FEBRUARY 12, 1966 • SEVENTY-SECOND YEAR • 60 CENTS

The International Music-Record Newsweekly

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

Club Battle Lines Drawn As Atl. Labels Go RCA

By MIKE GROSS

NEW YORK-The disk club picture took on an important indie label look last week with indic label look last week with the acquisition of the Atlantic Records' line by the RCA Vic-tor Club. The move into the club scene by Atlantic, the last of the major independent label holdouts, now virtually wraps up the three-way record club battle for outside labels. In the fray are the clubs operated by Columbia, Capitol and Victor. The Atlantic executives, Ah-

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

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

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

Merc. Taking CARtridge Road

By RAY BRACK

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

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

Generically, the Mercury tape cartridge will resemble the Lear Jet-Pak used by RCA Victor, but the cartridge used by Mer-cury will have structural and functional features said to provide better sound and warrant-

"Improved" CARtridge

"Improved" CARtridge
One such "improved" CARtridge will soon be marketed by
a major Chicago plastics engineering firm. The cartridge
will feature a "tape lock," which
is said to eliminate tape spillage,
(Continued on page 12)

DEPARTMENTS & FEATURES

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Hot Country Singles 48 Hot Country Albums 48	→ Departments Audio Retailing
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WILSON PICKETT has a hot new single, "634-5789" (Atlantic 2320), which is shaping up as a bigger hit than his recent "In the Midnight Hour." Pickett just completed a sensational engagement at The Trip in Hollywood and starts a one-nighter tour Feb. 4 through the East and South. (Advertisement)



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

Cinquetti Win Remo Modugno,

By GERMANO RUSCITTO

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

Modugno, who first broke on the international music scene with "Volare," last week won his fourth San Remo Song Festiprize. Sharing honors with dugno was Gigliola Cin-Modugno was

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

Festival that year.

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

It was an all-Italian triumph.

U. S. artists who made the final round were Pat Boone, Vic Dana Gene Pitney and the New Christy Minstrels.

Other non-Italian in the finals were Francois Hardy and Richard Anthony of France; Chad and Jeremy of the United King-dom, and the Surf of the Mal-agasy Republic.

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

MGM Bows Repackaging Policy

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

sociation of Recording Arts and Sciences.

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

Repackaging and anthologiz-ing records is good business, Nasatir said, and record com-panies have to do this in order

to exist at a profit. "We have to anthologize just like book pub-lishers. The problem is: How do you protect the public? Not every customer has an I.Q. of 120 . . . he can't tell that the songs on the album he's considering for purchase are also on an album he has at home.

(Continued on page 12)

OU ASKED FO from Ferrante & Teicher

Two great albums from America's foremost popular pianists, backed by their lush, string-filled orchestra.





the growing giant



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"BATMAN THEME"ALBUM

NEAL HEFT Arranger, Composer and Conductor of the theme from the ABC-TV show in a new album featuring "BATMAN THEME" and



eleven Hefti Bat songs LPM/LSP-3573. First a hit single—now a great new album. "Batman" is a Greenway Production-20th Century-Fox

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Press and Pressure

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

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

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

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

A Record-Breaking NARM Parley Seen

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

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

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

Malverne Is Reactivated: **Buys Portem**

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

Among the lines handled by the newly reactivated Malverne

are Epic, Blue Note, Savoy, Prestige and Cameo-Parkway. Joe Grippo remains as sales manager, and Harvey May-brown and Jack Braun continue

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

tion, via the new associate memdistributor This category is in addition to the manufacturer associate

This category is in addition to the manufacturer associate membership category. Full mem-bership is held by rack jobbers. NARM has within its mem-bership a total of 40 distribu-tors from all parts of the na-tion. A distributors luncheon meeting conducted by Dr. Al. meeting, conducted by Dr. Al-ton F. Doody of Ohio State University, will cover the prob-lems of the record distributor in a changing industry. This session will be held March 9. Distribs may contact the NARM office at the Trianon Building, Bala Cynwyd, Pa., for informa tion on distributor membership

Cap. Makes Major A&R Changes

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

Guy Lombardo orchestra.

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

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

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

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

ANATOMY OF POP FOR ABC-TV

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

Handleman in Pink, Sees17%SalesHike

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

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

During the six years the company has been distributing records, its sales have increased at

ords, its sales have increased at an annual compounded rate of

26 per cent. The firm's 16 distribution centers throughout the country service many mass merchandisers, including J. C. Penney's, Kresge's, Woolworth's, W. T. Grants and Montgomery Ward. The company is 32 years old and is represented on the American Stock Exchange, having gone

public in 1963.
It opened a Los Angeles office last August headed by Moe Handleman, who transferred here from Chicago. Last week three Handleman brothers, Jo-seph, Moe and David, were united in business meetings in Los Angeles.

'65 DISK SALES HIT HIGH: RIAA

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

THE PROPERTY OF THE PROPERTY O

historical as well as entertainment topics.

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

If this uniform concept works, Gilmore indicated the company would consider hiring salesmen expressly for the foreign lan-guage series. The label had Capi-tol of the World salesmen several years ago but they were dropped in favor of a unified force handling all Capitol prodduct.

In the move reuniting Lee Gillette with Guy Lombardo, Gil-more brings together a team more brings together a team which recorded a dozen best sellers during the band's 1956-1961 tenure with Capitol. Gillette left one year ago after the death of his close friend Nat Cole. For the past five years Lombardo was with Decca, He and Gillette a yetera Capitol and Gillette, a veteran Capitol producer, have signal nondelabel. Gillette will cut his first sessions with the 60-year-old band leader Feb. 23 in the Trop-icana Lounge in Las Vegas. Plans are for two immediate al-

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

KFRC Moves to Hot 100 Format

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

sible.

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

EXECUTIVE TURNTABLE

Charles Trepel named



Charles Trepel named national sales manager of Command Records, reporting to Loren Becker, general manager. Trepel joined Grand Awards Records in 1954 in Midin 1954 in Mid-west sales, later headed Eastern sales, then was head of produc-

TREPEL tion at Command's New Jersey factory. He is a Yale graduate and lives in Summit, N. J., with his wife TREPEL

Hy Sandler, general manager of Lieberman Enterprises, Minneapolis, has been appointed administrative vice-president of

administrative vice-president of the firm, one of the Northwest's largest phonograph record distributing firms, with many other wholesaling enterprises.

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

** * * *

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

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

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

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

Wand's Chicago promotion man.

*** * *

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

*** * *

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

** * *

*** *

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

Coral Records, and others.

* * *

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

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

* * *

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

MGM Launches 3 Budget Labels; Kay and Lewis 'Dealing' A Major Jazz Is Included

By CLAUDE HALL

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

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

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

MGM Records' low-priced

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

"Second to None

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

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

Specially Designed

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

Billy Bauer, Pete Condoli."

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

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

Shop-Tested

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

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

NEW YORK - Monte Kay and Jack Lewis have set four pendent production deals with MGM, one with Atindependent lantic and one with Reprise. All deals were made for clients of their management operation, Monte Kay Artists Management.

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

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

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

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

COL. ACCENTS MASTERWORKS IN NEW ALBUM

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

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

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

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

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

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

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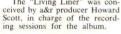
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A BONUS WITH LP RELEASES NEW YORK-RCA Victor is

RCA INTROS

introducing an extra-added at-traction to its album releases called a "Living Liner." The "Living Liner," a seven-inch "Living Liner," a seven-inch vinyl LP, is enclosed with the regular package.

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

The "Living Liner" was con

Fraternity to Aid Fight on Cancer NASHVILLE - The local

LIBERTY RECORDS AND THE label's national publicity director, Norm Winter, were awarded a plaque by the International Press & Photo Journalists organization for "the most comprehensive and co-operative"

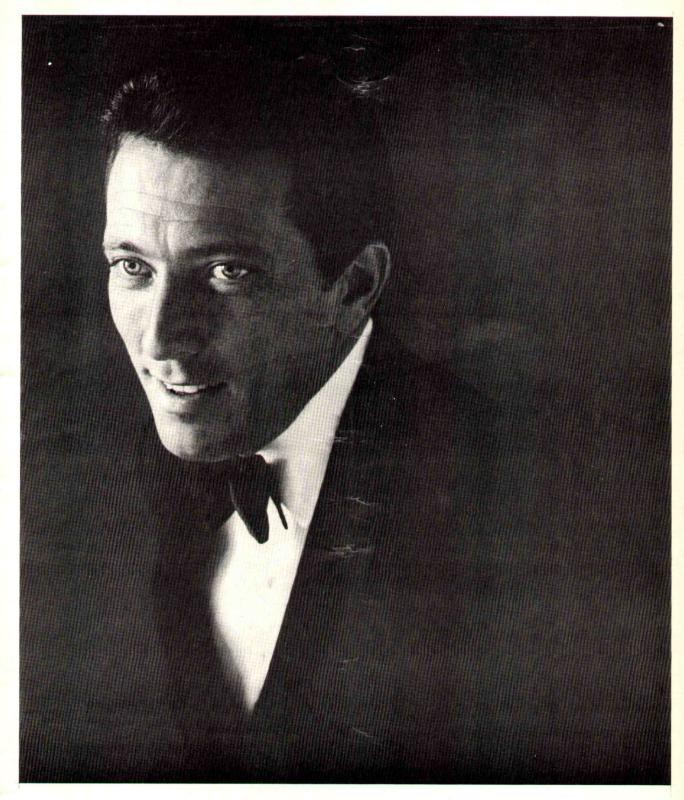
service in the industry." The award, presented last week, is the first of its kind. From left, Liberty vice-president Robert Skaff, Liberty president Alvin S. Bennett, Winter, and Jan Storm and Miguel De-Zarraga of the press organization.

Kappa Phi Fraternity chapter of 90 high school boys is promot-ing a show featuring three groups which are college fa-vorites and will give net pro-ceeds to the local chapter of the American Cancer Society. The show, March 11 at the Hippodrome with tickets \$2.50

each, will feature the Kings-men, the Gentrys and the Cha-

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

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

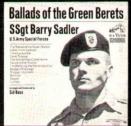


You really haven't heard
"Bye Bye Blues",
until you've heard the
AndyWilliams single.
(c/wYou're Gonna Hear From Me!")

on COLUMBIA RECORDS

O'COLUMBIA MARCAS REG. PRINTED IN U.S.A.

NEWALBUMS FOR FEBRUARY





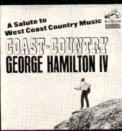




Requested classical numbers chosen



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





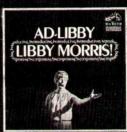
31 years of Oscar winners. "Chim Chim Cher-ee," "Secret Love," "Moon River," "The Way You Look Tonight." 2-record set. In Dynagroove sound. LPM/LSP-6013



s who made them. Album features Miller, Eddy Arnold, Jim Reeves, e Smith, 8 others. LPM/LSP-3452



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





his recent success of "Class of '65."
"Yesterday," "The 'In' Crowd," 10 more.
In Dynagroove sound. LPM/LSP-3533 In Dynagroove sound.





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

ON RCAVICTOR

RCA The most trusted name in sound



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



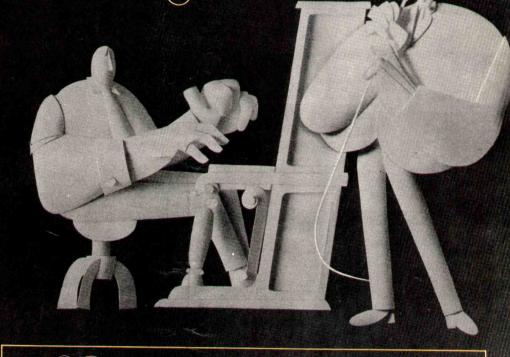
Follows up his current album with such hits as "Goin' to Chicago Blues," "A Woman, a Lover, a Friend," 10 others. In Dynagroove sound. LPM/LSP-3503



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



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



OUTSTANDING NEW RED SEAL RELEASES

REQUIEM

BOSTON SYMPHONY CHOOKASIAN
LEINSDORF FLAGELLO

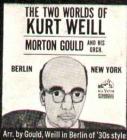
BERGONZI FLAGELLO

Musica

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



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



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



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



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



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

URS, Ampex Will Make Tapes

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

Bernie Clapper, president of Universal, told Billboard that he

will be ready on March 1 to turn out 6,000 tapes daily. Clap-per said he is contracting to duplicate music for various record firms that want to make their products available for exeight-track auto players.

The Ampex disclosure was the first indication that the firm

CARtridge tape duplicating business. Modified Ampex equip-ment is used almost exclusively by eight-track duplicators in this country, but the firm has never

done such work itself.

Ampex, which said it has nearly half of its 39-label music library ready for eight-track, has signed contracts with Ortronics and the Amerline Corp. to produce cartridge-cases for the tapes. Ampex will begin duplicating in about 90 days. The first label to be released on the eight-track trace will be 1 codes.

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

facturing tape cartridges for many uses in the past 12 years and is now contracting to build ing distributed by Sears, Good-year and various other national

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

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

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



duplicating operation, said the new operation is part of Tono-Tapes, Inc., a wholly owned sub-sidiary of Universal Recording Studios, Inc.

Epic Putting Distrib In the Driver's Seat

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

sate of records during the race. The winners will be announced at Epic's July sales convention.

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

In order that the size of an

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

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

Mailed Reports

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

Seminars and open discus-

REEVES' RECORD

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

Country Singles" chart for 24 weeks during 1965.

IN NO. 1 SPOT

LEN LEVY

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

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

Miller Gets Rights To Winning Song

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

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

Jolly Joyce's 50th

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

7 Singles Spur WB-Reprise's Sales Spurt

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

cember.

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

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

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

NUNS' RECORD TO AID BLIND

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



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

Court Tells Ely & Kingsmen To Use a Different Billing

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

no longer perform under any name using the word "Kings-men" or any deceptively similar word, with this exception: He made promote and advertise himself with this phrase: "Jack

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

on the Wand label.

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

CHARLEY PRIDE

He'd Rather Sing Than Play

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

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

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

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

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

son, who signed him and is his co-manager with Jack Clement, independent a&r director and publisher. Johnson calls Pride

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

A&M, Alpert Hot Combo

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

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

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

A&M will have a strong LP

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

BMI NAMES 3 TO BOARD

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

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

GEORGIA ON MY MIND

Moonglow-244

* Distributed by



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



THIS IS NEW!

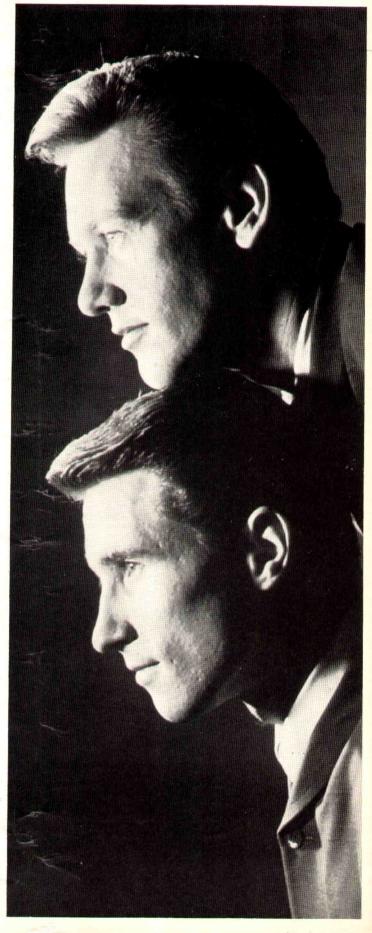
1003



SOME BLUE-EYED SOUL

1002





Jazzfest Plans in Motion In the Longhorn State

By BARRY CANDY

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

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

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

of the City of Austin, the Long-horn Jazz Festival is envisioned as an annual affair.

COL. DISK CLUB'S BRANCH OFFERS DELUXE PACKAGES

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

"Who's Afraid of Virginia Woolf" original cast, and "Mexico," a three-disk history of Mexico in sound and pictures.

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

Nineteen multiple disk sets are available in the first offering.

New 'Golden' Series

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

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

Northbeach Debut

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

BIG 3 GRABS 2 PRESS AWARDS

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

The Miller song, "Forget Domani," was picked as "best song." The Riz Ortolani-Norman Newell tune is from the

man Newell tune is from the film, "The Yellow Rolls Royce," "Best score" award went to Maurice Jarre for his "Doctor Zhivago" music. The score is registered with Robbins.

The Golden Globe banquet was released to the score is reserved.

was telecast live here on the "Andy Williams Show."

Stones Rolling to Down Under: Tour

NEW YORK — The Rolling Stones are set for their first tour Down Under. They begin a 10-day tour of concert and TV appearances in Australia and New Zealand on Feb. 18. Before re-turning to England, the group is slated for a five-day promotional trip to Japan.

Pan Pacific Productions will present the Rolling Stones to Australian audiences with the first appearances set for Com-memoration Auditorium in Sydney, Feb. 18 and 19. Other dates include Brisbane, Feb 21; Adelaide, Feb. 22; Melbourne, Feb. 24, 25 and 26; Wellington, Feb. 28; Aukland, March 1; Perth, March 3.

New Starday Distrib

NASHVILLE - In a move to further strengthen Starday's West Coast distribution set-up, West Coast distribution see up. Col. Jim Wilson, vice-president of marketing, has appointed Prep Records Sales as Starday distributor for the Los Angeles and Southern California area. Prep is under the direction of Ron Ricklin and Bob Stern.

London Names Hot

NEW YORK—London Rec-ords named Hot Record Distributors of Cincinnati to handle all London group merchandise for the area. The firm, which will handle all singles and LP's, is owned by Iz Nathan. Dale Pettet is sales and general manager, while W. C. Bill Farrell is administrative assistant. Mary Louise Mather is LP and singles buyer.

MINNY C OF C SONG CONTEST

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

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

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

TRO Cooking On Pub Front

NEW YORK-The Richmond Organization is making a con-certed effort to bolster its stand-ard catalog by buying copy-rights and renewal rights.

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

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

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

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

Pelsman to Go On **Tour for Roulette**

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

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

Reizner to Bonn

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

Retirement Doesn't Work for Dave Finn

By MIKE GROSS

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

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

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

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

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

Welsch High on **New Discovery**

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

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

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

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

AFCO Makes Bow

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



DAVE FINN

pared by Harbridge House, a consulting firm based in Boston. Finn, also, is now in the proc-

ess of preparing the organiza-tion of the Top Record Panel which will attend the summer sales convention. He says it's all part of Victor's policy of building closer ties between the home office and its men in the

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

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

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

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

manufacturer.

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

Mecyssne, the new president, said there would be no personnel changes and Dunn would continue operating the business. Mecyssne said he would direct

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

'LA MANCHA' HIT FOR KAPP

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

FEBRUARY 12, 1966, BILLBOARD

A SURE WINNER! Starting to move up fast and soon to be challenging for lead position— **DON GIBSON** singing "A BORN LOSER"

"w" "All the World Is Lonely Now" *8732

Published by Acuff-Rose *** RCA VICTOR

*** The most trusted name in sound ***



CARTRIDGE

by Larry Finley

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

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

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

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

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

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

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



INTERNATIONAL TAPE CARTRIDGE CORPORATION Subsidiary of Dextra Corporation

Main Office

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

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

Modugno, Cinquetti Win at San Remo

· Continued from page 1

watched the event on television

DiMartino Exits Lib. A&R Staff

HOLLYWOOD -- Andy Di-Martino, 25-year-old producer, has departed Liberty Records a&r staff after eight months bea&r staff after eight months be-cause of "policy differences." Liberty job was his first work-ing for a major label, having principally worked locally as an independent producer.

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

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

Strings.

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

London Acquires A German Hit

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

The deal was concluded be-tween Peter Maisel, German publisher, and Walt Maguire of London.

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

· Continued from page 1

by the Liverpool Strings. The material in this album was previously released as the Her-man's Hermits Songbook." Nasatir said the cover would also contain the information that these were instrumentals of songs that had been hits by the

Herman's Hermits.

He said he thought every rec-

ord company should follow this same type of policy regarding

their repackaging. "It's time for every company in this business

to take a stand. Sure, this is a tough industry, but we have to

develop respect. MGM Records may lose a few sales with this new policy, but I feel we'll de-velop an even higher image

This new customer protection

than we have now."
Follows Probe

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

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

Among the songs reaching the

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

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

RCA LOOKS TO PRESLEY FILMS

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

MGM Bows Repackaging Policy policy launched by MGM Rec-

ords comes on the heels of investigations by New York State Attorney Gen. Louis J. Lefkowitz into possible deception in the record industry. To date, only minor labels have, for the MGM Records has long had a rule that if a customer wrote in complaining about a record for any reason whatsoever the company offered him a replacecompany offered him a replacement or his money back.

Will State Source

"But I don't feel this is enough. So, from now on, all repackaged and anthologized product will clearly state the source," he said. An example is a new release coming up that will state on the album jacket: "Herman's Hermits' hits played by the Liverpool Stripes. The

most part, been involved in the investigations. Lefkowitz has scheduled a second public hearing in the matter for Feb. 18.

COLLEGE CIRCUIT

- By CLAUDE HALL -

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

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

Rollins Quartet
The Sonny Rollins Quartet of string of hit rafters" at C records rocked the

Rollins Quartet

The Sonny Rollins Quartet on

Jan. 16 at Penn State, University

Park, Pa., "really turned on" an
audience of 500, said correspondent David S. Kenig. Steve Fishbein at the Record Room, however, re-ported no action or requests for albums resulting from the concert. Guy Maddenfort at Music Mart said he sold the "Now's the Time" LP he had in stock, but there were

said he sold the Now's the Ime
LP he had in stock, but there were
no further requests.
On Jan. 12, the Serendipity
Singers performed to 600 at Pittsburgh University, Pittsburgh, and
the concert proved of vast benefit
to Fred Lackey at Bob's Discount
Center—he reported selling all of
the nine albums he had in stock
by the group. Correspondent Jim
Smith also found that the National
Record Mart had "fair" sales resulting from the concert.
Ivan and the Sabers performed
Jan. 14 before 450 students at a
dance at Miami University, Oxford, Ohio, said correspondent
David L. Neidorf, All four of the
Sabers are college students; they
play only on weekends. Joseph
Myers at Myers Music Store said
he'd received one or two questions

he'd received one or two questions about records by the group, but he had none since they hadn't any current releases. Hossack's record store reported no reaction.

Club Battle Lines Drawn As Atl. Labels Go RCA

Continued from page 1

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

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

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

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

The club picture began to enlarge late in 1964 after the Federal Trade Commission exonerated the Columbia Record Club on charges of monopoly and control of the record market via exclusive licensing of out-side labels. The decision gave the green light to other clubs to go after outside labels and the scramble was on.

Mercury CARtridge

• Continued from page 1

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

Regardless of mechanical re-

finements and minor aspects of configuration, the Mercury car-tridge will operate in any player that will accommodate the Lear cartridge.

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

field.

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

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

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



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C/w "I Believe in You" #8762

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The original cast recording of the Broadway musical "On a Clear Day You Can See Forever" LOCD/LSOD-2006 still in big demand—reorder now!

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The most trusted name in sound

SELLERS IN TOP *TARKETS*



chart is based upon territorial sales of the Top 40 single rds as reported by retail stores in 15 Top markets.

(TW) THIS WEEK (IW) LAST WEEK

BALTIMORE

TITLE-Arrist, Label & No.

DON'T MESS WITH BILL-Marvelettes, Tamla 54126
UP TIGHT-Sevie Wonder, Tamla 54124
GOING TO A GO-Go-Miracles, Tamla 54127
GOING TO A GOING TO A

Sinatra, Reprise 0432
18 NO MATTER WHAT SHAPE (Your Stomach's In)-T-Bones, Liberty, 55936.

8 JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 806.

CLIGHTIN' STRIKES-Lou Christie, MGM 13412.

WE CAN WORK IT OUT-Beatles, Capitol 5555.

JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461.

Columbia 43461
ATTACK—Toys, DynoVoice 214
THE MEN IN MY LITTLE GIRL'S LIFE—Mike
Douglas, Epic 9876

Douglas, Epic 9876 LIES-Knickerbockers, Challenge 59321 BABY SCRATCH MY BACK-Slim Harpo, Excello 2273 BARBARA ANN-Beach Boys, Capitol 5561 MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089 13 FIVE O'CLOCK WORLD-Vogues, Co & Ce 232
19 SECOND HAND ROSE-Barbra Streisand, Columbia 18

43469
CRYING TIME—Ray Charles, ABC-Paramount 10739
AS TEARS GO BY—Rolling Stones, London 9808
HOLE IN THE WALL—Packers, Pure Soul 1107
SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396
DAY TRIPPER—Beatles, Capitol 5555
A WELL RESPECTED MAN—Kinks, Reprise 0420
CALIFORNIA DREAMIN'—Mama's and the Papa's,

Dunhill ADMARY Wells, Atco 6392
MICHAEL CO.D.'S, Kellmac 1003
RECOVERY—Fortella Bass, Checker 1131
MICHAELE—David & Jonathan, Capitol 5563
I'M TOD FAR GONE (To Turn Around)—Bobby Bland, WHEN LIKING TURNS TO LOVING—Ronnie Dove, 32

Diamond 195

ZORBA THE GREEK-Herb Alpert & the Tijuana
Brass, A&M 787

THE CHEATER-Bob Kuban, Musicland U.S.A. 20,001

MY BABY LOVES ME-Martha & the Vandellas,
GORDA 7048 33 34 35 Gordy 7048

36 TIJUANA TAXI—Herb Alpert & the Tijuana Brass,

A&M 787 40 LET'S TRY-Dynamics, Pay 209 38 MICHELE-Billy Vaughn, Dot 16809 39 BYE BYE BLUES-Bert Kaempfert & His Ork., 28 SHE'S JUST MY STYLE—Gary Lewis & the Playboys, Liberty 55846

BOSTON

V LW

1 LIGHTNIN' STRIKES. Lou Christle, MGM 13412

7 NY WORLD 15 EMPTY WITHOUT YOU—Supremen, Mortown 1009

3 BARBEAR ANN—Beach Boys, Capitol 5591

2 CALIFORNIA DREAMIN—Mann's and the Papa's, Durwill 4092—Paul Revere & the Raiders, Columbia 43461

3 COBRA THE GREEK—Herb Alpert & the Tijuana 8 CRYING TIME—Ray, Charles, ABC-Paramount 10739

10 NY LOVE—Perble Clark, Warmer Brox. 5644

13 LIKE A BABY—Len Barry, Decca 31889

11 LIUSIVE BUTTERIY—BOLING, World Pacific 77808

37 THESE BOOTS ARE MADE FOR WALKIN-Mancy Similaris, Regrine 0420

14 A WELL RESPECTED MAN—Kinks, Rerific 0420

15 DON'T MESS WITH BILL—Maveletters, Tamin 54126

16 LOOK THROUGH ANY WINDOW—Hollies, Imperial 64131

17 IT MALA A VERY GOOD YEAR—Frank Sinatra, 0399

18 PIVE 0420 NOOR WORLD—Vogues, Co & C 222

Reprise 0429 WORLD—Vogues, Co & Ce 232

MOULTY—Barbarians, Laurie 3326

16 | FOUGHT THE LAW—Bobby Fuller Four, Mustang

28 MICHAEL C.O.D.; Kellner 1003
22 WE CAN WORK IT OUT—Beatles, Capitol 5555
23 UP TIGHT-Servie Wonder, Tamla 54124
21 SPANISH EYES—Al Martino, Capitol 5542
21 GOING TO a Go-Go-Miracles, Tamla 54127
15 A MUST TO A WORK IT OF THE STATE OF TH

STATUS AND USE—SOFTER STREAMS, COUNDED TO STRE

Smash 2015

16 LIES—Knickerbockers, Challenge 59321

DEAR LOVER—Mary Wells, Atco 6392

STOP HER ON SIGHT (S.O.S.)—Edwin Starr, Ric-Tic

| 109 | 24 | The MEN IN MY LITTLE GIRL'S LIFE—Mike Douglas, Epic 9876 | 31 | SHNY TAKE A RIDE—Mitch Ryder & the Detroit Wheels, New Yolce 806 | 40 | 32 YOU SIDN'T HAVE TO BE SO NICE—Lovin' Spoonful.

CHICAGO

TW LW

1 8 LIGHTNIN' STRIKES—Lou Christie, MGM 13412

2 3 BARBARA ANN—Beach Boys, Capitol 5561

3 4 1 CONFESS—New Colony Six, Centaur 1201

4 1 W CAN WORK IT OUT—Beatles, Capitol 5555

5 2 SOUNDS OF SILENCE—Simon & Garfunkel, Colombool School School Stronger (Supplementation of Company) (Supplementation o 6 NO MATTER WHAT SHAPE (Your Stomach's In)-7 14 LES-Knickerbockers, Challenge 59321
8 7 SHE'S JUST MY STYLE—Gary Lewis & the Playboys, Lewis Office of Foundation of The Control of The Kamas Sultra 205
9 FIVE O'CLOK WORLD—Vogues, Co & Ce 232
19 ZORBA THE GREEK—Herb Alpert & the Tijuana
10 ZORBA THE GREEK THE GREEK THE GREEK
10 ZORBA THE GREEK T 37 LONG LIVE OUR LOVE—Shangri-Las, Red Bird 048
10 IT'S GOOD NEWS WEEK—Hedgehoppers Anonymous, 26

I SEE THE LIGHT-Five Americans, HBR 454
ANSWER TO MY PRAYER-Neil Sedaka, RCA Victor

573T GONNA EAT OUT MY HEART ANYMORE—
1 AINT GONNA EAT OUT MY HEART ANYMORE—
21 THUDOUS BASCAIS, Allanic 2312
21 THUDOUS BASCAIS, Allanic 2312
21 THUS SCENNE BASCAIS, ANY BASCAIS, AND THE SCENNE BASCAIS, AND HAVE AND THE BASCAIS AND HAVE AND THE BASCAIS AND HAVE AND THE BASCAIS AND THE PAIN GETS A LITTLE DEEPER—Darrow Fletcher, Grown 2001 34

Groovy 3001

JENNY TAKE A RIDE—Mitch Ryder & the Detroit
Wheels, New Voice 806

17 WAS A VERY GOOD YEAR—Frank Sinatra,
Regrise 0.429

NEW ORLEANS

CRYING TIME-Ray Charles, ABC-Peramount 10739
THE DUCK-Jackio Lee, Mirwood 5502
MY LOVE-Petula Clark, Warner Bros. 5684
SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396 NO MATTER WHAT SHAPE (Your Stomach's In)-T-Bones, Liberty 55836
GET OUT OF MY LIFE, WOMAN-Lee Dorsey, Amy 945
I'M TOO FAR GONE (To Turn Around)-Bobby Bland.

BABY SCRATCH MY BACK—Slim Harpo, Excello 2273 WE CAN WORK IT OUT—Beatles, Capitol 5555

In 100 FAX GONE (To Turn Around)—Bobby Bland,
BABY SCRAICH MY BAKK-SIM HATPD, Excello 2273
WE CAN WORK IT OUT—Beatles, Capitol 5555
FIVE O'CLOCK WORLD—Vogove, Co. & Ce. 227
SHE'S JUST MY STYLE—GAY Lewis & the Playboys,
BARBARA ANN—Beach Boys, Capitol 5551
UP TIGHT—Srevie Wonder, Tamla 54124
A SWEET WOMAN LIKE YOU JOE Tex. Dial 4022
DAY TRIPPER—Beatles, Capitol 5555
BALLAD O'T HE GREEN BERETS,—5/591 Barry Sadler,
WILL RESPECTED MAN—Kinks, Reprise 4020
FEVER—MCGON, Bang 511
HOLE IN THE WALL—PACKER, Pure Soul 1107
WILL RESPECTED MAN—Kinks, Reprise 4020
FEVER—MCGON, Bang 511
JONN'T KNOW WHAT YOU'VE GOT BUT IT'S GOT ME
LITTLE REPRETED MAN—Kinks, Reprise 4020
FEVER—MCGON, Bang 511
JONN'T KNOW WHAT YOU'VE GOT BUT IT'S GOT ME
LITTLE REPRETED MAN—KINKS, Reprise 4020
FEVER—MCGON, Bang 511
JENNY TAKE A RIDE—Mitch Ryder & the Detroit
Wheels, New Voice 806
ANIMOW 65—Gene Chandler, Constellation 158
LOVE MAKES ME DE Foolish Things)—MATTHA & the
SATIN FILLOWS—Bobby Vinton, Epic 9869
LIES MICKENDECKER, Challenge 59321
THINK TWICE—Jackie Wilson & LaVern
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Brass, AAM 787
SPEEAD IT ON THICK—Gentrys, MGM 13432
JUST LIKE ME—Paul Revere & the Raiders, Colombia 43461
GOING TO A 60-60—Miracles, Tamla 54127
MY WORLD IS EMPTY WITHOUT YOU—Supremes, Motown 1089

NEW YORK

LIGHTNIN' STRIKES—Lou Christie, MGM 13412 WE CAN WORK IT OUT—Beatles, Capitol 5555 UP TIGHT—Stevie Wonder, Tamla 54124 A WELL RESPECTED MAN—Kinks, Reprise 0420 BARBARA ANN—Beach Boys, Capitol 5561 DONT MESS WITH BILL—Marvelettes, Tamla 54126 MY WORLD IS EMPTY WITHOUT VOU—Supremes,

8 MY LOVE—Petula Clark, Warner Bros. 5684 14 NO MATTER WHAT SHAPE (Your Stomach's In)— T-Bones, Liberty 55836
5 SOUNDS OF SILENCE—Simon & Garfunkel, Columbia

5 SOUNDS OF SILENCE-Simon & Garfunkel, Columbia
43306
16 FIVE O'CLOCK WORLD-Vogues, Co & Ce 232
6 GOING TO A GO-GO-Miracles, Tamla 54127
13 LIKE A RABY-Len Barry, Decca 31889
13 THE DUCK-Jackie Lee, Mirwood 5502
15 WORKING MY WAY BACK TO YOU-4 Sessons,
16 WORKING MY WAY BACK TO YOU-4 Sessons,
17 (You're Gonna) HURIT YOURSELF-Frankie Valli, Smash
12 AS TEARS GO 87-8-Billing Stones, London 9808
17 (You're Gonna) HURIT YOURSELF-Frankie Valli, Smash
14 AST 1500
18 CONTROLL TO THE WALL-Statter Brothers, Columbia
4,0315
20 ZORBA THE GREEK-Herb Alpert & the Tiliana
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21 ZORBA THE GREEK-Herb Alpert & the Tiliana
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37 LOVE MAKES THE WORLD GO AROUND—Doon Jackton, Carlar S20, Carlar

35

BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler, RCA Victor 8739

PHILADELPHIA

BARBARA ANN—Beach Boys, Capitol 5561 UP TIGHT—Stevie Wonder, Tamia 34124 MICHELLE—Spokesmen, Decca 31895 LOVE MAKES THE WORLD GO AROUND—Deon Jackson,

Carla 2526
GOING TO A GO-GO-Miracles, Tamla 54127
LIGHTNIN STRIKES-Lou Christie, MGM 13412
DON'T MESS WITH BILL-Marvelettes, Tamla 54126
THESE BOOTS ARE MADE FOR WALKIN'—Nancy 27 THESE BOOTS ARE MADE FOR WAKKIN'—Nancy Sindra, Reprise Od-Allzth Juney 12 Company of the Detroit Wheels, New Voice 806—8eatles, Capitol 5555 We CAN WOOM IT OUT TO STANKE (Capitol 5555 No MATTER WHAT SHAPE (Your Stomach's In)—

T-Bones, Liberty 55836

3 LIKE A BABY—Len Barry, Decca 31889
17 MY BABY LOVES ME—Mariha & the Vandellas. Gordy 7048

14 A WELL RESPECTED MAN—Kinks, Reprise 0420

13 MEN IN MY LITTLE GIRL'S LIFE—Mike Douglas.

22 23

13 MEH IN WY LITTLE GIRTS LITE-MISE DOUGLAS.
12 MICHAEL—C.O.D.S. Kellmac 1003
14 MICHAEL—C.O.D.S. Kellmac 1003
15 MICHAEL—C.O.D.S. Kellmac 1003
16 MICHAEL—C.O.D.S. Kellmac 1003
17 WY WORD 1008 WANT TO TELL YOU—Johnny & the 500 MICHAEL 1008
18 MICHAEL 1008
19 MICHAEL 1008
19 MICHAEL 1008
19 MICHAEL 1008
10 MICHAEL 100

- (You're Gonna) HURT YOURSELF-Frankie Valli, Smash 30

2015
IN MY ROOM—Verdelle Smith, Capitol 5567
SPANISH EYES—Al Marino, Capitol 5542
WORKING MY WAY BACK TO YOU—4 Seasons, Phillips
40350 YOU DIDN'T HAVE TO BE SO NICE-Lovin' Spoonful,

Kama Sutra, 205

I SEE THE LIGHT—Five Americans, HBR 454

BATMAN THEME—Marketts, Warner Bros. 5696 BAIMAN IRME—Marketts, Warner Bros. 2006 37 ANDREA—Sunrays, Tower 191 38 SATIN PILLOWS—Bobby Vinton, Epic 9869 LIES—Knickerbockers, Challenge 59321 40 FIVE O'CLOCK WORLD—Vogues, Co. & Ce. 232

PITTSBURGH

LW
LIGHTNIN' STRIKES—Low Christie, MCM, 13412
2 BARBARA ANN BRAICH BOYS, Capital 5561
3 MY, LOVE—Petula Clark, Warrier Brox, 5084
3 INIS CANT BE TRUE—Eddie Molman, Parkway 90
3 INIS CANT BE TRUE—Eddie Molman, Parkway 90
4 Columbia 4364 Fall Revere & the Radiers,
22 MY, WORLD IS EMPTY WITHOUT YOU—Johnny & the
Expressions, Josie 936
8 COlline 10 A GO-Go-Mircele, Tamba 54127
11
22 Brass, A&M 787
4 AS TEAS GO 8T—Solline Stomes, London 9808
14 JENNY TAKE A RIDE—MITE Stomes, London 9808
14 JENNY TAKE A RIDE—MITE STOME, LONDON 13437
14 JENNY TAKE A RIDE—MITE STOME, LONDON 13437
15 HENNY TOWN 15 MEN 15 ME 8

17 18 19

THESE BOOTS ARE MADE FOR WALKIN-Nancy
7 Synchist, Septime 0422, young, Co. & C. 222
10 WE CAN WORK IT OUT-Beatles, Capital 5555
21 THE MEN IN MY LITTLE GIRL'S LIFE-Mike
CALL ME-Chris Monter, A&M 280
AMICHELE-David & Jonathan, Capital 5563
27 SPANISH EYES-Al Martino, Capital 5563
28 SPANISH EYES-Al Martino, Capital 5563
29 SPANISH EYES-Al Martino, Capital 5562
20 ONTO MISS WITH BILL-Marveletter, Tamla 54126
20 GET OUT OF MY LIFE, WOMAN-Lee Dorsey, Amy 943
31 NO MAITER WHAT SHAPE (Your Stemants's In)—
21 SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 4390 26

1. Boards, Liberty 55826

1. Boards, Liberty 55826

2. Bat Man Titleme-Marketty, Warner Bros. 5696

DEAR LOVER-Mary Wells, Acto 6392

WOOKING MY WAY BACK TO YOU-4 Seasons,
WHEN LIKING TURN'S TO LOVING-Bonnie Dove,
Diamond 105

A RARD DAY'S NIGHT-Ramsey Lewis Trio,
See Fully Martin Common Common

SMOKEY JOE'S LA LA-Googie Rene Combo,

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DETROIT

LOS ANGELES

MIAMI

ST. LOUIS

Kama Sutra 205 22 SATIN PILLOWS-Bobby Vinton, Epic 9869

Philips 40350

3P WE KNOW WE'RE IN LOVE-Lesley Gore, Mercury 72530

32 AS TEARS GO BY-Rolling Stones, London 9808

BATMAN THEME-Marketts, Warner Bros., 5696

LIKE A BABY-Len Barry, Decca 31889

BABY SCRAICH MY BACK-Slim Harpo, Excello 2273

700 UDINY HAWE TO BE 50 MICE-Lovin' Spoonful,

MAT LOVES ME-Marths & the Vandellas, Gordy 7088 Stop HER ON SIGHT (S.O.S.)—Edwin Starr, Ric-Tic 109 PS—Andrew Williams, Asin 103 Let You THERE—Bloomer Warwick, Seepter 1212 CRYING THERE—Ay Charles, ARC Paramount 10739 MEN IN MY LITTLE GIRL'S LIFE—Mike Douglas, Epic 9870.

