old @ \$200	
Seeburg Bally Coffee Vendor Model 772 @	700
Seeburg Bally Coffee Vendor, Model 764 @	900
Three (3) 5¢ Coan Candy Vendors with stands @	60
25-10¢ Coan U-Select-It Candy Vendors with bases @	60
18-Column Smokehop Cigarette Vendor @	50
5¢ Superior Gum Vendors @	40
5¢ Interborough News Gum Vendors @	40

Portsmouth Vending Co.
1909 Eighth Street
Portsmouth, Ohio 45662
Telephone 353-7406

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 "RUB-ber Soul." Any record album of your choice six dollars inc. airmail. Cash with order. Berkeley Records, 6 Lans-downe 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. Heanor Record Center, Derbyshire, England. ap9

FOR MUSIC TO LYRICS, ORCHESTRATIONS, demo discs from max. 500 cir-culation copies from max. at low rate. Airmail. City Music, 8 Radnor House, 93-97 Regent St., London W.1. ap16

ROLLING STONES' NEW ENGLISH album, "Turn Back the Tide Is High," mono, English "Rubber Soul" (14 cuts), "Help" and any other English album, mono or stereo, \$6 airmail. Stones' "Poison Ivy," EP, \$2.20. Record Centre, Ltd., Nuneaton, England.

UNITED STATES

WANTED: RECORDED INSTRUMEN-tals for U.S.A. and Possessions. Send record to: TV Music Co., 1650 Broadway.

when answering ads . . .

Say You Saw It
in Billboard

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, Bill-board, 188 West Randolph, Chicago 1, Ill.

Zenith Portable



Solid-state Zenith AM/FM port-able radio, Adventurer model has 11 transistors, 19 tuned circuits. Slide-rule dial, vernier tuning, two antennas, automatic fre-quency control. Operates on eight D batteries up to 300 hours, AC converter available. Earphone at-tachment optional, ebony cabi-net. Retail \$89.95.

Who Blames Whom?

• Continued from page 61

he added, "I would have no complaints."

Peretto said that "prices shouldn't be raised; they should only be stabilized. Stabilization of prices can be accomplished only by the manufacturers and is the only thing that will clear up the messy situation we are in today. Unequality in pricing, manufacturers selling directly to consumers through the record clubs, selling directly to 'non-profit wholesalers' who are owned by the same people who run retail operations and similar practices seem to me to be de-stroying free competition in this industry.

Price-Shopping

"The consumers," he added, "are too conscious of price. In this, many of us dealers are as guilty as anyone else for stress-ing price too much. A few years ago people who wanted to buy a record would come in, ask for it, and buy it. Now they are no longer product-shopping, but price-shopping. If the industry paid more attention to product, less to price, then everyone's net profit would increase and we would all be better off."

New York One-Stop. Ben Karol, of King Karol One-Stop in Manhattan, said price cutting is a constant reality but that "the situation has leveled off in the past couple of years. I think certain changes have taken place, but now everything is settled down and people are start-ing to make good money again. I think the manufacturer's com-plaint that he is caught in a profit squeeze is not realistic. On records that are good hits, a manufacturer's profit margin is tremendous. It is only when he figures in all the 'bombs' and other waste that he has a nar-row profit margin. Rather than raising prices, the manufacturer should concentrate on putting out top-quality items. It is only because he fears that his product will not sell that he covers him-self with a large number of re-leases, hoping that he will do alright on a hit-or-miss basis.

"As I said, I think the price question is finally settled. Every-one now knows where they stand and what they have to do to make a profit. Unless there are rapid new changes," he said, "I believe the present situation will soon become more and more beneficial for everyone."

Say You Saw It in
Billboard

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25¢ a word. Minimum \$5. First line set all caps.

DISPLAY CLASSIFIED AD

1 inch—\$20. 2 inches—\$35. Each additional inch—\$15.
Box rule around all ads.

3 consecutive insertions of same ad—5% discount
6 consecutive insertions of same ad—10% discount
13 or more insertions of same ad—15% discount

PAYMENT MUST ACCOMPANY ALL ORDERS

If Box Number is used: allow 10 words for number and address. Box Number service charge is 50¢ per insertion, payable in advance.

All ads must be received 11 days prior to date of issue.

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy _____

Company Name _____

Authorized by _____

Address _____

City _____

State & Zip Code _____

PLEASE ENCLOSE PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE, CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 188 W. Randolph, Chicago, Illinois 60601.

ADVERTISING RATES INTERNATIONAL EXCHANGE

Classified: Per line, \$1. Minimum, 4 lines per insertion.
DISPLAY: Per inch, \$14. Minimum, 1 inch.
Above prices are for one insertion in one issue. Cash or check with order.
Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION, CONTACT: John O'Neill, International Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601 or Andre de Vahey, European Director, 15 Hanover Square, W. 1, England.

BULK VENDING news

Folz Brothers Establish A Product Research Firm

By HERB WOOD

NEW YORK — Roger and Harold Folz, owners of Folz Vending Co., have formed a new corporation for the research and development of bulk vending products. The firm, Lawson Novelty Co., will subcontract the manufacturing of their new product to major bulk vending producers.

Launching the new corporation in fine style, the brothers

have secured rights to produce official Batman flicker rings, stick-on comic strip panels and collapsible vinyl rings from National Periodical Publications through Licensing Corp. of America. Saul Harrison, art director of National Periodicals, has given the comic strip panels the official touch by doing the five-color artwork himself.

The flicker rings or animated action rings as the Folz brothers call them, are four-color action scenes from the Batman comic book and TV adventures being manufactured by Penny King and Guggenheim and are being distributed through Northwestern Corp. and other distributors.

Think Factory

The vinyl collapsible rings, produced by Lawson Novelty and Original Vending of Yonkers, N. Y., will also be made in color and sold in capsules.

Warren Raphael, production manager for Lawson, stated that the company will primarily be "a think factory." "We want to

develop and design new products by which the whole bulk industry will profit," he said. Raphael, who conceived the idea of the comic strip peel-off panels, has other items on the drawing board which he hopes will soon be in production.

Roger Folz, president of Folz Vending, the largest bulk vending operation in the United States, said that the new Batman items are already in most of the company's 55,000 machines and that the initial sales reaction has been outstanding. Three million capsules containing the new products have been shipped already, according to Folz, and the orders have been pouring in. "These items will far outsell the trolls and scarem products that were our best sellers," Folz said. "Lawson Novelty," Folz stated, "will not be a manufacturer of vending products. We will strive to come up with new ideas and new products for the industry in general that will be distributed through existing manufacturers."

Oak Will Host Distributors

CHICAGO — Oak Manufacturing Co. will again entertain its distributors at a luncheon Wednesday, April 20, in the Lake Ontario Room of the Chicago-Sheraton Hotel in connection with the National Vendors Association convention.

The distributors will be given

a preview of new Oak items to be introduced at the show in booths 113 and 114 and will be briefed on production expansion plans. In addition to the luncheon, Oak will hold open house in its hospitality suite.

Oak will be represented by Sam Weitzman, Oak president and chairman of the board; Norman Weitzman, vice-president in charge of national sales, and Marty Reid, design engineer. Also attending will be Mesdames Sam Weitzman, Norman Weitzman and Herbert Goldstein. They will be hostesses at the Oak booths and the hospitality suite.

Goldstein Named

LOS ANGELES—Herbert S. (Herb) Goldstein was named vice-president-national sales manager of Oak Manufacturing Company here. The promotion was jointly announced by Sam and Norman Weitzman, president and vice-president of Oak last week.

Goldstein, a vending machine industry veteran, joined Oak 14 years ago. Prior to that, he operated his own vending route in California and has worked in all phases of the industry. His first post at Oak was that of sales manager for the Western United States. He was appointed national sales manager three years ago.

STANDS

For Bulk Venders



2400 Stand for 4 machines.

2401 Space saver lower shelf slides in and out.

Write for prices. Immediate delivery. We can fabricate any type of stand, wrought iron, round or square tubing. Send sample of sketch with dimensions, we will quote price.

NEW-MARK MACHINE SHOP

89 Clifton Place, B'klyn, N.Y. 11238



HERB GOLDSTEIN: Named vice-president and national sales manager, Oak Manufacturing Co.

NVA TO HEAR BBB OFFICIAL

CHICAGO—One of the featured speakers at the April 21-24 convention of the National Vendors Association here will be Carl Dahlke, nationally known president of the Chicago Better Business Bureau. All events at the convention and trade show, the 16th annual such event sponsored by the NVA, will be held at the Sheraton-Chicago Hotel. General chairman of the convention is Rolfe Lobell.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment

Whether it's in a supermarket or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

Northwestern

CORPORATION
2642 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model 233, 1¢ Porc. Converter for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.92
Pistachio Nuts, Jumbo Queen, White	.87
Afghan Crown Red Lip Pistachio Nuts	.70
Afghan Prince Red Lip Pistachio Nuts	.60
Indian Nuts, 5 lb. bag, per lb.	1.00
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.32
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
Hershey-ets	.47

Rain-Bo Gum, 72 ct.	.32
Malt-ette, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.
Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

World Famous VICTOR Standard TOPPER



1c or 5c

For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.
LONGacre 4-6467

Important Memo N.V.A. CONVENTION ISSUE

Dated: April 23

Distributed: Monday, April 18

(Ad Deadline: Wednesday, April 13)

FREE distribution of this issue at the N.V.A. Convention, Sheraton-Chicago Hotel, Chicago, Illinois, April 21-24.

REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE which will contain a comprehensive report of convention activities.

ONLY IN BILLBOARD IS WEEKLY BULK VENDING NEWS REPORTED.

Only in Billboard can advertisers reach (at low cost) the operators in attendance as well as those operators unable to attend the convention.

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Billboard Offices

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188 W. Randolph
312—CE 6-9818

NEW YORK
165 W. 46th St.
212—PLaza 7-2800

HOLLYWOOD
9000 Sunset Blvd.
213—273-1555

NASHVILLE
226 Capitol Blvd.
615—244 1836

Takes Chance on Bulk Vending, Learns by Doing, Shows a Profit

By EARL PAIGE

MEXICO, Mo.—G. E. Kirtlink is one bulk operator who hasn't regretted his decision of

some five years ago to plunge into bulk operating on a full-time basis even though it meant going into a completely new field.

"It's true," Kirtlink said, "that I was completely new in the bulk vending business. But I had been operating my own tool and accessory business with a mobile sales van and was used to dealing with people every day and traveling away from home. I guess my biggest surprise was in my thinking there would be less competition in bulk vending," Kirtlink noted, "but I don't know of a city I go into where there aren't several other bulk operators already established."

Camper

Kirtlink averages around 700 miles per week utilizing a pick-up truck with a camper and his routes out of this central Missouri city encompass most of North Missouri and Western Illinois. "But I'm usually not away from home over two nights running," he said, explaining that extended trips involve too large an expenditure in gasoline and oil, motel rooms and meals. "I'll work short runs on Monday and Tuesday," he explained, "and then be out say on Wednesday overnight and possibly on Thursday, but I like to get back in home and work another short route on Friday and in some cases, Saturday." Kirtlink explained that he visits each location once every month and won't vary his regular check day more than one or two days.

Fresh Product

Kirtlink, who has ventured into nearly every phase of bulk vending including nutmeats of all types, every variety of gum and charms, has found that the most important ingredient in successful operating is having fresh merchandise. "I've tried re-roasting cashews," he noted in discussing the importance of having fresh nuts in machines, "but it hasn't ever worked out. And having fresh gum is just as important," he explained. "Gum, such as Chiclets, will lose its 'bloom' and look dull in the machines if the globe doesn't empty fast enough. About the only way you can keep gum looking fresh and inviting is to learn the right fill for each location," he said, noting that often he fills globes in low-traffic stops to only half capacity, feeling that it is better to chance empty machines than stale or unattractive product.