36

SAN FRANCISCO

TEMPTATION WALK Entertainers 4, Dore 749

SMOKEY JOE'S LA LA—Googie Rene Combo,

Class 1517

BYE BYE BLUES-Bert Kaempfert, Decca 31882

GET BACK-Roy Head, Scepter 12124

A MUST TO AVOID-Herman's Hermits, MGM 13437

SPANISM EYES-AI Martino, Capitol 5542

JUST LIKE MEF-Paul Revere & the Raiders,

Columbia 43461

BATMAN THEME—Marketts, Warner Bros. 5696

CALIFORNIA DREAMIN'—Mama's and the Papa's,
Dunhill 4020

LONG LIVE OUR LOVE—Shangri-Las, Red Bird 048

SEATTLE

TWO SOLID HITS HEADING FOR #1

STOP HER ON SIGHT Edwin Starr

Ric-Tic 109

The San Remo Golden Strings

Ric-Tic 112

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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.

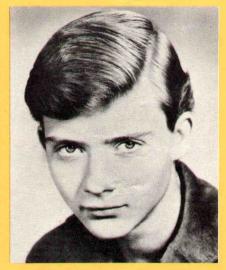
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WEEK WEEK WK. Ago	Wks. Ago	TITLE Artist, Label & Number	Weeks On Chart
1) 2 3	3	CRYING TIME	12
(2) 6 6		Ray Charles, ABC-Paramount 10739 (Bluebook,	8
0 1 2			8
(3)	0	IT WAS A VERY COOD YEAR. Frank Sinatra, Reprise 0429 (Dolfi, ASCAP) MY LOVE	8
4	4	Petula Clark, Warner Bros. 5684 (Duchess, BMI) THE MEN IN MY LITTLE	
		GIRL'S LIFE Mike Douglas, Epic 9876 (Jewel, ASCAP)	8
6 4 1	1	SPANISH EYES	12
		CALL ME Chris Montez, A&M 780 (Duchess, BMI)	9
0		David & Jonathan, Capitol 5563 (Maclen, BMI)	5
(9)		BYE BYE BLUES	
10 5 5	6	SECOND HAND ROSE	9
11) 8 7		THUNDERBALL	
(12)		MICHELLE Bud Shank, World Pacific 77814 (Maclen, BMI)	6
(13) 9 9 1	2	TIJUANA TAXI Herb Alpert & the Tijuana Brass, A&M 787 (Irving, BMI)	8
14 17 29 3	37	WHEN LIKING TURNS TO	4
12 10 1	3	Ronnie Dove, Diamond 195 (Tobi-Ann & Unart, BMI) AS TEARS GO BY	7
O 20 24 3		AS TEARS GO BY	4
(10, 20, 2		Ramsey Lewis Trio, Cadet 5525 (Maclen/Unart, BMI)	7
15 11	9	Billy Vaughn, Dot 16809 (Maclen, BMI) MAKE THE WORLD CO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	
(10)	29	PLAY A SIMPLE LITTLE	
(13)		MELODY Horst Jankowski, Mercury 72520 (Berlin, ASCAP)	6
20 16 13 1		SPANISH HARLEM King Curtis, Atco 6387 (Progressive-Trio, BMI)	
(21)		LOVE IS ALL WE NEED Mel Carter, Imperial 66148 (Travis, BMI) ON A CLEAR DAY YOU CAN	4
22 18 12 1		SEE FOREVER	15
23) 29 38		BIG SPENDER Peggy Lee, Capitol 5557 (Notable, ASCAP)	3
24 32 — -	-	WHERE AM I GOING?	2
25) 30 33 3	88	FEELING GOOD Joe Sherman & the Arena Brass, Epic 9877 (Musical Comedy Productions, BMI)	6
26 33 37 -		ONE OF THOSE SONGS	3
27) 35 —		ONE OF THOSE SONGS Jimmy Durante, Warner Bros. 5686 (Leeds, ASCAP)	2
28) 34 —	-	THE ARENA	2
29 36 — - 30 31 36 -	_	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI) THERE'S GOTTA BE SOME-	2
(30) 31 36		THERE'S GOTTA BE SOME- THING BETTER THAN THIS Sylvia Syms, Columbia 43475 (Notable, ASCAP)	3
31) 40 — -	-	THE WEEKEND	2
32	-	SOMEWHERE THERE'S A	1
(33) 38 — -	-	Dean Martin, Reprise 0443 (Hill & Range, BMI) THE WEEKEND	2
(34)		(South Mountain, BMI)	1
(35) 37 — -		Roger Miller, Smash 2024 (Tree, BMI) ANGELS Missionaries of Mary Choral Group, Kapp 731 (Segway, BMI)	2
(36) 39 40 -	_	COMENUMEDE THERE'S LOVE	3
		Margaret Whiting, London 10815 (Blue Balloon, BMI) PROMISE HER ANYTHING	1
$\frac{(37)}{(38)} = -$	_	Tom Jones, Parrot 9809 (Famous, ASCAP) RYF BYE BLUES	1
	32	Andy Williams, Columbia 43519 (Bourne, ASCAP) ASHAMED Levy Vols Columbia 43473 (Hollyland, BM)	6
40		BALLAD OF THE GREEN	
		BERETS S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	1

The winner he introduced on HULLABALOO!

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BRUCE SCOTT



You Can't Lose Something You Never Had

b/w A Young Man Says Goodbye!

K-13455 A Concert House Production/Produced by Lou Futterman



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POTLIGHT SINGLES

Number of Singles Reviewed This Week, 197-Last Week, 126

POP SPOTLIGHTS

Spotlights-Predicted to reach the top 20 of the Hot 100 Chart

- STATLER BROTHERS MY DARLING HILDE-GARDE (Acclaim, BMI)—Hitting hard on the heels of their initial smash, "Flowers on the Wall," this folk rhythm novelty has even more sales potential for both the pop and country markets than the former hit, Flip: "The Doodlin' Song" (Southwind, Columbia 43526
- MARVIN GAYE ONE MORE HEARTACHE (Jobete, BMI)—With a driving, infectious beat and an exciting Gaye vocal, this entry herves as a hot follow-up to "Ain't That Peculiar." Flip: "When I Had Your Love" (Jobete, BMI) Tamla 54129
- AND THE AMERICANS—WHY CAN'T YOU BRING ME HOME (Picturetone, BMI)—Right up the teen market alley is this hot, pulsating rocker aimed at the top of the chart. Filip: "Baby Stop Your Cryin'" (Wippity, BMI). United Artists 992
- HERMAN'S HERMITS LISTEN PEOPLE (New World, ASCAP)—Culled from the album "When the Boys Meet the Girls," this Herman solo should rapidly find its way to the top of the chart. Flip: "Got a Feeling" (Henry VIII, BMI).

MGM-13462

- FOUR TOPS—SHAKE ME, WAKE ME (When It's Over) (Jobete, BMI)—Another strong rocker that will rapidly climb the chart to equal "Something About You." Flip: "Just As Long As You Need Me" Motown 1090
- -MY BABE (Arc, BMI)-Fresh pop treatment of the oldie has all the ingredients of another top of the chart contender for Head. Strong dance beat. Flip: "Pain" (Don & Suave, BMI).

 Back Beat 560

Imperial 66154

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

- DINO, DESI AND BILLY SUPERMAN (Morris, ASCAP)—(I CAN'T GET HER OFF MY MIND (Screen Gems-Columbia, BMI)—Two equally strong sides to follow up "Please Don't Fight It." Top side is a rocker from the forthcoming TV show, "Superman." Flip is a powerful, easy-go rhythm teen ballad, well performed. Reprise 0444
- THE VOGUES—MAGIC TOWN (Screen Gems-Co-lumbia, BMI)—HUMPTY DUMPTY (RTD, BMI) — Just as "Five o'Clock World" drops down on the Hot 100, the group comes up with two winning sides. First side is the well done Mann-Weil ballad, a change of pace. Flip is a rocking Bo Diddley type with equal teen appeal.
- Co & Ce 234 Co & Cc 234

 TTI PAGE—TILL YOU COME BACK TO ME
 (Gallico, BMI)—CUSTODY (Screen Gems-Columbia, BMI)—Backed by a pulsating Detroit beat,
 Miss Page has a hot contender for the top of the
 chart with this rewrite of Mendelssohn's "Spring
 Song." Flip is a country flavored ballad with "Hush
 Hush Sweet Charlotte" possibilities. PATTI PAGE Columbia 43517
- NOEL HARRISON—(IT'S ALL OVER NOW) BABY
 BLUE (Witmark, ASCAP)—Having hit the Hot
 100 with "A Young Girl," Harrison has greater sales
 potential with this rocking rhythm material loaded
 with dance appeal. Flip: "Much As I Love You"
 (APIC PM) (MRC, BMI). London 9815
- VIC DANA—HELLO ROOMATE (Cornerstone, BMI)
 —Country flavored rhythm ballad in the Dana style has the earmarks of a big chart item. Flip: "Lovely Kravezit" (Screen Gems-Columbia, BMI).

 Dolton 317
- °JOHNNY MATHIS MOMENT TO MOMENT (Southdale-Northern, ASCAP)—GLASS MOUNTAIN (Levine, ASCAP)—The much-recorded film ballad is treated to a Latin beat and an exceptional Mathis vocal. Flip is from the film "The Oscar," is a beautiful ballad with equal possibilities.
- Mercury 72539 CILLA BLACK-LOVE'S JUST A BROKEN HEART (Relinda, —)—The British star has a winner in this well written ballad with an arrangement that builds to an exciting production climax. Flip: "Yesterday" (Northern, ASCAP). Capitol 5595
- *ROGER WILLIAMS LARA'S THEME FROM "DR. ZHIVAGO" (Robbins, ASCAP)—The much recorded film tune should prove a major sales entry via this exceptional Williams treatment. Filp: "Dufcinea" (Sam Fox, ASCAP).
- GENE CHANDLER-(I'm Just a) FOOL FOR YOU (Jalynne, BMI)—This solid rocker could prove one of Chandler's biggest hits in both the pop and r&b markets. Powerful dance beat in strong support of the wailing vocal. Flip: "Buddy Ain't It a Shame" (Jalynne, BMI).

 Constellation 167
- VISCOUNTS—NIGHT TRAIN (Frederick, BMI)— Having hit hard with "Harlem Nocturne," the swinging group strikes back with another hot dis-cotheque winner in this revival. Flip: "When the Saints Go Marching In."

 Aby 949

- LONDON AND THE BRIDGES—IT JUST AIN'T RIGHT (Entertaining Artists of America, BMI)—New vocal quintet makes a commercial debut on Date with a rocker aimed at the top of the teen buying list. Flip: "Leave Her Alone" (Entertaining Artists of America, BMI).

 Date 1502 Artists of America, BMI).
- THE SCOUNDRELS-LA BOLA (Tender Tunes-Blue Baloon, BMI) — This could be the coming new sound . . . calypso rock. Loaded with excitement sound . . . calypso rock. Loaded with excitement and solid dance beat with swinging vocal, drum and organ work. Could prove to be a sales giant. Flip: "Come Home With Us" (Tender Tunes-Blue Baloon, BMI).
- AL HIBBLER-GOOD FOR A LIFETIME (South Mountain, BMI)—Grooved for today's pop market, this big production ballad could be just the one to put Hibbler back up the charts once again. Fine Hibbler vocal and Teddy Randazzo production. Flip: "Once Before" (Valiant, ASCAP). Satin 401
- THE PEELS JUANITA BANANA (Tash, BMI)-Hilarious novelty with a clever idea and infectious teen dance beat that should go all the way. Left fielder to watch. Flip: "Fun" (Tash, BMI). Karate 522
- CAROLYN DAYE EVERY NOW AND THEN (Unart, BMI)—New discovery that should fast prove an important artist in the sales vein of Connie Francis via this commercial ballad with fine produc-tion work of Anita Kerr. Watch this one. Flip: "I Love You a Thousand Ways" (Peer Int'l, BMI) Liberty 55855

THE SWINGING BLUE JEANS—DON'T MAKE ME OVER (Jonathan-Jac-Blue Seas, ASCAP)—Revival of the Dionne Warwick hit could prove a big one again via this easy-rook Liverpool version. Flip: "What Can I Do Today" (Big Top, BMI).

- THE DAYTRIPPERS THAT'S PART OF THE GAME (Atra, BMI)—Debut of a New York teen group is a strong rocking entry aimed right at the teen buying market. Good blend of voices backed by solid dance beat. Flip: "You Cheated" (Atra, BMI). A.M.M. 005
- VINCE HILL TAKE ME TO YOUR HEART AGAIN (Noel Gay, ASCAP)—This English import, currently riding the British charts has strong potential for the U. S. as well. Rewrite of "La Vie En Rose" performed by the big voice of newcomer Hill. Flip: "Push Push" (Mellin, ASCAP).
- TERRY JUDGE AND BARRISTERS-COME WITH RRY JUDGE AND BARKISTERS—COME WITH ME AND LOVE ME (Charlie, —)—Calypso-rock imported from England has the earmarks of a dis-cotheque winner. Presley type voice is backed by infectious rhythm. Flip: "Waiting for Night to Come" (Charlie. —). Roxbury 1
- RANDY & THE RAINBOWS—I'LL FORGET HER TOMORROW (Fine Line, BMI)—With today's rockin' pop team sound, this debut on Mike Records of the group could easily put them up the charts once again. Flip: "Lovely Lies" (Burlington, --).

 Mike 4001

COUNTRY SPOTLIGHTS

TOP 10

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

- BOBBY BARE-IN THE SAME OLD WAY (Fame, BMI)—Exceptional Bare vocal performance on well written ballad could prove to be one of his biggest hits ever. Flip: "The Long Black Veil" (Cedar-RCA Victor 8758 wood, BMD.
- MINNIE PEARL-GIDDYUP GO-Answer (Starday, NNIE PEARL—GIDDY OF GO—Answer (Starday, Minnie Pearl could easily have a sales giant in this answer to Red Sovine's hit. Beautiful performance. Flip: "Road Runner" (Instrumental) (Tarheel, BMI).

MOTHER MAYBELLE CARTER-JTHER MAYBELLE CARTER—I TOLD THEM WHAT YOU'RE FIGHTING FOR (New Keys, BMI)—One of the most exceptional of the war-oriented country ballads is this tender reading by Mother Maybelle. Top of the chart contender. Flip: "San Antonio Rose" (New Keys, BMI).

Columbia 43521

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

THE COUNTRY GENTLEMEN—A Cold Wind A'Blowin' (Zap., BMI), REBEL 257
CASH MCCALL—In Time (Canyon, SESAC), TOPIC 8014
COWBOY CORA—Cowboy's Deck of Cards (Starday, BMI), STARDAY 750
VAN GIVENS—Dream Train (Forester-Newman, ASCAP), MUSICOR 1145
VERNON OXFORD—Woman, Let Me Sing You a Song (Wilderness, BMI),
RCA VICTOR 8759
VERN STOVALL—Week of the Old 88 (Saran, BMI), LONGHORN 567
FOR GALLION—World by the Tail (Acuff-Rose, BMI), MICKORY 1367
AICK LECNARD—Date of a Foel (Ridgeway, —), CLCA, DEC 126
RED SOVINE—You Used to Be My Baby (Train)
JIMMILE DAYL—Who Am I (Journey, BMI), DECCA 31903
JIMMILE DAYL—Who Am I (Journey, BMI), DECCA 31903

R&B SPOTLIGHTS

TOP 10

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

ISLEY BROTHERS—THIS OLD HEART OF MINE (Jobete, BMI)—Powerhouse comeback of the wailing, cocking trio who should fast find their way the r&b and pop charts. Loaded with excitement.
ip: "There's No Love Left" (Jobete, BMI).

Ramla 54128

MITTY OLIVER-SHARING YOU (Renfro, BMI)-This soulful, tender blues ballad could be the one to establish the fine stylist on the hit charts. Excellent vocal performance, arrangement and production. Flip: "Walk Away" (Saico-Chevis, BMI).

Chess 1953

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

RICHARD—Do You Feel It (Parts I & II) (Modern-Blacron, BMI). DERN 1019

LITTLE RICHARD—Do You Feel It (Parts I & II) (Modern-Blacron, BMI).

MODERN 1019

THE DINKS—Knocka-Mow-Mow (Checkmates, BMI). SULLY 925

JAMES CARR-Tou're Goff My Mind Messed Up (Rize, BMI). GUDOWAX 302

THE QLYMPICS—WE GO Engether (Chevic, BMI). CARD 15304

THE QLYMPICS—WE GO Engether (Chevic, BMI). CARD 15304

THE QLYMPICS—WE GO Engether (Chevic, BMI). CARD 15304

THE GOLD CARD 15304

QL CARD HENDESON—Sharing You (Renfro, BMI). CARD 1532

QL CARD HENDESON—Sharing You (Renfro, BMI). CARD 1532

QL CARD 15304

QL CARD 15304

QL CARD 15304

QL CARD 15304

THE GOLD CARD 15304

THE GOLD CARD 15304

THE GOLD CARD 15304

THE GOLD CARD 15304

MIND CARD 15304

THE GOLD CARD 15304

RAY EDBNTON—Wildflower (Bourne, ASCAP). COLUMBIA 43520
THE ROCKIN' BERRIES—The Water is Over My Nead (Seo Lark, BMI).
REPUISE 0442
THE BATTON THE BATTON (BOLD), ASCAP). DRUM BOY 117
TED ASTILEY—The Batron (RODINS, ASCAP). PARROT 10816
THE FIVE STRING SINGERS—The Ballad of 0007 (Lower, BMI). PAULA 632
SILIM WHITHAM—The Werlin of Never (Epopes), ASCAP). IMPERIAL 66152
SILIM WHITHAM—The Twelfin of Never (Epopes), ASCAP). IMPERIAL 66152
THE SHRIFAILS—I WHAT YOU TO STRY WITH RESIDENCE BLUE, BMI). DATE 1503
THE YOUR SHRIFAILS—I WHAT YOU TO STRY WITH RESIDENCE BLUE, BMI). DATE 1503
THE POPPIES—Loulaby of Lowe (Tree, BMI). EPIC 9893
DATE WARD—KISS HIM Goodbye (Verbals, BMI). BC 1503
JERRY DATTON—Who's Wrong (Screen Gems-Columbia, BMI). ASCOT 2200
ENCHALTMENTS—I'm In Leve with Your Daughter (Part I) (Padous, BMI).
FANO 620
FATE OF THE STRY OF

CHART Spotlights—Predicted to reach the HOT 100 Chart

DION & THE WANDERERS—Time in My Neart For You (Ryonen, BMI).
COLUMBIA 43463 BERNOA HOLLOWAY—Together Til the End of Time (Jobete, BMI).
NINO TEMPO & APRIL STEVENS—By Bye Blues (Bourne, ASCAP). ATCO 6410
DEE DEE SHARP—If's & Prony Situation (Jalynne, BMI). CAMEO 382
THE YOUNG EXECUTIVES—Everybody Do the Duck (Agon, BMI).
MEXCURY 72524

THE TRACERS—She Said Yeah (--, BMI). SULLY 92
WAYNE STROM—Tow Hurt Me (Moss Rose, BMI). CORAL 62476
P. S. LOAM—From a Distance (Troudde). DUNHILL 007
P. S. LOAM—From a Distance (Troudde). BMI). FINAL PROPERTY OF THE CONTROL OF THE CHANTELS—Tow're Welcome to My Heart (Trio-Durbrinns, BMI). VERVE 1035.

without a doubt...the greatest Martha and the Vandellas record ever....

Martha and the Vandellas



GORDY 7048

MOTOWN RECORD CORP. DETROIT, MICH.

RADIO-TV programming

Good Music Sparking Stations' Ratings Climb

By CLAUDE HALL

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

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

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

25.3 share of the Kansas City

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

cating a possible upward trend.

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

WIP Grew

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

ard Carr said the station felt

very strongly about all of the

morning and a 19 share from noon to 6 p.m. The leader was WIBG, a Hot 100 station. To show the climb that WIP has made, Hooper showed the sta-tion in an October-November report as having a 23.1 share 7 a.m. to noon and a 19.0 share noon to 6 p.m. WIBG had a 22.4 and a 21.0 share in the 22.4 and a 21.0 state in the same time periods. In a No-vember-December Hooper, WIP had moved to a 23.0 share in the morning and 21.8 in the evening. WIBG had 18.2 in the (Continued on page 22)



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

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

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

'Split-Level' TV's Up 3%

By MILDRED HALL

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

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

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

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

But because Hot 100 radio

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

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

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

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

WFLN Has Classical Sewed Up in Philly

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

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

(Continued on page 54)

WIP Philly's King as LP Sales Influence

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

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

The major deejays who influence album sales were: Tom Brown, 37 per cent; Ken Garland, 31 per cent, and Joe Mc-Cauley, 18 per cent—all WIP staffers. WIP was also the major influence upon comedy alm sales. WIP program director Rich-

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

WIBG Rock 'n' Roll Winner All the Way

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

bers, distributors, one-stops, and executives of record companies.

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

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

ing contemporary music. We haven't deviated. Too, our dee-

jay staff has been relatively un-changed during all this period." WIBG has for the past five years conducted a survey among civic leaders and public officials to determine community needs and entertainment desires. "This guides us," said Conway. "We get as deeply involved as we can in civic affairs. . . . try to participate.

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

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

2 R&B Stations in Photo Finish

WHATClose 2d; Winner in Jazz

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

(Continued on page 22)

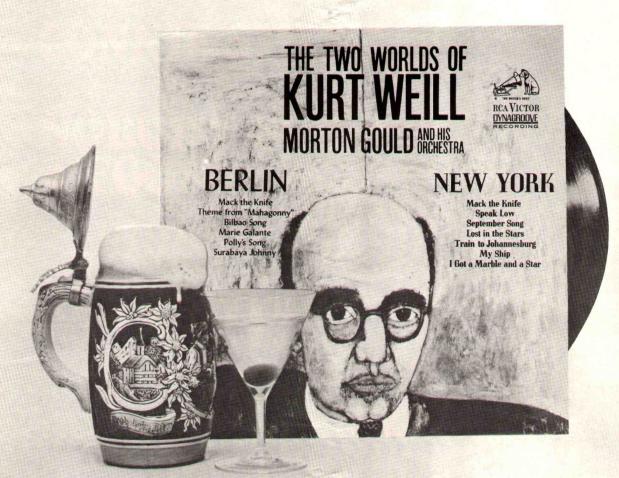
WCAM MAY GO R&B ROUTE

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

WDAS Captures 54% of Votes PHILADELPHIA - WHAT

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

(Continued on page 24)



A New Album with Worlds of Sales Appeal

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



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

Good Music Sparking Stations' Ratings Climb

• Continued from page 20

morning and 19.5 in the eve-

Easy listening radio stations have, in large part, held high ratings in the day until the school children got out of classes and could turn on a radio. WNEW, New York, has always had substantially high ratings the audience they aim at - the 18-45 age group.

The Reason Way

Ed Giller, program director at WDAF, Kansas City, said he felt that the reason his station had improved in audience ratings was because of an over-all improvement in the music now

turned out on records. "Rock 'n' roll has become more acceptable. We used to play about ceptable. We used to play about five of the records on the Hot 100 Chart . . . the ones that fit our format. Today we play about 35 of the records on Billboard's Easy Listening Chart, but look how many of these records are also on the Hot 100 Charts."

There's a lot more rock 'n' roll records being produced to-day, he said, that are really day, he said, that are reary good music. Good music stations at one time thought rock 'n' roll music was a fad and "that everything would soon be all right again. So they didn't play records which could have fit

their format. Now radio stations have begun to realize that not all rock 'n' roll is bad. Some beat music is good. The two different types of music have merged somewhat. Rock 'n' roll music now has better melodies, better lyics. better lyrics.

"Easy Listening radio stations are beginning to find there's a meeting point in the music they can play," he said. "At the same time, rock 'n' roll stations are no longer catering strictly to kids. They're playing records by Mike Douglas and Frank Sinatra.

"It's a thin line-the difference between the two types of music. At radio stations, we just have to listen to it and say to ourselves, 'I don't think this will scare listeners away.' The two types of music are growing closer every day."

PHILADELPHIA, PA. (including Chester, Norristown, Wilmington, Dela., Camden, N. J.). Country's 4th Radio Market (16 AM; 13 FM).

KYW: 50,000 watts. A Group W Sta-tion. On the air 24 hrs. All news format. Television outlet is KYW-TV. channel 3. Ronald Mires-is director of 30-man news dept. Helicopter news for traffic. Special equipment: 8 mobile units. Gen? Imgr. Richard H. Harris. Prog. dlr., Cal A. Bollwinkel. 1619 Walnut, Philadelphia, Pa. 19103. Phone: (215) LO 4-7700.

(215) LO 4-3700.

WCAM: 1.000 watts. NBC affiliate. On the air 24 hrs...a day, Musle format: Pop-Standard-(100°5). Editorializes occasionally. Lou Eliot is director of 3man news dept. Helicopter news for traffic. Domin. one of the standard of the standar

WCAU: 50,000 watts. CBS owned. On the air 24 hrs. News-Talk-Information format. VP & gen'l mgr., John O., Downey. Prog. dir., Mike Grant. City and Monument Aves., Philadelphia. Pa. 19131. Phone: (215) 839-7000.

Pa. 1913. Phone: (215) 839-7000.
WDAS: 5.000 watts. Independent. On the air 24 hrs. Music format: Rhythm & Blues (95%)-Gospel (5%). Editorializes daily, James E. Klash is director of 5-man news dept. New records are selected for air-play by production mgr. Station publishes play-list weekly. Record promotion people are seen M-F. Robert C. Ardrey, Send in Foulist of 45% and 2 copies of LPS to prod. mgr., Jamy Bishop, Belmont Ave. & Edgely Rd., Philadelphia, Pa. 19131. Phone: (215) 787-2000.

WDAS-FM:—ERP 20,000 watts. Music format: Pop-Standard (55%)-Foreign Language (25%)-Jazz (10%)-Classical (10%). Simulcasts 11 p.m.-1 a.m. with WDAS. Send 2 copies of 45% and 1 copy of LP's to prog. dir., Robert C. Ardrey, Address and other personnel same as WDAS.

wDDVR (PM): 5,000 waits. Independent.
On the air 24 fars, Music formant: Standand (58%)-Conservative (59%). Brill, Stoudis director of 5-man news dept. 5-min.
news every 3 fars, on the half hr. New
records are selected for air-play by
prog. dir. & station mgr. Gen'l mgr.,
Jerry Lee. Prog. dir., Phill Stout. Station mgr., Marlin R. Taylor. Send I
copy of stereo LP's to Mr. Stout or
Mr. Taylor, 18 West Chelten Ave.,
Philadelphila, Pa. 19144. Phone: (215)
v1 8-7719.

STATIONS BY FORMAT

AM RADIO FREQUENCIES

FM RADIO FREQUENCIES

VOX JOX

Bill Moss is now program director of WVKO, Columbus, Ohio; he replaces Eddie Castleberry... WARK, Hagerstown, Md., is increasing its country music programming 35 per cent and needs records and taped promos, says air personality Jim Stevens... R. Neil Guertin has joined the air staff of WLKW, Providence, R.I. Jack Friel back with a radio program on WHEC, Rochester, N.Y. Edward L. Hearn has been promoted to general manager of Bill Moss is now program direc-r of WVKO, Columbus, Ohio;

promoted to general manager of WNHC, New Haven, Conn., fol-lowing the promotion of Cecil (Lud) Richards to Eastern radio sales manager of all Triangle

(Liud) Richards to Eastern Faddo sales manager of all Triangle Stations. The first regional meeting of the Intercollegiate Broadcasting System will be held at Villanova University, Villanova, Pa., Feb.

22. For details, write Bill McCloskey, WWVU, at the campus,
John Merrell, formerly manager of KRMG, Tulsa, Okla, has
been named vice-president and general manager of Mack Sanders
Productions, Inc., which is preserally producing three syndicated
TV shows.

Jon A. Holiday has been appointed program director of
KMBC, Kansas City; he was formerly with WCCB-TV, Charlotte,
N. C. . . . Lee Alan, air personality at WXYZ, Detroit, has been
upped to music director . . . Dick
Liberatore, who uses the air name
of Gary Burke at WWIZ, Lorain,
Ohio, needs copies of early rock
'n' roll records. Liberatore hosts
an afternoon show called "The Big
Beat" in which he tries to keep
the "original" rock 'n' roll sound
alive. Dick Haves, new air personality

Dick Hayes, new air personality Dick Hayes, new air personality at CHUM, hosted a theater party as a promotion for the Toronto station and as a means of meeting his new audience. . . Allan Bestall is the new station manager at CKPT, Petersborough; he was formerly with CKCY, Sault Ste. Marie. . . . Bill Rose, air personality and promotion director with KTAR, Phoenix, Ariz., has been named merchandising manager in addition to his present duties.

Nick Biro at WCFL, Chicago, found a Billbeard story can prove

found a Billboard story can prove vital, as this letter indicates: "I thought you might be interested in thought you might be interested in the mailing piece we made up from the excellent article you did about our new instant opinion poll (Jan. 22 issue). This reprint is being mailed to our entire prospect list of some 600 advertising agencies and clients and is also going to be used for sales promotion here at the station. You can see that a story in Billboard produces an impressive sales message for a radio station." The story was writen by Billboard's Chicago staffer Ray Brack.

Don Shafer is the new WCKY,

Don Shafer is the new WCKY, Cincinnati, program director; he was formerly with KQV, Pittsburgh... KJOE, Shreveport, La., has been sold to an Austin, Tex... corporation—Dynamic Broadcast-ing. President is Ron Rogers,

(Continued on page 54)

WHAT Close 2d; Winner in Jazz

· Continued from page 20

who had 46 per cent of votes in the deejay category for in-fluencing record sales, and Jimmy Bishop, who had 37 per

Bishop, who's production manager of the station as well as an air personality, said he does "about 75 per cent of the record selecting. We're flexible in that I also depend on the judgment of the disk jockeys concerning records. Georgie what he records the second of the disk pockeys concerning records. Woods determines what he plays on his show, for example, because he plays requests from listeners." Some of these records may not be currently on the charts, but they're what the audience wants to hear.

Like many other r&b stations, WDAS does play blue-eyed soul records. "If, in the course of our survey of the rec-ord stores that are known for r&b record sales we find that a Roy Head or a Len Barry is selling, we'll play their record a Roy Head or a Len Darry is selling, we'll play their record. But we'll also play a 'Lover's Concerto' by the Toys because, even though it was a strictly pop record, it was selling r&b.

"Naturally we aim at the r&b audience. If a record is r&b in nature we consider it. If it's in doubt we pass it up."
The Rolling Stones "Satisfaction" was a record that spilled over into our area," he said.

RADIO RESPONSE RATING

PHILADELPHIA, PA.... 3rd Cycle FEBRUARY 12, 1966

TOP STATIONS

Ran	k Letters		% of 1
*	POP	Singles	100%
	200	10/-	

JAZZ

Others (Ed Bradley, WDAS-FA Tom Brown, WIP Tom Brown, WIP
Stu Chase, WHAT-FM
Vince Garrett, WHAT-FM
George Johnson, WDAS-FM
George Lyle, WHAT-FM)

1.	WEEZ	(Chester)	44%
2.	WPEN		43%
3.		(Norristown)	11%
4.	WAAT	(Trenton,	
	N. J.)		12%

CONSERVATIVE

COMEDY

FOLK WHAT-FM (Gene Shay) 90% WIFI-FM 10%

CLASSICAL

WFLN-AM-FM WPBS-FM

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 manufactureus. Hot as reputarity on the comparative ability on the comparative ability on 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 sudlences and creating the fremework conductive to influencing the listener to purchase other products and services adver-THE RADIO RESPONSE RATINGS other products and services adver-

TOP DISK JOCKEYS

1.	POP Singles Hy Lit Joe Niagara Jerry Stevens	WIBG WIBG WIBG	46% 29% 10%
	Others (Allan Dean, WIBG Bill Wright Jr., WIBG Frank X. Feller, WIBG Jimmy Bishop, WDAS Jerry Blavat, WHAT Georgie Woods, WDAS)		15%
Tra East Lat	BY TIME SLOT rning Man d-Morning ly Afternoon ffic rly Evening e Evening Night	Bill Wright Bill Wright Wright Wright Bill Wright Wright Wright Bill Wright Wright Bill Wr	ht Sr., WIBS ht Sr., WIBS iagara, WIBS ty Lit, WIBS Feller, WIBS

**TOP TV BANDSTAND SHOW
"Saturday at Aquarama" (Ed Hurst), KYW-TV
"Discophonic Scene" (Jerry Blavet), WCAU-TV
2:30-3:30 p.m. Sat.
"Rockin" Bird Show" (Joe Nilagara), WIBF-TV
"Hy Lit Show" (WKBS-TV, 6-7 p.m. Sat.)
"Club 17" (Lerry Brown & Gene Kaye), WPHLTY "Rockin' Bird Show (WKS-TV, 6-7 p.m. Sun."
"Wy Lif Show" (WKS-TV, 6-7 p.m. Sun."
"Club 17" (Larry Brown & Gent Kays), 5-1 p.m. Sun."
"17 Canteen" (Georgie Woods), WPHL-TV
"The Mark of Jazz" (Sid Mark), WPHL-TV
"9-7:30 p.m. Thurs.

POP LP's Tom Brown
Ken Garland
Joe McCauley
Chuck Dougherty
Bill Hickock
Jack O'Reilly

PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

... Music Director
... Music Director
... Music Director
... Music Director Allan Hotlen, WIP Toby DeLuca, WFIL ... Dick Carr, WIP George Costello, WPEN

RAB Georgie Woods
Jimmy Bishop
Billy Foxx
Others
(John Bandy, WDAS
Louis Hayward, WHAT
Scott Taylor, WHAT)
ECIAL NOTE: Although
egory in the survey, all
effectiveness of Jerry
sing this type of product.

COUNTRY

Len Murray Ken Carson Larry Molinaro Bob Corse Others (Freddie Baron, WEEZ Les Seevers, WATT)

WEEZ: 1,000 watts. Erny Tannen Companies Station. On the air 18 hrs. a day. Music format: Country (100%). Editorializes occasionally. Special programing: "WEEZ at Large," interviews of local business people: I-min. every hr.

local leaders, I-min, every hr. daily.

"Information Please," with Grace Kaulfuss, I-min, every hr. daily, "Bulletin Board," community news, I-min, every hr. daily, Robert Corse is director of 4-man news dept. Helicopter news for traffic, Special equipment: I mobile unit. Headlines at 10 & 40 past the hr. Cuts from Comedy LP's & Folk Music aired occasionally on all shows. New records are selected for air-play by committee of station personnel. Station is contemplating publishing a play-list. At least 3 new records are pregrammed each week, Record promotion people are seen Mr-F. Gen! mer., William L. Dallon. Prog. dir., Robert Corse. Music dir. Len Murray, Send 5 copies of 45's and 2 copies of LP's to Mr. Murray, 390 Edgemont Ave., Brookhaven, Chester, Pa. 19013. Phone; (215) 874-4321.

WFIL: 5,000 watts. A Triangle Station. ABC affiliate. On the air 5:30 a.m.-2 a.m. Music format: Pop-Standard (100%). Editorializes daily. Television outlet is WFIL-TV, channel 6. Charles Keller is director of news dept. Station mgr., George Koeller, Prog. dir., John P. Gillin. Send 3 copies of 45's and 2 copies of LP's to Toby De Luca, Music dir., abc Cité Line De., 1013. Phone: 2(15) 878-0790.

WFIL-FM: ERP 6,300 watts. Music format: Standard (100%), Send 1 copy of LP's to John Richer, prog. dir. Address and other personnel same as WFIL.

WFLN: 1,000 waits. Independent. Day-timer. Musle format: Classical (100%), Frank Carter is director of news dept. 5 min. news 3 or 4 times a day, Head-lines every half hr. during drive-time. New records are selected for air-play by committee of station personnel. Re-ord promotion people are seen M-F. Gen'l mgr., Raymond S. Green. Prog. dir., Michael E. O'Donnell, Musle dir., George Diehl. Send 2 stereo copies of LPy's to Mr. O'Donnell, 8200 Rilge Ave., Philadelphia, Pa. 19128. Phone: (215) 482-6000.

WFLN-FM: ERP 20,000 watts. On the air 6:30 a.m.-Mid. Music format: Classi-cal (100%), Simulcast with WFLN during daytime hrs.

during daytime hrs.

WHAT: 1.000 watts. Independent. Musse format: Rhythm & Blues (100%). Edutorializes occasionally. Special programming: Local basketball in season. "Universal News Desk," commentary with Mark Hyman, 11:45 a.m.-noon Sun. "Olc Review," commentary with Rev. Leon Sullivan, 10-10:30 pm. Sun. "The Weeks News in Review," with Bob Evans & Billy Foxx, 10:30-11 pm. Sun. Rick Friedman is director of 5-man news dept. Helicopter news for traffic. Special equ'pment: 1 mobile unit. 5-min. news on the half hr. Cuts from Comardy LP's aired occasionally. New Committee of station press and publishes play-list weekly. Record promotion people are seen Mr. F. Gen'l mer., Dolly Banks. Proc. supervisors, Billy Foxx & Bob Evans. Sed 6 copies of 45's and 5 copies of LP's to Mr. Foxx, 3930 Conshocken Ave., Philadelphia, Pa. 19131. Phone: (215) TR 8-1500. (Continued on nance 24)

(Continued on page 24

NO FOOLIN'!

CONNIE SMITH has a great new single happening right now!

DY BUT (WOULD LOVE YOU)"

% "I'll Never Get Over Loving You" 8746 Watch for her "Miss Smith Goes to Nashville" album LPM/LSP-3520 coming soon.



Co-Hosts of WPHL-TVer

PHILADELPHIA — Gene Kaye and Larry Brown have taken over as co-hosts of a twoon WPHL-TV, a UHF station here. Kaye, who will continue to double as an air personality at WAEB, Allentown, issues a plea for talent.

The show was formerly hosted by Ed Hurst, who has moved over to KYW-TV to host a bandstand show there. The WPHL-TV show is being re-named; a contest is being held to select the title.

Kaye and Brown took over the show Saturday (29). Guests were the Newbeats. Later this year, the show will also be featured on Sundays.



GERTIE KATZMAN, MUSIC DIRECTOR at WNEW, New York, talks with Decca Records artist Rick Nelson and his wife, center, at a party hosted recently by the label.

KLAC Goes To the Stars

LOS ANGELES - KLAC is shooting for a new image as a showbusiness station. Disk jockey Danny Dark has been inviting listeners to attend record-ing sessions and Al Lohman and Roger Barkley have begun interviewing stars on their pro-

Dark invites his audience to write letter expressing why they would like to attend a record session. Thus far he has arranged visits to sessions by the Paris Sisters, Si Zentner and Dean Martin. Approximately 8,000 requests were received for a Dean Martin Session. Dark tapes interviews at the recording studio for playback on his show.

Lohman and Barkley, Los Angeles' only duo DJ team, have guests on their show two have guests on their snow... or three times a day. Recent guests included Liza Minelli, Maria Cole, Herb Alpert, Stan Trini Lopez, Randy Kenton, Trini Lopez, Randy Sparks, Andre Previn, Ray Conniff, Pat Boone, Johnny Mathis, Woody Herman and Dinah

WQXR Sets Up Listener Panel

NEW YORK — WQXR, the major classical music station here, has established a Listener Advisory Panel. Members of the panel who'll advise station on programming and commercials, are being sought via an on-theair campaign.

WQXR executive vice-president Norman S. McGee said that those listeners who volunteer for the panel will be mailed questionnaires asking a bout their likes and dislikes. The panel is to be broken down into groups based on area, education and occupation. Launched Jan. 8 via spot radio announcements. more than 3,500 have volunteered.

WDAS Captures 54% of Votes

Continued from page 20

ord company executives for influencing r&b sales. The sta-tion's FM operation also influ-ences virtually all of the jazz record sales in the area and almost all of the folk music record sales.

"This station is definitely on the move," said William Foxx. Foxx and Robert Evans handle Foxx and Robert Evans handle programming at the AM operation. "We may have been a non-entity before, but we're going now with young vibrant personalities who're giving the station a sound." Foxx, who came to the station from Baltimore's WSID last November, said WHAT was responsible for breaking in the market "Jenny Take a Ride," by Mitch Ryder and the Detroit Wheels and "Something I Want to Tell You," by Johnny and the Expressions. pressions.

Records are selected at WHAT-AM at a weekly meeting. Records that the deejays have screened come up for review. If three-fourths of the staff votes for it, the record is added to the playlist, said Evans. "But Foxx and I make the final decision about whether the record gets on the air or

"We've recently undergone a lot of programming changes here to tighten up the playlist . . . make us sound better. It's certainly brought us up in ratings and this looks like it's going to be a good year."

The jazz operation on WHAT-FM is headed by Sid Marks. who influences 49 per cent of the jazz record sales in Philadelphia. Joel Dorn of WHAT-FM had 36 per cent of the votes. All of the records are picked by the disk jockeys, Evans said, "and the system works out very well."

STATIONS BY FORMAT

· Continued from page 22

• Continued from page 22 WHAT-FM; ERP 50,000 watts. Music format: Jazz (100%). Special programming: "Classics in Jazz," with Joe Zawacki, 6-9 pm. Sun, "Bagels and Lox," featuring modern Hebrew Music & Comedy, "Sunday with Stressand," with Sid Mark, 1:30-2 pm. Sun. Folk Music featured on "Folklore," with Gene Shay, 9 p.m.-Mid. Sun. New records are selected for air-play by committee of station personnel. Record promotion people are seen M-F. Send 6 copies of 45's and 6 copies of LP's to Billy Foxx, ass't prog, dir. Same address and personnel as WHAT.

sonnel as WHAT.

Co. On the air 24 hrs. a day. Mussle format: Contemporary (100%). Editorial-izes 3 days a week. Jerry Grove is director of 6-man news dept. Special equipment: Mobile unit. Smin. news on the hrt. headlines on the half hr. prog. dir., and music dir. Station publishes a play-list biweekly. 6-8 new records programmed each week. Record promotion people are seen Mon. Gen'l mgr., Joseph T. Conway. Prog. dir., James T. Marks. Music dir., Dean Tyler. Send 10 coples of 45% and 4 coples of LP's to Mr. Marks, Suburban Station Bidg., Philadelphia, Pa. 19444. Phone: (215) LO 3-2300.

WIBG-FM: ERP 20,000 watts. Simul-cast with WIBG.

WHG-FM: ERP 20,000 watts. Simulcast with WHG.

WHF (FM): ERP 50,000 watts. Independent. On the air 6 a.m.-1 a.m. daily.

Polysia of the air 6 a.m.-1 a.m. daily.

WHF. John Devereaux is director of 2-man news dept. 5-min. news on the fir. Cuts from Comedy LP's featured on "Kippers & Kapers," 5-fir. Yiddish show with Stan Snyder, Sun. Folk Muste is featured on the "Morrie Rosen Show."

9 p.m.-1 a.m. M-F. New records are selected for air-play by committee of station personnel & research of local retailers, 10-25 new records are programmed each week. Record promotion people are seen M-F. 9 a.m.-5 p.m. dorrie Rosen. Records are programmed each week. Record promotion people are seen M-F. 9 a.m.-5 p.m. dorrie Rosen. Records promotion for the air for the air

3022, Philadelphia, Pa. 1915b. Fronce: (215) 277-8080.

WIP: 5.000 watts. A Metromedia Station. On the air 24 hrs. a day. Music formar: Pop Standard (100%). Special programming: "Ask the Clergy," audience call-in with clergy guests hosted by Dick Eastborn, 7:05-8 p.m. Sun. "Opinion in the Capitol," host Mark Evans interviews national leaders in Wash., 8:30-9 p.m. Sun. "WIP Performing Arts," personalities from the arts interviewed by Ken Garland, 9:05-9:20 p.m. Sun. "Adventures of Colonel Updraft," spoof on "Man from Uncle," 9:15 & 1115 a.m. M-F, Paul Rust is director of 9-man news dept. Special control of the performing Arts, and the special control of the performance of Colonel Updraft," spoof on "Man from Uncle," 9:15 & 1115 a.m. M-F, Paul Rust is director of 9-man news dept. Special control of the performance of Colonel Updraft, Paul Rust is director of 9-man news dept. Special control of the performance of Colonel (Prince of the Paul Rust) and the performance of t New records are selected for air-play by prope. dir., music dir., and research of local retailers. Approximately 10 new records programmed each week. Record promotion people are seen M-F. Geat mgr., David C. Croninger. Prog. dir., Dick Carr. Music dir., Allan Hotlen. Send 3 copies of 45's and 3 copies of LP's to Mr. Hotlen, 19th & Walnatt, Philadelphia, Pa. 19103. Phone: (215) LO 8-2900.

WIP-FM: ERP 7,500 watts. Music for-

mat: Pop Standard (100%), Simulcast with WIP midnight to 6 a.m. Address and personnel same as WIP,

WJRR (FM): ERP 50,000 waits. Independent. On the air 24 hrs. a day. Musle formats: Standard (100%). Del Parks is director of news dept. 5-min. news on the hr. New records are selected for air-play by gen'l mgr. Gen'l mgr., John B. Reynolds, Jr. Prog., mgr., Edward A. Hunt. Send 1 copy of LP's to Mr. Reynolds, 26/17 Ebright Rd., Wilmington, Del. 19803. Phone: (302) 475-4000.

Neynolas, 2017 E. Dright Rd., Y Hammaron, Del. 1990. Phone: (102) 475-4009.

WNAR: 500 watts. A Rahall Station. Music format: Contemporary (109%). Editorializes occasionally. Special programming: Norristown, Plymouth-Whitemarsh, Upper Merion, and Methacton football in season. "Open Mike," audience call-in with Dick Baver, 8:10-9 a.m. Mon.-Sat. with Tony Bekas 11:05 a.m.-1 p.m. Mon.-Sat. "Heloise," syndicated household hints show, 9:35 a.m. 49. "Mon.-Sat. "Heloise," syndicated household hints show, 9:35 a.m. 49. "Mon.-Sat. "Heloise," syndicated household hints show, 9:35 a.m. 49. "Mon.-Sat. "Heloise," syndicated household hints show, 9:35 a.m. 49. "Mon.-Sat. "Heloise," syndicated household hints show, 9:35 a.m. 49. "Mon.-Sat. "Heloise," syndicated household hints show, 9:35 a.m. 49. "Mon.-Sat. "Heliosepter traffic news. Mobile trailer, news wagon, walkie-talkies. S-min. news on the hr., headlines on half-hr. Extended news at 8 a.m. & noon. New records are selected for air-play by committee of station personnel. Approximately 20 new records propely are seen Monday. Gerll mar., and the station of the station personnel. Approximately 20 new records propely are seen Monday. Gerll mar., delicated the station of the station

272-7600.

WPBS (FM): 20,000 watts. Bulletin Company owned. On the air 24 hrs. a day. Music format: Pop Standard (75%)-Classical (25%). Editorializes occasionally. Special programming: Univ. of Pafootball in season. "John Trent Show," commentary, "9-moon, M-F. "Sunday Magazine," S-min, features on the half-coben, 10 a.m.-6 p.m. Sun, "Commuter Comments," audience call-in on railroad commuter improvement, Hal Moore host, 546 p.m. Sat. Blake Ritter is director of news dept. 5-min, news on the hr. Cuts from Comedy LP's occasionally heard on John McCall and Hal Moore shows, New records are selected for air-play by librarian, Record promottion people are seen M-F. Gerl' ner, LP's to Mr. Merkins, 440 Domino Lane, Philadelphia, Pa. 19128. Phone: (215) IV 3-7200.

WyEN: 5.000 watts. Mutual affiliate. On the air 24 hrs. a day. Mussle format: Pop Standard (90%)-Country (10%). Editorializes weekly. Special programming: "Doug Warren," audience callin, 10 a.m.-2 p.m. Mon.-Sut. "Red Benson," interviews & discussion, 11 p.m.-2 a.m. Mon.-Sut. Dules Rind is director of 7-man news dept. Special equipment: Helicopter news for traffic. 3 mobile units, direct line to City Council. S-min, news on the hr, head-lines on the half-hr. Extended news 6 times daily. New records are selected for air-play by music dir. Approximately 50 new records programmed each week. Record promotion people are sender. Record promotion people are sender. Record promotion from the first poseph A. Grady. Mussle dir., George Crostello. Send 6 copies of 45's and 3. Crostello. Send 6 copies of 45's and 3. Pilliadelphila. Pa. 19103. Wolhaut S., Pilliadelphila. Pa. 19103.

WPEN-FM: ERP 20,000 watts, Musle format: Standard (100%). Simulcast 6-9 a.m. & 11 p.m.-2 a.m. with WPEN, Send 2 copies of 45's and 2 copies of LP's to Mr. Costello. Address and other per-sonnel same as WPEN.

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 February 13, 1961

- Calcutta, Lawrence Welk, Dot
 (Will You Love Me) Tomorrow,
 Shireiles, Scepter
 Shop Around, Miracles, Tamla
 Calendar Girl, Neil Sedaka,
- RCA Victor NCA Victor

 S. Exodus, Ferrante and Teicher,
 United Artists

 6. Angel Baby, Rosie and the Originals,
- Highland

- Highland
 7. Emotions, Brenda Lee, Decca
 8. Wonderland by Night,
 Bert Kaemplert, Decca
 9. Pony Time, Chubby Checker,
 Parkway
 10. There's a Moon Out Tonight,
 Capris, Old Town

Dean Martin, Capitol 2. Great Pretender, Platters, Mercury 3. Rock and Roll Waltz, Kay Starr, RCA Victor

POP SINGLES-10 Years Ago

- February 11, 1956 1. Memories Are Made of This,
- 4. Lisbon Antigua, Nelson Riddle,
- Capitol
 5. Sixteen Tons, Tennessee Ernie,
- 6. See You Later, Alligator, Bill Haley,

- Decca
 7. Band of Gold, Don Cherry, Columbia
 8. No, Not Much, Four Lads, Columbia
 9. It's Almost Tomorrow,
 Pream Weavers, Decca
 10. Dungaree Doll, Eddie Fisher,
 RCA Victor

R&B SINGLES-5 Years Ago February 13, 1961

- Shop Around, Miracles, Tamla
 (Will You Love Me) Tomorrow,
 Shirelles, Scepter
 All in My Mind, Maxine Brown,
- 4. At Last, Etta James, Argo 5. Angel Baby, Rosie & the Originals,
- 6. Exodus, Ferrante & Teicher, United Artists You Can Have Her, Roy Hamilton,
- Epic

 8. I Pity the Fool, Bobby Bland, Duke

 9. I Count the Tears, Drifters, Atlantic

 10. Them That Got, Ray Charles,
 ABC-Paramount

WRCP: 50,000 watts, Rust Craft Broadcasting Co. Daytimer. Music format: Standard (90%)-Talk (10%). Special pro-

casting Co. Daytimer. Music formats Standard (99%-Trails (10%). Special programming: Villanova football in season. "Midday Music Man," music, news, information with Jim Ameche, 10 a.m.-1 p.m. M-Sat. "We Believe in our Community," commentary & interviews with Charles Fuller & Jim Donnelly, is under the commentary of the commentary & interviews with Charles Fuller & Jim Donnelly, is director of 2-min. power on the half hr. headlines twice an hr. Cuts from Comedy LP's featured in regular programming. New records are selected for air-play by committee of station personnel. 10-15 new records are programmed each week. Record promotion people are seen M-F. Gen¹ mgr., Williard L. Dougherty. Prog. dir., Robert Fullon. 2043 Locust St., Philadelphia, Pa. 19103. Phone: (215) LO 4-2300.

WTEL: 250 watts. Independent, Daytimer, Music format: Spanish Language (100%), Q. C. Sturm is director of 4-man news dept. 5-min. news on the hr. Comedy LP's featured on a segment during the "Spanish Show." New records are selected for air-play by prog. dir. Approx. 20 new "ecords are pro-duced by the control of the control of the dire. Q. C. Stures, Gent June 2, prog. dire. Q. C. Stures, St. Gent June 2, prog. and 2 copies of LP's to Mr. Shran, 4140 Old York Rd. Philadelphia, Pa. 19140. Phone: (215) 455-9200.

WYCH: 1,000 watts. Independent. Day-timer. Music format: Pop Standard (50%-)5 Ia nd a rd (25%-)Conservative (25%). Special programming: Pennsyl-vania Military College football. Little League baseball play-off in season. "Hi Ladies." women's interest, with Blayne Butcher, II a.m.-noon M-F, "Organ Moods," with Bill Todd, 12:30-1 pan.

POP LP'S-5 Years Ago February 13, 1961

- Wonderland by Night,
 Bert Kaempfert, Decca
 Exodus, Soundtrack, RCA Victor
 Music From "Exodus" and Other
 Great Themes, Mantovani, London
 Camelot, Original Cast, Columbia
 Calcutta, Lawrence Welk, Dot
 Last Date, Jawrence Welk, Dot

- Last Date, Lawrence Welk, Dot
- Great Motion Picture Themes, Various Artists, United Artists Sinatra's Swingin' Session,

- 9. Wonderland by Night, Louis Prima
- 10. Belafonte Returns to Carnegie Hall, Harry Belafonte, RCA Victor

PHILADELPHIA — WDVR-FM is one of the nation's major stereo stations. Jerry Lee, gen-eral manager, said that a re-cent American Research Bureau survey reported the station with the No. 1 audience rating in the U. S. The survey included the top 15 radio markets.

WDVR-FM HIGH ON THE CHART

The 24-hour stereo operation was the major Philadelphia conservative music outlet, according to Billboard's latest Radio Response Rating survey of the market. "We now have a long list of clients waiting to have their messages broadcast on our station," Lee said.

M-Sat. Bob Bocchino is director of 2-M-Sat. Bob Bocchino is director of 2-man news dept. 5-min, news on the hr, headlines on the half-hr. Cuts from Comedy LP's occasionally played in regular programming. Folk Music occa-sionally heard on the "Melody Manor" show. New records are selected for air-play by librarian & gen'l mgr. 5-10 new records for orgammed each week. air-pay by ilbrarian & gen1 mgr. 3-10 mew records programmed each week. Record promotion people are seen M-F. Gen1 mgr., James M. Tidale. Prog. dir., Robert Hibbert. Send 1 copy of LF's to Mr. Tisdale, Wolf Bidg., Chester, Pa. 19913. Phone: (215) TR 2-8861. IT'S A



THE SECOND



PRODUCED BY FELDMAN-GOLDSTEIN-GOTTEHRER

Delta Meet Hit With Retailers, Labels

Good Deal for Dealers

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

on merchandising.

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

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

If Disneyland's sale experience is indicative of the future, the 37 other labels represented at the second convention will find it

was well worth their time to have taken part in the convention and contributed what they could.

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



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



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



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



Delta Distrib Meet Packs Solid Punch

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

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

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

Theme of the convention was the importance of album cata-log product.

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

Convention Praised

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

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

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

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

Kornheiser: "If an artist has a hit, several of his albums on display will move. When a customer inquires about an artist, call his attention to the artist's other catalog items. You'll get more sales.

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

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

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

Lee Howard, controller for

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

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

More Highlights

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



EDWARD H. WALKER



EWELL ROUSSELL



ROBERT H. SPENDLOV

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

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

Demain: "Medium priced al-(Continued on page 42)

Please, Mr. Weatherman . . .

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

On one of her tours to Hawaii last year it rained two weeks, and it wasn't the rainy season. When she and the Teddy Neely Five got back to California, it started raining when they hit the aircraft laws and the Teddy Neely Five got back to California, it started raining when they hit the aircraft laws are few to the control of the terminal transfer of the control of the terminal transfer of the

hit the airport. In the next few days it flooded.
When she played Lake Tahoe in November, they had the worst blizzard they'd had in 20 years.

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

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

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

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

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

SAM MONTEL CROWD PLEASER

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

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

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

"When are you going to re-cord yourself?"

Disney Records Go to School

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

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

The music teacher turned and said, "Perfect."

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



ALONE — MODEL 1902 WAS A RUN-A-WAY BEST SELLER!

NOW-You can sell it with an exciting Record Pack

AT NO EXTRA COST!!!

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

\$2895* (COMPLETE)

ATRA COST:

The POWER HOUSE for '66

MASTERWORK



Billboard

* STAR performer—Sides registering greatest

	THIS	-	2	Witt. Ago	TITLE Artist, Label & Number	Weeks On Chart
1	1	1	9	17	MY LOVE Petula Clark, Warner Bros. 5684	8
	2	5	20		LIGHTNIN' STRIKES	8
	3	16	21	26	UP TIGHT Stevie Wonder, Tamia 54124	9
	1	2	2	15	BARBARA ANN Beach Boys, Capital 5561	7
	(5)	4	1	2	WE CAN WORK IT OUT Beatles, Capital 5555	9
	6	3	4	6	NO MATTER WHAT SHAPE (Your Stomach's In). T-Bones, Liberty 55836	10
	1	10	16	21	CRYING TIME	10
	8	13	26	46	MY WORLD IS EMPTY	5
	0	8	5	4	Supremes, Motown 1089	12
	(9)	19	31	12	Vogues, Co & Ce 232 DON'T MESS WITH BILL Marvelettes, Tamla 54126	7
	10	21	22	20	Marvelettes, Tamla 54126	
	T	-			GOING TO A GO-GO	8
	(12)	15	24	33	ZORBA THE GREEK	8
	13)	17	19	24	A WELL RESPECTED MAN	11
	14)	14	11	11	JUST LIKE ME.	11
	15	28	50	74	THESE BOOTS ARE MADE FOR WALKIN'	4
	(16)	11	10	16	WALKIN' Nancy Sinatra, Reprise 0432 JENNY TAKE A RIDE Mitch Ryder & the Detroit Wheels, New Voices 806	10
	(17)	6	7	7	THE MEN IN MY LITTLE GIRL'S LIFE	8
	_	26	36	47	Mike Douglas, Epic 9876	
	18				MICHELLE David & Jonathan, Capitol 5563	6
	(19)	7	3	3	SHE'S JUST MY STYLE Gary Lewis & the Playboys, Liberty 55846	10
	(20)	9	8		A MUST TO AVOID	8
	21)	18	14	14	THE DUCK	13
	22	44	63	-	WORKING MY WAY BACK TO YOU	3
	23	33	44	54	4 Scasons, Philips 40350 CALIFORNIA DREAMIN' Mema's and Papa's, Dunhill 4020	6
	(24)				LIES Knickerbockers, Challenge 59321	11
	(25)	20	12	1	SOUNDS OF SILENCE Simon & Garfunkel, Columbia 43396	13
	(26)	12	6	9	AS TEARS GO BY Rolling Stones, London 9808	8
	(27)	27	30	36	LIVE A DARY	7
	23	47	68	_	Len Barry, Decca 31889 WHAT NOW MY LOVE Sonny & Cher, Alco 6395	3
	29	34			WHEN LIKING TURNS TO LOVING	4
	307	37	47	58	Ronnie Dove, Diamond 195	4
		41	53	61	CALL ME	6
	1	57	70	83	Chris Montez, A&M 780 ELUSIVE BUTTERFLY Bob Lind, World-Pacific 77808	4
	32				Bob Lind, World-Pacific 77808	

proportionate upward progress this week.	
54 75 — I FOUGHT THE LAW	3
45 55 60 I SEE THE LIGHT Five Americans, HBR 454	7
35 36 46 66 NIGHT TIME	5
36 22 13 5 DAY TRIPPER Beatles, Capitol 5555	9
49 60 81 BREAKIN' UP IS BREAKIN' MY	4
Roy Orbison, MGM 13446	1
(2) 49 41 47 (Vanian Canna) HIBT	
YOURSELF Frankie Valli, Smash 2015	5
(40) 38 45 51 TIJUANA TAXT	8
41) 25 17 10 YOU DIDN'T HAVE TO BE SO NICE	2
The state of the s	1
73 - AT THE SCENE.	2
44 30 28 31 IT WAS A VERY GOOD YEAR Frank Sinatra, Reprise 0429	8
	9
(46) 51 66 75 MY BABY LOVES ME.	4
47) 35 33 37 TELL ME WHY	7
61 69 82 ANDREA Sunrays, Tower 191	4
59 62 68 GET OUT OF MY LIFE WOMAN	7
(50) 53 54 62 CLEO'S MOOD	5
87 - THE BALLAD OF THE GREEN	2
5/Sgt. Barry Sadler, RCA Victor 8739	3
Bob Kuban & the In-Men, Musicland, U.S.A. 20,001	2
Turtles, White Whale 227	3
Slim Harpo, Excello 2273	2
Shangri-Las, Red. Bird 048	
ROUND Deen Jackson, Carla 2526	4
57 65 80 86 BYE BYE BLUES. Bert Kaempfert and His Ork, Decca 31882	4
69 76 84 LOVE IS ALL WE NEED	4
Dianne Warwick, Scepter 12122	0
60 32 34 38 SECOND HAND ROSE	9
C.O.D.'s, Kellmac 1003	2
62 64 64 76 I'M TOO FAR GONE (To Turn Around)	6
	8
64 50 52 57 SPREAD IT ON THICK	7
82 91 — THE RAINS CAME	3

	of certification as million selling single.	
	67 70 85 — A LITTLE BIT OF SOAP.	3
	68 78 82 92 MICHELLE Bud Shank, World-Pacific 77814	4
	85 — BATMAN THEME Series	2
	70 52 56 59 I AIN'T CONNA EAT OUT MY	8
	71) 76 87 — MY SHIP IS COMING IN	3
	Walker Brothers, 5mash 2016 79 84 — HIDE & SEEK	3
	33 74 74 89 THIS CAN'T BE TRUE	5
	74) 75 77 77 MY GENERATION The Who. Decca 31877	5
	90 — GEORGIA ON MY MIND	2
	76 88 — WE KNOW WE'RE IN LOVE Lesley Gore, Mercury 73530	2
	10 89 93 — WAITIN' IN YOUR WELFARE	3
	Buck Owens, Capitol 5566	3
	(78) 91 100 — TAKE ME FOR WHAT I'M WORTH	3
	79 84 83 95 SOMETHING I WANT TO TELL	4
	80 86 88 93 THE LOOP	4
	Johnny Lytle, Tuba 2004	1
	82 77 78 78 MICHELLE	6
	— — WOMAN	1
	HOMEWARD BOUND	1
	85 93 — IN MY ROOM Verdelle Smith, Capital 5547	2
	BO BATMAN THEME	1
	— — IT WON'T BE WRONG	1
	— — SOMEWHERE THERE'S A SOMEONE	1
ı	89 92 — SET YOU FREE THIS TIME Byrds, Columbia 43501	2
ì	90 96 — SINCE I LOST THE OPE I LOVE Impressions, ABC-Paramount 10761	2
	(91) 98 99 — DON'T FORGET ABOUT ME Barbara Lewis, Atlantic 2316	3
	92 — — DEAR LOVER	1
	93 97 — RED HOT.	2
	94 95 — LOST SOMEONE	2
	95 — — BATMAN Jan & Dean, Liberty 55860	1
	96 99 - I WANT TO GO WITH YOU.	2
	97 100 — THE ANSWER TO MY PRAYER Neil Sedaka, RCA Victor 8737	2
	98 UP AND DOWN	1
	99 — 97 — IS IT ME?	2

HOT 100-A TO Z-(Publisher-Licensee)

Andrea (Sea of Tunes, BMI)	48
Answer to My Prayer, The (Bregman, Voco &	
Conn, ASCAP)	97
Are You There (Blue Seas-Jac, ASCAP) As Tears Go By (Essex, ASCAP)	59 26
At the Scene (Branston, BMI)	43
Attack (Saturday, BMI)	
Baby Scratch My Back (Excellorec, BMI)	54
Ballad of the Green Berets, The (Music, Music,	
Music, ASCAP)	51
Barbara Ann (Shoe-String & Counsins, BMI)	4
Batman (Screen Gems-Columbia, BMI)	95
Batman Theme-Hefti (Miller, ASCAP)	86
Batman Theme-Marketts (Miller, ASCAP)	69
Breakin' Up Is Breakin' My Heart (Acuff-Rose, BMI)	37
Bye Bye Blues (Bourne, ASCAP)	57
California Dreamin' (Trousdale, BMI)	23
Call Me (Duchess, BMI)	31
Cheater, The (MAM)	52
Cleo's Mood (Jobete, BM1)	50
Crying Time (Bluebook, BMI)	7
Day Tripper (Maclen, BMI)	36
Dear Lover (Jalynne, BMI)	92
Don't Forget About Me (Screen Gems-Columbia,	
BMI)	91
Don't Mess With Bill (Jobete, BMI)	10
Duck, The (Keymen-Mirwood, BMI)	21
Elusive Butterfly (Metric, BMI)	32
Five o'Clock World (Screen Gems-Columbia, BMI)	9
Georgia on My Mind (Peer Int'l, BMI)	75
Get Out of My Life Woman (Marsaint, BMI)	49
Going to a Go-Go (Jobete, BMI)	11
Hard Day's Night, A (Maclen & Unart, BMI)	30
Hide & Seek (Florentine-Marks, BMI)	72
Homeward Bound (Eclectic, BMI)	84
I Ain't Gonna Eat Out My Heart Anymore (Web	

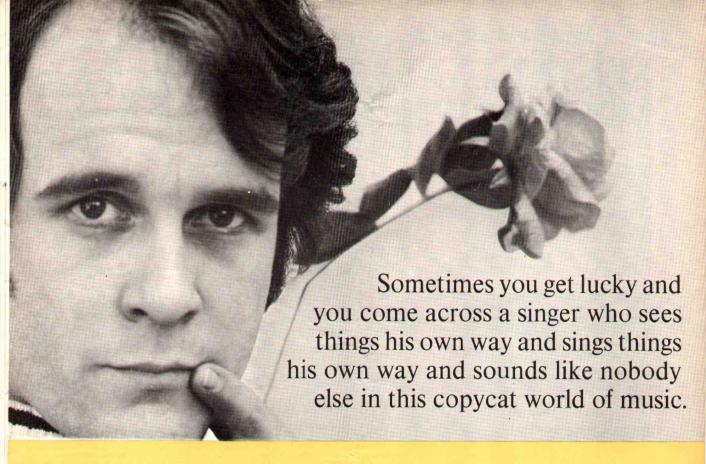
I Fought the Law (Acuff-Rose, BMI)	34
I'm Too Far Gone (To Turn Around) (M. In My Room (Robbins, ASCAP) Is It Me? (Stilran-Dandellon, BMI) It Was a Very Good Year (Dolfi, ASCAP) It Won't Be Wrong (Tickson, BMI)	85 99 44
Jenny Take a Ride (Venice-Saturday, BM Just Like Me (Daywin, BMI)	1) 16
Lies (4 Star, BMI) Lightnin's Strikes (Rambed, BMI) Like a Baby (Double Diamond-Champion, Little Bir of Suap, A (Mellin, BMI) Long Live Our Lave (Trie-Tender Tunes, Loop, The (Tectra-Vamp, BMI) Lost Someone (Lois, BMI) Love Is AII We Need (Travis, BMI) Love Is AII We Need (Travis, BMI) Love Makes the World Go Round (McLai BMI)	BMI) 27 67 BMI) 55
Mon in My Little Girl's Life, The (Jewel, Michael (Chevis, BMI) Michelle-David & Jonathan (Maclen, IM Michelle-Danid Maclen, BMI) Michelle-Yanghi (Maclen, BMI) Michelle-Yaughn (Maclen, BMI) My Eaby Loves Me (Jobatta, BMI) My Eaby Loves Me (Jobatta, BMI) My Ship Is Coming in (January, BMI) My Ship Is Coming in (January, BMI) My World Is Empty Without You (Jobets My World Is Empty Without You (Jobets)	ASCAP) 17 61 ii) 18 68 82 20 46 74
Night Time (Grand Canyon, BMI) No Matter What Shape (Your Stomach's (C-Hear, BMI) Rains Came, The (Crazy Cajun & Corrett Recovery (Chevis, BMI) Red Hot (Riverline, BMI)	in) 63

Sandy (Buckhorn, BMI)
Second Hand Rose (Fisher-Shapiro-Bernstein, ASCAP) 60
Set You Free This Time (Tickson, BMI)
She's Just My Style (Viva, BMI)
Since I Lost the One I Love (Chi-Sound, BMI) 90
634-5789 (East-Pronto, BMI)
Snow Flake (Open Road-Rondo, BMI)
Something I Want to Tell You (Cranebreak, BMI) 79
Somewhere There's a Someone (Hill & Range, BMI) 89
Sounds of Silence, The (Eclectic, BMI) 25
Spanish Eyes (Roosevelt, BMI)
Spread It on Thick (Tree, BMI)
Take Me for What I'm Worth (Trousdale, BMI) 78
Tell Me Why (Brent & Melody Lane, BMI) 47
These Boots Are Made for Walkin' (Criterion,
ASCAP)
This Can't Be True (Cameo-Parkway, Stilran, BMI) 73
Tijuana Taxi (Irving, BMI)
Up and Down (Fling, Dayshel-Grand Canyon, BMI) 98
Up Tight (Jobete, BMI)
Waitin' in Your Welfare Line (Central Songs, BMI) 77
We Can Work It Out (Macien, BMI) 5
We Got the Winning Hand (Chevis, BMI)100
We Know We're in Love (Buffee, BMI) 76
Well Respected Man, A (Amer. Met. Ent. of N. Y.,
BMI) 13
What Now My Love (Remick, ASCAP)
When Liking Turns to Loving (Tobi-Ann & Unart,
Woman (Maclen, BMI) 29
Working My Way Back to You (Saturday &
Seasons 4, BMI) 22
You Paby (Trousdale, BMI)
You Didn't Have to Be So Nice (Faithful Virtue,
8MI) 41
(You're Gonna) Hurt Yourself (Saturday & Seasons
4, BMI)
Zorba the Greek (Miller, ASCAP)

BUBBLING UNDER THE HOT 100

- WE GOT THE WINNING HAND

102. BIG BRIGHT ETES Danny Horten, HBR 453	101	MY ANSWER Jimmy McCracklin, Imperial 66147
100. DIG TOU MANY Levraine Ellises, Mercury 77447	102	RIG RRIGHT EYES Danny Hutten, HBR 453
100 FM SO LONESOME COULD CRY B. Themas, Scepter 12129	103	I DIG YOU BARY Lorraine Ellison, Mercury 72472
100. IT'S TOO LATE	104	I'M SO LOWESOME I COULD CRY B 1 Thomas Scenter 12129
100. COMPESS New Cellary Siz. Centaur 1201 TRAES Debby Vinter, park 9994 100. INIS Debby Vinte	104	IN 30 CONTROL I COULD CAT Bobby Galdshore United Actists 980
10.7 IAAS	103.	1 CONTEST
100 THIS GOLDEN RING	106.	Trans Babby Vistor Fale 0004
100 MUSAND AND WIVES Reper Miller, Smash 2004	107.	THE COLORS AND COLORS
10. WHERE AM COUNCY Sariva Stressand, Colombia 43311	108.	INIS GOLDEN KING
1311 FLY ME TO THE MOON	109.	HUSBAND AND WIVES Koger Miller, Smash 2024
112 I'M SATISFIED Check Jackson & Maxime Brewn, Wand 1109		
13. FOU DON'T KNOW LIKE I KNOW	111.	FLY ME TO THE MOON
114 EASY GOINF FELLOW Rescess Belleno, Sound Siege 7 28555	112.	I'M SATISFIED Chuck Jackson & Maxine Brown, Wand 1109
113. PUT YOURSELF IN MY PLACE Elpin, V.I.P. 25007 The DEDICATION SONG Freedy Canna, Warraw Bres. 5073 TANCELS The Control of the	113.	YOU DON'T KNOW LIKE I KNOW
11.5 THE DEDICATION SOMG		
117. AMPELS	115.	PUT YOURSELF IN MY PLACE
117. AMPELS	116.	THE DEDICATION SONG Freddy Cannon, Warner Bros. 5693
118. THE PAIN GETS A LITTLE DEEPER	117.	ANGELS Missionaires of Mary Cherale, Kapp 731
120 FEL IT	118.	THE PAIN GETS A LITTLE DEEPER Darrow Fietcher, Groovy 3001
122. IF TOU CAN'T BITE, DON'T GROWI.	119.	YOU BRING ME DOWN
122. IF TOU CAN'T BITE, DON'T GROWI.	120.	FEEL IT Sam Cooke, RCA Victor 8751
122 CANT YOU SEE	121.	IF YOU CAN'T BITE, DON'T GROWL Tommy Collins, Columbia 43489
12.4 MADE IN PARTS Trini taper, Reprise 0435	122	CAN'T YOU SEE
125. FUNNY Walter Jackson, Oakeh 7224	123.	TIME Pozo-Seco Singers, Columbia 43437
22.6 MOULTY Barbarian, Lauris 2326	124.	MADE IN PARIS Trini Lopez, Reprise 0435
127. S.O.S. (Near in Distress) Christine Cooper, Parkway 971 12 STOP NEW ON SIGHT (S.O.S.) Edwin Starr, Electric 107 13 STOP NEW ON SIGHT (S.O.S.) Edwin Starr, Electric 107 13 D. 170° Head of the Starr Star	125.	FUNNY Walter Jackson, Okeh 7236
128 STOP HER ON SIGNT (S.O.S.)	176.	MOULIT
1297 THE ARENA AI Nir, RCA Victor 8736 130. STOP 130. STOP Moody Blues, Lendon 910 1311 WALKIN' MY CAT NAMED DOG Norma Tanega, New Voice 807 132. FLOWERS ON THE WALL Marisch Brass, World Pacific, 7316 133. PROMISE HER ANYTHING Tom Jones, Parret 9807 143. FRIEMS AND LOVES FOREVER Nancy Ames, Epic 9885	127	CTOP HER ON CICHT (CO.C.) Educa Character Die Tie 100
130. STOP! Moody Blurs, Landon 9810 131. WALKIN' MY CAT NAMED DDG Norma Tanega, New Yoice 807 132. FLOWERS ON THE WALL Mariach Brass, World Pacific 77815 133. PROMISE HER ANYTHING Tom Jones, Parrot 9809 134. FRIENDS AND LOVERS FOREVER MARCY AMES, Epic 9885	120	THE ADENA
131: WALKIN' MY CAT NAMED DOG Norma Tanega, New Voice 807 122: FLOWERS ON THE WALL Mariachi Brass, World Pacific 77815 133. PROMISE HER ANYTHING 134. FRIENDS AND LOVERS FOREVER Nancy Ames, Epic 9885	130	STOP! Mandy Blues Landon 9810
133. PROMISE HER ANYTHING Tom Jones, Parrot 9809 134. FRIENDS AND LOVERS FOREVER Nancy Ames, Epic 9885	131.	WALKIN' MY CAT NAMED DOG
133. PROMISE HER ANYTHING Tom Jones, Parrot 9809 134. FRIENDS AND LOVERS FOREVER Nancy Ames, Epic 9885	132	FLOWERS ON THE WALL Mariachi Brass World Pacific 77815
134. FRIENDS AND LOVERS FOREVER	133.	PROMISE HER ANYTHING
135. WHEN THE SHIP HIT THE SAND"Little" Jimmy Dickens, Columbia 43514	134.	FRIENDS AND LOVERS FOREVER Nancy Ames, Epic 9885
	135.	WHEN THE SHIP HIT THE SAND "Little" Jimmy Dickens, Columbia 43514



On Verve-Folkways...