Commissions

Kirtlink has long discovered that the best locations normally command the largest commission percentages but he employs a straightforward approach in negotiating for new spots. "I try to show store managers and owners that I've only got 50

per cent to work on at the most to begin with, so if I give them 20 per cent and figure only 10 per cent as my operating costs, I only have 20 per cent for myself," he said, "but holding my costs to 10 per cent is pretty rough." He explained that a seemingly small item such as sales tax mounts because he must assume State sales tax on his total gross even though in theory there would be no sales tax on items vending at 10 cents and below. "In Missouri this is 3 per cent," Kirtlink said, "and in Illinois it's 3½ cents on every dollar I gross. Then there's license fees in most cities, and the whole cost of operating is going up. You have to convince locations that you'll give them fresh merchandise and good service and how this is even more important than whatever commissions are involved."

He also stresses the importance of treating his locations fairly. He explained that while he always uses coin scales and pays his commission right on the location, he still invites the manager or owner to be present if he so desires and to even manually count the money if they want to. "They never do," Kirtlink said. "I guess they know that I've been in this long enough and have built up a pretty good reputation with my customers."

Banks On Banks

While not concentrating altogether on volume-traffic locations such as discount houses, Kirtlink has nevertheless found that this type of store is generally the best location. "And they want a big commission," he stated, "but if you can install a bank of machines with plenty of variety in your merchandise, you can sometimes overcome commissions like 30 and 35 per cent. You have to remember

that a bank of 12 machines in a big discount house might gross you as much in one stop as you would make in driving a hundred miles, and that difference in operating costs on your vehicle amounts to something."

But Kirtlink also noted that the volume-traffic locations are generally fewer and far between. "You still have to hit the road every day to make a living in this business."

Say You Saw It in Billboard

NEW VICTOR 77 GUM & CAPSULE VENDORS



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WRAPPED GUM VENDOR

This new concept in vending dispenses paper wrapped merchandise without stacking. Think of the time you save in service. Just 'dump in' merchandise the same as you would ball gum, nuts or charms. Attractively designed with all the popular features of the Vista Model machines, the new wrapped gum vendor accommodates any of the many wrapped items soon to hit the market. The dispensing unit is precision engineered and crafted of long life Tufflon which assures you trouble-free operation. Oak's wrapped gum vendor measures 16¼" high, 8" wide, and 8" deep. Wt is 7½ lbs.

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SPECIAL EVENTS planned for the ladies.

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Mail coupon today, together with your check. Badges and tickets will be awaiting your arrival.

N. V. A. TIMETABLE

Date	Exhibit Hours	Business Sessions
Thurs., April 21	10:30 a.m. to noon 1:00 p.m. to 6:00 p.m.	8:30 p.m.—Board Meeting
Fri., April 22	10:30 a.m. to noon 3:00 p.m. to 6:00 p.m. 8:30 p.m.—Hospitality Night	1:00 p.m. to 3:00 p.m.—General Meeting
Sat., April 23	10:30 a.m. to noon 3:00 p.m. to 5:30 p.m. 7:30 p.m.—Banquet & Show, "African Safari"	1:00 p.m. to 3:00 p.m.—General Meeting
Sun., April 24	10:00 a.m. to noon	

N.V.A. 134 North LaSalle St., Chicago, Ill. 60602
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TO: National Vendors' Association
134 North LaSalle Street, Chicago, Ill.

Enclosed is my check for _____ covering _____ registrations for complete convention package deal.

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NEW PRODUCTS

This form is designed for the convenience of bulk operators

Penny King

JEWELRY REPLICAS. A capsule mix for nickel vending. Includes rings, charm bracelet items, necklace medallions, a set of wine glasses with plated stems and a cocktail shaker that actually opens. Mix No. 55. Bags of 250 with free display front. Extra displays: 40 cents each.

BATMAN RINGS. These are the officially licensed flicker rings (via National Periodical Publications, Inc.) with rights granted to Lawson Novelty Co., available through Northwestern Corp. distributors. Twelve rings available, showing Batman and Robin, the Joker, Batwoman, the Riddler, Penguin, etc. For dime vending.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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BULK BANTER

LOS ANGELES

Robert Caplan, of Universal Distributing Co., Portland, Ore., was in town for a few days conferring with Sam Weitzman, of Oak Manufacturing Co. . . . Bob Feldman, distributor of Northwestern vendors through his Acme Vending Co., Los Angeles, is back from Chicago where he attended a Northwestern distributors meeting. Acme is undergoing an expansive renovation plan. The building has been repainted and new counters are being installed. . . . Anita Rufus has returned to the fold at Oak Manufacturing Co. and is replacing Vicki Burnham who resigned as bookkeeper following her marriage.

Lee Smith and Jack Thompson, of Southern Acorn Sales in Charlotte, N. C., visited the Oak Manufacturing plant in Los Angeles for four days. . . . Al Goldman is a new operator in the San Bernardino area. . . . Al Fischer, a Kentucky operator, stopped off at Operators Vending Machine Supply Co. on his recent trip West. . . . Bernie Salit reports that the "Batman" is about to drive him bats keeping his machines filled. . . . Bob Anderson was at Operators Vending from his home base near Fresno, Calif. . . . Other visitors to Operators included Leo Leary, of Leaf Gum, and Glenn Stevens, of Fleers. . . . Les Hardman, of Penny King, stopped off in Los Angeles on his way back to Pittsburgh from his factory in Hong Kong. . . . Bert Fraga, of Standard Specialty in Oakland, was in town.

SAM ABBOTT

Northwestern Hosts Distributor Meeting



EDWARD FLANAGAN, Northwestern Sales and Service, Boston (right), receives an award from Northwestern president Waldo E. Bolen for "years of outstanding service and loyalty."



ALLAN COHEN (left) and Moe Mandell (center), Northwestern Sales of New York, are presented a trophy by Northwestern Corp. President Waldo Bolen as top U. S. distributors during the year 1965.



INTERRUPTED during desert at the recent Chicago meeting of Northwestern distributors were (from left) Dalton Wick, Graff Vending, Dallas; Tom Emms, Graff Vending, Houston; Earl Grout, Vendall Distributors, Minneapolis; Dave Bradford, Graff Vending, Dallas, and Bill Hamilton, Northwestern Corp., Morris, Ill.



TABLEFUL of Northwestern distributors (from left): W. H. Waller, H. B. Hutchinson Co., Atlanta; Norman Allison, Northwestern Sales, Jacksonville, Fla.; Sidney Weinstein, Sidmor Vending, Pittsburgh; Robert G. Feldman, Acme Vending, Los Angeles; Larry Abelson, Chain Store Specialties, Miami Beach, Fla.; H. B. Hutchinson Jr., H. B. Hutchinson Co., Atlanta, and Meyer Abelson, Northwestern Corp.

COMING EVENTS

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.

NEW EQUIPMENT



Selectra—Mechanical Stamp Vender

Selectra, Inc., of Chicago has developed this mechanical, multi-denominational stamp vending machine. The product emerged under a Post-Office Dept. program encouraging solicitation of government contracts by small businesses. The machine is said to have unusually high stamp capacity in six channels. Its price is said to be half that of electrical machines. In picture, Selectra president Robert Fitzgerald (right) presents keys of machine donated to Wheaton, Md., self-service Postal Unit to Tyler Abell, assistant postmaster general, bureau of facilities.

Billboard

Coin Machine Directory

Billboard's Fourth Annual International Coin Machine Directory
Advertising Deadline: April 12
Distributed May 7, 1966

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APRIL 9, 1966, BILLBOARD

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Go-Go Rings . . . \$8.00
Space Creatures . . . 9.00
Hunt & Ring Gun . . . 9.00
Key Chain Assmt. . . 9.00
Necklaces, Brooches, Bracelets (Penny King) . . . 8.00

HOT 5¢ VEND ITEMS

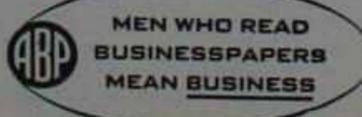
(From \$4 to \$5 per bag)
Crazy Labels . . . \$5.00

1¢ VEND ITEMS

(all price per M)
Mini-Books . . . \$10.00
Soupy Sales & U.N.C.L.E. . . 12.00
Flicker Rings . . . 12.00
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1¢ mixes from . . . 3.50

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COIN MACHINE news

New Virginia Tax Law Delights the Industry

By RAY BRACK

RICHMOND, Va.—The new sales tax law passed by the Virginia Legislature has met with the unqualified approval of the State's two major coin machine industry trade associations.



JACK BESS: "A clear, favorable law for the business and for the State."

The new measure, which Democratic Gov. Mills Godwin is expected to sign without a second glance, clearly exempts juke box and amusement game receipts from the tax provision and provides for a 14-cent-and-under merchandise vending exemption.

The bill empowers the State to collect a 2 per cent sales tax and grants the right to cities and counties to levy an additional 1 per cent. It is expected that most municipalities will vote to get their 1 per cent share by the time the tax goes into effect, Sept. 1, 1966.

Significantly, particularly from the coin machine trade standpoint, the new tax law voids all the present sales taxes collected by cities and counties, eliminating a crazy-quilt and confusing taxation pattern for many operators. The local taxes will be void as of August 31, 1966.

Clear

Unlike sales tax articles passed recently in other States—New York is a notable example—the Virginia measure clearly defines juke box and amuse-

ment entertainment as untaxable "services." The sales tax, for the most part, is levied on tangible personal property.

"By no stretch of the imagination can this tax apply to music and amusement game machines," remarked a ranking State tax official.

"This is a good, clear, favorable law for our industry and for the State as a whole," declared Jack Bess, chairman of the board of Roanoke Vending Exchange, Inc., here and a director of the Music Operators of America, the industry's national trade association.

Bess and numerous other well-known leaders in the Virginia coin machine industry worked with both the Music Operators of Virginia (juke box and game association) and the Automatic Venders Association of Virginia, Inc. (an affiliate of the National Automatic Merchandising Association) for the favorable law.

Tribute

Representing the MOV view to the Legislature was Joseph J. Williams Jr., a former State rep-

(Continued on page 69)

Legislators Aroused by Billboard Watts Article

LOS ANGELES — Several California lawmakers are concerned with the plight of the businessman in the Watts area of Los Angeles after reading a report in Billboard (March 26) which told of a potential business "powder keg" brewing in that area.

The article, filed several days prior to the second uprising in the Watts district, commented on the views of David J. Solish, executive vice-president of Coin-a-Tune and Coin Machine Service Co.

A spokesman closely associated with Jesse M. Unruh (D-Los Angeles), Speaker of the State Assembly, said the Billboard article was alarming because it outlined several valid reasons why, if the business community was left without proper safeguards, a third riot could reoccur.

The spokesman said Unruh is concerned with the plight of the businessmen in Watts, whether he be a tavern owner, a grocery clerk, or, in this case, the coin machine industry.

Unruh is said to be considering legislation to eliminate problems that Solish pointed out existed, the spokesman said. "Merchants, and that includes the tavern owner and coin and vending machine operator, must reunite and erase any fears that exist in the business community," Unruh said.

Solish had said "business never will be the same for the coin machine and vending operator in Watts. Business was excellent prior to the riot, but operators burned once are afraid to take any chances on a repeat performance."