TimHardin

His first single is

Hang On To A Dream

and It'll Never Happen Again KF-5008

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

Exciting things are happening on



Favedica Executives Winding Up Junket

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

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

moving into a new plant. Presses are being increased and the project includes a new recording studio housed in the same build-ing. Business for Favedica for 1965 reached \$1 million, 75 per cent in albums and 20 per cent

Major plans for 1966 include Major plans for 1700 include full exploitation of the Favedica catalog of national product on the Discomoda label in foreign markets; development of low-price, two-speed record players in Venezuela using foreign components; tapes and tape car-tridges. Steinhaus told Billboard that the company will open its own branch in San Juan this year to manufacture and sell its catalog in Puerto Rico and U. S.

Favedica will make its dis-tribution facilities available to international associates who want to have their product exploited in those markets. It is expected the executives' trip will result in the exploitation of European artists praviously. ropean artists previously un-known in Venezuela.

British Talent Launching A Promotional Invasion

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

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

Austria's Entry

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

LUXEMBOURG AWARDS TO 3

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

Pathe-Marconi began the invasion by bringing over Her-man's Hermits and the Swing-ing Blue Jeans early in January and they followed up Peter and Gordon.

Now Decca is following suit ith Marianne Faithful, the Moody Blues and Lulu and the

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

on the First Change in and white.

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

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

Entered for Prix

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



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

CMPA ELECTS RON NAPIER

TORONTO — The Canadian Music Publishers Association, whose members represent the whose memoers represent the 13 leading active music pub-lishers, held its annual meeting Jan. 25 and elected Ron Napier, in charge of serious and educa-tional publications for BMI Canada, Ltd., as chairman for

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

Eire's Songfest Entry Is Chosen

DUBLIN — "Come Back to Stay," a song written by Row-land Soper, was chosen from 12 numbers to represent Eire in

12 numbers to represent Eire in the Eurovision Song Contest in Luxembourg next month. The singer was Dickie Rock. Pye will release the record.
Second was Sheila Fawcitt-Stewart's "The Wind Thro' the Rafters," sung by the Ludlow Trio. Dan Kerr's "Why Don't You Say It's So," sung by Deirdre Wynne, was third. dre Wynne, was third

Pharaohs Wind Up Tour in Paris

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

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

HOW THE LABELS FARED

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

(*Participated as individuals)

SAN REMO SIDELIGHTS

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

No. 1 fan of Festival is Rug-giero Pecchioli, who owns stores in Genoa and San Remo (oppo-site Casino). He has attended every Festival since the first and since site Casino). He has attended every Festival since the first and since 1960 he has eight special porcelain plates to commemorate Festival made at Germany's Rosenthal factory for special presentations. Four of the plates went to the two winners here and the two newcomers who had won the Castrocaro Terme preliminary, while other four were given to director of Austrian Tourist Office, who joined in promotion for "A Rose From Vienna," Radio Monte Carlo for its broadcasts, Ricordi and "Big," an Italian song weekly. It was Signor Pecchioli who created the sensation in the hall in 1959 when Domenico Modugno completed his rendition of "Piove" (It's Raining), upon which occasion he opened an umbrella in his seat. Among other things, Pecchioli is consul for Paraguay in San Remo. Public relations has been slow in coming to the Italian record industry, but in 1966 it erupted in its full vigor with folios, cases and distribution of disks going on full pace among press (400 accredited out of 800 who asked for places) and others from the industry, SAAR, CGD, Voce del Padrone, Ricordi and Fonit-Cetra were among those who prepared outstanding presentations of their representatives.

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

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

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

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

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

Journalists tried to get the bar-Journalists tried to get the bar-ber opposite the Casino to say the long-haired groups were ruining his business but he would only say that they took trims instead of haircuts. Milan's "La Notte." la-beled the first night when all but one of the five long-haired groups (including Chad and Jeremy) were (Continued on page 42)

FROM THE

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

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

label (represented in this country by Bovema) launched its 12-piece "Studio 2 Stereo" series, featuring a mixed repertoire with great artists like Sir Malcolm Sargent, George Martin, Manuel & His Music of the Mountains, Gary Blake, Don Tracy and the Shangaans. . . Columbia singer Vince Hill visited this country yesterday for a radio performance. . Imperials vocal duo Les Shalom is recently pacted for a featured act in Rene Slesswijk's Dutch revue. Parlophone released this week Cilla Black's British topper "Love Is Just a Broken Heart" be "Yesterday." She will visit The Netherlands on Black's British topper "Love is Just a Broken Heart" bew "Yesterday." She will visit The Netherlands on Feb. 8. Bovema's Capitol label had singles and EP disks out by Wayne Newton, Glen Campbell and the Beach Boys ("Barbara Ann"). . Another strong item in Capitol's comedy vein is "Welcome to the LBJ Ranch" hitting the charts this week.

Walt Disney's "Mary Poppins" recently hit prominent cinemas in Arnhem, Hilversum, Haarlem. . . Jim Bailey from Pye Records visited this week with Negram's Robert Oges. He discussed possibilities in releasing Pye records in the future. Bailey also presented.

(Continued on page 40)

(Continued on page 40)

CIIA DIACK Love's Just a Broken Heart b/w Yesterday 5595



Cilla Black is now England's —



- most popular female singer -



— and her new single is already —



— Number Four on UK charts.



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





SAN REMO STORY

Camera Eye View



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



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



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



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



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



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



BOBBY VINTON, who was eliminated in the first round.



FRANCOISE HARDY at rehearsal.



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



SERGIO ENDRIGO (Cetra-Fonit).



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



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



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



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



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

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

"THAT'S PART OF THE GAME"

AM-005

Arranged & Conducted by John Abbott
Produced by Lou Guarino

THE DAYTRIPPERS ARE HERE!

A.M.M. RECORDING CORP.

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

39 W. 55 St.

New York, N. Y.

212—JU 6-2452





SOUNDTRACK SPOTLIGHT

OUR MAN FLINT

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

...m siry (M); IFS 4179 (S)
The movie "Our Man Flint" is creating a
lot of excitement and this IP captures
every gunshol, every smile from an enticing damsel. And it's some of the most
listenable background music in years, especially in the stereo version. The movie,
of course, will provide dealers with their
could come from the enormous airplay expected.





CHARTBUSTERS

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

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





POP SPOTLIGHT

BANG! BANG! BANG!

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

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



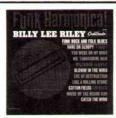


POP SPOTLIGHT

AD-LIBRY

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

Libby Morris has a strong music hall voice—bold and brassy. She can also sing a dender balled, but she's best when she belts between standards and music hall material. Miss Morris has an explosive quality and comic sense rare among the current crop of female vocalists.





POP SPOTLIGHT

FUNK HARMONICA!

Billy Lee Riley. Crescendo GNP 2020 (M)

This album—featuring the funk harmonica of Billy Lee Riley—is not only an impressive sharmonical processing and the state of the Rising Son," "Hang on Sloopy" and "Like a Rolling Stone." Teen-agers will like this one for its dance beat.





COUNTRY SPOTLIGHT

COAST-COUNTRY

George Hamilton IV. RCA Vic-tor LPM 3510 (M); LSP 3510 (S)

s artist is so fremendously popular in country music field he doesn't need a to hinge an album on, but all the same a album has many tunes of hit caliber, udding the tear-ierker "long Black oussine," "Together Again" and "I Don't ieve I'll Fall in Love Today" Dealers find this a very profitable item.





COUNTRY SPOTLIGHT THE BEST OF JUDY LYNN

United Artists UAL 3461 (M):

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





CLASSICAL SPOTLIGHT

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

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

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

SEE ALBUM REVIEWS ON BACK COVER

BREAKOUT ALBUMS

* NATIONAL BREAKOUTS

WHERE THE ACTION IS!

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

IT'S MAGIC

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

THEY'RE PLAYING OUR SONG Al Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)

THE BEST OF THE ANIMALS

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



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

HANG ON RAMSEY! . . .

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

DR. ZHIVAGO . . .

oundtrack, MGM 1E-6ST (M); 1SE-6ST (S)

P. D. Q. BACH

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

VIOLETS OF DAWN . . .

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

BROTHERS

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

BIG SIXTEEN, VOL. 3 Gene Pitney, Musicor MM 2085 (M); MS 3085 (S)

NAT KING COLE AT THE SANDS . . . Capitol MAS 3434 (M); SMAS 3434 (S)

MUSIC-A PART OF ME . . .

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

OLDIES BUT GOODIES, VOL. 8 . . . Various Artists, Original Sound OSR-LPM 5014 (M); OSR-LPM 8856 (S)

THEMES FOR THE "IN" CROWD . . .

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

THE SCREEN SCENE . . .

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

MORE HIT SOUNDS OF THE LETTERMEN . . .

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

BEST OF LITTLE ANTHONY & THE IMPERIALS

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

VILLAGE CALLER! . . . Johnny Lytle, Riverside 480 (M); 9480 (S)

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

Dolton BLP 16502 (M); (No Stereo)





CLASSICAL SPOTLIGHT

OPERATIC RECITA

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

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

CLASSICAL SPOTLIGHT

TZIGANA

DVORAK: VIOLIN CONCERTO IN A MINOR/RAVEL:

Edith Peinemann / Tschechishe

Philharmonie (Maag). Deutsche Grammophon 139 120 SLPM

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





DVORAK: PIANO QUINTET IN A MAJOR, OP 81

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

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





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

THE DETECTIVE

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





FOLK SPOTLIGHT

GOD BLESS THE GRASS

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

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



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

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

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

(Continued on page 46) FEBRUARY 12, 1966, BILLBOARD

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CHARI

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

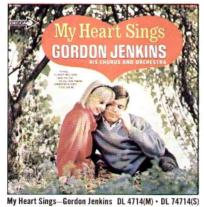


Night Sounds—San Francisco—Joe Bushkin DL 4731(M) • DL 74731(S)



Dance Party—Xavier Cugat

DL 4740(M) - DL 74740(S)





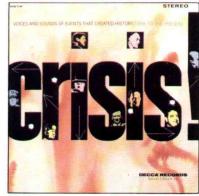


Sweet Memories—Webb Pierce DL 4739(M) • DL 74739(S)



Conway Twitty Sings

DL 4724(M) - DL 74724(S)



Crisis

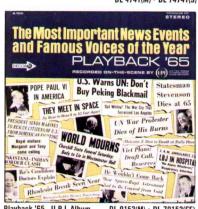
DXA-194(M) • DXSA-7194(S)

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





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

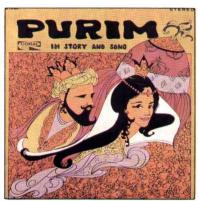


Playback '65—U.P.I. Album DL 9153(M) • DL 79153



The Wilburn Brothers Show

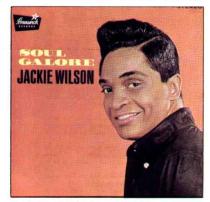
DL 4721(M) - DL 74721(S)



Purim In Story And Song CRL 57483(M) • 0

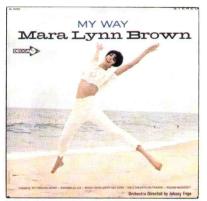


Easy Listening—Carmen Cavallaro
DL 4743(M) • DL 74743(S)



Soul Galore—Jackie Wilson

BL 54120(M) · BL 754120(S)



My Way—Mara Lynn Brown

DL 4728(M) - DL 74728(S)



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

HEAR! HERE!

HEAR! HERE!

FIVE O'CLOCK WORLD

Veges, Co & Co LP 1230 (M); (Mo Steres)

					_			(F)	Record Industry Association of Association
_		7				ering greatest proportionate upward progress th		C.	Record Industry Association of America seal of certification as million dollar LP's.
1	This Week	Week	Title, Artist, Label Chart	Week	Week 48	Title, Artist, Label YOU DON'T HAVE TO BE JEWISH	This	Week 97	Title, Artist, Label Chart
	1	1	RUBBER SOUL	(51)	60	Various Artists, Kapp KRL 4503 (M); (No Stereo)	(101)		MANTOVANI OLE
_	2	2	WHIPPED CREAM & OTHER DELIGHTS	52	58	Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S) HAVING A RAVE UP WITH THE	(102)	93	JAMES BLONDE SECRET AGENT 006.95 Marty Brill & Larry Foster, Colpix CLP 495 (M) CLP5 495 (S)
	(3)	3	GOING PLACES	53	50	YARDBIRDS	103	134	WHEN THE BOYS MEET THE GIRLS 3
	0			(54)	50	MORE HITS BY THE SUPREMES 26	(104)	86	Soundtrack, MGM E 4334 (M); SE 4334 (5) ELVIS FOR EVERYONE!
	(I)	7	THE SOUND OF MUSIC 48	(55)	59	FIDDLER ON THE ROOF	(105)	102	Elvis Presley, RCA Victor LPM 3450 (M), LSP 3450 (5) GO AWAY FROM MY WORLD 8
	(5)	-	MY NAME IS BARBRA, TWO 15 Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	56	57	SEE WHAT TOMORROW BRINGS 16 Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	\simeq	107	Marianne Faithfull, London LL 3452 (M); PS 452 (S) THE 4 SEASONS SING BIG HITS BY
	(<u>6</u>)	5	THE BEST OF HERMAN'S HERMITS. 13	1	69	James Brown, King 946 (M); (No Stereo)	(100)		BURT BACHARACH HAL DAVID
	\bigcirc	8	ROGER MILLER/GOLDEN HITS 14 Smash MGS 27073 (M); SRS 67073 (S)	58	61	MOON OVER NAPLES. 19 Billy Vaughn, Dot DLP 3654 (M); DLP 25654 (5)	(107)	84	LOOKING THRU THE EYES OF LOVE 22
	8	6	SEPTEMBER OF MY YEARS	59	49	JAMES BROWN PLAYS JAMES BROWN TODAY & YESTERDAY 13	(108)	89	KINGSMEN ON CAMPUS
	9	9	Rolling Stones, London LL 3451 (M); PS 451 (S)	(60)	55	Smash MGS 27072 (M); SRS 67072 (S) PAPA'S GOT A BRAND NEW BAG 23	1	_	WHERE THE ACTION IS!
	10	13	A MAN AND HIS MUSIC	(61)	67	James Brown, King 938 (M); (No Stereo) GOLDFINGER	(110)	85	Ventures, Dolton BLP 2040 (M); BST 8040 (S) LOVE SONGS—MEXICO/S. A 10
	11)	10	MY WORLD	(62)	53	YOU WERE ON MY MIND 18	\sim	111	Tony Mottola, Command RS 889 (M); RS 889 SD (S) I'M A FOOL
		15	THUNDERBALL 10 Soundtrack, United Artists UAL 4132 (M); UAS 5132 (S)	(63)	65	We Five, A&M LP 111 (M); SP 4111 (S) RAMBLIN' ROSE	\sim	103	Dino, Desi & Billy, Reprise R 6176 (M); RS 6176 (S) HOROWITZ AT CARNEGIE HALL—
		19	THE 4 SEASONS COLD VAULT OF	(64)	56	Nat King Cole, Capitol T 1793 (M); ST 1793 (5) ORGAN GRINDER SWING	-		AN HISTORIC RETURN
	(14)	12	THE MIRACLES GOING TO A GO-GO 12	(65)	68	Jimmy Smith, Verve V 8628 (M); V6-8628 (S) ANIMAL TRACKS	<u></u>	113	JOAN BAEZ/5
	(15)	17	Tamla T 267 (M); ST 267 (S) HOUSTON	(66)	62	Animals, MGM E 4305 (M); SE 4305 (5) ON A CLEAR DAY YOU CAN SEE	(114)	96	1-2-3 Len Barry, Decca DL 4720 (M); DL 74720 (S)
	19	16	OUT OF OUR HEADS 38 (8)	(00)		FOREVER Original Cast, RCA Victor LOCD 2006 (M); LSOD 2006 (5)		_	Jerry Vale, Columbia CL 2444 (M); CS 9244 (S)
	(I)	14	HELP	67	64	FAREWELL, ANGELINA			Al Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)
	18	21	SOUTH OF THE BORDER	68	81	TIJUANA BRASS Herb Alpert & the Tijuana Brass, A&M LP 103 (M); ST 103 (S)		120	FOR ANIMALS ONLY 6 Baje Marimba Band, A&M LP 113 (M); SP 4113 (5)
,	10	11	TEMPTIN'-TEMPTATIONS	(69)	63	THE BEST OF THE RAMSEY LEWIS	(III)	106	JUST ONCE IN MY LIFE
	20)	31	Gordy G 914 (M); GS 914 (S)	0	9.0	TRIO	119	123	MR. TAMBOURINE MAN
	_	10	Herb Alpert & His Tijuana Brass, A&M LP 101 (M); ST 101 (S)	(70)	66	MORE GENIUS OF JANKOWSKI! 11 Herst Jankowski, Mercury MG 21054 (M); SR 61054 (5)	120	-	THE BEST OF THE ANIMALS 1 MGM E. 4324 (M); 5E 4324 (S)
	21)	18	VELCOME TO THE LBJ RANCH 12	m	133	ANDY WILLIAMS' NEWEST HITS 2 Columbia CL 2383 (M); CS 9183 (S)		139	BOOTS RANDOLPH'S YAKETY SAX. 29 Monument MLP BOOZ (M); SLP 18002 (S)
(22)	22	MARY POPPINS	(72)	78	DO YOU BELIEVE IN MAGIC		114	GETZ/GILBERTO 89 (Illian Getz & Joan Gilberto, Verve V 8545 (M); V6-8545 (S)
9	23	36	BACK TO BACK Righteous Brothers, Philles PHLP 4009 (M); PHLP 4009 (S)	(13)	71	ALL I REALLY WANT TO DO 22 Cher, Imperial LP 9292 (M); LP 12292 (5)	(123)	127	THE PAUL BUTTERFIELD BLUES BAND 8 Elektra EKL 294 (M); EKS 7294 (S,
(24)	25	MY FAIR LADY	74)	80	KINKS KINKDOM 8 Reprise R 6184 (M); R5 6184 (S)	I	140	MORE THEMES FROM JAMES BOND THRILLERS
(25)	20	THE FOUR TOPS SECOND ALBUM . 14	75)	77	JOHNNY'S CREATEST HITS 384	(125)	135	Roland Shaw Ork, London LL 3445 (M); PS 445 (5) YOU'VE LOST THAT LOVIN' FEELIN' 56
(26	26	MY NAME IS BARBRA. 39	76)	74	HERMAN'S HERMITS ON TOUR 35	(123)	110	Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S) THE SING ALONG WORLD OF
(27)	24	SUPREMES LIVE AT THE COPA 14	\bigcirc		THE ROLLING STONES, NOW! 48 Lenden LL 3420 (M); PS 420 (S)	(126)	110	TRINI LOPEZ
(28)	27	HIGHWAY 61 REVISITED 20	78	72	BRINGING IT ALL BACK HOME 42 Bob Dylan, Columbia Ct. 2328 (M): C5 9128 (5)	121	146	THE MAN OF LA MANCHA
(29)	29	THE VENTURES A GO-GO	(79)	75	OTIS BLUE/OTIS REDDING SINGS SOUL	128	119	BUMPIN'
(30)	28	BEACH BOYS PARTY	80	92	ONE HAS MY NAME	129	108	A COLLECTION OF ORIGINAL 16 BIG HITS, VOL. 4
	1	47	Capitol MAS 2398 (M); DMAS 2398 (S) TURN! TURN! TURN! 7	1	95	HOW GREAT THOU ART Kate Smith, RCA Victor LPM 3445 (M); LSP 3445 (S)	1	_	NO MATTER WHAT SHAPE (Your
(32)	32	Byrds, Columbia CL 2454 (M); CS 9254 (S) I LIKE IT LIKE THAT	82)	70	THE GREAT RACE		36	Stomach's In) 1 T-Bones, Liberty LRP 3439 (M); LSP 7439 (S) THE TOY'S SING "A LOVER'S CONCERTO" AND "ATTACK" 2
	33	33	Dave Clark Five, Epic LN 24178 (M); BN 26178 (S) ROBERT GOULET ON BROADWAY. 10	(83)	91	HERE THEY COME	(131)	30	CONCERTO" AND "ATTACK" 2 Dynovoice LP 9002 (M); LP 90025 (5)
,	30	34	Columbia CL 2418 (M); CS 9218 (\$)	0	70	HERE THEY COME	(132)	126	BOSS BEAT 6 Sandy Nelson, Imperial LP 9298 (M); LP 12298 (S)
	35)	30	Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	(84)	79	BEATLES VI 34 (1)	1837	_	THE BEST OF JIM REEVES, VOL. II 1 RCA Victor LPM 3482 (M); LSP 3482 (S)
	36)	23	Andy Williams, Columbia Ct. 2338 (M); CS 9138 (S) JAY AND THE AMERICANS	(85)		SUMMER DAYS (And Summer Nights) 30 Beach Boys, Capitol T 2354 (M); DT 2354 (S) JUST LIKE US!	134	131	RUN, BABY RUN
	36)	20	GREATEST HITS	86	130	Paul Revere & the Raiders, Columbia CL 2451 (M); CS 9251 (S)	135	138	THE DUCK
	37)	35	THE IN CROWD	(87)	90	WHERE DID OUR LOVE GO 74 Supremes, Motown MT 621 (M); \$ 621 (5)	138	143	BEATLES '65
	38)	43	MY CHERIE 23 Al Martino, Capitol T 2362 (M); ST 2362 (5)	金	116	WORKING MY WAY BACK TO YOU 3 4 Seasons, Philips PHM 200-201 (M); PHS 400-201 (5)	山	_	BOBBY VINTON SINGS SATIN PILLOWS AND CARELESS
-	39	42	WHY IS THERE AIR? 25 Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	Book		FAIRYTALES Donovan, Hickory LP 127 (M); LPM 127 (S)	(138)	128	SKYSCRAPER (M); BN 26182 (S)
1	40		WEDNESDAY MORNING, 3 A.M 4 Simon & Garfunkel, Columbia CL 2749 (M): CS 9049 (S)	90	100	THE BAROQUE BEATLES BOOK Baroque Ensemble of the Merseyside Kammermusikgesell- schaft (Rifkin), Elektra EKI. 306 (M); EKS 7306 (S)	~	44	Original Cast, Capitol VAS 2422 (M); SVAS 2422 (S) THE MAN FROM U.N.C.L.E
4	Û.	46	MY KIND OF BROADWAY 8 Frank Sinatra, Reprise F 1015 (M): FS 1015 (S)	(91)	73	IOHN GARY SINGS YOUR ALL-TIME	100	_	Hugo Montenegro, RCA Victor LPM 3475 (M); LSP 3475 (S) LIES
(42	39	MOM ALWAYS LIKED YOU BEST. 18 Smethers Brothers, Mercury MG 21051 (M), SR 61051 (S)	0	20	FAVORITE SONGS	(141)	29	Knickerbockers, Challenge LP 622 (M); ST 622 (S) EVE OF DESTRUCTION
	43)	41	TONY RENNETT'S CREATEST HITS	92)		HERE I AM	(142)	_	Barry McGuire, Dunhill D 50003 (M); DS 50003 (S) MICHELLE
ni.		44	Columbia CL 2373 (M); CS 9173 (S)	93)		MY NAME IS ALLAN	(143)	_	Billy Vaughn, Det DLP 3679 (M); DLP 25679 (S) MICHELLE
	44)		Gary Lewis & the Playboys, Liberty LRP 3428 (M); LST 7428 (S)	- Land		THE MEN IN MY LITTLE GIRL'S LIFE 3 Mike Douglas, Epic LN 24186 (M); BN 26186 (S)	_	49	Bud Shank, World Pacific WP 1840 (M); WPS 21840 (S) SILK 'N' BRASS 2
(45)	40	LOOK AT US	95)		THE SWEETHEART TREE	_	142	Jackie Gleason, Capitol W 2409 (M); SW 2409 (5) THE BEACH BOYS TODAY!
(46	37	Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S)	96)		LOUIE LOUIE	(146)	_	OUR TIME'S COMING
(47)	51	HANG ON SLOOPY	97		TRY TO REMEMBER	_	150	Pino, Desi & Billy, Reprise R 6194 (M); RS 6194 (S) FROM BROADWAY WITH LOVE 2
3	48	45	I'M THE ONE WHO LOVES YOU 25 Dean Martin, Reprise R 6170 (M); RS 6170 (S)	1	125	TODAY'S CREAT HITS Lawrence Welk, Det DLP 3663 (M); DLP 25663 (S)	\sim	124	MORE KNOCKERS UP!
	49	38	THAT WAS THE WEEK THAT WAS 15	99)	105	KEEP ON DANCING 9	(149)	_	Rusty Warren, Jubilee JGM 2059 (M); (No Steree) HEAR! HERE!

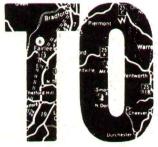
(99) 105 KEEP ON DANCING 9 Gentrys, MGM E 4336 (M); SE 4336 (S)

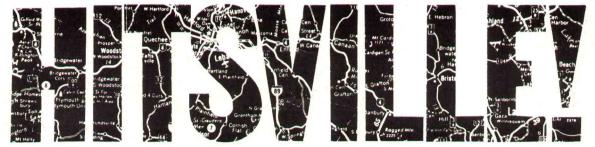
(50)

38 THAT WAS THE WEEK THAT WAS 15
Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)









Alternate Routes:













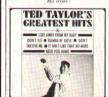


LN 24185/BN 26185°



Includes a song performed by Bobby Vinton at the Festival.





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

INTERNATIONAL

FROM THE MUSIC CAPITALS OF THE WORLD

· Continued from page 30

with Kellerman and Oeges, two special evenings for the American forces, to watch a one-hour Sin-atra show. Meanwhile, Negram has decided to work out special dealer days at which this show will be decided to work out special dealer days at which this show will be presented. . . . Recent CBS additions to the popular LP field include an album by Aretha Franklin. "Aretha Franklin in Person," the Hullabaloo Singers and Orchestra with "Hullabaloo Show" and an album by Tony Bennett and Count Basie and His Orchestra "In Person." . . . With a view to the premiere of Paramount's "The Sons of Katie Elder" at Tuschinsky Theater at Amsterdam, CBS released a single with the title song of the movie sung by Johnny Cash. CBS will also release the complete soundtrack of this movie.

BAS HAGEMAN

CHICAGO

Attention all record promotion men! WCFL Radio is granting each of you 10 minutes with the deejays every Monday morning, beginning Feb 7. A special room has been set aside at Marina City for the purpose. Radio Mos-for the purpose. has been set aside at Marina City for the purpose. . . Radio Moscow began coming live to Chicago daily over WNUS last week. . . Total Tony Bennett will be played on WSDM-FM for 24 hours beginning at noon Monday (7), coinciding with his opening at the Palmer House. . . Chicago Hooper has three FM stations hobbing up in general racket fact. Hooper has three FM stations bobbing up in general market rat-ings, with WSDM a tight second to fine arts purveyor WFMT. Elektra's Nick Gravenites would reportedly welcome an a&r offer. . . . Timing it with Oscar Brown's Happy Medium opening (Feb. 11) in "10y '66," Fontana Records is releasing more Brown bloom.

in "Joy '66," Fontana Records is releasing a new Brown album, "Finding a New Friend." Found in the album with Brown is Luis Hearique, Brazilian guitarist.

Judy Roberts moves from Midas Touch to London House Feb. 9 to alternate with Ahmad Jamal. With a little urging she'll abandon her usual easy-listening fare for some piano forte jazz fire.

Anita Bryant came back to the Don McNeil show for a day last week. It's where she started. While in town she was honored by the conservative Flick-Ready Corp. in Bensonville, Ill., for making music conservative Files-Ready Corp. in Bensonville, Ill., for making music in Vietnam. .. Ed Pazdur has signed Sonny and Cher for two Feb. 19 shows at the Opera House. Projected gross, \$35,000. .. Howard Miller, healthy and tanned, returned to WIND Radio last week in time for official recognition by returned to WIND Radio last week in time for official recognition by the Chicago city council for "exemplary service." — At press time last week Richard Harding wondered if Woodle Guthrie's son Arlo would arrive in time for Wednesday night opening at Poor Richard's. Pete Seeger's car, which Arlo is using for his first national tour, broke down in New England and Richard wired an advance to cover repairs.

Mercury records is interviewing for the job of royalty administrator, vacated recently by Bill Klusmeyer. Bill has been promoted to directly for executing the state of the st Klusmeyer. Bill has been promoted to director of accounting. . . Several record company people will hear tapes of bartione Call Robertson's recent stint on WBBM-TV's "Lee Phillip's Chicago" show. Cal would like to find a big company . . . Astor Street has welcomednew WIND weekend man Dick Brown, lately of WCOP, Boston ... Area teen-agers are talking up the how-to-be-a-homemaker classes scheduled as part of Dick Clark's Young World's Fair at Interna-Young World's Fair at Interna-tional Amphitheatre April 22-May I. Gary Lewis and the Playboys Billy Joe Royal and Paul Revere and the Raiders will be there, but only on opening night. . Lime-light artist Roland Kirk. blind from age 2. has acquired his first seeingewe dow so, be con take

seeing-eye dog so he can take walks with his toddler son Rory WFMT-FM and the Chicago Federation of Musicians came to terms last week, clearing the air

for stereo broadcasts of Chicago Symphony Orchestra concerts. RAY BRACK

DENVER

Vending sanitation was the topic discussed at a recent meeting of the local industry hosted by Thomas Higdon at Struve Distributing Co. The latest in machine cleaning techniques were demonstrated by Hi Shankweller, Secburg Corp., Will Wheatley, Canteen Company of Colorado and Lon Gilbert, Call Kampf Vending Co. In attendance were Mike Eberlein, Tom Stanley, Jack Jenkins, Floyd Kempf and Dale Stander, Call Kempf Vending; Ken Bockelmann, John Cline and Jim Bachand, Automatique; Jerry Marcove and John Blaha of Automatic Catering; Bill Chappel, Ron Lewark, Rick Merrill, B. Carter and Bill Grommet, Canteen Co.; Glen Miles, ABC Coffee; Ben Wambsgans and Ben Russ, Good Coffee Service; Bruce Mollison, Liquid Coffee; Dan Davis and Bob Colard, Dispensing Dist.; Harvey Brown and Ray Michael, Vend-All; Lee Evans, James King, Jack Rogers, Interstate Vending; Herb Jacobson, Servomat; Bob Cock, Waddell Vending: Bob Cock, Waddell Vending: Bob Vending sanitation was the topic Vend-All, Jack Rogers, Interstate Vend-Herb Jacobson, Servomat; I Cock, Waddell Vending; I Coffee, Inc.; and C. Yount, Coffee. Inc.; ar Glick, Variety Vending.

HAMRURG

Alba Musikverlag has published Elvis Presley's "Tell Me Why." The disk is a Teldec release. Roy Black's Polydor platter "Ganz in weiss" has sold 150,000 copies since Black's Polydor platter "Ganz in weiss" has sold 150,000 copies since its release three weeks ago. Peermusikverlag has published "Der ewige Soldat"—"The Elernal Soldier." The German version of the English-language folk song. The record is sung by Dominique. Other Peer titles currently high on the German hit list are "Say Why"—"Irgendwie — Irgendwie — Irgendwie — Irgendwie — Baby." Deutsche Vogue held a party at the Hotel Bellevue here to introduce Chris Andrews, he "Yesterday Man." Host for the affair was Lawrence Yaskiel, DV's press chief. . . . Ariola's German version of "A Taste of Honey" — "Ein Kuess zum Abschied"— is climbing fast on the best seller charts, despite predictions that it would prove impossible to translate the Tijuana Brass Band beat of Herb Alpert's original. The Danish guitar twins Inan and Kield have Alpert's original. The Danish guitar twins, Jan and Kjeld, have come up with what they call a "Tex-Mex" beat.

"Tex-Mex" beat, CBS Schallplatten has released a single "Melissa" with the theme mu-sic from Francis Durbridge's who-dunit German TV thriller of the same name. Durbridge, a Briton, enjoys a tremendous following in Germany. Peter Alexander sanie name. Doubtige, a mion, enjoys a tremendous following in Germany. Peter Alexander has a new single ready for release "Wenn das geschieht" b-w "Was kann ich dafuer". The Yugoslav folk singer Dunja Rajter is in West Germany for the release of the first Rajter LP in German, Yugoslav folk music is getting a big buildup in Germany as, after Russia and Spain, the richest treasure trove of folk music in Europe. The Raftles, Germany's hottest beat group, have been denied permission by English musician unions to compete in British beat music competition. The British unionists take the position that the competition is to develop young British talent and that the Rattles, from this point of view, are interlopers. . . . Gerig Musikverlage's German version of the calypso hit "Shame and Scan-dal in the Family" is a runaway." hit as "Kleinen, feinen Familie." OMER ANDERSON

HOLLYWOOD

Guy Ward's Maylnn Enterprises has leased the master, "No Arms Can Ever Hold You," by Tommy Cooper, from Art Benson, his personal manager. Disk will be is-

sued on the Highland label.

Nelson Riddle handling the score for 20th Fox's "The Sheriff' for NBC-TV.... New record

Nelson Riddle handling the score for 20th Fox's "The Sheriff" for NBC-TV. . . . New record concerns in the area are Quints Productions, directors Leonard Grant, Dorothy Heard and Jane Weyerhaeuser, located at 9000 Sunset Boulevard, and Custom Fidelity Co., directors David Berkus, Gerald Kastner and John Kildebeck, 222 E. Glenarm Street, Pasadena, Calif.

Loma Records general manager, Russ Regan, is taking a cautious approach to master purchasing. Since joining Warner Bros. four months ago, the ex-promotion man has refused over 100 masters for the r&b line, he says. Singles Regan has accepted have included "Hold Onto Your Money," by Little Joe Cook, from Johnny Lee's Two Jay label in Philadelphia; "Walkin' the Girl." by the Smiley Lewis band, from Alan Toussaint's Jarb Publishing in New Orleans, and "You Can't Outsmart a Woman," by Kell Osborne, from Revis-Berryhill Productions of Los Angeles.

Angeles.

With the action having moved With the action having moved down the Sunset Strip to other rock clubs, the Whisky A Go-Go recently reopened with a lower admission age, a chorus of Go-Goettes and the Young Rascals and Enemys splitting the bill. Club had been L. A.'s first major discotheque last summer. In its new format the admission age is down

cotheque last summer. In its new format the admission age is down from 21 to 18, with a chorus of dancing girls instead of merely two in a cage as added attractions. Warner Bros. released "Stop the World—I Want to Get Off" this spring, starring Tony Tanner and Millicent Martin. Tanner had replaced Anthony Newley in London when he took the show to Broadway.

Way.

White Whale's Turtles smashed White Whale's Turtles smashed the attendance record at the Hullabaloo club, drawing a reported 4,000 youngsters at two evening shows and one Sunday matinee. Group launches its first major cross-country tour Feb. 11 to run through March 1.

Ex-Detroit songwriter Rose
Kanfuan has moved to the Coast

through March 1.

Ex-De Lroit songwriter Rose
Kaufman has moved to the Coast
and is collaborating with Lou Halmy on projects. She has been
composing songs 20 years and has
written 12 tunes with Halmy.

TV DOINGS: Jack Marshall has
written the title song for the pilot
"About the Law," starring Jack
Lord. Jerry Wallace does the warbling.... Johnny Carson and the
"Tonight" show beam from Burbank, Calif., two weeks, commencing March 14.

Keely
Smith set for a dramatic role in
the "Mr. Roberts" NBC-TV series.

... H. B. Barnum signed by Chuck
Barris, producer of ABC-TV's
"Dating Game," to compose a
theme.

"Dating Game, to theme.

The Doctor's Symphony presented its 12th annual concert at the Music Center recently, with Peter Meremblum conducting. Eighty physicians and medicos believe to the orchestra and proceeds from the concert are going to con-struct a 1,150-bed hospital.

The Hacienda Hotel's new Creole Room is being used by man-agement as a springboard for new agement as a springboard to talent. Its first show is an international revue starring
Novotna and Robert Paul.

Novotna and Robert Paul.

Dot re-releases "The Ten Commandments" soundtrack in March.

Frank DeVol is scoring "The Glass Bottom Boat" for MGM.

Cocoanut Grove has booked a score of new names, including Petula Clark and the Righteous Brothers. Paul Anka is also set. Henry Dienna, Ambassador's general manager, is waving pacts at other names. other names.

Robert Leonard of Leonard Art-Robert Leonard of Leonard Arists covered four Sunset Strip rock clubs by booking the Pretty Kittens into Gazzarri's, the Young Rascals at the Whisky, Wilson Pickett at the Trip and the Regents at It's Boss.

Billy May has been reunited with Nancy Wilson on her 14th LP for Capitol. . . Joe Tex on a heavy tour of one-nighters for the heavy tour of one-nighters next five months. . . Disne second annual Valentine's Disneyland's will spotlight the Clara Ward Sing-ers, Joey Paige, Tina and the Mus-tangs, Bill Elliott and orchestra, the Spats and Young Men From New Orleans. . . . USC will com-



INTERNATIONAL ACTION for new music is discussed at New York headquarters of the Big 3 (Robbins-Feist-Miller), following arrival of Ben Nisbet, general manager of B. Feldman & Co. Ltd. of London. Shown from left to right are Nisbet, Arnold Maxin, vice-president and general manager of the Big 3, and Al Kohn, American representative for Francis, Day & Hunter of London. The Big 3 is affiliated with the Feldman and FD&H organization in the presence publishing activities. Feldman and FD&H organization in its overseas publishing activities

bine its Music School with cinema and drama departments into a new school of performing arts.

ELIOT TIEGEL

LONDON

Despite a large a&r staff, the largest crop of American labels handled by any company here and commitments with independent producers, EMI has decided it will not release more than 15 singles a week in 1966. This is the outa week in 1966. This is the outcome of research conducted by pop marketing manager Rex Old-field into EMTs promotional activities. Thus EMTs own producers, American affiliates and independent producers will be told that only records with a good chance of becoming hits will be issued. After months of negotiation with Brian Epstein, the BBC has bought for an undisclosed sum his film of the Beatles' New York Shea Stadium show last summer. It will be shown March 1. Epstein is still negotiating American screening be shown March I. Epstein is still negotiating American screening rights of this film and "The Music of Lennon and McCartney," hourlong spectacular shown in Britain in November. . . . Song with a big potential is "Big Man Cry," Tom Jones' next single. It was written by Les Reed—whose 1965 hits included Jones' "It's Not Unusual"—and is published by Reeds' Donna Music handled by Francis, Day and Hunter. The song is included and Hunter. The song is included and Hunter. The song is included on new albums by P. J. Proby and Adam Faith.

and Adam Faith.

Liberty's Vic Dama arrived here last week after the San Remo Song Festival for TV and radio dates arranged by Tito Burns...

Major success is being scored by Harold Fielding's new musical, "Charlie Girl," starring Pye's Joe Brown. It took an Adelphi theater box office record of nearly \$36,000 in the first week of January...

There is a dispute over the title of the Rolling Stones next album to be issued here March 10. Independent producer Andrew Oldham wants to call it "Could You Walk on the Water," but Decca has refused to issue it with that title. ... Elektra Records is the latest disk firm to join the low-priced LP market with a new label, Bounty, retailing albums at \$3,00. priced LP market with a new tabel, Bounty, retailing albums at \$3.00.

Publisher Dick James' new Page One record company formed with producer Larry Page has issued its first single on Decca. Other product will go to Philips and CBS until Page One gets its own label. Walt Disney executives are gathering in London for the company's annual conference—to be staged here next month. Walt will be represented by his brother Roy, Frank Weintrop will attend for the British company.

Elmer Bernstein—composer of

Elmer Bernstein—compasser of the score of Frank Sinatra's forth-coming film "Cast a Giant Shadow" —flew here to record Vince Hill singing "Love Me True" for the picture's soundtrack. Hill, whose "Take Me to Your Heart Again" is being issued in the U. S. on Tower, plans a promotional visit

here early in April... Pat Boone was due for last weekend's London Palladium TV show and to tape a special for BBC-TV. To coincide Pye issued a Boone EP from Dot with "Hey Baby" (once a trans-Atlantic chart-topper for Bruee Channel) as the title track.... Frank Hield's pantomime at the London Palladium is proving so successful that his season has been extended by two weeks which means the cancellation of a project for Tony Bennett to headline for Tony Bennett to headline a bill at the venue for a fortnight prior to the summer show opening.

Britain's record dealers will dis-cuss the industry's changing dis-tribution methods (100 per cent direct selling by all the major companies) when the Gramophone Record Retailers Association stages its annual conference at the New Ambassadors Hotel in this city on its annual conference at the New Ambassadors Hotel in this city on May 8 and 9. . . Although he will continue to record Cliff Richard, the Shadows and Frank Hield, EMI's Columbia label recording chief Norrie Paramor will concentrate on music publishing. He has been made a director of EMI's Armore and Beechwood publishing operation. EMI's Armore and Beechwood publishing operation. Their agent, Tito Burns, has signed P. J. Proby and the Searchers to Gene Pitney's six-week U. S. tour which opens on April 18. Proby's return to the U. S. is also the solution to the ending on April 1 of his British work permit.

to the ending on April 1 of his British work permit.

Pye has offered British TV companies a film of Dionne Warwick singing her latest single, "Are You There." The film was brought in by Mrs. Florence Greenberg, president of America's Scepter label. ... Managing director Tom Jennings Musical Industries to the Frankfurt Trade Fair to unveil the new Vox range of electronic musical equipment. ... Harold Davidon is preparing for a visit by Nancy Sinatra in April to coincide with her first British hit "These Boots Are Made for Walkin". .. A frequent visitor to London during his term with Liberty, Bobby Weiss has just paid his first visit as Monument's international executive. He accompanied Monument president Fred Foster. CHRIS HUTCHINS

MEMPHIS

Gene Simmons, who had the "Haunted House" hit, has done an original "Batman" single. Hi Rec-ords President Joe Cuoghi reports it is going well in a number of markets. . . . Saxophone ace Ace Cannon's new one on Hi, "Funny How Time Slips Away," is also breaking big, Cuoghi reports.

Charlie Rich's new Smash album Charlie Rich's new Smash album is mixed up with a variety of styles, says a&r man Jerry Kennedy, because the public can't be sure whether Rich is pop, r&b or country-pop. "He is a great talent and terrifically versatile," said Kennedy, Rich wrote most of the numbers in it. . . Jerry Lee Lewis

(Continued on page 42)

PUBLIC NOTICE

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let me show you what record and artist promotion really is! Herb Rosen **Promotions**

Say You Saw It in Billboard

Delta Distrib Parley Packs a Solid Punch

• Continued from page 26

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

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

Frio:

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

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

Concertein: "We allow the

Cooperstein: "We allow the distributor an advertising fund.

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

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

There were also panel dis-

cussions on:

cussions on:
Special Categories—Mac Davis, World Pacific/Pacific Jazz;
Joe Fields, Prestige; Fred Mendelsohn, Savoy; Sam Montel, Montel Michelle.
Chart or Hit LP's—Al Klein, Motown; Gene Norman, GNP
Crescendo; Bob Austin, Record

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

• Continued from page 40 will record a new album for Smash

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

Mack "Amateur Hour."

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

ELTON WHISENHUNT

FROM THE

MUSIC CAPITALS

OF THE WORLD

SAN REMO SIDELIGHTS

Continued from page 30

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

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

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

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

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

Connie Francis, who gave up

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

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

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

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

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

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

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

MAURIE H. ORODENKER

L'AMOUR PRENDRA TON COEUR (Boléro) (LOVE WILL GET YOUR HEART)



Jolie maman

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NEW YORK

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

Greenwich Village on March 12.
Zoot Sims currently at the Embers West. . . Charlie Louvin, Capitol artist, on a tour of U. S. bases in Germany. Before leaving, Louvin taped eight syndicated TV shows which will be aired in the coming weeks. Touring Germany with Louvin will be his guitarist, Steve Chapman . . The Dave Clark Five set for another shot on Ed Sullivan's TV show on Feb. 20, the 10th time they've appeared on the show . . . Ivan Mogull, recently returned from a global tour,

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

Gale Garnett completed a deal between her Lupercalia & Lepre-chaun publishing companies and E. B. Marks for latter to publish

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

MIKE GROSS

PHILADELPHIA

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

BILLBOARD IS WHERE THINGS HAPPEN IN HOLLYWOOD







-Billboard photos by Bob Fisher





















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. . . BECAUSE BILLBOARD IS WHERE THINGS HAPPEN

HIMS OF WHIS WORTH **Billboard**

AUSTRALIA

This Last Week Week

- 2 DAY TRIPPER—The Beatles
- (Parlophone)—Leeds SOUNDS OF SILENCE-Simon & Garfunkel
- SOUNDS OF SILENCE—
 Simon & Garfunkei
 (Festival)
 WOMEN—Easybeats
 (Parlophone)—Alberts
 LOVE LETTERS—Billy
 Thorpe (Parlophone)
 Chappelis
 MY WENERATION—The
 WIENERATION—The
 Herman's Hermits
 (Columbia)

- A MUST TO AVOID— Herman's Hermits (Columbia) I AIN'T GONNA EAT OUT MY HEART ANYMORE— The Young Rascals (Festival) ATTACK—The Toys
- (Stateside) SPANISH EYES—Al Martino
- (Capitol)—Belinda A WELL RESPECTED MAN —The Kinks (Astor)

AUSTRIA

- This Last
 Week Week

 1 NUR EIN BILD VON DIR—
 The Bambies (Atlantik)—

- The Bambies (Atlantan, Weltmusk)
 MARMOR, STEIN UND
 EISEN—Draft Deutscher (Decca)—Helbling
 GANZ IN WEISS—Roy
 Black (Polydor)—Seith
 17 JAHR, BLONDES HAAR
 —Udo Juergens (Vogue)—
- Freddy (Polydor)— Esplanade SHAME AND SCANDAL IN THE FAMILY—Shawn (Polyd
- Elliott (Roulette)-
- Schneider GEFANGEN—Jean Claude Pascal (Electrola)-Wier
- Melodie ICH WILL IMMER NUR DICH-Susie (Vogue)
- Montana DU BIST NICHT ALLEIN-
- Schneider
 YESTERDAY MAN—Chris
 Andrews (Vogue)—Intro

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin

- *Denote:
 This Last
 Week Week

 1 1 KEEP ON RUNNING—

 *Spencer Davis (Fontana)—

 *Spencer Davis (Fontana)—
- KEEP ON RUNNING—

 *Spencer Davis (Fontana)—
 Island Music
 MICHELLE—Overlanders
 (Pye)—Northern Songs
 SPANISH FLEA—Herb
 Alpert & the Tijuana Brass
 (Pye Int.)—Burlington
 LET'S HANG ON—Four
 Seasons (Philips)—Ardmore
 & Becciwood
 LOVE'S JUST A BROKEN
 HEART—*Cilla Black
 (Palophone)—Befinda

- (Parlophone)—Belinda
 DAY TRIPPER/WE CAN
 WORK IT OUT—*Beatles
 (Parlophone)—Northern
- u-ariopnone)—Northern Songs A MUST TO AVOID— "Herman's Hermits (Columbia)—Dick James Music TILL THE END OF THE DAY—"Kinks (Pye)— Belinda

- DAT—*KIRS (Pyc)—
 Belinda
 MY GIRL—Otis Redding
 (Atlantic)—Belinda
 YOU WERE ON MY MIND
 —*Crispian St. Peters
 (Deca)—Blossom Music
 MICHELLE—*David and
 Jonathan (Columbia)—
 Northern Songs
 MY SHIP IS COMING IN—
 —*Walker Brothers.
- -*Walker Brothers (Philips)—A. Schroeder THE CARNIVAL IS OVER—

- THE CARNIVAL IS OVER—
 *Seekers (Columbia)—
 Springfield Music
 THE RIVER—*Ken Dodd
 (Columbia)—Peter Maurice
 SECOND HAND ROSE—
 Barbra Streisand (CBS)—
 Keith Proof Render (CBS)—
 Broots (CBS)—
 Sinatra (RENN—Namo)—
 Sinatra (RENN—Namo)—
 Sinatra (RENN—Namo)—
 Render (RENN—Render MADE
 **ENGLAND SWINGS—Roger
 Miller (Philips)—Burlington
 MIRROR, MIRROR—
 **Plinkerton's Assorted
- *Pinkerton's Assorted Colours (Decca)—Kins
- Music
 A GROOVY KIND OF
 LOVE—*Mindbenders
 (Fontana)—Screen GemsColumbia Music
 LIKE A BABY—Len Barry
 (Brunswick)—Leeds Music
 TEARS—*Ken Dodd
 (Columbia)—Keith Provice

44

Columbia)—Keith Prowse
YOU MAKE IT LOVE—
*Dave Dee, Dozy, Beaky,
Mick and Tich (Fontana)—
Lynn

- MIDNIGHT TO SIX MAN-23 *Pretty Things (Fontana)— Dunmo Music RECUE ME—Fontella Bass
- 24 25
- (Chess)—Jewel
 TAKE ME TO YOUR HEART
 AGAIN—*Vince Hill
 (Columbia)—Noel Gay
 WIND ME UP—*Cliff

- 30
- WIND ME UP—SCIII'
 Richard (Columbia)—
 Ardmore & Becchwood
 BYE BYE BLUES—Bert
 Kaempfert (Polydor)—
 Francis, Day & Hunter
 GIRL—St, Louis Union
 (Deca)—Northern Songs
 RECOVERY—Fontella Bass
 (Chess)—Jewel Music
 DON'T MAKE ME OVER—
 *Swinging Blue Jeans
 (HMV)—Dominion Music
 TCHAIKOVSKY ONE—
 *Second City Sound (Decca)
 —Jackson Music Second City Sou

 Jackson Music

CANADA

- This Last
 Week
 Week
 1 3 MY LOVE—Petula Clark

- MY LOVE—Petula Clark (Warner Bros.) BARBARA ANN—Beach Boys (Capitol) A MUST TO AVOID— Herman's Hermits (MGM) DAY TRIPPER/WE CAN WORK IT OUT—Beatles (Capitol) TELL ME WATER
- (Capitol)
 TELL ME WHY—Elvis
 Presley (RCA Victor)
 AS TEARS GO BY—
 Rolling Stones (London)
 FIVE O'CLOCK WORLD—
- Vogues (Barry) A WELL-RESPECTED MAN
- Kinks (Reprise)

 MY WORLD IS EMPTY
 WITHOUT YOU

 Supremes (Tamla-Motown)

 10 UP TIGHT—Stevie Wonder
 (Tamla-Motown)
- CANADIAN RECORDS

- This Last
 Week Week

 1 HUNTING EACH OTHER/
 BABY'S BIRTHDAY—
 Guess Who's (Quality)

DENMARK

- YESTERDAY MAN-Chris Andrews (Decca)—Sweden Music STORKESPRINGVANDET
- Caesar (Sonet)—Winckler YESTERDAY—Beatles (Odeon)—Multitone WE CAN WORK IT OUT— Beatles (Parlophone)—
- Beatles (Parropal Multitone GET OFF OF MY CLOUD—
- Essex HELP!—Beatles (Parlophone)
- -Essex THE CARNIVAL IS OVER-DONNA DONNA—Donovan
- (Pye)—Trad. MY GENERATION—Who
- 21
- (Brunswick)
 IT'S MY LIFE—Animals
 (Columbia)—Screen Gems

EIRE

This Last Week Week

- Veek
 LOVELY LEITRIM—Mighty
 Avons (King)
 KEEP ON RUNNING—
 Spencer Davis Group
 (Fontana)—Island
 (Columbia)—Peter Maurice
 ACHING, BREAKING
 HEART—Drifters (Pye)—
 Mecolico
- Mecolico
 DAY TRIPPER—Beatles
- (Parlophone)—Norther Songs Ltd. YOUNG LOVE—Donie
- Cromwell
 TO WHOM IT CONCERNS—
 Chris Andrews (Decca)—
- Glissando CARNIVAL IS OVER-
- CARNIVAL
 Seekers (Columbia)—
 Springfield
 OUT OF REACH—Columbia
 Showband (Rex)—Palace
 TEARS—Ken Dodd
 (Columbia)—Keith Prowse
- 10

FINLAND

- Week Ago
 1 YESTERDAY—Beatles
- YESTERDAY—Beatles
 (Parlophone)
 HALITULIJALLAA—
 Hootenanny Trio (HMV)
 SINUN OMASI—Tamara
 Lund (Fontana)
 DAY TRIPPER—Beatles
- (Parlophone)
 GET OFF OF MY CLOUD— Rolling Stones (De

- EN KERRO KUINKA JOUDUIN NAIMISIIN-
- Irwin Goodman (Safir) MENOLIPPU—Teresa
 - (Polydor) HAAVALSSI—Tapio Rautavaara (Philips) PIILOPAIKKA—Danny
 - (Scandia)
 TWILIGHT TIME—Platters 10

FRANCE

- This Last Week Week FOLKLORE
- AMERICAIN—Sheila
 (Philips)—Bagatelle
 LES MARIONNETTES—
 Christophe (A.Z.)—Jacques
- BOHEME—Charles
- French Music
 MON COEUR D'ATTACHE -Enrico
- None MEME SI TU REVENAIS—

- Claude Francois (Philips)— Tutti
 POTEMKINE—Jean Ferrat
 (Barclay)—Halleuya
 MICHELLE—The Beatles
 (Odeon)—AMI
 SING C'EST LA VIE— Franck Alamo (Riviera)— Pigalle
 Z'AVEZ PAS VU MIRZA— Nino Ferrer (Riviera)— Beuscher
- Beuscher
 DAY TRIPPER—The Beatles
 (Odeon)—AMI

GERMANY

- This Last
 Week Week

 1 MARMOR, STEIN UND
 EISEN BRICHT—Drafi
 Deutscher (Decca)—Intro
 2 IL SILENZIO—Nini Rosso
 (Hans)—Intro
 3 7 YESTERDAY MAN—Chris
 Andrew (Vogue)—Intro
 4 3 GET OFF MY CLOUD—
 The Rolling Stones (Decca)
 —Gerig
- -Gerig
 BALLA BALLA—The
 Rainbows (CBS)—April
 WE CAN WORK IT OUT—
 The Beatles (Odeon)—
 Northern Songs
 UND DANN—Bernd Spier

- (CBS)—Gerig
 TURN, TURN, TURN—
 The Byrds (CBS)—Gerig
 ER IST WIEDER DA—
- ER IST WIEDER DA—
 Marion (Hansa)—Intro
 DU BIST NICHT ALLEIN—
 Black (Polydor)—

HOLLAND

*Denotes local origin

- Week
- WE CAN WORK IT OUT/ DAY TRIPPER—The Beatles (Parlophone)—Leeds/ Holland-Basart THIS STRANGE EFFECT—

- THIS STRANGE EFFEC.I—
 Dave Berry (Deca)—Ed.
 Altona
 TILL THE END OF THE
 DAY—The Kinks (Pye)—
 Ed. Belinda
 MARMOR, STEIN UND
 EISEN BRICHT—Drafi
 Deutscher (Deca)—Ed.
 Portengen
 HERE IT COMES AGAIN—
 The Fortunes (Deca)—Ed.
 Melodia
 I'M GONNA TAKE YOU

- Melodia
 I'M GONNA TAKE YOU
 THERE—Dave Berry
 (Decca)—Ed. Melodia
 IK HEB GEEN ZIN OM OP
 TE STAAN—*Het (Fontana)
 Immela Basan
- TE STAAN—*Het (Fontana)
 —Impala-Basar
 'n GLAASJE MADEIRA,
 m'DEAR?—*Ted de Braak
 (Barclay)
 TO WHOM IT CONCERNS
- Chris Andrews (Vogue)—
 Ed. Basart
 YESTERDAY—The Beatles
 (Parlophone)—Leeds/
 Holland-Basart

HONG KONG

- DAY TRIPPER—Beatles
- DAY TRIPPER—Beatles
 (Parlophone)
 TURN! TURN! TURN—
 Byrds (CBS)
 PUPPET ON A STRING—
 Elvis Presley (RCA Victor)
 I FOUND A GIRL—Jan
 and Dean (Liberty)
- LA BAMBA—Ventures (Liberty)
- FIVE HUNDRED MILES— Peter and Gordon (Columbia) FUN! FUN! FUN!—Beach
- Boys (Capitol) GET OFF OF MY CLOUD— Rolling Stones (British Decca)

- THE CARNIVAL IS OVER-
- Seekers (Columbia) WIND ME UP—Cliff Richard (Columbia) 10

ITALY

- *Denotes local origin
 - ast

 LEI—Adamo (VdP)

 LA CASA DEL SIGNORE—
 *Bobby Solo (Ricordi)
 PER QUALCHE DOLLARO
 IN PIU—YE. MOTICONE
 (RCA)

 LA FESTA—*Adriano
 Celenanto (Clan)
 THUNDERBALL—Tom
 Jones (Deca)
 STASERA CON TE—*Rita
 Pavone (RCA)

 ORA O MAI PIU—*Mina
 (RI Fi)
 NON MI TENERE IL
 BRONCIO—Adamo (VdP)
 SOLO TU—*Rita Pavone
 (RCA)

- 13

- (RCA) L'AMORE—*Don Backy
- (Clan) THUNDERBALL—Santo & Johnny (Canadian) IL SILENZIO—Dalida
- IL SILENZIO—Danda (Barclay) NON SON DEGNO DI TE— "Gianni Morandi (RCA) FOR YOUR LOVE— Yardbirds (Ricordi Intl.) LASCIATI BACIARE COL LETKISS—A. & H. Kessler (Derby)

JAPAN

*Denotes local origin

- FUTARI NO SEKAI—
 *Ishihara Yujiro (Teichiku)
- JASRAC NAMIDA NO RENRAKUSEN
- NAMIDA NO RENRAKUSEN

 -- Miyako Harumi
 (Columbia)—JASRAC
 SAYONARAWA DANCE
 NO ATONI—*Baisho Chieko
 (King)—JASRAC
 SAKABA KOUTA—
 *Matsuyama Keiko

- SAKABA KOUTA—

 *Matsuyama Keiko
 (Toshiba)—JASRAC
 AKAI GLASS—*Ai George
 & Shima Chinami (Teichiku)
 —JASRAC
 LA PLAYA—Claude Clari
 (Odeon); Greame Bartlett
 (Philips)—Toshiba
 DON'T LET ME BE
 MISUNDERSTOOD—
 Animals (Odeon)—Aberbach
- Animals (Odeon)—Aberbach
- Tokyo
 KARAJISHI BOTAN—
 *Takakura Ken (King)—
 JASRAC
 KOIGOKORO—Kishi Yoko
- (King)—Toshiba ETSURAKU NO BLUES— *Shima Kazuhiko (Columbia)—JASRAC 10

MALAYSIA

- *Denotes local origin
- Last Week WIND ME UP-Cliff
- Richard (Columbia) HAPPY HAPPY BIRTHDAY,
- BABY—*Naomi and the Boys (Philips) THE CARNIVAL IS OVER

- THE CARNIVAL IS OVER
 —Seekers (Columbia)
 OVER AND OVER—Dave
 Clark Five (Columbia)
 WE CAN WORK IT OUT—
 Beatles (Parlophone)
 GET OFF MY CLOUD—
 Rolling Stones (Decca)
 LOVE HAS GONE—"Quests (Philips)
 OUR WORLD—Johnny
 Mathis (EIMY)
 HOllies (Parlophone)
 YESTERDAY MAN— Chris
 Andrews (Decca)

- **MEXICO** *Denotes local origin

- *Denotes local origin

 **This Last*

 **Week Week

 1 1 ES LUPE (Hang on Sloopy)
 --*Los Johnny Jets (CBS)-Grever

 2 2 POR LAS CALLES DE
 MEXICO--*Sonora
 3 3 MAZATLAN---*Misc Laure

 4 5 QUE VA (La Mentira)**Javier Solis (CBS)-Mundo Musical (Campel)
 -5 HELP--The Beales (Capitol)
 --Pending
 6 7 TRUNFAMOS--*Los
- —Pending
 TRIUNFAMOS—*Los
 Panchos (CBS)—Campei
 ZORBAS DANCE—Trio From
 Athens (Gamma)—Grever
 LA MENTIRA—Pepe Jara
 (RCA)—Campei
 MARIA NO MAS—Cliff
 Richard (Capitol)—Pending
- Richard (Capitol)—Pending
 ALL NIGHT AND ALL THE
 DAY—The Kinks (Pye)—
 Pending

NEW ZEALAND

- WE CAN WORK IT OUT/ DAY TRIPPER—The 1
- Beatles YESTERDAY MAN—Chris
- 2
- Andrews
 THE CARNIVAL IS OVER
 —The Seekers
 PRINCESS IN RAGS—Gene

- 10 PRINCESS IN RAGS—Gene Pilney
 2 GET OFF OF MY CLOUD —Rolling Stones
 5 I HEAR A SYMPHONY—The Supremes
 6 HERE IT COMES AGAIN—THE FORUMES
 16 THE SOUNDS OF SILENCE—Simon & Garfunkel
 4 ENGLAND SWINGS—ROger Miller
 14 IT'S MY LIFE—The Animals

NORWAY

- *Denotes local origin
- DAY TRIPPER—Beatles
- (Parlophone)—Edition YESTERDAY—Beatles Lyche
 4 THE CARNIVAL IS OVER
- -Seekers (Columbia) Sweden Music/Stig Anderson
- HJEM (Home on the Range)

 -*Kirsti Sparboe (Triola) Bendiksen GET OFF OF MY CLOUD-
- Rolling Stones (Decca)-
- Essex IT'S MY LIFE—Animals (Columbia)-Screen Gems/
- Stig Anderson
 OLA VAR FRA
 SANDEFJORD—*Johnny
 Band (Decca)—Norsk
- Band (Decca)—Norsk Notestikk YOU WERE ON MY MIND —Barry McGuire (RCA Victor)—Gehrman KEEP ON RUNNING— Spencer Davis (Sonet) EVE OF DESTRUCTION— Barry McGuire (RCA Victor)—Sweden Music/ Stig Anderson

Anderson 10 TILL THE END OF THE DAY—Kinks (Pye)— Krassner Music

- **PHILIPPINES**

- Beach Boys (Capitol)-Mareco, Inc.
- Mareco, Inc.

 LITTLE OLD LADY FROM
 PASADENA—Beach Boys
 (Capitol)—Mareco, Inc.

 MR. TAMBOURINE MAN—

- Week

- Lardoso (Copacaoana)

 IL SILENZIO—Dalida
 (Barclay-RGE)

 UN GRANDE AMOR—*Jerry
 Adriani (CBS)

 WHIPPED CREAM AND
 OTHER DELIGHTS—La
- WOOLY BULLY—Sam the Sham and the Pharaohi (MGM)

- steelew (Statistics) (Statistic

- Byrds (CBS)-Mareco,

WORLD WITHOUT LOVE-

- WORLD WITHOUT LOV.
 Anita Bryant (CBS)—
 Mareco, Inc.
 LITTLE SPEEDY
 GONZALES—Astronauts
 (RCA)—Filipinas Record
 Corp.
- RIO DE JANEIRO
- reck

 IO CHE NI VIVO SENZA

 TE—Richard Anthony
 Odeon

 QUERO QUE VA' TUDO

 PARA O INFERNO—

 *Roberto Carlos (CBS)

 O HOMEM QUE NAO

 SABIA AMAR—Sergio
 Ricardo (RCA)

 HELP—Beatles (Odeon)
- QUERIDA—*Jerry Adriani (CBS)

 IL MONDO—Jimmy Fontana (RCA); Wanderley
 Cardoso (Copacabana)
- Comparsa de La Laguna (RCA)
- (Continued on page 47)

MEMO TO: WELL-INFORMED MEN OF THE MUSIC WORLD

MEN FROM BILLBOARD FROM:

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CADET 5526

Mitty Collier

SHARING YOU

CHESS 1953

The Entertainers

MIC

CHESS 1951

RECORDS

ALBUM REVIEWS

• Continued from page 34



POP SPECIAL MERIT

UNBELIEVABLE

Billy Stewart. Chess LP 1499 (M)

The songs are standards, but the treatment is anything else but. Billy Stewart takes material like "Summertine," "Fogyn Day," "Gandian Sunset" and "Moon River" and gives it his own unique treatment—with suggestions of both jazz and r&b. The sound and styling are all his own, and he carries them both off well.



POP SPECIAL MERIT

LATIN BOSS-SENOR ROS

Edmundo Ros & His Ork. London SP 44073 (S)

Edmundo Ros and his orchestra play some great Latin American dance music and throw in a stirring "Valencia." Three Jobim songs-"Ipanema," "One Note Samba" and "Meditation"—are done with zest and taste. Sound reproduction is well above average.



POP SPECIAL MERIT

RONDA MUSICAL SURAMERICANA

Tito Rodriguez. United Artists UAL 3462 (M); UAS 6462 (S)

One of the top purveyors of Latin music, Tito Rodriguez, is at it again. This time he's packaged in a lively recap of a recent south-of-the-border tour during which he enchanted many audiences in many coun-tries. The enchantment has been excellently captured on this disk.



POP SPECIAL MERIT

RAM-BUNK-SHUSH

Harold Betters. Reprise R 6195 (M);

Harold Betters lays down a solid instrumental line with the help of planist John Thomas, basist Chuck Ramsey, drummer Russ Lewellen and guitarist Joe Galbraith Betters' frombone has an earthy rhythmic sound that can cover a wide range of material in highly listenable style.



CLASSICAL SPECIAL MERIT

GILBERT & SULLIVAN PRINCESS IDA

D'Oyly Carte Opera Company (Sargent). London A 4262 (M); OSA 1262 (S)

This less-known opera by the famous duo gets a highly polished reading here which should make it more popular. Elizabeth Harwood enacts the princess in just the Harwood enacts the princess in just the right form. Sandford, Potter and John Reed contribute in fine fashion, Sir Malcolm and the Royal Philamomics shine.



CLASSICAL SPECIAL MERIT

MAHLER: SYMPHONY NO. 7 (2-12" LP)

Utah Symphony Orch. (Abravanel). Vanguard VSD 71141/2 (S)

Though Mahler is enjoying somewhat of a revival, his "Symphony No. 7" is seldom performed. The performance of Maurice Abravanel and the Urah Symphony should do a lot to keep the Mahler revival going and of draw more arten



CLASSICAL SPECIAL MERIT

HAYDN: SYMPHONY NO. 39 IN G MINOR/SYMPHONY NO. 3 IN G MAJOR/SYMPHONY NO. 73 IN D MAJOR

Little Orchestra of London (Jone Nonesuch H 1096 (M); H 71096 (S)

The Little Orchestra gives a big performance here in three different works, Leslie Jones excels in leading the group in an interesting, forceful interpretation, and the orchestra establishes itself as a major unil. A bargain at this budget price.



CLASSICAL SPECIAL MERIT

ITALIAN BAROQUE MUSIC FOR HARPSICHORD

Igor Kipnis. Epic LC 3911 (M); BC 1311

The baroque music buffs are in for a treat. With Igor Kipnis on the harpsichord and compositions by such Italian baroquists as Scarlatti, Frescobaldi, Galuppi and Pasquin treated with musical reverence, the baroque vogue should continue to grow.



CLASSICAL SPECIAL MERIT

20TH CENTURY SPANISH PIANO MUSIC

Gonzalo Soriano, Angel 36281 (M); S

Gonzalo Soriano has the fiery plano tech-nique that's especially suited to Spanish music. In this set the compositions of Manuel De Falla, Joaquin Rodrigo, Xavier Montsalvatge show the planist's technique in an attractive light.



SPOKEN WORD SPECIAL MERIT

DOROTHY STICKNEY IN A LOVELY

Vanguard VRS 9201/2 (M)

Dorothy Stickney's portrait of Edna St. Vincent Millay is warm and measured, and has left a memorable glow on audiences to whom she has brought this stage presentation around the country. All of the attributes are to be found here.



LOW PRICE SPOKEN WORD

SPECIAL MERIT

PROFESSOR JULIUS SUMNER MILLER RELATING STORIES OF BENJAMIN FRANKLIN, VOL. 3

Disneyland DQ 1273 (M)

This is Vol. 3 in the men of science series. And this, too, is told in direct and simple terms for a youngster's easy comprehension. Traced is Ben Franklin's humble beginnings, this efforts in science, etc. Professor Miller's narration makes it all thoroughly enjoyable.



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

I'LL REMEMBER YOU Liberty LRP 3436 (M); LST 7436 (S)

MARTIN DENNY! Liberty LRP 3438 (M); LST 7438 (S)

MEL TAYLOR AND THE MAGICS IN ACTIONS Warner Bros. W 1624 (M); WS 1624 (S)

TOM JONES/IRAM LA DOUCE Soundtracks. United Artists UAS Soundtracks. 5134 (S)

WILLIE MITCHELL'S DRIVING BEAT HI HL 12029 (M); SHL 32029 (S)

WHAT'S NEW HARMONICATS? Jerry Murad's Harmonicats. Columbia CL 2425 (M); CS 9225 (S)

DON HO—AGAIN Don Ho & the Allis. Reprise R 6186 (M); RS 6186 (S)

WAIKIKI

Ed Kamanaloha Kenney. Decca DL 4703 (M); DL 74703 (S) STROLLIN'

Verne Meisner, Cuca LP K 2042 (M)

CLASSICAL

WIREN: SERENADE FOR STRINGS/ LARSSON: PASTORAL SUITE— LITEN MARCH Stockholm Symphony (Westerberg). London CM 9430 (M); CS 6430 (S)

SCHUBERT: STRING QUINTET IN C, STRING TRIO IN B FLAT Vienna Philharmonic Quartet (Har-and). London CM 9441 (M); CS 6441 (S)

GILBERT & SULLIVAN: THE PIRATES OF PENZANCE Martyn Green. RCA Victor VIC 6007 (M); VICS 6007 (S)

BACH: ON THE PEDAL HARPSICHORD E. Powers Biggs. Columbia ML 6204 (M); MS 6804 (S)

BACH: ORGAN WORKS, VOL. 3 Anton Heiller. Bach Guild BG 675 (M); BGS 70675 (S)

ORCHESTRA DANCE SUITE London Symphony Orch. (Solti), Lon-don CM 9469 (M); CS 6469 (S)

BARTOK: CONCERTO

BACH: CONCERTO IN D MINOR/ CHOPIN: CONCERTO NO. 2 IN F MINOR Vladimir Ashkenazy. London CM 9440 (M); CS 6440 (S)

BACH: ORGAN WORKS, VOL. II Anton Heiller, Guild BG 674 (M); BGS 70674 (S)

VIII. RESEARCH PERIOD/THE ITALIAN SETTECENTO (18TH CENTURY Various Artists, Archive ARC 198 840 SAPM (M); ARC 73240 (S)

SCHUMANN: DICHTERLIEBE, LIEDERKREIS OP. 24 Dietrich Fischer-Dieskau/Jorg Demus. Deutsche Grammophon 139 109

SLPM (S) THE ITALIAN SETTECENTO (18TH CENTURY) Various Artists. Archive 198 849 SAPM (M); ARC 73249 (S)

THE VIRTUOSO RECORDER
Ferdinand Conrad/Wiener Sollsten
(Boettcher). Bach Guild BG 681 (M);
BGS 70681 (S)

THE MAJESTY OF SACRED MUSIC Stockholm Concert Orchestra (Ross). Word W 4027 (M); WST 9027 (S)

BEETHOVEN: COMPLETE MUSIC FOR WIND BAND London Wind Soloists (Brymer), Lon-don CM 9442 (M); CS 6442 (S)

MOZART: COMPLETE DANCES & MARCHES, VOL. 4 Vienna Mozart Ensemble (Boskovsky). London CM 9459 (M); CS 6459 (S)

WOLF-MORIKE LIEDER PFITZNER-EICHENDORFF LIEDER Hermann Prey. London 5946 (M); OS 25946 (S)

FELIX MENDELSSOHN Chamber Orchestra of the Saar (Ristenpart). Nonesuch H 1099 (M); H 71099 (S)

CHOPIN: KLAVIER CONCERT NO. 1/4 MAZURKAS Tamas Vasary. Deutsche Grammo-phon 136 453 SLPEM (S)

LOW PRICE CLASSICAL

MOZART: SYMPHONY NO 41 IN C MAJOR/SYMPHONY NO. 29 IN A MAJOR Sir John Barbirolli/Halle Orch. Van-

Sir John Barbirolli/Halle Orch, Van-guard Everyman SRV 180 SD (S)

CLASSICS OF THE EARLY 18TH CENTURY The International Soloist Orchestra (Koppenburg). Mace Records M 9021 (M); SM 9021 (S)

MUSIC FOR TWO PIANOS Various Artists, Mace MM 9023 (M); SM 9023 (S)

4 CONCERTI FOR PIANO AND STRING ORCHESTRA Maria Kalamkarian with the Consor-tium Musicum, Mace M 9024 (M); MS 9024 (S)

PAGANINI: SONATAS Marga Bauml & Walter Klasinc. Mace M 9025 (M); SM 9025 (S)

JAZZ

BAGPIPE BLUES Rufus Harley, Atlantic 3001 (M)

OPUS DE FUNK Johnny "Hammond" Smith. Prestige PR 7420 (M)

SWINGS COOL Fred Wacker Big Band Cadet. LP 4050 (M)

COMEDY

HAVE A LAUGH ON ME Archie Campbell. RCA Victor LPM 3504 (M); LSP 3504 (S)

THIS'LL KILL YA!
Pigmeat Markham. Chess LP 1500 (M)

FOLK

JULIE FELIX—THE SECOND ALBUM London LL 3442 (M); PS 442 (S)

THE NEW FOLK SOUND OF TERRY CALLIER Prestige PR 7383 (M)

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.

CERRILARY 12 1044 BILLROAPE

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

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

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

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

BLUES

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

THE REAL FOLK BLUES Waters, Chess LP 1501 (M)

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

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

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

GOSPEL

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

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

RELIGIOUS

AN EVENING WITH BOB DANIEL Supreme SS 2032 (S)

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

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

POLKA

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

SPOKEN WORD

HELEN GURLEY BROWN AT TOWN HALL (2-12" LP) Crescendo GNP 608 (M)

CHILDREN'S

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

LOW PRICE CHILDREN'S

LET'S GO TO THE FARM-Robert Douglas, Vocalion VL 3758

INTERNATIONAL

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

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

**

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

POPULAR

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

LOW PRICE COUNTRY

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

CLASSICAL

CHAMPAGNE, ROSES & BONBONS
Minneapolis Symphony Orch, Philharmonia Hungarieg Oberait, Mercury MG
SCHUBERT'SCHUMANN/GOETHELIEDER/HERMANN PREY
LONGON 5927 (M), OS 25927 (S)
ADAGIO LAMENTOSO & OTHER
ORCHESTRAL WORKS
ORCHESTRAL WORKS
41518)

BOCCHERINI: QUINTET NO. 2 FOR GUITAR AND STRINGS IN C MAJOR Various Artists, Vanguard VSD 71147

(S); VRS 1147 (M) FOUR CENTURIES OF MUSIC FOR THE HARP Marie-Claire Jamet. Nonesuch H 1098 (M); H 71090 (K) MASTER WORKS FOR ORGAN, VOL. 1 JOTES Ernst Hansen. Nonesuch H 1100 (M); H 71100 (S)

BREAKOUT SINGLES

NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

REGIONAL BREAKOUTS

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

STOP!