He also had said operators, for the most part, feel it would be a waste of money to invest in Watts, not willing to risk equipment destruction. "Many location owners have shown a willingness to move back into their

old properties but they need assistance from the operator to re-establish credit, regain lost equipment and start over," he had said.

Refuse Credit

Tavern owners have joined other businessmen in requesting lawmakers investigate the problem of insurance rates in the South Los Angeles area.

"Look," said one tavern owner, "if the operators refuse to give us credit on coin and vending machines we will be in trouble. We have to depend on music and pool to exist. If we make money, the coin operator makes money."

Los Angeles County Supervisor Kenneth Hahn has requested Gov. Edmond G. (Pat) Brown and Insurance Commissioner Richard Roddis

(Continued on page 74)

EXPORT SPOTLIGHT

Japanese Shipments Follow International 9-Month Trend

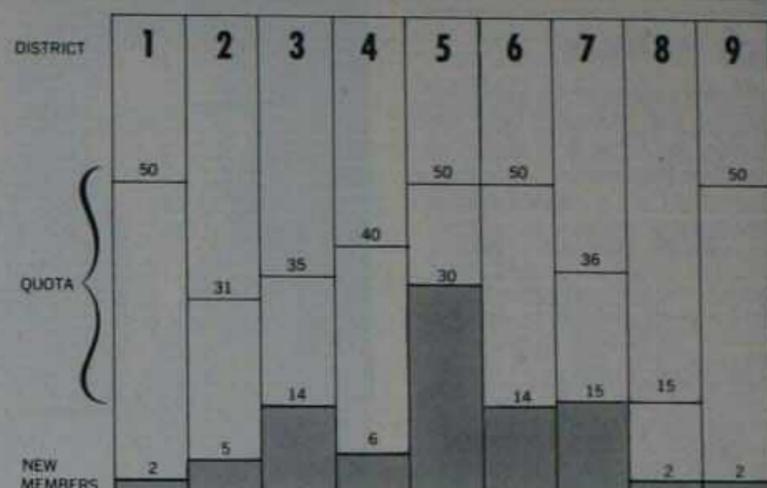
WASHINGTON — Following the pattern observable in coin machine exports to key world markets, Japan showed a drop in imported U. S. equipment during the first nine months of 1965 as compared to 1964.

According to figures released by the U. S. Department of Commerce, shipments of new juke boxes from America to Japan during the January-September period of 1965 hit \$815,339 in value. The new equipment figure for the previous year was \$912,782. Amusement game shipments (new equipment to Japan from the U. S. during the 1965 period amounted to

\$873,052 in valuation. The 1964 amount was \$1,140,037.

The down pattern in exports to this key Far East market is comparable to the 9-month, 1965 picture in important European and Latin American markets.

New coin machine shipments to seven key European countries during the first nine months of 1965 totaled \$20,438,184 in value compared to \$21,647,419 the previous year. The countries charted were the United Kingdom, France, West Germany, Belgium, Sweden, Italy and Switzerland. The UK and West Germany showed import increases during the period.



MOA MEMBERSHIP DRIVE progress in the first three months, as indicated on the chart, has reached about 40 per cent of the 250 new member quota set by the MOA in January. Figures represent new members reported to Billboard by MOA headquarters in the last week of March.

MOA Member Drive Rolls Merrily On

By PAUL ZAKARAS

CHICAGO—The Music Operators of America membership drive reached a total of 90 new members last week. This figure puts the drive well ahead of the six-members-per-week pace needed to meet MOA's goal of 250 new members.

Leading district chairman was Robert Nims, of District Five, with 30 new members signed and the highest percentage of his quota achieved (60 per cent). Ted Nichols had the second best percentage (42 per cent), and

SATISFIED READER SAYS:

RICHMOND, Calif. — "It's marvelous. We now know where everything is, who has what, and how to program. And more than that. The locations are getting more plays because programming is adapted to the requirements of each location." The speaker is Mrs. Mary Morales, programmer for the Harrison Terry Co. here. She's talking about the new location record keeping system the company adopted after reading about it in Billboard. If you would like a reprint of the same helpful article, send 25 cents to Reprints, Coin Machine Editor, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

his District Seven was second in new members with 15.

Tied for third in total new members were William Anderson, of District Three, and William Poss, of District Six, who had each signed up 14 new members.

Nims' achievement is particularly significant because it comes in an area that had only 32 MOA members before the drive started. The district includes the States of Texas, Oklahoma, Louisiana, Mississippi, Arkansas and Alabama.

Fred Granger, MOA executive vice-president, told Billboard that President John Wallace had been counting on 75 new members by the time of the recent MOA board meeting in Washington, D. C., and had been pleasantly surprised by the total of 80 that had been reached by that time. Granger said "10 more memberships were waiting for me when I returned from the board meeting, bringing the total to 90. I am very pleased with the drive; in all my experience with other organizations and membership drives I have never seen a more successful drive than this one."

"A great deal of credit must go to Jack Bess, who conceived of the plan, and to the district chairmen who have been so active in turning in new members."

Bess, board chairman of the Roanoke Vending Exchange, Inc., Richmond, Va., is the national chairman of the drive. His original plan to secure 250 new members may be exceeded by district chairmen whose individual goals, if achieved, would bring 347 new members into the MOA by the time of the association's October convention in Chicago.

Bess and Wallace discussed the drive at the board meeting, received renewed pledges of support from all those involved and have set an immediate goal of 100 members by April 15. "The way things are going," said Granger, "I think we'll make that goal."

An interesting sidelight to the contest developed at the board meeting when New York's Tom Greco and California's Henry Leyser, chairmen of the First and Ninth Districts, agreed that he whose district tops the other in total of new members will be given a wheelbarrel ride through the MOA convention by the loser. Leyser and Greco each have a goal of 50 members and have recruited two each to date.



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160 Selection

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STARLET
MODEL 429
100 Selection

New Operation

DENVER, Colo.—A new coin machine operation has been formed here by Frank L. Hays, John P. Thompson and James G. Johnston. Called D & J Music Co., Inc., the company lists board members Clarence P. Decola, John T. Noguchi, Rupert Arai, Edward Ciancio and Johnston.

Rowe Introduces New Post-Mix C-D Vender

By HERB WOOD

WHIPPANY, N. J.—Rowe Manufacturing Co. recently held a two-day seminar for regional sales managers at the company

plant here and introduced its new cold drink vender. Joe Barton, general sales manager, explained the vender's technical improvements and sales advantages at the meeting.

In his presentation, Barton said, "Rowe has more post-mix cold drink venders on location than any other manufacturer and we are entering an even more profitable new phase in the post-mix cold drink equipment business with the additional improvements of this new model."

The cold drink vender (Model #1030 A) includes a new type ice maker which produces hard pebble ice instead of crushed ice. This innovation prevents dilution and will help to preserve the flavor of the drink. A full one-half horsepower compressor, reportedly the largest in the industry, makes it possible to produce 12 pounds of hard ice per hour.

Other features incorporated in the new vender include an Everpure water filter, a stainless steel water bath with a reserve refrigerant, and a delivery time of eight seconds from the deposit of the coin to the finished drink in the cup.

16-Gauge

Foam-over has been eliminated by relocating the regulator valve and by dropping the ice into the cup before the drink is delivered.

The cabinet is reinforced by a welded angle iron inner frame, a stainless steel interior and floor, and removable 16-gauge steel side panels that can be replaced on location. All hoses and exposed wiring inside the cabinet and on the floor are covered by special injection-molded plastic inserts.

Barton concluded the presentation by stating that "this machine is far superior to anything now on the market. As you can see," he said, "it compares most favorably in all departments. When the right people are made aware of its many advantages, we should capture the major portion of the post-mix drink market."

Sells Antique Music Boxes

ORRVILLE, Ohio — Rare music boxes which he collected through his life are helping Anthony J. Albino, a former taxi driver, pay for treatment of a paralyzing injury he received four years ago.

Albino's huge collection, which includes a combination juke box, roulette wheel and slot machine that traveled on a riverboat on the Ohio and Mississippi rivers in the 1880's, has been as sought after as any group of rare antiques. One of his customers, a man representing comedian Herb Shriver, came from California to buy an old nickel-odan for a room with an old-time saloon motif.

Albino has traveled all over the country, first as a gold prospector and then as a stage hypnotist. Now he is hoping to recapture his health sufficiently to be able to travel again—to demonstrate and give short talks about some of the old music boxes he has collected and restored.



ROWE MANUFACTURING CO. recently held a two-day seminar for its regional sales managers to introduce a new Cold Drink Vender. General Sales Manager Joe Barton is shown presenting the vender at the company's Whippany, N. J., plant.

How Minors Ban Can Hurt Billiard Take

LOS ANGELES—Operators in San Diego are worried that a local law retained by the Board of Supervisors will curb their profits in the relatively new "family billiard" field.

The lawmakers decided to retain a San Diego county law that prohibits teen-agers under 16 from playing in or being in a pool room without adult supervision. The law also exists in Los Angeles County.

Coin and vending machine operators and billiard-room operators in San Diego voiced opposition to the law, insisting "billiard halls are safe for teen-agers." A major coin-vending machine operator in San Diego said enforcement of the county law could cast a "bad image" on all pool halls.

"Kids spend a large amount of money while playing in pool halls," an operator said. "It's bound to hurt business, especially in regard to any coin or vending machines in the establishment."

A group of residents in the San Diego county area had asked the Board of Supervisors to change the law. They said younger teen-agers could play unsupervised in billiard halls.

Won't Appeal

Sheriff Joseph O'Connor had urged the board to retain the law. He said he was taking the stand out of his concern for the good of juveniles. Operators in the area, however, said they will not appeal the Board's vote.

"We'll just have to lose the additional revenue brought in by the teen-agers," an operator said. "We can't fight city hall. Vending machine operators will have to readjust their thinking to do without the teen-agers. It shouldn't hurt them too badly, however."

Two supervisors, although voting to curb teen-agers in pool halls, did say that changing the law might be a good idea. Supervisor Robert C. Dent said, "many people haven't been in a pool hall in some time and have the wrong impression."

"Things have changed and many youngsters play there now," he said. People must realize that family billiard halls or 'plain old pool halls' aren't dens of iniquity any more. Many of them are well-lighted and well-run places."

Supervisor Henry A. Boney agreed with Supervisor Dent that the general attitude toward

pool and billiard rooms should undergo some change.

Several vending machine operators attending the Board of Supervisors meeting said they will try again, maybe next year, to change the law.

'Do You Know?' Is Question for Nebraska Trade

OMAHA—"Do you know that there are States in our Union that have an annual license fee of \$10 per juke box and \$25 per amusement game?" asked Coin Operated Industries of Nebraska secretary-treasurer Howard Ellis in a meeting notice to members last week.

"Who would represent you in Lincoln if this should happen here? That, my fellow operators, is what your State association could do if you would attend meetings and support it. Each of us alone is pretty weak, but in numbers we have strength."

COIN aimed for strength in numbers at its quarterly meeting in Grand Island, Neb., April 2-3.

The group heard Ellis and Fremont operator Ted Nichols report on the recent meeting of the Music Operators of America board in Washington, D. C., and discussed other problems facing the industry in this State. Watch for a full report next week.

Dime Exemption In Virginia Tax

RICHMOND, Va.—The new State sales tax to take effect Sept. 1, 1966, provides for a dime-and-under exemption for vended tangible personal property.

The tax was recently passed by the State Legislature and is expected to receive the signature of the Governor without hesitation. The measure empowers the State to levy a 2 per cent tax and grants municipalities the right to collect an additional 1 per cent. Most cities and counties are expected to grab their share.