Moody Blues, London 9810 (Cheshire, BMI) (New York)

RENAISSANCE VOCAL MUSIC Various Artists. Nonesuch H 1097 (M); H 71097 (S)

H 71097 (S)

XI RESEARCH PERIOD/THE GERMAN
PRE-CLASSICS (1700-1760)

Various Artists. Archive ARC 73251
(S); 198 851 SAPM (S)

PURCELL: THE FANTASIAS FOR Nikolaus Harnoncourt. Bach Guild BGS 70676 (S); BG 676 (M)

LOW-PRICE CLASSICAL

GERMAN LITURGICAL MUSIC Consortium Musicum (Arndt). Mace M 9022 (M); SM 9022 (S)

RELIGIOUS

ORGAN MUSIC
Paul Mickelson. Console CS 6006 (S)
RUSSELL MARSHALL SINGS
Cornerstone RM 740 (S)

LOW PRICE CHILDREN'S

THE UGLY DACHSHUND Various Artists. Disneyland DG 1290

SPOKEN WORD

CHRISTIAN STATESMAN Brooks Hays. Word W 3363 (M); (No Stereo)

INTERNATIONAL

SOUND OF THE SITAR Ravi Shankar, World Pacific WP 1434 (M); WPS 21434 (S) IRISH MUSIC IN LONDON PUBS Various Artists. Folkways FG 3575 (M)

YOU BRING ME DOWN .

Royalettes, MGM 13451 (South Mountain, BMI) (St. Louis)

MOULTY

Barbarians, Laurie 3326 (Elmwin, Roznique, BMI) (Boston)

THE ONE ON THE RIGHT IS ON THE LEFT

Johnny Cash, Columbia 43496 (Jack, BMI) (Houston)

STOP HER ON SIGHT (S.O.S.) Edwin Starr, Ric-Tic 109 (Myto, BMI) (St. Louis) IF YOU CAN'T BITE, DON'T GROWL

Tommy Collins, Columbia 43489 (Seashell, BMI) (Minneapolis-St. Paul)

COME LOVE

Bruce and Terry, Columbia 43479 (Shaw, ASCAP)

HITS OF THE WORLD

· Continued from page 44

SINGAPORE

This Last Week Week

2

1

1 WE CAN WORK IT OUT— Beatles (Parlophone) 3 THUNDERBALL—Tom Jones

WIND ME UP-Cliff Richard

2 WIND ME DP—CHIT Renard
(Smash)
4 ENGLAND SWINGS—Roger
Miller (Smash)
6 A MUST TO AVOID—
Herman Hermin
9 MICHELLE—Billy Vaugh
Ork and Chorus (Dot)
ONE HAS MY NAME—
Barry Young (Dot)
THE DUCK—Jackie Lee
(Phillips)

(Philips)

TO WHOM IT CONCERNS
—Chris Andrews (Decca)

8 MY SHIP IS COMING IN—Walker Bros. (Philips) 10

Seckers (Columbia)

5 WE CAN WORK IT OUT—
Beatles (Parlophone)

3 HUNGRY FOR LOVE—
A-Cads (RCA)

6 WIND ME UP—Cliff Richard (Columbia) 7 TREAT HER RIGHT—Roy Head and the Traits (Ray)

SOUTH AFRICA

1 GET OFF OF MY CLOUD— Rolling Stones (Decca)
2 THE CARNIVAL IS OVER—

10 YESTERDAY MAN-Chris

Andrews (Decca)

CALIFORNIA GIRLS—
Beach Boys (Capitol)

HOW THE MIGHTY HATH FALLEN-Emil Dean (CBS)

COME BACK SILLY GIRL Staccatos (RCA)

ONLY THREE WORDS CAN DESCRIBE ...

CONFES



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COUNTRY MUSIC

Imperial Will **Expand Its C&W Output**

NEW ORLEANS-Rick Frio, national sales manager of Im-perial Records, told delegates to the second annual Delta Deal-

to the second annual Delta Deal-ers Convention here last week that Imperial is "going more into the country and western field." Frio, who was on two panel discussions, said the label will make its expansion move soon. The decision was reached, he said, because of the tremendous growth of c&w music and its au-dience.

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

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

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

KBER Sponsors First Live Show

SAN ANTONIO - Country

SAN ANTONIO — Country music Station KBER sponsored its first c&w live production last week (6), with shows at 2:30 and 8 p.m. at Municipal Auditorium. Both drew big crowds.
Talent line-up was Ferlin Husky, Ray Price, Tex Ritter, Skeeter Davis, Lefty Frizzell, Claude King, Hank Cochran and five bands. Tickets were \$2 and \$2 50.

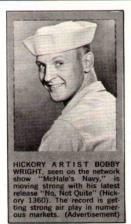
New Writers

NASHVILLE—Pawnee Rose Publications, In c. (SESAC), headed by Hubert Long, an-nounced last week the signing of Jim Wasdin, of Chicago, and Christy Lane, of Peoria, III., as exclusive writers. Both Wasdin and Miss Lane are also singers.



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

(Advertisement)



Gene Bennett Clicks With Nashville Sound

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

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

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

WPIT is a 5,000-watter and

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

Guests Set For Wilburn TV Show

NASHVILLE—Chet Atkins, outstanding guitarist and RCA Victor's Nashville a&r chief, ap-peared as a guest on the Wilburn

peared as a guest on the Wilburn Brothers syndicated country mu-sic TV show last week. The Wilburns announced the following talent line-up for up-coming shows: Hank Locklin, Carl Smith, Earl Scott, the Os-borne Brothers, Jean Shepard, Stonewall Jackson, Bobby Bare and Archie Comphell and Archie Campbell.

Regulars on the show with the

Wilburns are Loretta Lynn and Harold Morrison.

BUSY TIME FOR BARBARA

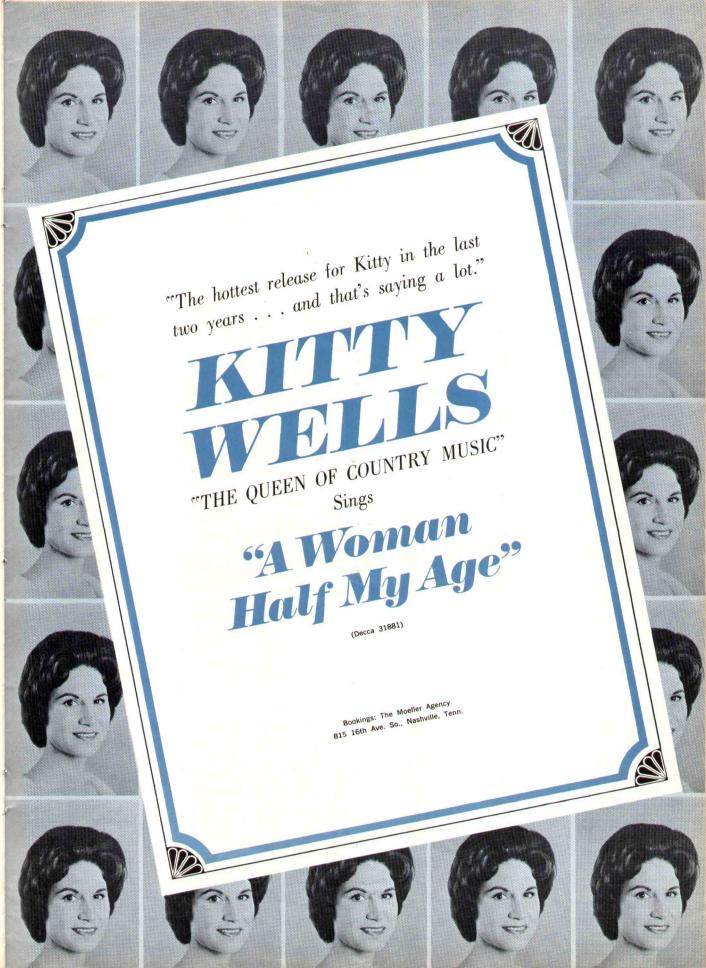
RICHMOND, Va.—Barbara Allen and her show played the

Allen and her show played the "Dominion Barn Dance" here and the WWVA "Jamboree," Wheeling, W. Va., last week, and leave this week (11) for two weeks at the U. S. Naval Base at Guantanamo Bay, Cuba. Following the Cuban stand, she will be featured on the WCMS "Grand Ole Opry" show in Norfolk, Va. (26-27). Jim Gemmill, of Jim Gemmill Productions, her agent, said she is also set for Fort Lee, Va., March 11, and Knoxville, April 2. Miss Allen also appears as a

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

H	rc	T COUNT		RC.	E.	SINGLES
This Week	Last Week	TITLE, Artist, Label, Weel Number & Publisher Ch	ks on nart	This Week	Last Week	TITLE, Artist, Label, Weeks on Number & Publisher Chart
Billboard Award	1	GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)		26	31	A BORN LOSER
2	2	FLOWERS ON THE WALL Statler Brothers, Columbia 43315 (South- wind, BMI)		27	35	BEFORE THE RING ON YOUR FINGER TURNS GREEN
3	3	TRUE LOVE'S A BLESSING. Sonny James, Capitol 5536 (Marson, BMI)	.10	28	28	BMI)
4	6	SNOWFLAKE Jim Reeves, RCA Victor 8719 (Open Road- Rondo, BMI)	. 6	-	24	Slim Whitman, Imperial 66130 (Maiden Fair/Cuculu, BMI)
5	7	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	. 4	29		Stonewall Jackson, Columbia 43411 (Moss- Rose, BMI)
6	4	WHAT KINDA DEAL IS THIS. Bill Carlisle, Hickory 1348 (Lonzo &	.10	30	40	A WOMAN HALF MY AGE
		Oscar, BMI)		31	32	Hugh X. Lewis, Kapp 717 (Moss-Rose, BMI)
7	11	Wilma Burgess, Decca 31862 (Blue Echo, BMI)	.10	32	36	ANITA, YOU'RE DREAMING
8	5	ENGLAND SWINGS Roger Miller, Smash 2010 (Tree, BMI) MAKE THE WORLD GO AWAY	19	33	25	HAPPY TO BE WITH YOU
		Eddy Arnold, RCA Victor 8679 (Pamper, BMI)		34	38	DEAR UNCLE SAM Loretta Lynn, Decca 31893 (Sure-Fire, BMI)
10	10	SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	. 15	35	41	THE GIRLS GET PRETTIER (Every Day) 6 Hank Locklin, RCA Victor 8695 (Combine, BMI)
11	8	WHAT WE'RE FIGHTING FOR Dave Dudley, Mercury 72500 (New Keys, BMI)	.13	36	_	NOBODY BUT A FOOL 1 Connie Smith, RCA Victor 8746 (Stallion, BMI)
12	13	SKID ROW JOE Porter Wagoner, RCA Victor 8723 (Carreta, BMI)	8	37	27	A PICTURE THAT'S NEW 10 George Morgan, Columbia 43393 (Peach, SESAC)
13	12	WOMEN DO FUNNY THINGS TO ME. Del Reeves, United Artists 949 (Window & Starday, BMI)	.11	38	42	
14	14	TAKE ME George Jones, Musicor 1117 (Glad, BMI)	15	39	39	FIVE MILES FROM HOME
15	15	YOU FINALLY SAID SOMETHING GOOD Charlie Louvin, Capitol 5550 (Regent, BMI)	. 9	40	30	Bob Luman, Hickory 1355 (Acuff-Rose, BMI) ARTIFICIAL ROSE 21 Jimmy Newman, Decca 31841 (New Keys,
16	16		. 12	41	43	BMI)
17	17	THANK YOU MA'AM Ray Pillow, Capitol 5518 (Screen Gems- Columbia, BMI)	8	42	34	BMI)
18	20		8			"Little" Jimmy Dickens, Columbia 43388 (Central Songs, BMI)
19	18		. 6	43	49	Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)
20	23	GOLDEN GUITAR Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	4	44	46	Carl Belew, RCA Victor 8744 (4 Star Sales, BMI)
21	26	TOTAL PROPERTY OF THE PARTY OF	. 4	45	_	THE ONE ON THE RIGHT IS ON THE LEFT
22	19		. 11	46	_	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)
23	29	BABY AIN'T THAT FINE	5	47	50	MEADOWGREEN 2 Browns, RCA Victor 8714 (Tree, BMI) TIPPY TOEING 1
		Gene Pitney & Melba Montgomery, Musicor 1135 (Blue Crest, BMI)		48		Harden Trio, Columbia 43463 (Window, BMI) TEAR TALK 1
24	21	MY DREAMS Faron Young, Mercury 72490 (Vanadore, BMI)	12	49	_	Johnny Dollar, Columbia 43343 (Zanetis, BMI)
25	22		7 16	50	-	- I LOVE YOU DROPS
A STATE OF THE PARTY OF	DESMINATE OF THE PERSON OF THE	O Dallar Sales Inc. of the Control o	Wilder	-	AND DESIGNATION	

Billboard SPECIAL SURVEY for Week Ending 2/12/66 COUNTRY ALBUNIS TITLE, Artist, Label, Number TITLE, Artist, Label, Numbe Billboard MY WORLD 11 RCA Victor LPM 3466 (M); DOODLE-00-DOO-DOO Del Reeves, United Artists UAL 3458 (M); UAS 6458 (S) Eddy Arnold, LSP 3466 (S) BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S) 12 2 THE INSTRUMENTAL HITS OF THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S) 13 BUCK OWENS AND HIS BUCKAROOS21 Capitol T 2367 (M); ST 2367 (S) FUNNY WAY TO MAKE AN ALBUM... Don Bowman, RCA Victor LPM 3495 (M); 14 CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); Don Bowman, LSP 3495 (S) Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S) ROGER MILLER/GOLDEN HITS 13 Smash MGS 27073 (M); SRS 67073 (S) BRIGHT LIGHTS AND COUNTRY MUSIC 8 15 GIDDYUP GO Sovine Starday SLP 363 (M): (No Stereo) THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE Dave Dudley, Mercury MG 21057 (M); K 61057 S, MORE OF THAT GUITAR COUNTRY Chet Alkins, RCA Victor LPM 3429 (M); 16 Bill Anderson, Decca DL 4086 (M); DL 74686 (S) PRETTY MISS NORMA JEAN. RCA Victor LPM 3449 (M); LSP 3449 (S) HELLO VIETNAM Johnny Wright, Decca DL 4698 (M); DL 74698 (S) MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "L'Itlife" Ilmny Dickens, Columbia CL 2442 (W); CS 9242 (S) 17 Chet Atkins, RCA Victor LPM 342 LSP 3429 (S) ROY DRUSKY'S GREATEST HITS Mercury MG 21052 (M); SR 61052 (S) FLOWERS ON THE WALL Statler Brothers, Columbia CL 2449 (M); CS 9249 (S) THE MANY MOODS OF CHARLIE LOUVIN Capitol T 2437 (M); ST 2347 (S) 15 HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)



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 Billiboard's chart at that time.

COUNTRY SINGLES-5 Years Ago February 13, 1961

- 1. On the Wings of a Dove, Ferlin Husky, Capitol 2. North to Alaska, Johnny Horton,
- 3. Window Up Above, George Jones,
- 4. I Missed Me, Jim Reeves,
- Don't Worry (Like All the Other Times), Marty Robbins, Columbia
- 6. My Last Date (With You), Skeeter Davis, RCA Victor
- 7. Fallen Angel, Webb Pierce, Decca
- 8. Loving You, Bob Gallion, Hickory 9. Foolin' Around, Buck Owens, Capitol
- 10. Sweet Dreams, Don Gibson, RCA Victor

COUNTRY SINGLES-10 Years Ago February 11, 1956

- 1. Sixteen Tons, Tennessee Ernie Ford,
- Capitol
 2. Love, Love, Web Pierce, Decca
 3. Why, Baby Why, Red Sovine &
 Web Pierce, Decca
 4. I Forgot to Remember to Forget,
 Elvis Presley, RCA Victor-Sun
 5. I Don't Believe You've Met My Baby,
 Louvin Brothers, Capitol
 6. Eat, Drink and Be Merry,
 Dectain Western School Control
 6. Part Dectain Control
 6. Part Drink and Be Merry,
 Dectain Control
 6. Part Control
 6. P
- Porter Wagoner, RCA Victor
 7. I Feel Like Cryin', Carl Smith,

- Columbia
 I've Kissed You My Last Time,
 Kitty Wells, Decca
 Just Call Me Lonesome,
 Eddy Arnold, RCA Victor
- 10. Beautiful Lies, Jean Shepard,

NASHVILLE SCENE

By ELTON WHISENHUNT

BUSY WEEK-Phil Kahl a&r chief for Diamond Records, New York, spent all last week in the Fred Foster Studio here producing singles by Ronnie Dove, Johnny Thunder and a new artist just signed, Robert Allen, 20, Kansas City, Mo. It was the first trip by Thunder for the Nash-vile sound and he was highly

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MR. FELDMAN

212 HA 1-7657 445 PARK AVE., N.Y.C. pleased. Bill Justis arranged for Dove and Thunder and Bob Tubert for Allen.

SOMETHING NEW - R&b singer Otis Williams recorded "I Fall to Pieces," a former Patsy Cline hit, and it's going pop; also r&b. Wayland Stufflefield, promor&b. Wayland Stufflefield, promo-tion director for Pamper Music, Inc., said Dick Buckler, program director of WKDA, Nashville, broke the single and it's going big in Houston, Oklahoma City, St. Louis, Atlanta; Worcester, Mass, and Nashville, Hank Cochran wrote it.

CHART CHAT-Joe Babcock's new one on Boone Records is "Guide Me Home, Georgia Moon.

The Wanda Jackson hit. "The Box It Came In," is an Acclaim Music song, one of three publishing companies in the Jim Reeves Enterprises. . . . Ernest Tubb's new Enterprises. one, "Till My Get-Up rias and Gone," was penned by Bud Logan and Charles Snoddy for Music another Reeves company. . . . Joe Langston, who wrote "Thank You, Ma'am," has wrote "I hank You, Ma'am," has signed as an artist with Screen Gems. . Janianne's new one on Ashley Records is "Slippin' Away." . Tommy Cash has just recorded "Along the Way" for Mariota for Musicor.

DIDJA KNOW?-That Archie Campbell painted the cover for the new "Grand Ole Opry" Book published by WSM.

HOP SCOTCH — Chicago's Scott Madson, already an acting veteran at 10, is an up-and-coming singer. He was featured as a junior guest star in Cal Starr's big c&w jamboree last week in Chicago which headlined Ernest Tubb, Flatt and Scruggs, Porter Wagoner and Norma Jean. . . . WKPT, Kingsport, Tenn., is now broadcasting c&w. Deejay Glenn Souders asks for records

Bob Kinney, WMCR, Oneida, N. Y., asks for c&w, and Roger Zinzer, same station, for pop.

NEW ENGLAND REPORT—

Vinnie Roberts, program director of WFIF, Milford, Conn., reports is a new station in of "town and country releases, including oldies." "Listener response is so good," she said, "local record stores need servicing. When people try to buy records they hear on WFIF, record stores don't have them."

SINGING DENTIST-Dr. Paul Moore of Pulaski, Tenn., is the only practicing dentist in these parts (and perhaps the whole country) who is also a c&w recording artist. He records for K-Ark Records. He just cut "Della cording Joe," which was penned by Roger Miller. Dr. Moore wrote the other side, "Country Music Show." Dr. Moore hopes to give up seeking gold in cavities and find it as a

full time entertainer.

TOUR TOPICS—Jimmy Kish,
c&w singer who flies his own

NEW ALBUM RELEASES

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

ANGEL

THE YOUNG BRAHMS-Dietrich Fischer-Dies-kau/Moore; 36316, S 36316 kau/Moore; 36316, \$ 36316 OSCAR GHIGLIA—Guitar Music of Four Cen-turies; 36282, \$ 36282 GOUNOD: ROMEO AND JULIET HIGHLIGHTS

-Careteri/Gedda/Dens; 36287, S 36287 MOZART: THE MAGIC FLUTE HIGHLIGHTS-

Otto Klemperer: 36315, \$ 36315
SCHUBERT: MOMENTS MUSICAUX FOR TWO
PIANOS—Arthur & Karl Ulrich Schnabel;

COLH 308
RITTEN TIPPETT CORNELLI MENUHIN/BATH
FESTIVAL—Bath Festival Orch. (Menuhin);
36303, \$ 36303

ARGO

ELISABETH LUTLENS: STRING QUARTET NO.

ELISABETH UNLERDS STREND ROLL FOR A 425, ZRG 5425
5425
6 OP 32-Wind Quintet; RG 425, ZRG 5426
6 OP 32-Wind Quintet; The John Alldis CHORAIN MUSIC-J Gardner. The John Alldis CHORAIN MUSIC-J Gardner. The John Songs; RG 439, ZRG 5439
MICHAEL TIPPETT—English Songs; RG 439, ZRG 5439
MICHAEL TIPPETT—Songs; DA 34
JAZZ IN CONCERT—October Woman; DA 33, ZDA 33

BEL-AIRE

VERSATONES-Musically Yours; LP 3005

BLUE NOTE

THE ORNETTE COLEMAN TRIO At The Golden

CAEDMON

TENNESSEE WILLIAMS Reads Hart Crane; TC 1206 ED BEGLEY-Favorite American Poems; TC

of A Saleman, Lee J Cobb; TRS 310, TRS 310 S

CANAAN

BLUE RIDGE QUARTET-The Love of God; HARVESTERS QUARTET—So Many Reasons; CA 4626 LP

CAPITOL

RAY ANTHONY—Dream Dancing-Today; T 2457, ST 2457
ROY CLARK Sings Lonesome Love Ballads; T 2452, ST 2452
NAT KIMG COLE Sings Hymns & Spirituals; T 2454, ST 2454 Gitte; T 10424, ST 10424

10424
GUITARS UNLIMITED—Quiet Nights & Brazilian Guitars, T 2451, ST 2451
JACK GUTHARS; T 2455
TONY PRAZMAIR/MARIA KAINOL & WASTL
FELLER—The Kitzbuhelers of Austria; T 10333, ST 10353
SOII Out the Red Carpet For BUCK OWENS & HIS BUCKAROOS; T 2443, ST 2443
RALF PAULSEN; T 10420, ST 10420
THE SHACKLEFORDS Sings; T 2450, ST 2450

COLUMBIA

HENRY "RED" ALLEN-Feeling Good; CL 2447 CS 9247 WOODY HERMAN-Woody's Winners; CL 2436, CS 9236 MARTY ROBBINS—What God Has Done; CL 2448, CS 9248 SIMON & GARFUNKEL—Sounds of Silence; CL 2469, CS 9269

DEE GEE

IKE COLE'S Tribute To His Brother Nat;

DESTO

HAIEFF: CONCERTO FOR PIANO & ORCH. MOORE: QUINTET FOR CLARINET & STRINGS

MOORE: QUINTET FOR CLARINET & STRINGS
—David Oppenheim & New Music String
Quartet; D 425, DST 6425
HILDE SOME Plays Keyboard Masterpieces
of Latin America; D 420, DST 6425
Selections From McCulffeys Readers-Show
Selections From McCulffeys Readers-Show
Orch, (Schoenher); D 421, Dec. 16423
CRISTOREL WEERASINGEL Failland. Its
Music and Its People; D 502

EPIC

MIKE DOUGLAS-The Men In My Little Girl's Life; LN 24186, BN 26186

JGF

JULIO GUTIERREZ-Get To Know Mr. J. G.; JGM 1002 Meet The HI LATINS; JGM 1003

plane, played a police benefit show at Lackawanna, N. Y., last week with George Morgan, Bobby Smith, Ramblin' Lou and Bashful Harmonica Joe.

JAY JAY LIL WALLY-Bartender Song; 1086

LONDON

STANLEY BLACK-Russia; SP 44075
MANTOVANI & HIS ORCH.-Mantovani Magic; LL 3448, PS 448
MUSSORGSKY-STOKOWSKI: PICTURES AT AN

EXHIBITION—New Philharmonica (Stokowski); SPC 21006

MERCURY

BERNARD KRAINIS—London Strings, directed By Nevill Marriner—Concertos For Re-corders & Strings; MG 50443, SR 90443

MGM

ROY ORISBON-The Orbison Way; E 4322, SE 4322 GIACOME RONDINELLA—Italia A Go Go; E 4341, SE 4341 JOHNNY TILLOTSON Sings; E 4328, S 4328

OKEH

THE VIBRATIONS-Misty; OKM 12112, OKS 14112

POLYDOR

FRANK NELSON ORCH.—Schlagerrennen '65; 237 491 Spaziergang Durch Das Land Des Films Mit PETER ALEXANDER; 237 469 VARIOUS ARTIST—Die Spitzenreiter 1965; 237 317

VARIOUS ARTISTS—Go Go Go; 423 001, 623 001

RCA VICTOR (FOREIGN)

ORQUESTA ARAGON-The Heart of Havana; FPM 136
JUAN D'ARIENZO—D'Arienzo For Export;
AVL 3312
FOLKLORE ORCH.—Songs of the Canyon;
FPM 132
Ritorna ANTON KARAS; PML 10393

RCA VICTOR (MEXICAN)

El Segundo Con La Comparsa Universitaria; MKL 1663, MKS 1663

RCA RED SEAL

HEIFETZ-PIATIGORSKY CONCERTS—Leonard Pennario & Guests; LM 2867, LSC 2867 LAURENCE OLIVIER—Othello; VDM 108, VDS 108 SCHUBERT SONATA IN 6 OP. 78—Peter Services

SANUBERT SONATA IN G OP. 78—Peter Ser-kin; LM. 2874, LSC 2874 SMOSTAKOVICH: SYMPHONY NO. 5—London Symphony Orch. (Andre Previn): LM 2866, LSC 2866 VERDI: REQUIEM—Boston Symphony Orch. (Leinsdorf): LM 7040, LSC 7040 MORTON GOULD & HIS ORCH.—The Two Worlds of Kurt Weill; LM 2863, LSC 2863

RCA VICTOR

CHET HUNTLEY & DAVID BRINKLEY—A Time

Jo Keep: 1965; + LOC-+122*
LES FEUX-FOLIETS; PC 1088, PCS 1088

HENRY MANCINI Presents The Academy
Award Songs; LPM 6013, LSP 6013

MARY MARTIN In Hello, Delly1—The Original don Cast Recording; LOCD 2007, LSOD

SOUNDTRACK-Judith; LOC 1119, LSO 1119 SOUNDTRACK-The Silencers; LOC 1120, LSO

SPAR

The Many Guitars of JIMMY WILKERSON; SP 3002

TICO TITO PUENTE Y LA LUPE—Homenaje A Rafael Hernandez; LP 1131

VERVE

ELLA FITZGERALD & DUKE ELLINGTON— Ella At Duke's Place; V 4070, V6-4070 SUSAN RAFEY—Hurt So Bad; V 8636; V6-

8636 KAI WINDING-The In Instrumentals; V 8639; V6-8639

FLO PRICE-Gonna Wake Up Singin'; WST

Typical Indie Plugs Away

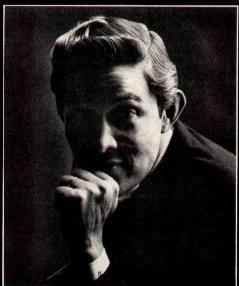


ONE OF MANY! Johnny Capps, right, is one of many small indie c&w record company owners who keep at it year after year, occasionally turning out a chart record. Capps, above with Onie Wheeler, started his K-Ark Records in 1955, has scored with "Too Hot to Handle," "Go Home," "I'm the Man," and "I Ain't Crying Mister."



MINNIE PEARL, Starday president Don Pierce, and the label's a&r chief Tommy Hill (right) make with the smiles after listening to the playback of Minnie's new Starday release, "The Giddy-Up Go Answer."

A spine-chilling story-in-song to scare up sales by the score!



Jimmy Dean's "Striker Bill"

c/w"Things Have Gone to Pieces"4-43540

To be premièred on "The Jimmy Dean Show,"
Friday, February 11th, ABC-TV

A potential C&W classic in the Jimmy Dean tradition of "Big Bad John."
ON COLUMBIA RECORDS®

CLASSICAL MUSIC

Angel Achieves Record Sales Year Sparked by Eight Factors

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

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

Sparked by Maria Callas'

"Carmen" (a three disk set) and "Tosca" (two disks), Angel's best "Tosca" (two disks), Angel's best selling new albums included "Messiah," "Magic Flute" (both three disk sets) and Mozart's "Symphonies 40 & 41," by Otto Klemperer; "Mirella Freni Opera Arias" (one disk): "Tales of Hoffman," with Elisabeth Schwarzkopf, Nicolai Gedda and Victoria de los Angeles and "A Purcell Anthology, Vol. I," by Yehudi Menuhin. All these packages went over the 20,000 sales mark, according to Angel merchandising chief Brad Engel, with "Carmen" the leader at close to 40,000 units.

leader at close to 40,000 units.

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

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

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

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

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

· Advancements in the recording and manufacturing process to increase fidelity of the prodnct.

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

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



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

Since when do tapes cost the same as LPs?

Since Now.



-for the first time-you can offer all nine of Beethoven's famous symphonies on two 334 I.P.S. 4-Track Stereo Tapes at the same reduced price as the 7-LP deluxe set. And the five Beethoven piano concertos on one tape at the same reduced price as the 4-LP deluxe set.

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

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





Szell Touring **Eastern Cities**

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

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

BEST SELLING CLASSICAL LP'S

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

- AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL: Columbia (2-12") M2S-728 (S), M2L-328 (M).
- PUCCINI—La Boheme; Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M).
- IVES—Symphony No. 4; American Sym. Orch. (Stokowski): Columbia MS 6775 (S), ML 6175 (M).
- SCHOENBERG—Gurre-Lieder; Borkh, Topper, Engen, Fiedler, Schachtsschneider, Bavarian Radio Orch. & Cho. (Kubelik): D.G.G. (2-12") 138984/5 (S), 18984/5
- **HANDEL**—Messiah; Schwarzkopf, Hoffman, Gedda, Hines, Phil. Orch. & Cho. (Klemperer); Angel (3-12") S 3657 (S), 3657 (M).
- LER—Symphony No. 10 (Unfinished): Philadelphia (Ormandy): Columbia M2S-735 (S), M2L-335
- OFFENBACH—Tales of Hoffmann; Gedda, Di Angelo, Schwarzkopf, De Los Angeles, London, Blanc, Benoit, Paris Conservatory Orch., Duclos Cho. (Cluytens): Angel (3-12") S 3667 (S), 3667 (M).
- BERG—Wozzeck; Lear, Fischer-Dieskau, Wunderlich, Berlin German Op. (Bohm); D.G.G. (2-12") 138991/2 (S), 18991/2 (M).
- HOROWITZ PLAYS SCARLATTI: Columbia MS 6658 (S), 6058 (M).
- BERLIOZ—Les Troyens; Crespin, Chauvet, Par (Pretre): Angel (2-12") S 3670 (S), 3670 (M).
- COLUMBIA PRESENTS JOHN WILLIAMS: Columbia MS 6608 (S), ML 6008 (M).
- PRESENTING MONTSERRAT CABALLE—BELLINI AND DONIZETTI ARIAS: RCA Victor LSC 2868 (S), LM 2868
- VERDI—II Trovatore; Tucci, Simionato, Corelli, Merrill, Rome Op. (Schippers); Angel (3-12") S 3653 (S), 3653 (M).
- **BRUCKNER**—Symphony No. 6; New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
- NIELSEN—Symphony No. 3; Royal Phil. (Bernstein): Columbia MS 6769 (S), ML 6169 (M).
- SAINT-SAENS—Piano Concerti Nos. 2 and 4; Entremont, Phila. Orch. (Ormandy): Columbia M5 6778 (S), ML 6178 (M).
- NIELSEN—Symphony No. 4; Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M). CHOPIN-Waltzes; Malcuzynski: Angel S 35726 (S),
- **BEETHOVEN**—Symphonies Nos. 8 and 9; Berlin Phil. (Karajan): D.G.G. (2-12") 138807/8 (S), 18807/8 (M).
- BRUCKNER—Symphony No. 9; Vienna Phil, (Mehta): London 6462 (S), 9462 (M).

Richmond's Essex **Expands Offices**

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

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

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

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

Corby Co. Formed

SAN GABRIEL, Calif.-Cor-Record Productions, an independent production company, has been formed here by Steve Waltner, Doug Cox and Dennis

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

WOXR STARTS **BAROQUE SEG**

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

Hazelwood Opens Up 5th Front Verdon, Score Put

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

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

her first national hit.

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

Easy Treatment By Sims, Unit Easy to Take

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

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

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

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

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

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

AARON STERNFIELD

SIGNINGS

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



LEE HAZELWOOD

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

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

He prefers to track vocalists because the process enables him to completely concentrate on the singer. With Nancy Sinatra's new single, he cut the horns and rhythm first and then brought the vocalist into the studio.

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

royalty also.

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

Hazelwood formerly worked with Eddy for Jamie and RCA.

Hazelwood, 36, calls himself

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

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

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

Bounce in 'Charity'

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

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

HOW DAILIES SAW 'CHARITY'

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

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

NEWS: "It can't miss. The music and lyrics are considera-bly above the Broadway aver-age."

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

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

WORLD-TELEGRAM & UN: "There are production numbers and individual personal-ities as theatrically exciting as anything that's hit town in

sic) and Dorothy Fields (lyrics) with a nod to Ralph Burns for

his nifty orchestrations.

There is so much going on in the song and dance depart-ments that the unrewarding plot line becomes a minor objection.

Inspiration for Neil Simon's book came from the Fedrico Fellini film, "Nights of Cabiria," which told a weepy tale of an Italian prostitute. Simon has made her a dance-hall hostess, eliminated the tears and injected some jokes and funny situations, but at the end he leaves her with hope instead of a husband. But that's not

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

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



GWEN VERDON

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

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

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

MIKE GROSS



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> STARR SERVICE

Toronto Theater New Mecca for Disk Acts

By KIT MORGAN

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

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

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

and Deborah Swisher. Charades to Monument Records.
... Willie Morganfield, spiritual singer, to the Jewel label. June Carter, and the Tennessee Three (17-19) which is expected to draw many people who have never before been to the O'Keefe.

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

and Petula Clark March 25, 26, 27 with the Supremes to follow, tentatively set for June.

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

munity. The O'Keefe Centre has presented many musicals prior to their Broadway debuts, either in tryout stage or en route from London's West End to Broadway, and it has also presented the Lincoln Center productions of "Merry Widow," 'Carousel' and "Kismet," but this season it presents its first pre-Lincoln Center tryout, with "Annie Get Your Gun," starring Ethel Merman opening in Toronto in May prior to its New York run. The record industry here is happy to see more disk names making personal appearances at the O'Keefe, with high expecta-The O'Keefe Centre has pre-

RHYTHM & BLUES

TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/12/66

This Week	Last Week	Title, Artist, Label & No. Weeks on Chart	This Week	Last Week	Title, Artist, Label & No. Weeks on Chart
Billboard	1	UP TIGHT	22		HOLE IN THE WALL
2	8	BABY SCRATCH MY BACK. 4 Slim Harpo, Excello 2273 (Excellorec, BMI)	23	16	I CAN'T TURN YOU LOOSE
3	2	GOING TO A GO-GO			Otis Redding Volt 130 (East-Time-Redwal, BMI)
4	3	DON'T MESS WITH BILL	24	12	DON'T FIGHT IT 13 Wilson Pickett, Atlantic 2306 (East-Web IV, BMI)
5		GET OUT OF MY LIFE, WOMAN 5 Lee Dorsey, Amy 945 (Marsaint, BMI)	25	37	
6	4	THE DUCK 11 Jackie Lee, Mirwood 5502 (Keyman-Mirwood, BMI)	26	27	LOVE (Makes Me Do Foolish Things) 9
7	6	A SWEET WOMAN LIKE YOU			Martha & the Vandellas, Gordy 7045 (Jobete, BMI)
8	10	YOU DON'T KNOW LIKE I KNOW 7 Sam & Dave, Stax 180 (East, BMI)	27	23	DON'T LOOK BACK
9	9	RAINBOW '65 Gene Chandler, Constellation 158 (Aba- Conrad, BMI)	28	25	BLACK NIGHTS
10	7	I GOT YOU (I Feel Good)	29		STAY AWAY FROM MY BABY
11	13	I'M TOO FAR GONE (To Turn Around) 4 Bobby Bland, Duke 393 (M.P.I., BMI)	30	29	YOU'VE BEEN CHEATIN' 11 Impressions, ABC-Paramount 10750 (Chi-Sound, BMI)
12	20	CRYING TIME	31	28	Marvin Gaye, Tamla 54122 (Jobete, BMI)
13	19	(Bluebook, BMI) MY ANSWER Jimmy McCracklin, Imperial 66147 (Metric,	32	33	Little Jerry Williams, Calla 105 (Grocalla, BMI)
14	17	SOMETHING I WANT TO TELL YOU 7 Johnny & the Expressions, Jose 946	33	36	BABY COME ON HOME 2 Solomon Burke, Atlantic 2314 (Keetch, Caesar & Dino, BMI)
15	15	(Cranebreak, BMI) JUST ONE MORE DAY Otis Redding, Volt 130 (East-Time-Redwal,	34	38	A HARD DAY'S NIGHT
16		BMI)	35	_	I WANT SOMEONE 1 Mad Lads, Volt 131 (East, BMI)
10		CLEO'S MOOD	36	_	FOR YOUR PRECIOUS LOVE 1 Jerry Butler, Vee Jay 715 (Gladstone,
17	18	THIS CAN'T BE TRUE 8 Eddie Holman, Parkway 960 (Cameo-Parkway/Stilran, BMI)	37	40	ASCAP)
18	31		38	39	I CAN'T BELIEVE YOU LOVE ME 3
19	30	MY WORLD IS EMPTY WITHOUT YOU 3 Supremes, Motown 1089 (Jobete, BMI)	39	35	Tammi Terrell, Motown 1086 (Jobete, BMI) SEESAW
20	21	RECOVERY 3 Fontella Bass, Checker 1131 (Chevis, BMI)		20	BMI)
21	11	MICHAEL 9 C.O.D.'s, Kellmac 1003 (Chevis, BMI)	40	32	THE PAIN GETS A LITTLE DEEPER 7 Darrow Fletcher, Groovy 3001 (Gesaka & Muriel, BMI)

NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here. DARLING BABY . . . Elgins, V. I. P. 25029

THE JAZZ BEAT

Expanded Solo Shots

Colleges are making news: Penn State's Jazz Club holds its second intercollegiate jazz festival April 20. Competition is open to all collegians, reports
David Kenig, Musicians must
be undergrads or graduate students but conductors and arrangers may be faculty mem-bers. Jazz combo and large band categories are open. Audition tapes of not less than 15 minutes of music (two tunes) must accompany applications must accompany applications secured from the club at Hetzel Union Building, University Park, Pa. Entries close Feb. 21.

Twenty colleges are repre-sented in the sixth annual Villasented in the sixth annual villa-nova Intercollegiate Jazz Festi-val, Feb. 25-26, at the Field House. The ABC Radio Net-work will tape the activities for later replay. Stan Kenton and John Hammond are among the judges willing to listen to the ideas and improvisations of musicians from MIT, Bucknell, West Chester State, Fredonia west Chester State, Fredonia State, Michigan State, Philadel-phia Musical Academy, Penn State, New England Conserva-tory, Lafayette College, Swarth-more, Ohio State, Potsdam State, Temple, Tyler School of Fine Arts, Carnegie Tech, Georgia Southern, North Texas State, 'St. Joseph's, University of Florida and the Hartt Col-lege of Music. Interesting that very few entrants are from the West Coast.

The Modern Jazz Quartet The Modern Jazz Quartet and Dizzy Gillespie Join forces in concert Feb. 12 to culminate UCLA's Negro History Week celebration. The school's Fine Arts Committee, working with GAC booker Mike Davenport, has scheduled four chamber jazz concerts for the spring, with Cal Tjader March 12, the John Handy Quintet, March 19, Denny Zeitlin's Trio March 26, and Anita O'Day with the Bob and Anita O'Day with the Bob Harrington Quartet April 2. Handy and Zeitlin will be mak-ing their Los Angeles debuts in the Schoenberg Hall series.

Millikin University in Decatur, Ill., and Northern Michcatur, Ill., and Northern Mich-igan University are broadening their jazz activities. Northern Michigan has a jazz workshop band which plays at student functions and outside gigs, bringing its modern sounds to high schools in the State's Up-per Penisula. Millikin has established two large bands and sponsored a high school band clinic in mid-January. Millikin's jazz program is in its second year. In both instances, top brass heartily endorse the involvement.

On other fronts:

Jazz is not religious enough for residents of Middletown, R. I., who have forced George Wein to seek a different site for his now deposed Newport Jazz Festival. Middletown's neighbors in Naarragansett have given Wein the nod to place his summer showcase in their com-munity. Wein's proposed Middletown site was adjacent to Our Lady of Hope Novitiate, with a battery of religious offi-cials protesting Wein's intention at a public hearing which drew 800 Middletown residents.

Dixieland gets a shot in the jellyroll with the debut April 14 on NBC-TV of "Mickey Finn's," a musical shot replacing "Mona McCluskey," a dim situation comedy. The 30-minute color show features San Diagram. color show features San Diego-ans Fred Finn, his wife Mickie ans Fred Finn, his wife Mickie and their family plus singing guests. The Finns own a Gay '90's club in San Diego and this will be the setting. Producers are veteran musicmen Bob Finkel ("Andy Williams Show"), Hal Kemp ("Dean Martin Show") and Dean Whitmore ("Dinah Shore" and "Shindig.") "The Big Bands," a syndicated TV show from 20th Century-Fox, has been sold to KTLA, Los Angeles; WCSH, Portland, Me., KMSP, Minneapolis; WOL, Ames, Ia.; WPTA,

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No. Weeks on Chart
1	2	MIRACLES GOING TO A GO-GO, Tamla T 267 (M); ST 267 (S)11
2	5	I GOT YOU (I Feel Good), James Brown, King 946 (M); (No Stereo) 3
3	1	TEMPTIN'-TEMPTATIONS, Gordy G 914 (M); GS 914 (S)
4	3	HERE I AM, Dionne Warwick, Scepter 531 (M); S 531 (S)
5	4	THE FOUR TOPS SECOND ALBUM, Motown 634 (M); ST 634 (S)11
6	6	GENE CHANDLER LIVE ON STAGE IN '65, Constellation 1425 (M); (No Stereo)
7	7	THE SUPREMES LIVE AT THE COPA, Motown 636 (M); ST 636 (S) 11
8	8	THE PRIME OF MY LIFE, Billy Eckstine, Motown 632 (M); S 632 (S) 5
9	_	THE TOYS SING "A LOVERS CONCERTO" AND "ATTACK," DynoVoice 9002 (M); LP 9002S (S)
10	_	HOLE IN THE WALL, Packers, Pure Soul PM 1001 (M); PS 1001 (S) 1

NEW ACTION R&B LP's

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

BACK TO BACK . . . Righteous Brothers, Philles PHLP 4009 (M); PHLP 4009 (S)

DEDICATED TO YOU . . . Manhattans, Carnival CMLP 201 (M); (No Stereo)

THE DUCK . . . Jackie Lee, Mirwood MW 7000 (M); (No Stereo)

WFLN Philly Classical Leader

• Continued from page 20

whole background was classical music," he said. The two men responsible for programming at the station are Morris Henken, graduate of the Juilliard School of Music, and George Diehl, who has a doctorate degree in music from the University of Pennsylvania.

"We feel that the man who listens on Thursday night, will be listening again each Thurs-day night," said Green. For these habitual listeners, WFLN doesn't repeat its musical selections. Every month is different, so far

as the music is concerned. There is a fairly good balance of music between what Green called the "romantic" selections and the more-serious works. The station also carries the Library of Congress concerts and will carry all 22 local concerts of the new Philadelphia Chamber Symphiladelphia Chamber Symphia Cham all 22 local concerts of the new Philadelphia Chamber Sym-phony orchestra this year. WFLN is a daytimer on AM. The AM is simulcast with FM, until AM goes off the air and, in spite of the FCC ruling about 50 per cent separation of pro-

50 per cent separation of programming, Green hopes he'll be allowed the continue simulcasting "in order to continue simulcasting". ing "in order to reach listeners in automobiles during traffic peaks."

The FM is in stereo, but Green feels that much of the nation's audience haven't been educated yet to the medium.
"A listener with an \$18 FM table radio hears that the station is broadcasting in stereo and he often think's he's hear-

The station had its best year financially in 1965 and 1966 looks to be even better, he said.

Fort Wayne, Ind.; KWGN, Denver, and WUBE, Cincin-nati. Series consists of 26 30minutes shows, featuring tapes of Count Basie, Harry James, Vaughn Monroe, Tommy Dor-sey and Glenn Miller bands.

The Dukes of Dixieland were The Dukes of Dixieland were featured recently, playing several vintage numbers, at Trinity Cathedral, Cleveland. Bishop Nelson Burroughs termed the musical experience an hour of creative workship, with the congregation of 1,200 enjoying the change of page. change of pace.

change of pace.

In Detroit, the Act IV,
Odom's Cave and Half Pints
are offering exposure to local
musicians. Students at Wayne
State have an active Artists'
Society booking jazz. . . . Avantgarde musicians have begun
moving out of New York to
plan West Coast dates. Archie
Sheep brought a quartet to San Shepp brought a quartet to San Francisco's Both/And. . . Jon Hendricks has written words to eight Thelonious Monk tunes, per a Monk request. . . . Blue Note has released a new LP by Ornette Coleman, recorded last December at the Golden Circle Club in Stockholm. All compositions the by the saxo-phonist-violinist. Trio memphonist-violinist. Trio mem-bers include David Izenzon, bass and Charles Moffett, drums. . . . Pianist Bill Evans debuts in Town Hall, New York, Feb. 21, with trio and orches-

tral backing.

Vox Jox

• Continued from page 22

who's general manager of KOKE, Austin. Other corporation officers are Neal Spelce of KTBC, Austin; R. Miller Hicks, J. Sam Winters, and Walter Caven. KJOE will feature country music. Congratula-tions, Neal.

tions, Neal.

Ron Bryant, air personality at countrified WKTC, Charlotte, N. C., was featured in an article in the February issue of TV Radio Mirror.

Ainslee Fowler is the new program director and manager of KESM, El Dorado Springs, Mo.; Chuck Howell is music director.

Don Braid is the new afternoon man at WQUA, Moline, Ill.; he was formerly with WPEO, Peoria, Ill. Also joining the station is Bob Allen, formerly with WIRE, Indianapolis. The line-up also features Buddy Holiday, who is program manager, Joe Murray. also features **Buddy Holdady**, who is program manager, **Joe Murray**, and **Adam Jones**. . . . **Porky Chedwick** of WAMO, Pittsburgh, is a basketball fan; he sponsors a professional team of ex-college stars and is now seeking a pro franchise for Pittsburgh.

AUDIO retailing

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BILLBOARD DEALER PANEL

No Uniformity in Record Supply Service

EDITOR'S NOTE: The Mar-ket Research Department of Billboard recently interviewed hundreds of dealers around the nundreds or dealers around the country. The following is a re-port on dealers' comments in response to three questions about quality of record suppli-ers' service,

CHICAGO-More than 30 cent of the dealers polled Billboard indicated dissatisfaction with some part of their supply service. About 20 per cent praised their suppliers, while the rest felt that service

was merely adequate.

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

A random selection of dealer panelists discussing supply service revealed the following com-

product compatible with Ford-

Motorola eight-track system. Has been making tape player for several years and has established distribution system. Product fea-

tures simplified installation that requires no cutting of holes in

requires no cutting of holes in auto for either the unit itself or for the speakers. May approach record dealers in the future.

Jay Electronics (Hicksville, N. Y.), exhibited four-track fidelipac-type CAR-tridge unit which will be available in May. \$99.95 plus installation. Firm her bear in the music duplicat.

has been in the music duplicat-ing business for several years.

Is currently converting some of its four-track duplicating equipment to eight-track duplicators. Firm is attempting to make four

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

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

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

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

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

Current Releases

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

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

Additional CARtridge Units **Exhibited in Auto Exposition**

tries in the 39th Annual Na-tional Auto Accessories Exposition held in McCormick Place earlier this month which were not included in Billboard's original roundup of the show (see Billboard Feb. 5, 1966) were Orrtronics, Trans World and

Ortronics, Trans World and Jay Electronics.

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

companie with the cartridge.)

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

Norelco Starting Big Push for Autotape System

American Phillips Co. is current-American Phillips Co. is currently launching a nationwide advertising and merchandising campaign to promote "Car-Mount," the Norelco-designed four-track cartridge tapeplayer

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

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

and eight-track compatible play-back unit. Has distribution net-work which includes several rec-ord dealers. Firm feels record dealers will not be too interested in playback units until there is a for home cartridge **New Location**

NEW YORK -King Karol One-Stop Service, which supplies record dealers all over the world, has recently moved to a large, new headquarters in Manhattan.

For King Karol

The one-stop's owner, Ben Karol, who has been serving the industry for more than 10 years, told Billboard that he carries "everything available in the Schwann catalog and then

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

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

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

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

Record Profits For Handleman

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

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

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

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

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

Smallest CARtridge Entry



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

manager, Classic Records, Harper Woods, Mich.)
"Awfully slow. The only distributors here are a couple of one-stops who cater to juke box operators. They have to have a lot of requests before they stock

Cartridge Units Appearing With '66 Motor Boats

NEW YORK-Tape cartridge players, on the road to becoming

players, on the road to becoming standard equipment in American automobiles, may also achieve popularity with boat owners. Many such tape units were shown with craft exhibited at New York City's recent 56th National Boat Show. Lear Jet's tape player-AM radio combination was installed in a pair of Glasspar Co, speed-

in a pair of Glasspar Co. speedboats. The system included four speakers and was priced at \$169.95.

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

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

Other boat firms showed Autostereo and TelePro car-tridge players described as optional equipment of various

a record and by that time it is

a record and by that time it is dead. When you finally get the order you're stuck with it."
(R. H. Bailey, owner, Oklahoma Record Shop, Kansas City, Mo.)
"Excellent. All I have to do is pick up the phone and call collect. If they, have the records I want then I can pick them up the following morning at the bus (Continued on page 50). (Continued on page 56)



The Pfanstiehl needle catalog is cross indexed in every possible way for quick identification of a customer's needle . . . by brand number, cartridge or needle number, or by picture . . . for exact replacement with a new Pfanstiehl diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it's received. DIRECT-TO-DEALER

CHEMICAL CORPORATION 104 LAKEVIEW AVE. - WAUKEGAN, ILLINO!

Billboard Buyers & Sellers

EMPLOYMENT SECTION

HELP WANTED

NEEDED AT ONCE: TOP PHONE Solictors. Must be sober and well experienced. Fire Dept. to be followed by Police Dept. Do not call collect. Call Andy in Port Arthur, Texas, YU 3-1972. 25% commission.

NEW RECORD FIRM SEEKS GOSPEL Artists to record gospel songs. Send demo tape or record, photo, biography sketch and return postage to: Producer, 7210 Roos, Houston, Texas 77036, or call: PR 4-8023, Area Code 713, for personal

PICKWICK INTERNATIONAL, INC.

- We are seeking:

 1. Top-flight sales personnel for Midwestern and Southwestern areas.
- National sales promotion man-ager fully conversant with mer-chandising our type of product. Please send complete resume to:

PRESIDENT
PICKWICK INTERNATIONAL, INC. Pickwick Bldg. Long Island City, N. Y. 11101

WANTED: STRIP GIRLS, COMICS, Straight Men, Producer, good pay. Write or in person, Family Theater 1 Cadillac Square, Detroit 26, Mich. Please submit photo and age. fe12

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

RECORD RIOT 45'S — BRAND NEW some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone Area Code 212—343-5881. mh26

WIN RECORDS, INC.

Specializing in wholesaling all labels and speeds.

Same-day service. Complete inventory. Lowest prices.

TRY US . . . you'll never leave!

Call, wire or write

George Weiss Win Records, Inc. 858 Ninth Ave., New York, N. Y. (212) JU 2-0130

Export records our specialty

12 YEARS of proven success!

Become part of our profitable sales picture. We feature complete rack service . . . all labels—all speeds.

> Phone, write or wire LEONARD BOOK

STEADMAN SALES, INC. 140 East 3rd St.

Mount Vernon, N. Y. Area Code 914-OW 9-3166

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING CONSULTATION

All questions answered about Re-cording, Distribution, Printing, Ship-ping, Music Publishing, etc. ping.

NATIONAL RECORD
PROMOTION & PUBLICITY
National disc jockey coverage . .
Trade paper publicity . . . etc.
DISTRIBUTION ARRANGED



MORTY WAX PROMOTIONS 1650 Broadway N. Y., N. Y. 10019 Cl 7-2159

RECORD PROMOTION & PUBLICITY

AUDITION POTENTIAL RADIO HITS. Southwest regional radio exposure. Direct personal presentation to director week follow through. Forward sample record for appraisal with fast reply. Star Records Promotions, 102 Texas Ave., P. O. Box 105s, El Paso., 7ex. 7e.26

National Record Promotion (You Record It-We'll Plug It

Music Makers Promotion Network
New York City
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville,
Chicago, Hollywood, Etc.

• DISTRIBUTION ARRANGED
MAJOR RECORD LABEL CONTACTS
• NATIONAL RADIO & T.V. COVERAGE
• BOOKING AGENT CONTACTS
• NASHVILLE NEWSPAPER PUBLICITY
Call Collect: CLEVELAND 261-J0 4-2211
DIST. OFFICE

* * * BRITE STAR * * *

* * * BRITE STAR * * * 14881 Overlook Drive Newbury, Ohio

USED COIN MACH. EQUIP., PARTS & SUPPLIES

FOR SALE

FOR SALE: SHUFFLE ALLEYS. BALLY Deluxe, \$50 ea.; United Bonus, \$95; United Basseball Shuffle, \$150; Wurlitzer 1900, \$150; Corsair 20 Col., \$125. All games rebuilt and ready for location. Send ½ deposit to: Guerrini's, 1211 W. 4th St., Lewistown, Pa fel9

BUSINESS OPPORTUNITIES

CAPITAL WANTED FOR PROMOTION and distribution by record compan, holding outstanding masters. Investo-received ownership interest. Phone Area Code 212; Pl 7-6454, Mr. Coyne.

MISCELLANEOUS

ATTENTION: RECORD OUTLETS. WE have the largest selection of 45 r.p.m. oldles and goodies at 25e each, also major label LP listings at promotional welcome. Apex Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

DJ'S: WRITE FOR COPIES OF FOUR Florence Williams songs on the Ronnie label. Ben Tate vocalist. Paragon Productions, 1265 Broadway, New York I. ch-fe12

LICENSED RECORD COMPANY SEEKS Partner, male or female. For details and info write Box A-283, Billboard Publish-ing Co., 1520 N. Gower St., Hollywood California 90028.

JUKE BOX OPERATOR LOOKS FOR buyer of late used records, 45's off ma-chines. Chester Music, 23 Harvard St., Brookline, Mass. 02146.

WISH TO LEASE BALLROOM FOR teen dances or discotheque. City, beach, summer resort. Info: Box 1808, Holly-wood 28, Calif.

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.

BEATLES NEW ENGLISH ALBUM "Rubber Sole" rushed to your home by airmail from stock! \$6 mono or stereo. Also "Help," Searchers, Ivy League, all English groups and any other English albums. Record Centre Ltd., Nuneaton,

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.I, England.

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, perbyshire, England.

when answering ads . .

Say You Saw It in Billboard

CLASSIFIED RATES

REGULAR CLASSIFIED AD 25¢ a word. Minimum \$5. First line set all caps.

DISPLAY CLASSIFIED AD

DISPLAY CLASSIFIED AD

I 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.

USE THIS HANDY ORDER FORM

Heading: Set regular classified style.	Size: Set boxed classified style.
Amount enclosed —	
Сору	
	Authorized by

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE, CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 188 W. Randolph, Chicago, Illinois 6066 ADVERTISING RATES INTERNATIONAL EXCHANGE (Classified: Per line, \$1. Minimum, 4 lines per insertion. DISPLAY: Per inch, \$14. Minimum, 4 lines.

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:

Denis Hyland, International Advertising Director.
Billiboard, 165 W. 46th Street, New York City,
10036 or
Andre de Vekey, European Director, 15 Hanover
Square, W. 1, England.

IEW PRODUCT

The following new products were selected by Billboard because of the special interest them may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, III.

Columbia



COLUMBIA solid-state Masterwork phonograph. Automatic monaural, power transformer, four-speed, tone and volume controls, Off/On and reject controls. Blue formed luggage case. Price \$39.95.



MASTERWORK phonograph by Columbia. Manual operation,

power transformer, steel turntable, tone control, turnover cartridge, four speeds. Oxford grey luggage case with aluminum trim. Price \$28.95, includes five 45-r.p.m. records.



terwork phonograph by Colum-bia. Four speed, tone and volume controls, drop head turn-table. Off/On and reject controls, fabric covered case. Cus-tom mobile stand included at \$57.95

> Say You Saw It in Billboard

No Uniformity in **Record Supply Service**

• Continued from page 55

station." (Clint Smithdeal Jr., partner, Junior's Records, Win-

"I would say only fair. We don't get any information about new releases until after we have had many requests for them."
(Don Oakes, record department manager, Holsinger Music,

Boise, Idaho.)

"Excellent. Distributors give us fine service." (Bernie Stone, manager, Bernie's Record Shop, Cambridge, Mass.)

Catalog Items
"No good. If the one-stops
don't have them they make no effort to try and find them for us. We never know if we'll be able to get a record." (Mike Donovan, owner, Donovan's Record Shop, Albuquerque, N. M.)

N. M.)
"Depends on supplier. Major labels are great—RCA, Decca, Capitol, etc., give very good service. The independents are not too good, however." (Nick Davidson, owner, Music Den, San Francisco, Calif.)

"It's all right. As long as they are on print they come to us eventually. All the companies have warehouses here and we get extra good service on catalog items." (R. B. Oliver, manager, Dallasan, Dallas, Tex.)
"Excellent with the exception

of the major jazz labels which

188 W. Randolph

are rather slow." (Don Biltucci, manager, Record Shop Annex, Huntsville, Ala.)
"Good. But our distributors don't always have the merchan-

dise we request so we have to hunt around for it." (Mr. Carmanager, Sears, Detroit, Mich.)

Mich.)
"Good. Our supplier has a wide assortment of merchandise and delivers very quickly." (I. A. Dulin, manager, Modern Music Co., Memphis, Tenn.)
Some of the dealers gave names of manufacturers and distributors who were giving index

tributors who were giving inade-quate service, but generally asked that they not be quoted on this. One dealer said "my asked that they not be quoted on this. One dealer said "my service will be even worse if I make a complaint to a magazine." Dealers attitudes toward manufacturers varied a great deal. Companies which were considered among the best by some dealers were occasionally mentioned as slowest and most indifferent by others. indifferent by others.

In the next appearance of the Dealer's Panel, Billboard will re-port in detail on various promotional devices dealers are using to stimulate business. If you care to contribute your com-ments to this subject or to suggest topics for discussion, write to: Audio Retailing Editor, Bill-board Magazine, 188 West Ran-dolph Street, Chicago, Ill. 60601.

Classified Advertisers: WE'VE MOVED!

That's right. We've moved our Classified Advertising Department to a new home. So . . .

FROM NOW ON

send all orders for classified advertising to:

Classified Ad Dept.

BILLBOARD

Chicago, Illinois 60601

BULK VENDING news

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

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

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

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

MANDELL GUARANTEED

USED MACHINES

N.W. Model 49, 1c or \$6. \$14.50 N.W. Deluse, 1c or 56 Comb. 12.00 N.W. Deluse, 1c or 56 Comb. 18.00 N.W. Model 233, 1c Porc. Con-verted for 100 ct. 8.G. 6.50 Atlas 1c & 5c 100 Ct. Ball Gum 12.00 Mills 1c Tab Gum 12.00 Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

n Nuts, 5 lb. bag, per lb. ow, Whole ow, Butts uts, Jumbo

IMMEDIATE DELIVERY

VICTOR

SCRIPTO PEN

VENDORAMA

.\$.92

.70

Pistachio Nuts, Jumbo Queen,
Red
Pistachio Nuts, Jumbo Queen,
White
Afgan Crown Red Lip Pistachio
Nuts
Afgan Prince Red Lip Pistachio
Indian Nuts, 5 lb. bag, per lb.
Cashew, Whole

alier President Wilbur L. Thompson and bank executive officer Lawrence Smith. Also present as papers were signed was Herb Goldstein, national sales manager for Oak Manufacturing Co., Los Angeles. 32,000 Units

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

venders.

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

In raising successful opposi-tion to the proposed amendment, attorneys for the National Ven-dors Association alluded to the Cavalier decision as follows:

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



MODEL 60 **BULK-PAK**

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

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

Wire, Write or Phone for Complete Details.

lorthwestern

CORPORATION 2622 Armstrong St., Morris, III. Phone: WHitney 2-1300

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

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

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

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

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

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

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

American Sold To Philly Gum

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

ucts since 1924.

Mr. A. Duffield Schaeffer, president of American Chewing Products, is retiring from the firm after a long career as inventor and producer of many well known chewing gum innovations in the past 40 years. Edwin L. Fenimore, president of Philadelphia Chewing Gum Corporation, will succeed Schaeffer as president. He an-

Schaeffer as president. He announced that additional facilities and personnel will be added to the Newark operation to in-crease product lines and achieve

greater efficiency.

Martin J. Schaeffer reportedly will continue as general man-ager of factory operations.

Food Store Chain Runs Its Own Bulk Operation

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

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

the bulk vending industry.

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

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

The net results of these studies The net results of these studies was the decision to install either three or six bulk vending machines in every Miller store, depending upon the amount of traffic, store layout, etc., to be operated by the store manager, or any one of three assistants which the Miller stores average.

Miller huvers went to Star Nove. Miller buyers went to Star Novelty Company, where veteran distributor Andy Anderson sold the chain sufficient Topper ma-chines, all finished in blue, all 1-cent models, to implement the new program.

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

IBM Cards

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

NORTHWESTERN



Will not skip or iam because of specially designed wheel and housing. Holds 1,000 individually wrapped DUBBLE

RIIRRIF

TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

> BIRMINGHAM **VENDING COMPANY**

520 Second Ave., North Birmingham, Alabama Phone: FAirfax 4-7526

"YOUR PROFIT IS OUR **BUSINESS**"



1-SELLS SOMETHING TO EVERYONE 1-SELLS SOMETHING TO EVERYONE
2-THE MOST ADVANCED COIN MECHANISM FOR REJECTING SLUGS. HAS A
PRECISION COIN ENTRY PLUS PATENTED
INTERLOCKING DOGS. NO PARTIAL ENGAGEMENT ON SMALL COINS OR SLUGS
3-SIMPLICITY WITH DURABILITY
4-NEW ... 80LD. . DESIGNED FOR
THE FUTURE

THE FUTURE
5—COIN BOX DESIGNED TO HOLD LARGEST COIN CAPACITY OF ANY BULK
VENDOR ON THE MARKET WITHOUT
JAMMING COIN MECHANISM
6—IMPROVEMENTS ARE CONSTANTLY
MADE BY THE INVENTOR, DESIGNER,
WITH OVER 25 YEARS OF EXPERIENCE

WITH OVER 25 YEARS OF EXPERIENCE
7.—NEW "7" MANDLE PREVENTS LOSS
OF MERCHANDISE IF FORCED OR
BROKEN OR DAMAGE TO MECHANISM
8.—NON-SKIP OR JAMMINS ON ALL
MODELS. LARGE DIAMETER MERCHANDISE WHEEL VENDS CONSISTENTLY AND
ACCURATELY

P—WATERPROOF, PATENTED TOP LOCK PREVENTS SPOILAGE OF GUM OR CAN-DY, AND PROHIBITS ADHERING 10—This adds up to the "BEST IN VENDING"

Time payments available on KOMET machines through all distributors on approved credit

YOU CAN'T AFFORD NOT TO BUY A KOMET'

HARBY INDUSTRIES 702 North Mariposa Street Burbank, California 91502

Say You Saw It in Billboard

YOU COUNT MORE WITH OAK



OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheelmounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is $19\frac{1}{2}$ lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.

OAK MANUFACTURING CO., INC.

Write for Beautiful Illustrated

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

LOngocre 4-6467

W. 36th St., New York 18, N. Y

Macman Gets Dick Tracey

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

Group.

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





STIMULATOR IN ANY LOCATION

LOCATION
Beautiful eyecatching
Jesign. Makes
merchandise
irresistible.
Convenient,
interchangeable merchandise display
panel.
Vends 100
count gum, V

nanism. ovable cash box for easy col-ng. Large capacity. Holds 1800 (100 count), 575 V capsules, V-1 capsules and 80 V-2

PRICE \$39.00 each with chrome front WRITE, WIRE OR PHONE GRAFF VENDING SUPPLY CO., INC. 2956 Iron Ridge Road Dallas 47, Texas

SCHOENBACH CO.

Manufacturers Representative Acorn - Amco Distributor MACHINES

GREAT MONEY MAKER



ACME ELECTRIC MACHINE

Sample ...\$28.50 4 and up. . 23.50

Batteries \$1.00 addl. per mach.

HOT 10¢ VEND ITEMS (all 250 per bag)

n Eink st, Gizmos y Chain Assmt. cklaces, Brooches, bracelers (Penny King) 8.00 st MS (For St No SS per bag) 14 VEND ITEMS (all prices per M)

(all prices per M)
Mini-Books \$10.00
Soupy Sales & U.N.C.L.E.
Flicker Rings 13.00
Gumby & Magoo 8.50
Pop-1t Rings 12.00
l¢ mixes from \$3.50

Parts, Supplies, Stands & Globes. Everything for the operator. third deposit with order, balance C.O.D.

SCHOENBACH CO.

715 Lincoln Pl., Brooklyn 16, N.Y. (212) PResident 2-2900

COMPANY

ADDRESS.

se rush complete information and prices o thwestern SUPER SIXTY Ball Gum-Charm der (as illustrated) as well as other North tern machines.

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KING & COMPANY

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Elect Ferrier WVMOA President

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

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

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

The members were the guests at a cocktail party held prior to the steak dinner and the meet-

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

Weiner said that the support of bulk vendors throughout the State will be solicited in the cam-



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

Food Store Chain Runs Its Own Bulk Operation

· Continued from page 57

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

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

Peanuts are the only item vended in the big Denver super-markets which are not "IBM controlled." To insure absolute freshness, Steiger contracted with a Denver nut distributor who has excellent roasting facilities to deliver the nuts, likewise packaged in five-pound, greaseproof bags, on order from in-dividual stores. Because the nuts have often been roasted the same day or the day before they are ordered, an exceptionally high degree of quality is maintained, and the store can be sure that flavor and eye-appeal are at their

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

Maintenance

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

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

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

Take Depositions In St. Louis Suit

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

witnesses.

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

(Billboard, June 19, 1965). Attorneys for both sides have issued an exhaustive list of interrogatories as part of the preliminary preparation in the lengthy case. Attorneys for Ford Gum & Machine Co. submitted answers to the list of 18 interrogatories drawn up by plaintiffs' council but still awaiting action is the answer to 23 interrogatories running to over 1,200 words drawn up by Ford Gum & Machine Co. attorneys.
In the wake of the depositions

now being taken by plaintiffs' attorneys, an answer to the de-fendants' interrogatories is expected early next week.

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

"Complete control of the situation as well as profit" was given as the principle reasons for company-owned bulk venders by Steiger. Even though the supermarket ownership has changed hands, this bulk vending system has worked out so well that no alterations in it are contemplated. are contemplated.

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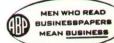


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COIN MACHINE news

England Swings at Amusement Trades Exhibit

LONDON — Intermittent fog and drizzle did not deter more than 3,000 buyers from attending the 22d annual Amusement Trades Exhibition at its new site

in London's northern outskirts here last week.

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

Taito Trading

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

seas buyers, some from the U. S. Most popular was the car game, Rally France, requiring some element of skill.

Rock-Ola phonographs (five models) were shown by Ruffler & Walker, Ltd., subsidiary of the European distributorship of Nova Apparate Hamburg. The Seeburg instruments were exhibited by the recently appointed U.K. firm Phonographic Equip hibited by the recently appointed U.K. firm Phonographic Equipment, Ltd. Both firms had the largest stands in the show. Ditchburn Equipment had an imposing display of the Wurlitzer 3000 phonograph and Console Discotheque. The products of Theo Bergman & Co., the German maker of phonographs and games equipment, including their new S100 Luxus Console and S100 Wall Box, were shown by Symplay, U.K. distributors. The (Continued on page 65)

Set New Date For Meeting Of MOA Board

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

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



'65 European Exports Off Slightly During 1st 9 Months

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

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

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

Country-by-country, the ship-ment comparisons are as follows:

United Kingdom

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

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

France

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

West Germany

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

Belgium

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

from \$1,133,007 in the first nine months of 1964 to \$693,511 during the same 1965 period.

Sweden

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

Italy

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

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

U. S. exports to other European countries during the first

(Continued on page 68)

Wage-Hour Expert Calms III. Operators

Differs With NAMA Stand

By RAY BRACK

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

The spokesman, Harry Newhouse, a W-H investigator lo-cated here, picked on the posi-tion held by the National Automatic Merchandising Associa-tion regarding the application of wage and hour laws to vending

"We don't feel you juke box operators, or the merchandise vending people, are retail es-tablishments," he declared, "re-gardless of what the NAMA says."

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

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



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

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

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

The "retail establishment" definition is key to the operator's position under wage and hour laws because the Fair Labor Standards Act of 1938 was amended in 1961 to bring millions of additional employes under minimum wage coverage on the basis of direct or even remote connections with interstate commerce. Exempted from this new coverage provision, how-ever, were retail establishments having an annual sales volume less than \$1 million.

Not Covered

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

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

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

equipment reach the distributor."

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

10 Regions

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

Newhouse heads one of 10

(Continued on page 68)

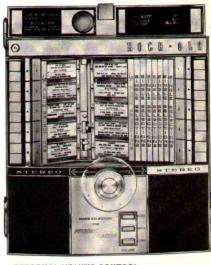
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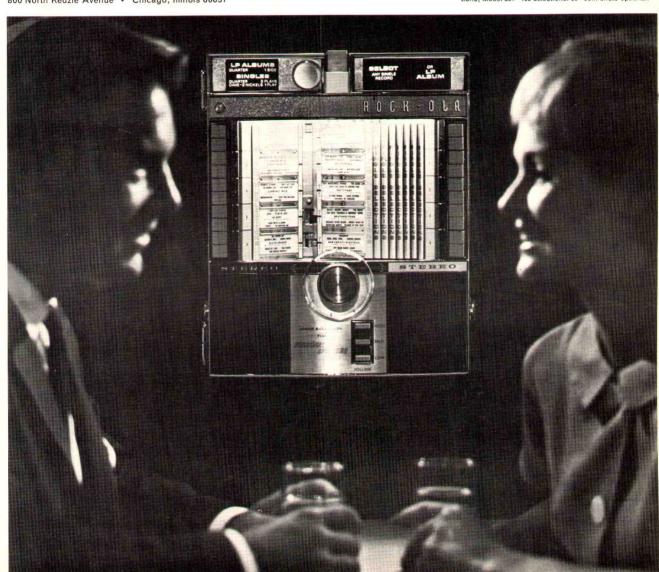
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Three volume settings—high, medium and low. Customer chooses his own sound level.

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The Phonette may be mounted on bar, counter, wall or table—for customers private listening pleasure from two built-in stereo speakers.

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Phonette permits playing of LP's or singles; 33½ or 45 RPM records from customer's seat. Model 500—160 selections; Model 501—100 selections. 50¢ coin chute optional.



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



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



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



A. W. ADICKES, president of Nova Apparate, Hamburg, calls at the Billboard stand.



FRED WALKER (Ruffler & Walker) takes a break from his stand for exercise at the Electro Golf stand.



MICHAEL KOGAN (Taito Trading Co., Tokyo), left, and R. Dent of Shipgoods, Ltd., the U. K. distributor of Japanese-made games, pose with salesgirl.



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



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



ORGANIZING SECRETARY of the A.T.E., John Singleton, takes stock on the first day.



JAPANESE GAMES from Taito Trading Tokyo, being demonstrated at the A.T.E.



PETER GROOM (Phonographic Equipment) poses near Seeburg display.



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



SOL GROENTEMAN tries out one-half horsepower electric motor version of Ford auto.



SAM STERN (Williams) with friend at Mar-Matic display of Jennings-Keeney games.



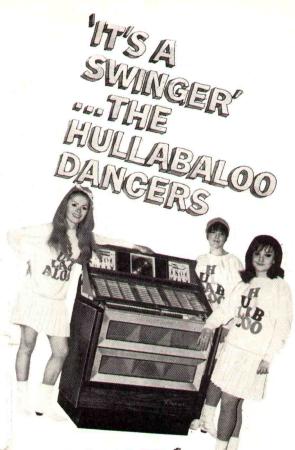
CYRIL SHACK (Photographic Equipment) breaks away from business to face Billboard photog-



HENRI HERBOSCH (center), general manager Seeben, Antwerp, with Sol Groentman (left) and Henry Grant of Belgia Amusement Co., Antwerp.

TERE SELECTION OF THE PROPERTY BANDSIAND





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BANDSTAND with
The BEAT...the SWING...
the SOUND...the big three
are talking about! YOU will
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sound and beat of money
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Say You Saw It In Billboard

Moran Explains Chicago Trade School to ICMOA

SPRINGFIELD, Ill. — Jack Moran, who started the coun-try's first music and game serv-ice school in Denver, told the Illinois Coin Machine Operators Illinois Coin Machine Operators Association that a similar Chicago school is ready to begin operations shortly. Moran said he would back "any graduate of this school 100 per cent."

Chicago, the "hub of the industry," said Moran, needs such a school due to shortages of qualified repairmen in the Midwest as well as in other parts of the country.

the country.

Moran, a 25-year veteran of the coin-operated equipment in-dustry, said the Chicago school will be modeled on the successful Denver version which has

been in operation for one year.
"The course will last five
months," said Moran. "The first 12 weeks will be spent on juke boxes—three weeks on each make. Then we will go into games and vending machines. Students will be able to take a machine apart and put it back together corrective. together correctly. Be sides teaching them about major re-

teaching them about major re-pairs, however, we will stress preventive maintenance.
"The school is subsidized by the federal government through various local employment serv-ices. Each man will receive \$150 worth of tools when he starts school. The government will also pay the man's tuition and give him money for ex-

"It is the school, however, and not the government which has the final say about everything. We don't have to accept the men sent by the employment services.
We give everyone a three-week
trial period and, if the individual
doesn't seem good enough to
us, we get rid of him.
"We also determine the age of

men qualified for the course. Our experience in the business has shown us that 25 is a good cut-off age. Once a man reaches his middle 20's he is more serious and more likely to be a good worker. I'd say 25 to 40

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JACK MORAN shown addressing Illinois Coin Machine Operators at recent Springfield meeting. at recent Springfield meeting. Moran told operators about the new Chicago coin machine servicemen's school, and said "complete records of the work done and grades received by the students will be open to any operator interested in hiring them." Five-month school, subsidized by federal funds, is due to start classes this spring.

is the range that we're specifying for this school."

Moran encouraged operators to pick out men that they knew and send them to the school, provided they agreed to hire them. "We don't have to take them from the employment services if we can get them on rec-ommendation from the oper-

He said operators can send a man to any portion of the school. "You can send a student school. "You can send a student to us just for the 12-week part on juke boxes, or to any one of the three-week parts on any particular brand of machine."

Moran said that the industry,

operators, distributors, and man-ufacturers have been very cooperative in the matter of serv-icemen's schools.

Calderon Sets Staff, Policy

INDIANAPOLIS — Calderon Distributing, late last year named Seeburg distributor for the State, issued a policy statement and announced names of key sales personnel last week.

According to company Presi-dent Albert Calderon, the company staff will contact personally every operator in the State. "We will inform each busi-

nessman that we intend to not only sell equipment — but will service it expertly and quickly," Calderon said.

He named Stan Ziegler as sales manager for music and El-liott Nelson as head of the vending sales division. The distribu-torship will host servicemen schools in the near future, Cal-

Elect Wayne Hesch in Chi

CHICAGO - The Associated Buyers Club, an association of juke box operators, has elected Wayne Hesch, A&H Entertainers, as president. Hesch former-ly served as association vice-president and is currently vice-president of the Music Operators of Northern Illinois.

Elected vice-president was Kem Thom, Western Automatic Music, Inc. Secretary-treasurer elect is Charles Lindelof, General Music; and the new assistant treasurer is Leon Mohill, a vet-eran Chicago operator and Chicago member of the Music Operators

Business and Fun In Springfield, III.



ILLINOIS GREETS WISCONSIN at recent meeting of Illinois Coin Machine Operators Association. From left, Les Montooth and Andrew Hesch, veteran Illinois operators, and Mr. and Mrs. Clinton Pierce, deans of the coin machine industry in Wisconsin.



VETERAN SALESMAN Jack Burns (left) corners young operator Don Jacobs. Burns is sales manager for Empire Distributing, Inc.,



REMEMBERING the first ICMOA meeting, which they both at-tended, are Chicagoans Larry Cooper and Mary Gillette.