All local sales tax levies now in effect will become void as of Aug. 31.

The Virginia Legislature also repealed the \$25 annual license on kiddie rides, reducing the fee to \$2. (See additional details in story on page 66.)

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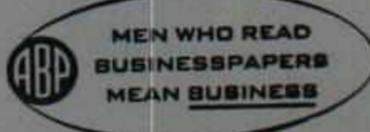
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Industry Likes New Virginia Tax Ruling

• Continued from page 66

representative, who was in the Legislature for 24 years.

The AVAV was represented at the capital by J. Vaughn Gary, a former legislator who represented the Third District for 22 years.

The favorable bill stands as a tribute to the legislative efforts of the two associations and their leadership. The groups anticipated all possible problems many months in advance and took steps to see that the Legislature and State administration were apprised of the industry position.

President of the MOV is Dick Lumpkin, Bryant & Lumpkin, Ashland, Va.

On Gross

The AVAV is headed by Marcus Kaplan, vice-president, the Macke Co., Roanoke, Va. The AVAV was founded in August of 1965. Founding president was Kenneth A. O'Connor, O'Connor Vending Machine Co. here. He is also secretary-treasurer of the MOV.

The 14-cent-and-under exemption on vended merchandise amounts, actually, to a dime-and-under exemption. The 2 per cent (State) plus 1 per cent (local) taxes will be levied on a machine gross basis in contrast to the coin denomination bracket system in effect in other States such as West Virginia.

The new law contains an escalation clause providing for, if desired, a 1 per cent increase in the State sales tax levy on July 1, 1968.

In other business relevant to the coin machine industry, the Legislature repealed the \$25 annual license required for each kiddie ride in the State. This fee, which had nearly rendered kiddie rides extinct in the State, was reduced to \$2 per unit.

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BUT ONLY IF YOU USE IT.

Concentration in K. C.



OPERATORS AND ROUTEMEN are held in rapt attention by Rowe Manufacturing field engineer John Pentacost during a phonograph service school at W. B. Music, Kansas City, Mo., March 24. According to W. B. Music spokesmen, the operator turnout was the largest in recent years.

Vending News Digest

Warning Doesn't Hit Cigaret Sales

WASHINGTON — During January, 1966, the first month in which cigaret manufacturers were required to print a health warning on cigaret labels, more cigarets were shipped than during the same 1965 month.

A reported 39,356,000,000 cigarets were shipped during January this year compared to 39,086,000,000 the year before.

The Tobacco Tax Council meanwhile reports that during January, 1966, taxes were paid on 1,792,329,000 packs, a one-tenth of 1 per cent increase over the amount for January of last year.

Coca-Cola Is Named in Suit

COLUMBUS, Ohio — The Coca-Cola Bottling Co. of Ohio has been named co-defendant with 13 insurance companies in two \$232,643 suits resulting from a fire which complainants charge was caused by vending negligence.

Seeking the bulk of the damages is the Z & L Lumber Co., which claims an accumulation of combustible materials in a vending machine caused the fire on its property.

Seeking \$3,700 in damages is the Board of Elections, which says two voting machines stored at the lumber company were destroyed in the blaze.

ABC Reports Record Sales

PHILADELPHIA — ABC Consolidated Corp. reported record sales and earnings for the year ended Dec. 26, 1965.

According to board chairman Benjamin Sherman, sales were up to \$139,824,000 from \$116,137,000 the year before and net income rose from \$3,857,788 to \$4,850,888.

The Nedick's Stores, Inc., pur-

chased last April, contributed significantly to the year's performance, Sherman said.

Cigaret Sales Up in Canada

OTTAWA — The Bureau of Statistics reports that cigaret consumption in Canada is continuing on an upward trend.

February figures showed cigaret movement up 14.8 per cent over the same month last year.

An increase in the use of plug tobacco was reported for the month also, but snuff consumption dropped off.

19 Companies Signed for Show

CHICAGO—Some 19 companies have grabbed 14,100 square feet of exhibit space to date for the National Automatic Merchandising Association trade show Oct. 29-Nov. 1.

The show will be held at McCormick Place here and, according to NAMA trade show chairman Robert Thomson, the available 60,000 square feet will undoubtedly be sold out by late summer.

You can help too!

JOIN UP... JOIN IN!

COMING EVENTS

April 5—Missouri Coin Machine Council meeting, Ramada Inn, Moberly, Mo.

April 16-17—South Carolina Coin Machine Operators Association (quarterly meeting), Florence, S. C.

April 23-24—Illinois Coin Machine Operators Association (quarterly meeting), Pick-Congress Hotel, Chicago.

April 30-May 8—General Trades Fair, Hanover, West Germany.

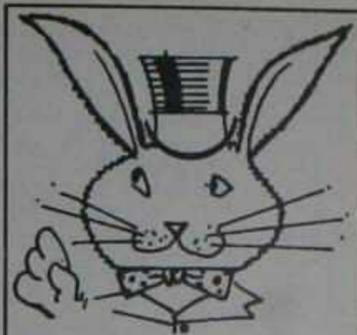
May 14-15—Tobacco-Candy Distributors & Vendors of Kansas convention, Broadview Hotel, Wichita.

May 18-30—Paris Coin Machine Fair, Hall 97, Porte de Versailles, Paris.

June 12-13—Quarterly meeting of Music & Vending Association of South Dakota, Plateau Motel, Watertown, S. D.

Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.



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Export Spotlight on Far East

• Continued from page 66

Dollar volume exports to other Far East markets as reported by the U. S. Department of Commerce are as follows.

Australia

For the first nine months of 1965, \$11,564 worth of new juke boxes were reportedly shipped "down under." This compares to \$16,012 reported by the Department for 1964, same period. Amusement game shipments during the first nine months of 1965 were reported at \$122,793 in value, compared to \$65,104 for the preceding year.

New Zealand

Figures for 1964 are grossly incomplete in this gently opening market. During the first nine months of 1965, no shipments of new juke boxes from the U. S. were reported to the Department of Commerce. Amusement games valued at

\$5,221 were reported shipped during the first nine months of 1965, however.

Thailand

Riding the crest of the U. S. war effort in the Far East, this country during the first nine months of 1965 imported \$46,881 worth of juke boxes and \$66,245 worth of amusement games. Reports of imports from the U. S. for 1964 are incomplete.

Hong Kong

No figures for 1964 imports of new U. S. equipment are available from the U. S. Department of Commerce. The department statistics for the first nine months of 1965 show imports of \$4,900 worth of new juke boxes and no significant amount of amusement games.

South Korea

Here again, figures for 1964 are not available. New juke box equipment imported from the U. S. during January-September 1965 totalled \$6,870. The amusement game figure was \$8,685.

Malaysia

No figures regarding imports of new juke boxes are available for 1964 and 1965. Amusement games valued at \$23,564 were imported during the first nine months of 1965.

Philippines

During the first nine months of 1965 this Republic imported \$22,915 worth of new juke boxes manufactured in the U. S. The figure for the same period

the previous year was \$63,597.

The amusement game import picture: \$51,283 worth of U. S. games during the first nine months of 1965; \$33,910 for the same period the preceding year.

Taiwan

The Department of Commerce figures quite sketchy for 1964, showed \$6,361 worth of U. S.-made juke boxes imported by this bastion of Nationalist China during the first nine months of 1965. The new game equipment figure for the same period was \$13,594.

Vietnam

Shipments of U. S.-made juke boxes presumably increased during the first nine months of 1965, though figures for the preceding year are not available. The 1965 January-September figure for juke boxes was \$33,975. Importation of games during the same period from the U. S. hit \$51,881 in value.

In terms of total imports of new coin machine equipment of U. S. manufacture, the top 10 markets in the Far East during the first nine months of 1965 were as follows:

Japan	\$1,688,391
Australia	134,357
Thailand	103,326
Vietnam	85,856
Philippines	74,198
Malaysia	23,564
Taiwan	19,955
South Korea	5,555
New Zealand	5,221
Hong Kong	4,900

What's Dave Rosen Doing Here?



DAVID ROSEN is a coin machine and phonograph record distributor. This is an automobile plant. What, therefore, is Rosen (left) doing in this massive Milan plant getting a guided tour by Angelo Bottani, president of the gigantic Innocenti Co.? Answer: from this same assembly line, now turning out Morris-Minor cars, will roll the Filmotheque-Discotheque combination cinema juke box come early May. It will be the initial mass production of the machine which Rosen has been assembling in Philadelphia, U.S.A.

Cameca V.-P., Steiger Huddle

NEW YORK—Pierre Janichewski, vice-president of Cameca, the French firm which developed the Scopitone cinema juke box, was here last week to discuss Western Hemisphere marketing plans with Bill Steiger, head of Tel-A-Sign, U. S. licensee for North and South America.

Janichewski is also on the

board of directors of Tel-A-Sign, which owns a 95 per cent interest in Scopitone and has exclusive Western Hemisphere rights to the unit.

when answering ads . . .

Say You Saw It in
Billboard

Junk Records?

This bitter complaint came from a Midwest juke box operator: "Too many junk records are being pushed off on the juke box operator."

Is this a widespread problem? Was it the music operator's biggest problem during 1965? Read the answers—from operators—in Billboard next week.

Don't miss: "Major Music Operating Problems of 1965!"

SPRING SPECIALS

All Prices Quoted Are for Completely Shopped Equipment. Prices Will be Quoted on "As Is, Complete" on Request. Domestic Terms: 1/3 Deposit, Balance C.O.D. or Sight Draft. Export Terms: Letter of Credit Through—Union Commerce Bank, Euclid Ave. & East 9th St., Cleveland, Ohio.

Amazon, 13' & 16'	(Write)
Maverick, 13' & 16'	\$995.00
Thunder, 13' & 16'	825.00
Tornado, 16'	525.00
Fury, 13'	695.00
Capri, 16'	650.00
Cypress, 13'	525.00
Lucky, 13' & 16'	495.00
Tropic, 16'	495.00
Alamo, 13' & 16'	445.00
Holiday, 13' & 16'	395.00
3 Star, 13' & 16'	195.00
Tip Top, 13' & 16'	195.00
Dixie, 13' & 16'	195.00
League, 13' & 16'	175.00
Advance, 13' & 16'	175.00
Playtime, 13' & 16'	150.00
Savoy, 13' & 16'	150.00
Duplex, 13' & 16'	150.00
Bonus, 13' & 16'	150.00
Jumbo, 13' & 16'	150.00

CHICAGO COIN SHUFFLE ALLEY:	
Bal Air (new)	(Write)
Gold Star (new)	(Write)
Triumph	\$650.00
DeVillie	\$595.00
Spotlite	\$450.00
Strike Ball	\$450.00
Citation	\$375.00
Starlite	\$325.00
Triple Gold Pin	\$295.00
Red Dot	\$275.00
Pro	\$225.00
4 Game	\$150.00
Top Brass	\$125.00
Four Game	\$125.00
Variety Roll Down	\$225.00
Red Pin	\$125.00
Bonus Score	\$95.00
Triple Strike	\$95.00
Fireball	\$95.00
Flash	\$95.00

SHUFFLEBOARD:	
National, 18 ft. (late model)	\$495.00
CHICAGO COIN BALL BOWLERS:	
Corvette, 13' & 17'	(Write)
Preview, 13' & 17'	\$995.00
Super Sonic, 13' & 17'	\$550.00
Tournament, 13' & 16'	\$895.00
Majestic, 13' & 16'	795.00
Cadillac, 13' & 16'	745.00
Official, 13' & 16'	645.00
Grand Prize, 13' & 16'	595.00
Royal Crown, 13' & 16'	445.00
Gold Crown, 13' & 16'	375.00
Continental, 13' & 16'	325.00
Princess, 13' & 16'	295.00
Duchess, 13' & 16'	250.00
Queen, 13' & 16'	150.00

UNITED SHUFFLE ALLEYS:	
Tango (new)	(Write)
Corral (new)	(Write)
Kick-A-Poo (new)	(Write)
Tiger	\$550.00
Skippy	495.00

Sparky	\$350.00
Action	325.00
Avalon	325.00
Crystal	295.00
Stardust	295.00
Dolphin	295.00
Viking	295.00
Playboy	295.00
Line Up	125.00
Cyclone	95.00
Sunny	125.00
Sure Fire	125.00
Dual	125.00
6 Star	95.00
Zenith	125.00
4 Way	125.00
Atlas	95.00
Capitol	95.00
Lightning	95.00
Clipper	95.00
Flash	145.00
Venus	125.00
Comet	95.00
Shuffle Target	95.00

BALLY BALL BOWLERS:	(Write)
DeLuxe 65 (new)	(Write)
FIVE BALLS	
WILLIAMS, 1964	\$295.00
Zig Zag	295.00
Wing Ding	295.00
Whoopie	275.00
River Boat	275.00
Stop N Go	325.00
Heat Wave	295.00
San Francisco	350.00
Palooca	275.00
Soccer	275.00
Oh Boy	295.00
Beat The Clock	275.00

WILLIAMS, 1963	
Merry Widow	\$325.00
Big Daddy	245.00
El Toro	295.00
Skill Pool	275.00
Swingtime	245.00
Jumping Jack	295.00
Big Deal	245.00
Tom Tom	245.00

WILLIAMS, 1962	\$225.00
Valliant	225.00
Vagabond	195.00
Tradewinds	195.00
Three Coins	195.00
Metro	225.00
Mardi Gras	275.00
King Pin	195.00
Jolly Joker	175.00
Friendship 7	195.00
Four Roses	175.00

WILLIAMS, 1961	\$195.00
Viking	175.00
Ten Spot	175.00
Seace Ship	175.00
Skill Ball	175.00
Reserve	175.00

Kismet	\$225.00
Hollywood	195.00
Highway	175.00
Double Barrel	225.00
Caravelle	175.00
BoBo	175.00

WILLIAMS, 1960	
Twenty One	\$135.00
Serenade	165.00
Nags	145.00
Music Man	225.00
Magic Clock	185.00
Jungle	145.00
Golden Gloves	155.00
Darts	155.00
Black Jack	145.00

GOTTLIEB, 1964	
World Fair	\$375.00
Ship Mates	445.00
Sea Shore	375.00
North Star	345.00
Majorette	295.00
Happy Clown	245.00
Gigi	245.00
Bowling Queen	375.00
Bonanza	375.00
Big Top	325.00

GOTTLIEB, 1963	
Flying Chariots	\$325.00
Sweet Heart	275.00
Swing A Long	295.00
Square Head	250.00
Slick Chick	245.00
Gauche	245.00
Rack A Ball	250.00

GOTTLIEB, 1962	
Tropic Isle	\$225.00
Sunset	295.00
Preview	275.00
Olympic	225.00
Liberty Belle	295.00
Flipper Cowboy	250.00
Flipper Clown	225.00
Fashion Show	245.00
Egg Head	225.00
Cover Girl	225.00

GOTTLIEB, 1961	
Show Boat	\$225.00
Oklahoma	245.00
Lancer	245.00
Flying Circus	245.00
Flipper Fair	195.00
Flipper Parade	175.00
Foto Finish	225.00
Corral	225.00
Big Casino	215.00
Aloha	225.00

GOTTLIEB, 1960	
Wagon Train	\$145.00
World Beauty	160.00
Texas	195.00
Soot A Card	145.00
Seven Seas	175.00
Merry Go Round	195.00
Melody Lane	175.00
Lite A Card	175.00
Kewpie Doll	175.00
Fligger	145.00
Dancing Doll	155.00
Captain Kidd	175.00
2 in 1	345.00
Sky Divers	275.00
Monte Carlo	245.00
Mad World	295.00
Harvest	345.00

BALLY, 1964	
Grand Tour	\$245.00
Mayride	245.00
Happy Tour	245.00
Gus Stop	325.00
Bongo	295.00
Big Day	375.00

BALLY, 1963	
Star Jet	\$295.00
Hootenany	225.00
3 in Line	295.00
Cue Tease	225.00
Cross Country	195.00
Moon Shot	185.00

CHICAGO COIN, 1964	
Mushtang	\$295.00
Royal Flash	275.00
Bronco	250.00
Firecracker	225.00

CHICAGO COIN, 1963	
Sun Valley	\$105.00

POOL TABLES:	
114 x 64	\$495.00
104 x 58	495.00
92 x 52	375.00
85 x 47	275.00
77 x 45	195.00
Ringo Pool (new)	225.00

CIGARETTES:	
Rock-Ola 3002	(Write)
Nat. 113	\$195.00
Nat. 111	145.00
Nat. 11AL	145.00
Nat. 9M	90.00
Corsair 20	165.00
Corsair 30	165.00
Seeburg E-1	95.00
Seeburg E-2	150.00
Rowe 14 Col. Ambassador	95.00

PHILA. TOBOGGAN SKI BALL	\$595.00
(6 mo. old)	
C. C. Par Golf (new)	450.00
C. C. Par Golf (used)	395.00
Capitol Turnpike, 2 Pl.	895.00
C. C. Pro Basketball	275.00
C. C. All Star Hockey	275.00
C. C. Round the World Trainer	195.00
Mid. Ski Fun	175.00
Mid. Raceway	250.00
Southern Speedway	225.00
Wms. Ten Pin	125.00
Gen. Lucky 7	95.00
Un. Pixie Bowler	95.00
Muf. Cross Country	195.00
Kaye Hockey	110.00
Kaye Deuces Wild	125.00
Bally All Star	125.00
Mid. Target Gallery	175.00
Mid. Target Gallery, 2 Pl.	175.00
C. C. Criss Cross Hockey	150.00
Wms. Road Racer	175.00
Wms. Mini Golf	295.00

BASEBALLS:	
C. C. Big League (new)	\$495.00
C. C. Big League (used)	425.00
C. C. All Star	225.00
C. C. Bulls Eye	95.00
C. C. Big Hit	125.00
Wms. Major League	225.00
Wms. 10th Inning	275.00
Wms. Grand Slam	275.00
Wms. Pinch Hitter	195.00
Wms. King of Swat	95.00
Wms. Short Stop	150.00
Wms. Official	195.00

GUNS:	
C. C. Texas Ranoer	(Write)
C. C. Champion Rifle Range	\$295.00
C. C. Shoot The Clown	225.00
C. C. World's Fair	295.00
Wms. Vanguard	125.00
Un. Pirate Gun	95.00
Ex. Shootline Gallery	95.00
Ex. State Fair	95.00
Gen. Rifle Gallery	95.00

Mid. DeLuxe Shooting Gallery	\$175.00
De. Sportsman	95.00

VENDORS:	
APCO Dual Comp.	\$495.00
Rowe M3 Bill Changer	225.00
Rowe Tasty Twenty	175.00
AVENCO M200	95.00
APCO Soda Shoppe	175.00

PHONOGRAPHS AND ACCESSORIES	
ROCK-OLA:	
4145	\$750.00
414	450.00
408	595.00
1493	495.00
1488	475.00
1478	295.00
1475	295.00
1458	250.00
1455	250.00
1454	195.00
1452	175.00
1448	175.00
1446	150.00
1438	150.00

WURLITZER:	
2900	\$825.00
2800	750.00
2800	750.00
2700	525.00
2600	525.00
2500	425.00
2500	425.00
2510	325.00
2410	325.00
2300	275.00
2310	275.00
2200	195.00
2100	175.00
2000	175.00
1900	175.00
1800	140.00
1700	

Coin Business Blossoms In Bustling Thai Capital

BANGKOK—American military personnel stationed in Thailand are giving the coin machine industry there a substantial "shot-in-the-arm," according to Smith Smithyson, owner of the Coin Machine Trading Co.

Smithyson, who travels to the United States at least three times a year to purchase new and used coin equipment, said coin machine business in Thailand is excellent, and the outlook for the future of coin machine trade there is optimistic.

Future profits in Thailand, with or without the American soldier, look very promising. Of course, having servicemen in the country lends that much more of a boost to a blossoming coin machine business, he said.

Smithyson, 35, has been in the coin machine business in

Thailand for 10 years and is both an operator and a distributor. In Los Angeles for two weeks, Smithyson purchased new and used phonographs and pin games from Struve Distributing Co. before leaving for Hawaii, Wake Island and Japan.

It's difficult to point out any one circumstance responsible for the upward trend of the coin business in Thailand, Smithyson said, but "you can be sure having American servicemen in Thailand has something to do with the increased profits."

Smithyson said he may expand his company to include drive-in theaters and miniature golf courses, both potential moneymakers in Bangkok, which is Thailand's largest city. Of course, he said, coin machines would coincide very well with both projects.

Tells How Coin Equipment Moves in African Countries

CLEVELAND — Cleveland Coin International Sales Manager D. H. Liebling recently received a visit from Rhodesian operator William Chapman, who ordered a number of game and music machines for his route. After Chapman's visit, Liebling told Billboard about trade with African countries.

"Over-all," he said, "it is still rather slow. Many of the countries have very little coin-operated equipment, probably because there is a lack of capital. We are doing a fairly strong business, however, with Kenya, Uganda, Zambia and Mozambique. We used to do a good trade with Rhodesia, but it is almost impossible to get equipment into that country at present."

Liebling said that both music and game machines are popular in Africa. "We sell about an



D. H. LIEBLING... "Trading with African countries."

equal number of coin phonographs and games. Flippers are not especially popular, but bowlers, shuffles and arcade equipment are all good sellers."

Growing

Liebling said he has "no idea what kind of music is programmed on the machines we sell. I know that they have never asked us to supply them with any records. However, I imagine that it is mostly British music. All of these countries, except Mozambique, were former British colonies and most of their people know the English language.

"I think Africa is a growing market," he added. "Not too strong now, but looking better for the future. At the present time we are investigating various market possibilities in other countries and hope to be able to expand our trade in the near future."

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SWEEPING VIEW OF THE SEEBURG CORP. EXHIBIT at the January R.A.I. Exhibition in Amsterdam. The event is Europe's foremost display of equipment for hotel, restaurant, cafeteria and cafe owners. The display was arranged by Seeburg's Benelux company, Seeben, under the direction of Henri Herbosch.

Peruvian Importer Sees Hot Latin American Sales

By BRUCE WEBER

LOS ANGELES — Latin America was described as a major vending machine market by Fernando Valdez, president of Licati Valdez Co., Lima, Peru.

Valdez, here to purchase vending machine equipment to ship to Lima, said, "much of Latin America is without any vending machines, especially in the larger cities. In another five to 10 years," Valdez said, "Latin America will be dotted with machines."

Valdez said his company will be the first to import vending machines to Lima, a city of more than 2 million persons. He pointed out that other large cities also lack any sizable amount of vending equipment,

although a few are seen in Argentina and Brazil.

Unforgotten

"Americans have forgotten the Latin countries as far as vending machines are concerned. There is a great void, for instance, in my country," Valdez said, "where there are no vending machines."

He will ship approximately 100 machines to Peru before he returns to his country to direct a major operation of placing the equipment in airports, banks, factories and other commercial establishments.

Vending equipment purchaser in California by the Licati Co. will be new and will consist of drink machines (90 per cent) and candy machines (10 per cent). Food machines will be

considered in future equipment purchases.

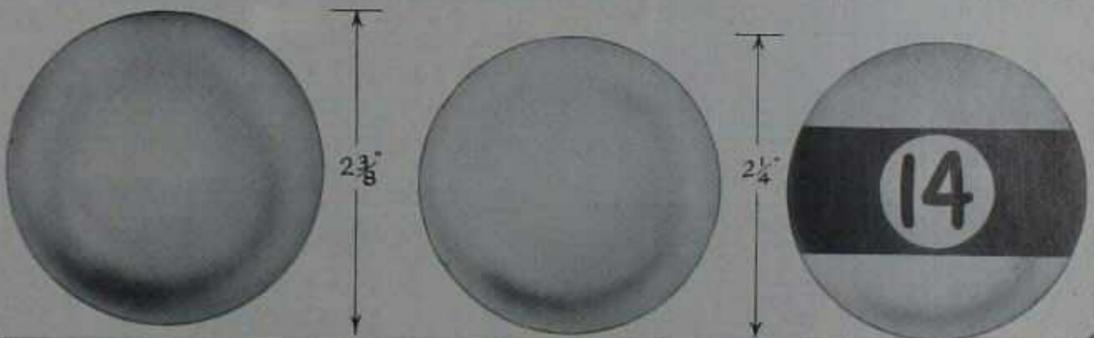
First Vender

Valdez said his company, primarily an agricultural firm, will enter the vending machine market with an ambitious program. "We will be the first vending company in Peru, and our future plans, although long-range, will be to aim for the broad Latin-American market.

"The market in vending machines is fantastic," Valdez said. "There are more than six million persons in Buenos Aires, Argentina, and only a handful of machines. That area is ripe for vending operators."

Valdez said the government in Peru supports the effort by the Licati Co. to enter the vending market and has given it full support. Valdez feels competition by other businessmen will be brisk once they realize the full potential of the vending market.

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the Valley 2 1/4"

MAGNETIC CUE BALL

patent pending

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

After 4 years of research and actual field testing, Valley[®] has perfected the regulation 2 1/4" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley[®] coin-operated tables!

Here's why Valley[®] Magnetic Cue Ball will add profits for you!

- The home and professional player will now play coin-operated pool without the larger size cue ball affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

for information write or call

Valley manufacturing & sales company

Ouch! Those Commissions

Said a well-known music operator in the East: "Oh, those unfavorable commissions! And I can't do a thing about them because of the nature of my competition."

Was this the music operator's biggest problem during 1965? Operators themselves will answer that question in Billboard next week. Don't miss: "Major Music Operating Problems of 1965."

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Locations Need Change

DENVER—Pete Geritz, head of Mountain Distributors here, told Billboard that whenever an operator encounters a sudden, mysterious drop in collections, he will often find that the failure of the location owner to provide enough change to the customers is the cause.

Geritz, a former operator in Greeley, Colo., said that his healthiest locations were always those where the owner was willing to take special pains to see that an adequate supply of nickels, dimes and quarters were furnished to his patrons. "If the location has an abundance of

coins," said Geritz, "and distributes plenty of these coins to the customers when giving them change, the play of the phonograph will never be too slow."

The operator, said Geritz, should take the time to check the coin needs of his locations and to keep them adequately supplied with dimes and nickels. The location, he added, should be encouraged to set up "some practical system whereby waitresses and bartenders will be sure to return change in the form of nickels and dimes to the customers."

"The operator should remind the location owner," Geritz said, "that most of the nickels, dimes and quarters he gives back to the customer in change will be left right there in his location."

It Was Fascination . . .



AS ALWAYS, when a group of operators get together with a piece of new equipment, they must kick the tires and yield to the magnetism of a new model. Eying the 1966 Rowe Bandstand phonograph during one of the recent out-of-State showings staged by Advance Distributors of St. Louis are several Carbondale, Ill., operators with Advance's Pete Entringer and Hank Schaeffer (left and right behind phonograph).

When Answering Ads . . .
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NAMA Seeks Clarification Of Interstate Taxation Bill

CHICAGO — The National Automatic Merchandising Association has asked a U. S. House of Representative subcommittee to clarify the language of an Interstate Taxation Bill.

NAMA legislative counsel Richard Funk filed a statement with a subcommittee on State Taxation of Interstate Commerce asking that the bill should make clear whether a sales tax on small sales through vending machines is one of the purposes of the bill.

Funk said that such a tax would be unfair to the vending business. This inequity, Funk

said, "has been recognized by 20 State Legislatures where specific provisions exempting sales below a minimum bracket from the sales tax have been made."

If the current bill (HR 11798) would apply a uniform nationwide tax and eliminate the small sales exemptions in those 20 States, said Funk, a severe burden would be created for the vending industry.

To prevent this hardship, Funk urged the committee to include a specific exemption from the tax for all individual sales made at a price under the minimum bracket adopted by the bill.

NAMA Names Committees

CHICAGO — Chairmen for 21 committees having to do with the national convention and trade show of the National Automatic Merchandising Association were announced last week by association president W. J. Manning, Jr.

The trade show will be held at McCormick Place here October 29-Nov. 1. This follows directly the Oct. 28-30 national convention and trade show of the Music Operators of America.

New committee chairmen are as follows:

Charles Glueck, the Charles Corp., Cleveland, accounting and statistics; Robert Culpepper, Culpepper Vending Co., Inc., Fort Benning, Ga., advisory committee on government contracts; Matt Russ, Macke Industrial Vending Co., Charlotte, N. C., employer-employee relations.

Program

Harold I. Blotner, Dane County Vending, Inc., Madison, Wis., general chairman of the 1966 national convention; Robert Kinney, Kinney-Bennett-Kinney, Inc., Fort Wayne, Ind., convention program chairman; Mrs. Fred Conrad, Rogue Valley Vending Service, Inc., Medford, Ore., convention ladies' program chairman.

Charles Brinkmann, Westinghouse Electric Corp., Springfield, Mass., government liaison; William H. Martin, Automatic Candy Co., Columbus, Ga., group insurance trust; Carl Millman, Automatic Merchandising Corp., Milwaukee, Wis., inquiry committee; William W. Dennin,

Pacific Nik-O-Lok Co., Los Angeles, Calif., legislative; J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis, Ind., membership; Al Rodstein, Macke Variety Vending Co., Philadelphia, personnel employment and training.

School

Morris Gottlieb, National Automatic Services, Inc., Stamford, Conn., public health; Ted R. Nicolay, Servomation Western, Inc., San Bernardino, Calif., public relations; Darrell McCleary, McCleary Coffee Vending Co., Bloomington, Ill., school vending study; Jack Turner, the Macke Co. of Illinois, Rosemont, Ill., safety standards and education; David D. Dayton, Automatic Retailers of America, Inc., Philadelphia, security; Louis J. Risman, Mystic Automatic Sales Co., Inc., Medford, Mass., special committee on cigarette vending, and Robert Thomson, Pepsi-Cola Co., New York, N. Y., tradeshow advisory committee.

MOA Insurance Getting Approval

CHICAGO — Fred Granger, executive vice-president of the Music Operators of America, told Billboard that the association's new group insurance policy has been receiving "very fast acceptance on the part of the operators." Granger said that 15 employers have been signed up for the new plan in the past week.

Illini Group Meets in May

ROCKFORD, Ill.—Lou Casola, president of the Illinois Coin Machine Operators Association, recently announced that the association meeting scheduled for the weekend of April 23 and 24 has been postponed until the weekend of May 14 and 15 due to members' commitments to the recent MOA board meeting in Washington.

The May meeting, to be held at the Pick Congress Hotel in Chicago, will carry a theme of "Come and Learn" and will feature several round-table discussions of various business matters.

Casola said he hopes to

persuade Andy Hesch of A & H Entertainers of Arlington Heights, Ill., to lead a discussion on the topic of dancing to juke boxes. Hesch has been instrumental in stirring up Chicago area operator and location owner enthusiasm in dancing since the recent abolishment of the cabaret tax. Casola said that this subject is of great interest to operators and that Hesch's comments and answers to questions would be a help to those interested in boosting their profits.

Other subject to be discussed will include "contracts vs. leases," "insurance" and "programming of records."

Spray Booth Is Helpful In Refinishing Equipment

ALBUQUERQUE, N. M.—Installation of an ultramodern, self-contained spray booth in the shop has substantially improved machine refinishing operations for Border Sunshine Novelty Co. here.

The booth is a six by eight-foot all-metal enclosure at the rear of the shop, equipped with rotating tables for revolving the work being painted. The unit has a variety of platforms for achieving convenient heights in refinishing small or large machines, and at the rear a series of "work pads" and a powerful exhaust fan which whirls away pigmented paint spray, dust, moisture, etc., for a smooth, even covering.

Operating 500 cigaret vending machines, almost as many games, and upward of 300 phonographs, Border Sunshine has perhaps the heaviest appearance reconditioning load of any coin machine organization in New Mexico, according to Al Mlynarski, office manager. Even though so large a variety of machines are involved, it has been found possible to "standardize" on a charcoal "fleck" paint. This, which gives the effect of bits of ground stone mixed in the paint, not only applies easily, but has an extremely hard damage-

resistance finish which will withstand weather, chips, acids and the other usual sources of damage ideally. The charcoal finish which has been used for most machines has a tinge of chocolate brown as well, which gets away from the somberness of black and provides an easily identifiable color for all Border Sunshine equipment.

Promises, Etc.

"Competition promises locations new equipment plus up to \$500 cash to change over," complained an operator. "This was a big problem in my juke box operation during 1965."

Was this the industry's biggest problem in operating music last year? Read "Major Music Operating Problems of 1965" in Billboard next week for the answer.

Simon Sales School

NEW YORK—Al Simon and Al D'Inzullo of Simon Sales were on hand at the three-day Rock-Ola service school at the Travelodge Hotel here last week. Bill Finley, factory field service engineer, conducted the classes. Operators from the New York metropolitan area attended.

Raising Cane in Norway



NEW DANCE called the Cane is tried by P. A. Atterbom (left), president of Pan-Nordic Automation AB in Sweden and Pan-Nordic Automation A/S in Norway, and the dance's creator, Van Prince. The dancing is going on at a spot called "Down Town Key Club" in Oslo. The club boasts 1,000 members. A Seeburg juke box supplies music in the elegant room.



LOU CASOLA: "Come and learn."

COIN OPERATED FIRE FIGHTER

DODGE CITY, Kan.—A coin-operated car wash installation was pressed into service as a fire extinguisher here recently. Motorist Bill Waggoner spotted smoke billowing from under the hood of his car. Spotting the coin wash, he drove in, inserted a quarter, and the fire was extinguished immediately.

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Massachusetts Vendors Adopting 40c Pack Price

By CAMERON DEWAR

BOSTON—"I'll make damn sure I don't come in here without cigarets." This remark seemed to sum up the feelings of the public toward the higher vending prices on smokes. The Massachusetts Legislature has raised the tax on cigarets from 8 to 10 cents a pack as part of its drive to bring \$180 million in the Commonwealth's sadly depleted coffers.

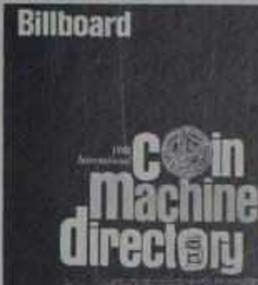
The speaker was an employee in an industrial plant whose cigaret machine had been quickly adjusted to up the price from the 35 to 40 cents. In Jan. 1 of last year the tax had taken a jump from 6 to 8 cents per pack. Previous to the tax hike of that date the cigaret vending trade had gone through the tortures of inserting two pennies in each pack when the customer paid 30 cents. The industry seems determined not to go through this headache again.

Price Pockets

There are still pockets where the 35-cent price prevails, such as in factories, but generally the cost in the majority of machines has gone to a straight 40 cents. Store price went from 30 to 32 cents, and there appears to be some customer resistance to the 40-cent machine price. Earlier, industry men had planned a meeting to decide on a price pattern, but the hospitalization of David J. Baker of Melo-Tone Vending Co. of Somerville and a leader in the industry had frustrated the get-together. Meanwhile, most operators took the matter into their own hands and hiked the price with a comparative increase in commissions to locations.

It appears now that it is every man for himself, with the target at 40 cents per pack. The buying public seems to have a short memory and it is felt that the present opposition will slowly but surely fade away as it has in the past.

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Operating Company Honor Roll— Have You Signed a New Member?

NEW ORLEANS—Until this year, Music Operators of America members have been few and far between in Texas, Oklahoma, Arkansas, Louisiana, Mississippi and Alabama.

Then along came the MOA membership drive under chairman Jack Bess and district chairman Robert Nims to change things. Since the MOA membership push started about two months ago, these States—called District 5 in the special MOA drive—have brought in 20 new members. This leads the eight other districts.

Nims, who is president of Lucky Coin Machine Co. here, is hopeful that the district can net at least 50 new MOA affiliates before the drive ends at national convention time in October.

Beating the bushes in quest of new members are these regional operating companies currently enjoying the benefits of MOA membership:

Texas

Beine Amusement Co., Beaumont; American Amusement Co., Dallas; O'Connor Distributing Co., Inc., Dallas; Bob DePriest Music Co., Dallas; H. A. Franz & Co., Houston; B & B Novelty Co., Louisiana; Texas Music Co., Midland; Parker Music Co., Mineral Wells; Jefferson Novelty Co., Port Arthur; E. J. Shelby Music Co., Waco.

Oklahoma

At the commencement of the MOA membership drive, the association's roster showed no members in Oklahoma.

Arkansas

C. E. Tolliver, Lepanto;

George Check Amusement Co., Little Rock.

Louisiana

Martin Novelty Co., Baton Rouge; State Novelty Co., Baton Rouge; M & M Amusement Co., Inc., Bogalusa; J. H. Lynch Distributing, Inc., New Orleans; Lucky Coin Machine Co., New Orleans; Tac Amusement Co., New Orleans.

Mississippi

Morris Amusement Co., Biloxi; Clarksdale Music Co., Clarksdale; Malouf Music Co., Greenwood; Pals Music Co., Hattiesburg; Capitol Music Co., Jackson; Redd Music Co., Laurel.

Alabama

Wood Amusement Co., Andalusia; Automatic Music Co., Birmingham; Birmingham Vending Co., Birmingham; John Casola, Birmingham; Ten Ball Novelty Co., Birmingham; E. J. Roberts Amusement Co., Fairhope; Franco Distributing Co., Montgomery; Bukacek Sales Co., Pell City; Leonard Barnes Music Co., Selma.



MID-SOUTH OPERATORS take five for a photo during service school conducted at S. & M. Distributing Co., Memphis, by Rock-Ola Manufacturing Corp. field service representative, William Findlay, March 14-15.

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Industry Congratulates Max and Harry Hurvich

BIRMINGHAM, Ala.—Max and Harry Hurvich, the famed "Gold Dust Twins" who own the Birmingham Vending Co. held a celebration last weekend (2) to commemorate their 35th anniversary in the coin business.

The brothers, who have been distributors of music, game, bulk and cigaret machines and products since 1931, had invited business friends from all parts of the country to attend the celebration.

Most of the guests were operators from Louisiana, Mississippi, Florida, Georgia, and Tennessee as well as Alabama, but coinmen from all parts of the country were in attendance.

Through the years, the Hurvich brothers have been very active in their participation in trade associations and other industry activities. Max is currently on the board of directors of the Music Operators of America (MOA), the National Vending Association (NVA), and the National Vending Distributors Association (NVDA).

Watts Article

Continued from page 66

investigate the problem of insurance rates in the South Los Angeles area.

A tavern owner, who requested anonymity, said not only is the coin machine operator snubbing the Watts area, but so are the insurance companies. "I can't get credit on equipment from the operator and insurance on my tavern. I can't open."

Join Hands

Hahn said high insurance rates are preventing efforts by private enterprise to help rebuild the riot-torn area. "In at least one case a businessman has been charged more than five times the amount paid for insurance before the riots. Doubling insurance rates in the riot curfew area is common," Hahn said.

Several tavern owners with locations in the heart of the riot area said it was essential that the coin machine industry join hands, with faith in the future, for the rebuilding of the area.

"Watts was a good coin machine area, and it can be again but only with the coin machine industry behind us. The rest is up to the operators," the tavern owner said.

COINMEN IN THE NEWS

KANSAS CITY, MO.

Diversification into various types of vending on the part of operators more traditionally running music and games is a certain indication, according to Dave Elliot, of Elliot Distributing Co. here where the new firm has met with very good success with the Advance Engineering, Automatic Products and Marvend lines.

"They often begin with coffee," reported Dave, just back from an Avenco distributors meeting in Minneapolis before taking off for Kansas and Oklahoma, "and before long they realize the really long profits in vending and the fact that many locations prefer to do business with just one operator." Naming some operators who have expanded from music, games and cigarets into other areas of vending, Dave mentioned Walter Raymond, Leavenworth, Kan.; Ed Wolet, Sweet Springs, Mo.; John Masters, Lee's Summit, Mo., and Cliff Barr, Sedalia, Mo.

Also talking vending more lately is Floyd Evers over at Bird Distributing in Manhattan, Kan., where Floyd reports good action on Rock-Ola's can-drink vander and mentions that Ed Lorkowski is due in at the branch soon with some ideas from the factory. Floyd's many friends will be sad to know that his mother passed away recently. She was 68. Another rather sad note passed along by Floyd, long-time operator Bryan McCullough, of Great Bend, Kan., has retired from the business.

A brighter note from out Kansas way, vet operator Charles Newkirk, of Parsons, was a happy grandfather the other day. Several area operators were off to Washington, D. C., for the MOA directors' confab, including Bird Music's A. L. Ptacek Jr. and Harlan Wingrave, of Emporia.

Seeburg's field service engineer Leonard Kennard conducted a vending school at Sutherland Distributing recently where vending is also a leading topic of the business these days. And a steady stream of operators have been coming into the branch here for parts, supplies and equipment. Just a few names include Merle Nevis, Bonner Springs, Kan.; Bill Cannady, Sunrise Beach, Mo.; Bill Holdren, Hutchinson, Kan.; Al Goodson, Joplin, Mo.; Paul Macell, Frontenac, Kan.; Charles Newkam, Jefferson City, Mo., and Tony Bruell, Atchinson, Kan.

Clare Price, Sutherland's always dependable parts department manager, is recovering from a rupture that put him out of business for a six-week period recently, but Perry Huffman and Edwin Smith tended the store most ably. Sutherland staffer Ray Brown, who has a birthday every four years, had "one" the first of the month—he was born on Feb. 29.

Bringing operators news about vending equipment can be very hazardous, according to Rowe-AC's Carol Bishop. He and W.B. Music staffer Jim Jackson braved 60

m.p.h. winds and snow drifts six feet high in spots during a late March trek into Nebraska before hightailing it back here for a phonograph service school (24).

At least two Nebraska operators missed the freak snowstorm—Howard Ellis, Omaha, and Ted Nichols, of Fremont, were at the Washington, D. C., MOA meeting. Very few area operators missed the phonograph service school conducted by Rowe-AC's John Pentacost, however, and Harry Silverberg, who gets a lot of kidding in March over his St. Patrick's birthday party, was a happy and congenial host. Also very happy during the event was Sammy Pike, Richmond, Mo., operator, whose wife gave birth to their No. 4 that same day—a girl.

EARL PAIGE

LOS ANGELES

M. D. Gross, assistant secretary-comptroller for Wurlitzer, New York, spent the week in Los Angeles and San Francisco branches "going over the books." Clayton Ballard, manager, Los Angeles branch, reports a record year (fiscal) for the local office. Now, he says, he can concentrate on making arrangements for his daughter's wedding June 17. Ballard's future son-in-law, a graduate of the University of California at Santa Barbara, is in the ROTC program and must report for Army duty soon after the wedding. . . . Gary Sinclair, western regional sales manager for Wurlitzer, is in from Phoenix. . . . Norm Drake (and his wife Ruth) will leave Simon Distributing Co. May 1 to help his son in the brake-lining business in New Jersey. He hopes to return in three or four months.

Al Bettelman of C. A. Robinson Co. boasting of his son's swimming prowess. Sanford is captain of the Hamilton High School (Los Angeles) swimming team and led his school to victory in two meets by winning three events in each meet. . . . Dale Hopper of Dale Vending Co. of Tarzana fired a hole-in-one on the par 3 seventh hole at the Wilshire Country Club. His partner was Bill Happel of Badger Sales & Vending. Hopper fired an over-all 84, while Happel paid off at the 19th hole by carding an 88. . . . Paul Laymon of the Paul A. Laymon Co. celebrated his birthday (29) but refused to disclose his age. . . . Jim Wilkins, also of Laymon, back after a week's trip to Illinois. Illness in the family. . . . Frank Garga joined the Laymon team. . . . Operators shopping at Laymon included Ed Young of Fontana, Ed Gluener of Covina, Chico Landin of Montebello, Tom Catana of Maywood, Bill Davis of Santa Ana, Herman Stauffacher of San Bernardino, Walter Cook of Palos Verdes Estates, H. Sharkey of Huntington Park, John Ketchersid of Long Beach, Bill Bradley of Covina, Tex Leerskov of Barstow and Wynn Edling of Ojai.

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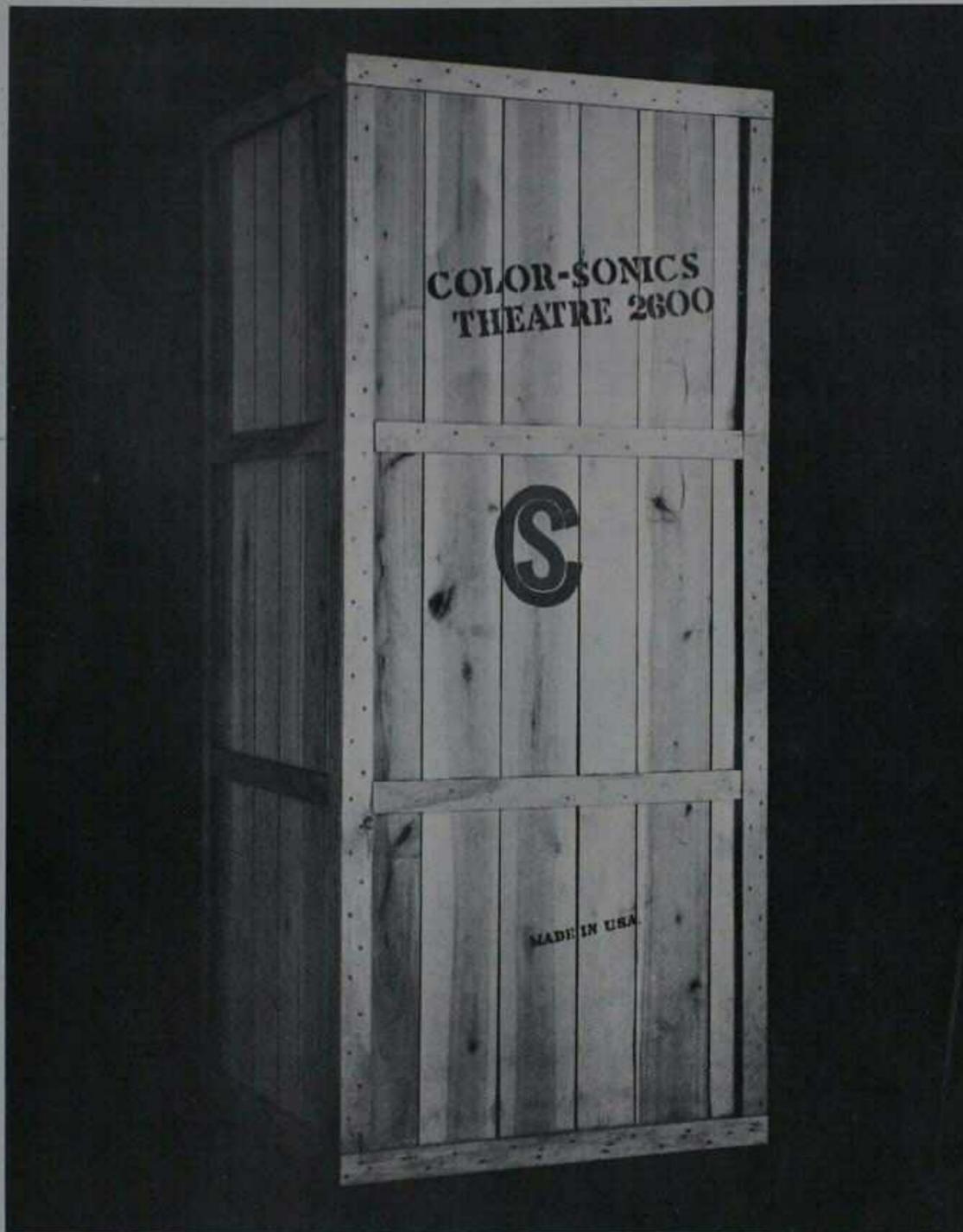
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ALBUM REVIEWS



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.



POP SPOTLIGHT

BIG HIT (High Tide and Green Grass)

Rolling Stones. London NP-1 (M); NPS-1 (S)

Should be a million-seller in short time. The luxury package has two four-color covers, eight pages of four-color pictures and the disk itself contains the group's two smash hits, "19th Nervous Breakdown" and "Satisfaction." The teen set will flip for this one.



POP SPOTLIGHT

MOONLIGHT SINATRA

Frank Sinatra. Reprise F 1018 (M); FS 1018 (S)

A romantic collection of "Moon" tunes sung in the inimitable Sinatra style. Nelson Riddle provides the instrumental backing for such love songs as "Moonlight Becomes You," "Moonlight Serenade" and "Moonlight Mood." Sure to be a best selling and hot programming item.

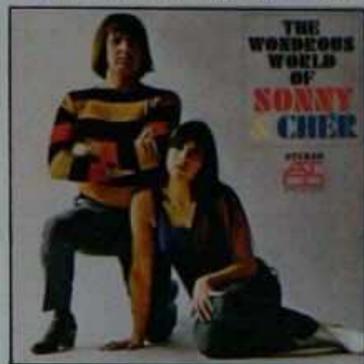


POP SPOTLIGHT

THE WONDEROUS WORLD OF SONNY & CHER

Atco. SD 183 (S)

The exciting duo return with a package of hits guaranteed to be a best seller. Husband and wife swing on Gershwin's "Summertime"; Sonny's tune, "But You're Mine," and their current hit, "What Now My Love."



POP SPOTLIGHT

TRINI

Trini Lopez. Reprise R 6196 (M); RS 6196 (S)

Based on his newest hit, "I'm Comin' Home, Cindy," the album is sure to be a best seller for this exciting performer. Other great cuts are "The Shadow of Your Smile," "Trini's Tune" and "Fly Me to the Moon." Great for all types of programming.



POP SPOTLIGHT

THE SONNY SIDE OF CHER

Imperial LP 9301 (M); LP 12301 (S)

Cher features her single, "Bang, Bang," in this well produced (by husband Sonny), and well performed package of recent hits, including "Elusive Butterfly," "Time," "Like a Rolling Stone" and "It's Not Unusual." Sure to be a fast-moving item.



POP SPOTLIGHT

FRANKIE AND JOHNNIE

Elvis Presley. RCA Victor LPM 3553 (M); LSP 3553 (S)

A power-packed sales explosion guaranteed by this soundtrack album from Elvis Presley's latest movie. Tunes include a sprightly "Beginner's Luck" and a soulful "Hard Luck." Good luck is with dealers all the way on this one. The tune "Frankie and Johnnie," included in this LP, is racing like wildfire up the Hot 100 chart.



POP SPOTLIGHT

THE KINK KONTROVERSY

Kinks. Reprise R 6197 (M); RS 6197 (S)

Hot package of rockin' blues sounds, sure to delight the dance beat set. Featuring their current chart-climbing single, "Til the End of Day," the group also sings the wailer, "Milk Cow Blues" and "When I See That Girl of Mine."

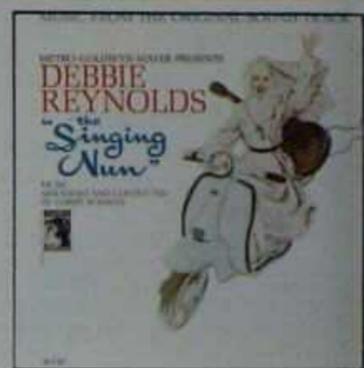


POP SPOTLIGHT

AND I KNOW YOU WANNA DANCE

Johnny Rivers. Imperial LP 9307 (M); LP 12307 (S)

Rivers builds excitement around his hit single, "Secret Agent Man," adds more with "Uplight" and "In the Midnight Hour," and tops it off with the swinger, "You Dig." Live recording and strong dance beat will appeal to the teens.



POP SPOTLIGHT

THE SINGING NUN

Soundtrack. MGM I E-75T (M); 5TE-75T (S)

Currently breaking box-office records at New York's Radio City Music Hall, the film is sure to boost sales of the album. Harry Sukman arranged and conducted the music from the film's soundtrack, which contains the hit "Dominique."

POP SPOTLIGHT

THE BEGINNING

Bobbe Norris. Columbia CL 2424 (M); CS 9224 (S)

New vocal sound and style that smoothly combines artistry with commercialism and should prove a success for this debut album. Miss Norris displays a warm, rich and husky vocal that fits perfectly the material contained within the program. "Joey Joey Joey" and "Lover Man" are standout performances enhanced by the exceptional string arrangements of Torrie Zito.



POP SPOTLIGHT

IN THE MEXICAN BAG

Billy Strange. Crescendo GNP 2022 (M)

Strange has a winner in this, his own instrumental treatments of recent hits. A discotheque must, he features a swinging big band behind his effective guitar work. The special parody on Nancy Sinatra's "These Boots Are Made for Walkin'" is worth the price of the album. There is also exceptional brass treatments of "Shadow of Your Smile" and "Cryin' Time."

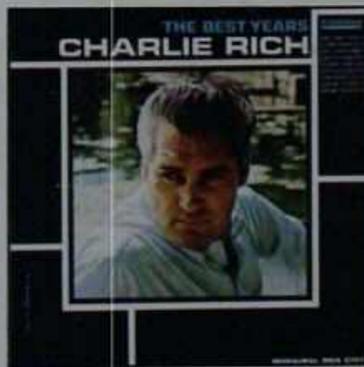


POP SPOTLIGHT

THE BEST YEARS

Charlie Rich. Smash MGS 27078 (M); SRS 67078 (S)

Featuring his recent singles hit "Hawg Jaw," this could be the LP to establish singer-pianist Charlie Rich as a top seller in the pop market. Charlie wails his way through such strong medium-tempo numbers as "The Best Years" and "Have I Stayed Away Too Long," and performs rock-ballads like "So Long" and "No Home" in richly melancholy fashion.



COUNTRY SPOTLIGHT

I LIKE 'EM COUNTRY

Loretta Lynn. Decca DL 4744 (M); DL 74744 (S)

"Dear Uncle Sam" was a big hit for Loretta Lynn, and this album, which contains the tune, should leap onto the Hot Country Albums Chart. The stereo is great and Loretta comes through in fine style on country standards like "Jealous Heart," "It's Been So Long, Darling," and "Your Cheatin' Heart."



COUNTRY SPOTLIGHT

ARTIFICIAL ROSE

Jimmy Newman. Decca DL 4748 (M); DL 74748 (S)

With his hit, "Artificial Rose," as a spinoff, Jimmy Newman blooms with several racy tunes here, including "Roses Are Red," "Ramblin' Rose" and "Bouquet of Roses." The album will turn out to be a sales bouquet for dealers. Stereo version is excellent; Newman was never in better voice.



COUNTRY SPOTLIGHT

ROLL, TRUCK, ROLL

Red Simpson. Capitol T 2468 (M); ST 2468 (S)

Impressive album debut for Simpson in this well-programmed package of truck-driving songs in which he displays a keen humor and a soulful, warm understanding of lyric. The title tune is Simpson's current singles hit which will prove a main factor in the album climbing the LP chart.



COUNTRY SPOTLIGHT

THE BEST OF NED MILLER

Capitol T 2414 (M); ST 2414 (S)

He wrote the hits and he sings them in this fine package destined for the top of the chart. With the performances he turns in on such greats as "Invisible Tears," "Behind the Tear," "From a Jack to a King" and "Do What You Do Well," he can't miss for programming and sales.



CLASSICAL SPOTLIGHT

SCHUBERT SONATA IN G, OP. 78

Peter Serkin. RCA Victor LM 2874 (M); LSC 2874 (S)

Schubert's Sonata in G is a beautiful work, and Peter Serkin's piano rendition matches its beauty. Each of the four movements has an identity and charm of its own. This LP should make Serkin's star rise even higher.

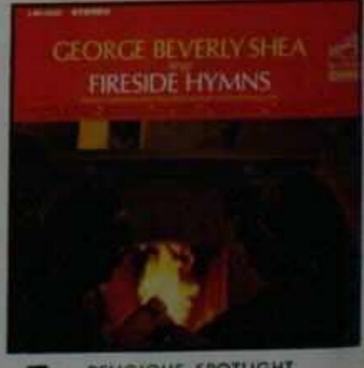


CLASSICAL SPOTLIGHT

THE ART OF EUGENE ORMANDY (2-12" LP)

Columbia M2L 338 (M); M2S 738 (S)

This two-record set is released to mark Ormandy's 30th year with the Philadelphia. It's a fitting tribute, indeed, as Ormandy conducts and the orchestra plays with distinction. The five staples here are Beethoven's Eighth, "Romeo and Juliet," "Afternoon of a Faun," "Prelude and Love-Death" and "La Valse."



RELIGIOUS SPOTLIGHT

GEORGE BEVERLY SHEA SINGS FIRESIDE HYMNS

RCA Victor LPM 3522 (M); LSP 3522 (S)

The inspirational voice of George Beverly Shea is aided by an exceptional choral work for a superb package of gospel and religious hymns. Sacred favorites included are "This Is My Father's World," "Beside the Still Waters" and "I Believe in Miracles."