PRESIDENTIAL GREETING from Lou Casola, Rockford (right), goes to (from right) Nathan Feinstein, president, World Wide Distributors, Chicago; Mary Gillette, Chicago, and Moses Proffitt, Chicago.



NEWEST MEMBER of the ICMOA, Frank DelVecchio (left), is per-suaded by national association district membership drive chairman to also join MOA.



DENVER COIN MACHINE SCHOOL administrator Jack Moran (left) is quizzed by Aurora, III., operator Bill Poss about the availability of trained coin machine mechanics.

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Dynaball Names New Salesmen

SKOKIE, Ill.-Sherwin Robin, sales manager of Mr. Billiard, Dynaball Co., recently announced the appointment of two new regional sales managers

Al Wagner, of Garland, Tex., will cover the territory, includ-ing Texas, Oklahoma, Arkansas and Louisiana.

John R. Townsend, of Denver, will be in charge of the area including Colorado, Utah, Montana, Wyoming and New Mex-

England Swings at Trade Exhibit

Continued from page 59

extra show space gave other foreign firms an opportunity of showing, which previously had to take rooms at hotels nearby to the Horticultural Hall. Loew-en Automaten from Bingen were showing their latest Festival pho-nograph in conjunction with their newly appointed U.K. distributors, Arbiter & Weston Automatics, Ltd., of London. Arbiter & London. ter, already well established in the musical instrument business in the U.K., and who has the agencies for Ludwig and Fender instruments among others, have branched out into the coinoperated phonograph business as a natural development.

They Could Weep
Visitors from abroad where
local laws restrict gambling told Billboard that they could weep at the sight of all the gaming equipment on show which they would be forbidden to use. The A.T.E. included a number of fruit machines and other gamfruit machines and other gambling device games, on some of which the player can double his money up to a sizable jackpot. The Mountain Climber offered by Mar-Matic Sales (Jennings-Keeney) is one example with a maximum possible jackpot of \$112.

The fruit payout machines, now divided basically into two categories, the club and the categories, the club and the "pub" models, are certainly money spinners for the operators here. The club model gives a jackpot payout and the pub model pays out a cash maximum of 14 cents for a 7-cent play, or a 70-cent token which can be exchanged for goods. There are 24,000 registered clubs in the U.K., many of which have fruit machines installed. One industry U.K., many of which have fruit machines installed. One industry leader estimated there were probably as many as 50,000 clubs with such machines. He also gave as his personal opinion the view that it would be better for the business (but probably not for the operators) for ably not for the operators) for fruits to be licensed by the autruits to be licensed by the authorities to regularize matters. He could visualize an annual license of \$150 to \$300 per annum for "club" payout machines. It would put the machines on a proper basis and provide a source of revenue for the tax authorities. Installation of fruits in rubs is developing rapidly. in pubs is developing rapidly, each exhibitor having a "pub" model on show.

Importation of Australian-made fruit machines is estimated in excess of 6,000 annually and

BULLETIN

CHICAGO — Industry of-CHICAGO—Industry of-ficials meeting with Labor De-partment officials here last Thursday (3) reached final agreement on specifics of the coin machine trade school. "The school program is definitely off the ground now," announced Music Operators of America executive vice-president Fred Granger. The training course will consist of five months in the classroom and seven months in the classroom and seven months on the job, all financed by government funds. Industry spokesman informed Labor Department officials that Illinois operating figure could place 40 s. 50 ating firms could place 40 to 50 qualified men immediately and 200 in the next 12 months. Classes will consist of 14 to 16 men of a minimum age of 21.

Jack Moran has been recommended for the post of school growing. Ainsworth Consolidated Industries (GB), Ltd., and Jubilee Products are two of the big firms handling these lines.

In spite of the accent on payout machines, overseas visitors (particularly from Germany) found some amusement games which interested them. Phonowhich interested them. Phonographic Equipment was showing the Torpedo Game in which the player operates a periscope and has to torpedo a ship which crosses a screen visible through the sights. Another, shown by the Samson Novelty Co, was the Air Gunger Both were claimed. Air Gunner. Both were claimed good for arcade work. Both British and West Ger-man television had units visiting

the A.T.E., plus U.K. radio coverage, which indicates the growth of the A.T.E. internationally.

German visitors to Billboard

said that arrangements for the German Coin Machine exhibi-tion at Hanover in May are go-ing ahead. Last December there were 39 firms on the exhibitors' list which was increasing every week. The participation of the German coinmen at Hanover is a feather in the cap of the in-dustry leaders, for until now coin machines were not part of the giant Hanover Fair.

Juke Box **Bound for** Vietnam War

LOS ANGELES -

LOS ANGELES — Marvin Miller, of the Coin Machine Service Co., has made a small contribution which will be appreciated in a big way by more than 3,500 men bound for duty in the Vietnam war.
Miller has donated a reconditioned juke box to the sailors of the U.S.S. Princeton, an aircraft carrier preparing to return to Vietnam waters later this month. The carrier is being outfitted in Long Beach, Calif., with new aircraft amunition and one slightly used but much

one slightly used but much wanted juke box.

In addition to the juke box, Miller also has promised the crew a weekly supply of popular records.

Unable to listen to or watch the Armed Forces Radio-Tele-vision Service stations while cruising in the South China Sea, the crew did not have much variety in entertainment and recreation during its off-duty

Captain John O'Brien, who quickly accepted Miller's offer, said the juke box and records will help sustain morale. To thank Miller and his company for the donation, O'Brien invited executive officers of the firm to sail with the Princeton on her final shakedown cruise prior to departure for the Far East.

New Juke Box Called 'Letkiss'

BINGEN-N.S.M. is intro-BINGEN—N.S.M. is intro-ducing a new phonograph, the Letkiss, which takes its name from the Finnish folk dance. Letkiss is designed as the smaller console sister machine of N.S.M.'s Serenade.

Letkiss has the basic Serenade mechanism and is designed for intimate bistros and offbeat artistic locations. It is a compact machine.

East-West Confrontation At Vienna Trade Exhibit

VIENNA—Eastern and West-ern European countries, Russia and the United States are expected to be represented in the second annual international coin machine exhibition here Nov. 12-15, theme of which is "One coin machine world with unlimited exportunity for all"

limited opportunity for all."

U. S. coin machine manufacturers and export-import firms are being urged to participate in the event, which at-tracted 75 firms from 22 coun-

tries last year. Sponsor is Verband des Oes-Sponsor is Verband des Oes-terreichischen Automatenge-werbes or the Federation of the Austrian Coin Machine Trade. Officials said they hope for 200 or more firms at the 1966 fair. Indications are that at least 15 major American firms will ex-bibit.

Contacts

Contacts
The sponsors are promoting the fair as an East-West coin trade meeting ground as well as international showcase. Officials explained, "Vienna is the meeting ground between East and West—the clearing house for trade and commercial contracts between the capitalist and Communist worlds." munist worlds.

"It is therefore the logical site for an international coin trade fair. No Western firm can afford to neglect the growing Communist market."

The Soviet Union will exhibit

European satellites. The Com-munist countries have removed coin machines from party propaganda and ideology. For the first time ever, they are now treated as normal merchandising equipment devoid of political significance.

On Its Merits

On Its Merits
"This fact alone is of tremendous importance for the success
of the fair," one of the sponsoring officials noted. "It means
that henceforth coin-operated
equipment can be sold in the
Communist market on its merits
and without being subjected to
political discrimination." political discrimination."

Vienna officials disclosed that

Vienna officials disclosed that there is sharply rising interest in Eastern Europe in reconditioned U. S. coin machines (new American equipment is gener-ally considered too expensive). Statistics are not available, but officials here estimate that sales of U. S. reconditioned equipoff U. S. reconditioned equip-ment in Eastern Europe have tripled over the last 24 months. There is a big potential de-mand for new American equip-

mand for new American equip-ment, but sales are burdened not only by the cost but also by the foreign exchange problem. Aside from the popularity of U. S. equipment with Eastern Europeans, these sales are ris-ing mainly because of the re-sourcefulness of local importers who barter the U. S. machines for Eastern European products.

These barter transactions span

the commercial horizon. One, for example, sent 15 used Amer-ican phonographs to Yugoslavia for a shipment of plum brandy, which the Vienna export-import agency promptly sold in the West agency promptly sold in the West for hard currency. Another substantial transaction sent 10 phonographs to Hungary in return for a shipment of shoes, which also were sold to Western European countries.

"The business is there, but it (Continued on page 67)

ALL MACHINES READY FOR LOCATION

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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.

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- Magnetic Cue Ball will not become trapped as it separates itself
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Wisconsin to Host **Big Midwest Meet**

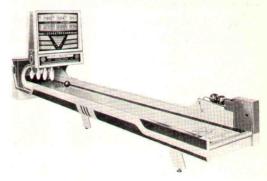
- Clinton S. MILWAUKEE — Clinton S. Pierce, president of the Wiscon-sin Music Merchants Associa-tion, and Sam Hastings, presi-dent of the Milwaukee Coin Madent of the Milwaukee Coin Ma-chine Operators Association, have invited all juke box oper-ators in Wisconsin, Illinois, Michigan, Minnesota and Iowa to attend a business meeting hosted by the two associations here on Sunday, Feb. 20.

The potential effect of the revision of the national copyright law on the operator of juke boxes in the U. S. is expected to be the main topic of discussion Addressing themselves to the subject "Legislation, and What the Music Operators of America Are Trying to Do About it' will be MOA Board Chairman Lou Casola and MOA Executive Vice-President Fred Granger.

Other speakers will be on the program as well, the two association presidents announced. Mem-bers of the Wisconsin and Milwaukee groups are expected to discuss amalgamation of their associations during the meeting.

Smorgasbord will be served at the 2 p.m. affair, to be held at the Ambassador Hotel, 2308 West Wisconsin Avenue.

NEW EQUIPMENT



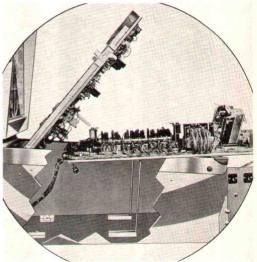
CHICAGO COIN-CORVETTE SIX-PLAYER BOWLER

Introduced by the Chicago Coin Machine Division of Chicago Dynamic Industries, Inc. Has a new "spot bowl" feature which doubles scores for strikes and spares when player rolls ball over any one of six "spot bowl" buttons on the alley. Also has swivel score rack for easy servicing, extended play and regulation, dual flash, step-up and flash-omatic scoring. Available in 13-foot and 17-foot lengths with 4-foot and 8-foot extensions available.



GOTTLIEB-MASQUERADE FOUR-PLAYER FLIPPER GAME

Just introduced by D. Gottlieb & Co., Chicago. Emphasis on new light-box animation. A new multi-bumper spells out the words "masked beauty." Scoring moves the lace fan, revealing the face of a ravishing "belle of the ball." Completing one word of "masked beauty" multi-plies target values by 10; completing both words multiplies target values by 100. Roto-lights indicate values of 5 targets. Six rollovers spot letters in word "masked." Unit available in three or five-ball play.



BALLY'S "ELEVATOR MOUNTING BOARD"

New "elevator mounting board" from Bally Manufacturing Co., Chicago, will now be a standard feature on all of the company's games. A forward and upward lift and the board comes up on a swivel bracket. When lowered, board is automatically secured by hook latches.

Say You Saw It in Billboard

195.00

325.00

225.00





BOB SLIFER Executive Director

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To all manufacturers, distributors and importers from the members of NCMDA.

As we enter the new year of 1966, NCMDA pledges to perform and support all possible activity to improve our industry's public image, as well as to promote its products in broader and more extensive markets.

We shall hope that all manufacturers and their distributors as well as importers abroad will fully support and join NCMDA now in this united confrontation of sincere effort towards increased productive goals and higher achievements in this



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Says MOA Royalty Proposal Has Made Good Impression

SPRINGFIELD, Ill. — "I think key officials in Washington are impressed that we have taken the initiative in an attempt to resolve the juke box royalty problem.

This observation came from Music Operators of America Granger in a speech before the Illinois Coin Machine Operators Association here recently.

Following Granger's speech, Illinois operators voted unani-mously to endorse the 2-cent-per-side royalty proposal made by MOA to congressional com-mittees now rewriting the country's copyright laws (Billboard, Feb. 5).

Granger outlined the royalty problem this way:

"Under present copyright law, the operator pays 2 cents per side for copyrighted music on records. Although this is the same fee paid by the general public, it must not be overlooked that the inter her coverious fee that the juke box operating fra-ternity is the biggest block rec-

ord-buying group.
"The operator has enjoyed an exemption from performance fees under the 1909 law that is now undergoing revision by Con-

"The 2-cent royalty proposed by the MOA is neither a per-machine royalty, nor is it a per-play royalty. It is paid once— when the record is acquired. "Three bills were introduced

"Three bills were introduced last year that would remove the operator's exemption from performance royalty payment: \$1006, introduced by Senator McClellan (a bill to revise the copyright law); HR4347, introduced by Rep. Immanuel Celler (identical to Senate bill to revise copyright law), and the Celler bill, RH18, to specifically remove the juke box exemption. "The House heard testimony on the Copyright Revision Act last June and MOA witnesses appeared to present the industry view. Our witnesses were complimented both by the House committee and by our opposition

committee and by our opposition witnesses. The image of this industry was indeed improved

dustry was indeed improved during that hearing.

"The industry is now waiting to be heard by the Senate Committee studying revision of the Copyright Law. Since the House committee hearing last summer, the MOA has made its exclusive juke box 2-cent royalty proposal to the House and Senate Ju-diciary committees. This pro-posal will be the basis of the in-

posal will be the basis of the industry's Senate testimony.
"Why did we make such a proposal? We were advised to make our own proposal be-

fore someone else made a proposal that cept.

ve couldn't ac-In other business at the

VIHON meeting here: Aurora operator Bill Poss, dis-Aurora operator Bill Poss, district chairman in the MOA's national membership drive, invited all ICMOA members yet unaffiliated to join the national association. He later appointed Bob Vihon, Empire Distributing, Inc., Chicago, as Illinois chairman in the national drive. Poss is seeking 50 new members from Illinois, Indiana, Ohio, Michigan and Wisconsin. and Wisconsin.

Chicago operator Andrew Hesch suggested that the ICMOA promote dancing in juke box locations now that the excise tax on cabarets has been removed (as of Dec. 31, 1965). Hesch said increased dancing would surely increase juke box

Association president Lou Ca-

sola, Rockford, announced that the ICMOA legislative commit-tee will begin discussion of an-other bill to repeal the \$10 Illinois tax on coin machines. A similar bill sponsored by the ICMOA last year was passed by the Legislature but vetoed by the governor.

Vienna Exhibit

Continued from page 65

demands great trading flexibility, There's not much business to be done with bank drafts and all the other trade paraphernalia that is used in the West," the Vienna officials observed.

Japan will also be a major exhibitor this year at Vienna. At least seven Japanese coin machine firms will exhibit, and officials here say their participation in the Vienna fair is preparatory to the opening of a big Japanese coin machine sales drive in Europe.

"We understand that the Japanese coin machine industry is now well advanced and that they feel able to compete for inter-national export markets," the official said.

Trident Issues First Little LP



JUKE BOX DISPLAYS mean busi-JUKE BOX DISPLAYS mean business, believes Don Graham, promotion manager for Trident Productions, San Francisco, He's shown here mounting a background display prepared with the company's first little LP release company's first little LP release by a group called We Five and appears under the aegis of See-burg on the A & M label. Graham announced that Trident will be issuing Little LP's regularly now, each release accompanied by a location display kit.

Court Blocks Youngstown Fee on Coin Machines

By PAUL ZAKARAS

YOUNGSTOWN, Ohio-The city of Youngstown was ordered by the Mahoning County Com-mon Pleas Court to desist from mon Pleas Court to desist from enforcing the recently enacted \$1,500 licensing ordinance on game and music machines. Seeking the injunction was Ronald Vross, owner of the Shenango Music Co.

The court granted the injunction until it can decide on Vross' suit against the city. Vross is claiming that the ordinance is unconstitutional and discriminatory, and that it was illegally passed by council. The court hearings are scheduled to begin this week.

Joseph E. O'Neill, a Youngstown attorney, who is currently president of the city council, ap-peared for the defense. O'Neill peared for the defense. O'Neill (not to be confused with former councilman David O'Neil who says he is opposed to the ordisays he is opposed to the ordinance) attempted to have Vross' case dismissed on the grounds that he is not a resident of Youngstown and that he does not pay income tax to the city.

"Erroneous" Vross' attorney, W. Glen Os-

borne, told Billboard that O'Neill's information was "er-roneous." He said that Vross operates a number of machines in the city and is, therefore, subject to this ordinance. Also, Mr. Vross has been paying income tax to Youngstown according to the law.

A political spokesman in Youngstown told Billboard that Mayor Anthony Flask and the city's law director are willing to drop the ordinance, but that Joseph O'Neill and several coun-cilmen are determined to keep it on the books. The statute imposes a fee of \$1,500 for the first machine and \$3 for each subsequent device.

Established coin machine operators in the area have not shown much enthusiasm for the controversial ordinance, ever though it appears to be bene-

ficial to large companies.

Vross told Billboard that he entered the coin machine business about two years ago when he purchased the Shenango Music Co. from his brother-in-law. He runs the firm from Canfield, Ohio, a suburb of Youngstown, and operates 17 machines within the Youngstown city limits.



John Casola III

BIRMINGHAM, Ala.—John Casola, brother of Music Operators of America board chairman Lou Casola, is reported seriously ill in East End Me-morial Hospital, 66th Street and Avenue F, here



Williams Launches Three-Ball Play Drive

CHICAGO - Williams ElecchicAGO — williams Elec-tronic Manufacturing Corp., which last year mounted a na-tional drive for front money and dime play, has just announced a similar campaign advocating three-ball play on all flipper

Williams general manager Sam Stern, in making the announcement to the trade press, de-clared: "We know games get most of their play in peak periods. With this in mind, we are now advocating three-ball play on all flippers games. We feel that the operator's receipts would increase if he operates his games on three-ball play."

Timed with the three-ball an-nouncement, Williams disclosed that with the introduction of the company's next single player game, the unit will arrive at game, the unit will arrive at distribution houses "plugged in for three-ball play." The same

will apply to all future models. The company has also noti-fied all foreign distributors that all flipper game models, commencing with the current two-player game called Eight Ball, will also be shipped set for threeball play.

Declared Stern: "The price of equipment is lower now than it will be in the future unless there is complete reversal in our econ-omy. There are many causes of rising costs. For example, copper is now in short supply and costs us from \$8 to \$9 more per game.

per game.

"We are not telling operators to buy more equipment. We are telling them they must increase their receipts so they can continue to purchase new equipment, and new equipment is a necessity in amusement game operation in order to keep receipts up."

Williams officials exists and the second of the sec

Williams officials estimate that grosses will increase in direct proportion to the game speed-up from reduction of two balls; that is, two-fifths.

Added Stern: "We recom-

mend front money on amuse-ment games; also 10-cent play. We had group meetings with operators in every section of operators in every section of the United States. Operators all agreed it was necessary but as far as we know no one is getting this front money on amusement

Wage Hour Expert • Continued from page 59

Wage & Hour regions in the U. S. He said 1,000 W&H investigators are at work full-time around the country. Investiga-tions, he said, are normally instigated for the following reasons:

1. 25-35 per cent of investiga-tions are started by complaints.

2. 20 per cent are of firms which have public contracts of

\$10,000 or more.
3. Remainder are hit-or-miss
"fishing expeditions" based on the agency's past experience with a particular industry.

According to Funk, the W&H people are now looking at the

Newhouse said his agents never investigate a firm unless it can be determined that the company is involved in some form of interstate commerce.

'65 Exports Off

• Continued from page 59

nine months of 1965 by dollar

volume was as follows: Norway: \$18,559 in phono-

Norway: \$18,559 in phonographs; \$70,652 in games. Finland: \$116,410 in phonographs; \$78,455 in games. Denmark: \$39,760 in phonographs; \$332,673 in games. Netherlands: \$189,796 in phonographs; \$176,938 in games. Austria: \$143,024 in phonographs

Austria: \$143,024 in phonographs; \$64,841 in games.

Greece: \$36,529 in phonographs; \$25,130 in games.

Next week we will publish the latest tariff and duty regula-tions for all European countries.



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Survey of State Cigaret Taxes

We conclude with this third installment of our State-by-State survey of cigaret taxes in the United States.

Tennessee

Rate was 7 cents per pack as of Nov. 1, 1965. State grossed \$28.7 million in cigaret taxes during fiscal year ended June 30, 1965; \$27.3 the previous year. Average pack price was 29.5 cents, of which 15 cents was taxes.

Texas

Rate was 11 cents nts per pack 1965. State as of Nov. 1, 1965. State grossed \$100.2 million in cigaret taxes during fiscal year ended June 30, 1965; \$91.9 the previous year. Average pack price was 33.8 cents, of which 19 cents was cigaret taxes.

Utah

Rate was 8 cents per pack as of Nov. 1, 1965. State grossed \$5.1 million in cigaret taxes during fiscal year ended June 30, 1965; \$5 million the previous year. Average pack price was 30.8 cents, of which 16 cents was State and federal taxes. Sales taxes added another cent to pack price.

Vermont

Rate was 10 cents as of Nov. 1, 1965. State grossed \$4 million in cigaret taxes during fiscal year ended June 30, 1965; the same the previous year. Average pack price was 32.5 cents, of

Wurlitzer Co. Splits Stock

CHICAGO-Stockholders of the Wurlitzer Co. voted recently to increase the corporations capitalization from 1 million to 1.75 million shares of common stock of the par value of \$10 each. This action clears the way for the 331/3 per cent stock distribution approved by the board of

directors.

R. C. Rolfing, president of the corporation, reported Wurlitzer corporation, reported wiffline directors declared a cash dividend of 20 cents per common share on the increased number of shares payable March 1 to holders of record February 16.

Atlas Holds Phono Class

CHICAGO—Atlas Music Co. conducted an instruction class on the Rowe Bandstand phonograph at its offices here last week (26). Overflow attendance by area operators was reported. Handling briefing chores was Rowe field engineer Henry

Hovenaar.
Atlas personnel on hand were

president Eddie Ginsburg, execu-tive vice-president Sam Gersh, Joe Kline, Stan Levin, Bill Phillips, Ray Greer, Sam Kolber

and Johnny Havrilla.

Refreshments were served.

Ex-Police Chief Joins Buffalo Co.

BUFFALO, N. Y. — Former Buffalo Police Commissioner William H. Schneider has been William H. Schneider has been named a vice-president of the new Wurlitzer distributorship here, Stewart-Milford, Inc., according to company President Stewart M. Levy.
Schneider retired Dec. 31, 1965, after 29 years with the department

which 18 cents was State and federal taxes.

Virginia

Rate was 3 cents as of Nov. 1, 1965. State grossed \$16.1 million in cigaret taxes during fiscal year ended June 30, 1965; \$15.4 the previous year. Average pack price was 24.7 cents, of which 11 cents was State and federal taxes.

Washington

Rate was 11 cents per pack as Rate was 11 cents per pack as of Nov. 1, 1965. State grossed \$21.5 million in cigaret taxes during fiscal year ended June 30, 1965; \$20.4 the previous year. Average pack price was 34.7 cents, of which 19 cents was federal and State taxes. State sales taxes added another cent to pack price.

The rate was 6 cents as of Nov. 1, 1965. State grossed \$11.9 million in cigaret taxes during fiscal year ended June 30, 1965; \$11.6 million the previous year. Average pack price was 28.4 cents, 14 cents of which was State and federal taxes. State sales tax added another cent to pack price.

West Virginia

Wisconsin

Rate was 10 cents as of Nov. 1, 1965. State grossed \$35.9

million in cigaret taxes during fiscal year ended June 30, 1965; \$33.6 million the previous year Average pack price was 32.1 cents, of which 18 cents was federal and State taxes.

Wyoming

Rate was 4 cents as of Nov. 1, 1965. State grossed \$1.8 million in cigaret taxes during fiscal year ended June 30, 1965; same the preceding period same the preceding period. Average pack price was 26.5 cents, of which 16 cents was federal and State taxes.

By Popular Demand! OLD FAVORITE LIGHTS OUT SCORING



PLAY



FUN CRUISE collections beat flippers by a sea-mile in side-by-side location tests. Get aboard the gravy boat far a long, pleasant cruise in oceans of increased earnings. Book passage on the FUN CRUISE now.

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Wurlitzer Sales, Earnings World Wide Distributors Show Substantial Gains

Co. reported increased sales and earnings in the first three quarters of the current fiscal year.

Sales of the nine months end-ing Dec. 31, 1965 were \$37.2 million compared with \$29.9 million during the corresponding period of the previous yearincrease of 24 per cent.

Net earnings for the first nine months of the current fiscal year were \$1.3 million, equal to \$1.08 per share on 1,208,540 shares (adjusted to reflect 331/3 cent January stock distribution)

25/16

NEW MODERN Cue Ball. Same Weight as Object Ball

. Think FISCHER—That's Quality!

Cue Bal

Object Bal Center

31/1000 difference

with net earnings of \$832,054 or 69 cents per share (adjusted)

or 69 cents per share (adjusted) for the same period last year.
Sales for the third quarter (October, November and December of 1965) were \$16.4 million, up 21 per cent from last year's figure of \$13.6 million.

Holiday Business
Net earnings for the third period were \$822,974, equal to 68 cents per share on 1,208,540 shares (adjusted), compared with

shares (adjusted), compared with net earnings of \$668,818, or 56 cents per share on 1,204,921 shares (adjusted) for the same period last year.

R. C. Rolfing, president of the firm, said that 1965 holiday business, both wholesale and re-tail, was an all time record high for the 110-year old company.

Rolfing said that people bought more Wurlitzer pianos, electric organs, band instruments and other musical items than ever before.

"Considering the backlog of orders we have at the present time," said Rolfing, "and the enthusiasm of our distributor and dealer organizations for business during the remainder of our fis-cal year, we expect sales and earnings for the year as a whole to be substantially better than

"It also appears that the fiscal year ending March 31, 1967," he added, "will be even better than the current year from practically every standpoint. We are optimistic about the future of Wurlitzer."

RECONDITIONED SPECIALS GUARANTEED IN STOCK-SUBJECT TO PRIOR SALE

FISCHER MFG. CO., INC., TIPTON, MO.

Fischer's new, truly balanced, smaller, precision weight

New Cue Ball Strikes Object

Ball 31/1000

Above Center

for Much Bet-

ter Play and

PIN BALLS-BOWLERS UNITED BALL BOWLERS

SAVOY\$250
TIP TOP 250
DIXIE 225
CLASSIC 325
7 STAR 395
TROPICS 450
ALAMO 450
TORNADO 650
CHICAGO COIN'S

BONGO, 2-PI

ATMUSIC-Chicago

70

	•	•		_		
OH BOY, 2-PI.						\$275
BIG DEAL			e a	æ		190
SKILL POOL .			000	×		195
BLACK JACK						125

TOP BRASS \$425

BALLY ALL-THE-WAY \$325

Write for complete 1965 Catalog of Phonographs, Vending and Games. Established 1934 MUSIC COMPAN

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COMING **EVENTS**

Feb. 1-Missouri Coin Machine Council meeting, Daniel Boone Hotel, Columbia, Mo.

Feb. 3-Recorded Music Service Assn., Inc., meeting, 8 p.m., Water Tower Inn, Chicago. March 20-23—Music Operators

March 20-23—Music Operators of America mid-year board of directors meeting, Statler Hil-ton Hotel, Washington. April 16-17—South Carolina Coin Machine Operators Association (quarterly meeting), Florence,

April 23-24—Illinois Coin Ma-chine Operators Association (quarterly meeting), Pick-Con-gress Hotel, Chicago. April 23-May 1—General Trades Fair, Hanover, West Germany.

Oct. 15-16—Third annual conven-tion and trade show of the South Carolina Coin Machine Operators Association, Colum bia, S. C. t. 28-30—16th annual

Oct. vertion and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago. Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and trade show, McCormick Place, Chicago.

Chicago. Nov. 12-15 - Second International Congress of Coin Machine Equipment, Kunstler-haus, Vienna, Austria.

CAREER AHEAD ...



Innovate All-Day School

CHICAGO - World Wide Distributing Corp. has begun a trial program of day-long servicemen training classes that could become a permanent part of the Seeburg outlet's total serv-

the first class, announced company executive Harold Schwartz, was held on Feb. 2, with 11 men in attendance. The instructor was Seeburg field engineer Gene Michalik, and the training covered all aspects of the Seeburg Electra phonograph,

including speaker hook-ups. Emphasis was placed on trou-

ble - shooting on deliberately 'bugged" machines.

Present for the school were Charles Bennett, Modern Music, Judson, Ind.; Newell Bellamy, Chicago; Don Morgan, Depend-Chicago; Don Morgan, Dependable Music, Chicago; Ron Krause, B&O Music, Chicago; John B. Cox, Eastern Music, Chicago; Jack Jacobsen, Pioneer Automatic Music, Chicago; Harry Trujillo, Automatic Music Co., Chicago; S. L. Greenberg, E. J. Georgi, Richard Goodrich and Tom Klein, Midwest Distributors, Rockford, Ill.

The next World Wide school is scheduled for Feb. 9.

is scheduled for Feb. 9.

J. Harry Snodgrass 'Retires'



J. HARRY SNODGRASS, past president of the Music Operators of America and a long-time MOA officer and backer, is shown receiving a plaque and rocking chair-slipper symbols of his retirement as president of Servomation of New Mexico. His son John will assume the post. J. Harry, however, now becomes chairman of Servomation of New Mexico and continues as president of Border-Sunshine Novelty and the statement of Border-Sunshine Novelty and Border-Sunshine Co., Albuquerque. He'll also devote time to a loan company of which

DISCOTHEQUE

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

HOT TOO

DON'T FORGET ABOUT ME

TITLE	TYPE OF DANCE	ARTIST	LABEL
MY LOVE	Frug	Petula Clark	Warner Bros. 5
BARBARA ANN	Slop	Beach Boys	Capitol 5561
DON'T MESS WITH BILL	Jerk	Marvelettes	Tamla 54216
MY WORLD IS EMPTY WITHOUT YOU	Jerk	Supremes	Motown 1089
JENNY TAKE A RIDE	Jerk	Mitch Ryder & the Detroit Wheels	New Voice 806
GOING TO A GO-GO	Jerk	Miracles	Tamla 54127
LIGHTNIN' STRIKES	Jerk	Lou Christie	MGM 12412
CLEO'S MOOD	Jerk	Jr. Walker & the All Stars	Soul 35017
LIKE A BABY	Mashed Potato	Len Barry	Decca 31889
AT THE SCENE	Slop	Dave Clark Five	Epic 9882
ANDREA	Jerk-Frug	Sunrays	Tower 191
WORKING MY WAY BACK TO YOU	Jerk	4 Seasons	Philips 40350
UP TIGHT	Jerk-Shake	Stevie Wonder	Tamla 54124
THESE BOOTS ARE MADE FOR WALKIN'	Jerk	Nancy Sinatra	Reprise 0432
A HARD DAY'S NIGHT	Jerk	Ramsey Lewis Trio	Cadet 5525
SPOTLIGHTS			
CHARL HANDO	11	Al and a sale	Walana 1200

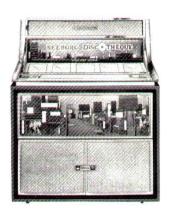
SPOILIGHTS			
SHAKE HANDS	Mashed Potato	Newbeats	Hickory 1366
UP AND DOWN	Jerk	The McCoys	Bang 516
DEDICATION SONG	Jerk-Shake	Freddy Cannon	Warner Bros. 5693
634-5789	Slop	Wilson Pickett	Atlantic 2320

FEBRUARY 12, 1966, BILLBOARD

Atlantic 2316

Barbara Lewis





BIG in location appeal! Electra inspires pride and confidence.

POWERFUL in patron allure! Style, beauty, and "Black Light" that draw patrons to Electra.

UNEQUALLED in value! The most for anybody's money in quality and dependability.

LONG in earning life! Like all Seeburg phonographs, Electra will earn top income for years to come.

TERRIFIC in stereo quality! The unparalleled stereo system in the industry.



The Seeburg Electra is everything you want in a phonograph...



especially that absolutely incomparable Seeburg



BUN R



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.



ORIGINAL CAST SPOTLIGHT

MARY MARTIN IN HELLO,

DOLLY!

The original London Cost Recording. RCA Victor LOCD 2007 (M); LSOD 2007 (S)

There will be a big market for this London cast album of "Helio, Dolly!" even though the Broadway cast set has sold about a million copies. Mary Martin delivers the key control of the property of the p



THE BEST OF LITTLE ANTHONY AND THE IMPERIALS



POP SPOTLIGHT

THE FERRANTE AND TEICHER CONCERT, PART II

United Artists, UAL 3475 (M); UAS 6475 (S)

The second part of the Ferrante and Teicher concert should duplicate the success of the first, which was released last year. The piano team's lush sound is right in pon and operatic stride as they move easily from "Never on Sunday" to "Carmen" excepts.





POP SPOTLIGHT MANTOVANI MAGIC

Mantovani & His Ork. London LL 3448 (M); PS 448 (S)

Aptly titled, the Mantovani touch brings magic to exceptional standard material which will result in a tremendous sales item. The glittering strings embrace such greats as "Misty," "Stardust" and "Mona Lisa" and they sound like new songs all over again. Fine production work and choice of material.





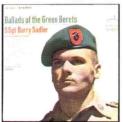
POP SPOTLIGHT

SOUNDS OF SILENCE

Simon & Garfunkel. Columbia CL 2469 (M); CS 9269 (S)

The top duo has another winner which features "Sounds of Silence." The material, although unfamiliar, is all powerful folk-rock and bound to get much radio exposure. "Leaves That Are Green," "Somewhere They Can't Find Me" and "Richard Cory" are among the best of performances. A bow also to producer Bob Johnston.







BALLADS OF THE GREEN BERETS

BERETS
S/Sgt. Barry Sodler. RCA Victor LPM 3547 (M); LSP 3547 (5)
Currently riding the Hot 100 chart with "The Green Berets," the singing composer from the U. S. Army Special Forces has an equalty salable peckage here. Backed by fine arrangements of Sid Bars, he is a Control of the Control



POP SPOTLIGHT

THE BEST OF LITTLE ANTHONY AND THE IMPERIALS

DCP: DCS 6809 (S)

With the spotlight on such hits as their "Going Out of My Head," "I Miss You So" and "I'm on the Outside" to name a few, the group can't miss hitting the chart with impact. With outstanding arrangements by Teddy Randazzo, the dramatic performers win all the way with their emotional readings of "Hurt So Bad" and "Tears on My Pillow."



POP SPOTLIGHT

THE ORBISON WAY Roy Orbison. MGM E 4322 (M); SE 4322 (S)

SE 4322 (5)
With his current hot single "Breakin' Up Is Breaking My Heart" and his recent hit "(rawling Back" featured herein, Orbison has another big album contender in this new package. On the ballad side the dramatic "Time Changed Everything" is exceptional while on the rhythm grove "It Wasn't Very Long Ago" is a standout. Strong material with 10p Orbison performances.





JENNY TAKE A RIDE

Mitch Ryder & the Detroit Wheels. New Voice 2000 (M)

Wheels. New Voice 2000 (M) Featuring their single smash "Jenny Take a Rider," this debut album should meet with heavy sales success. Ryder displays a true soulful better quality along with his rhythm feel for the rockers. He is as much at home performing the wailing "I Got You" as he is with an enotional, dramatic approach to it with an enotional, dramatic approach to it is an outstanding new star.





POP SPOTLIGHT

THEMES FOR THE "IN" CROWD

Percy Faith & His Orchestra. Columbia CL 2441 (M); CS

Columbio CL 2441 (M); CS 9241 (S)

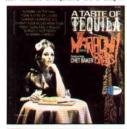
9241 (S)
The phenomenal LP success of Percy Faith and his orchestra continues in this package of current single hits, "A Lover's Concerto," "Festerday" and the fifte time are treated style. When the continue shall be supposed to both adult and teen markets.



POP SPOTLIGHT

A TASTE OF TEQUILA Mariachi Brass. World Pacific WP 1839 (M); WPS 21839 (S)

With their instrumental version of "Flowers on the Wali" hitting the singles chart and featured in their debut LP, the exciting new organization has all the ingredients to break big on the LP chart, With the outstanding Chef Baker trumpet featured, the breast group swings through "Tequila," Ita Bamba" and "Hot Toddy," to name a few. Jack Mitzsche arrangements are a felight.





POP SPOTLIGHT

A TASTE OF HONEY & OTHER GOODIES

Village Stompers. Epic 24180 (M); BN 26180 (S) Epic LN

A=100 (M); BN 20180 (S)
The pop-Divisiend beat, which brought the Village Stompers to prominence, is exterminated by the William Stompers for the Village Stompers for Village Stompers for the Village Stompers for V





BEWARE: THE BANTAMS Warner Bros. W 1625 (M); WS 1625 (S)

Having made their national TV debut on "Hullabaloo," this amazing new trio makes an impressive debut on the Warner Bros. label. Aged 12, 10 and 9, the brothers are loaded with excitement as they rome through such past hits as "West and Shout" and "Do You Love Me." The Bealter influence is there but they have their own understanding and feel for the material.





COUNTRY SPOTLIGHT

ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS

Capitol T 2443 (M); ST 2443 (5)

The title song has the ingredients of a singles mash in this package of all new material headed for the top of the country wrote with Red Simpson is another outstanding performance as is his "Hangin on to What 1 Got." By far one of his best album entries to date.





COUNTRY SPOTLIGHT

BEING TOGETHER-GENE PIT-NEW & MELBA MONTGOMERY

Musicar MM 2077 (M); MS

Pitney teams with another top country star and this again should prove a chart winner. The blend of Pitney and Miss Montgomery exudes musical excitement. The title tune, Dallas Frazier's "Gaby Alin't That fined and "This Previous Love" are standouts.

3077 (S)







COUNTRY SPOTLIGHT THE GREAT GEORGE JONES

United Artists. UAL 3457 (M); UAS 6457 (S)

great George Jones package, with the artist in fine voice. The songs are terrific examples of true country material: "I'm Just Blue Enough," "Least of All," "She Still Thinks I Care." Should move right off the shelves.





COUNTRY SPOTLIGHT

United Artists. UAL 3468 (M);

DEL REEVES SINGS JIM REEVES

UAS 6468 (S) Del Reeves, hot in country music record sales, has another winner here. Songs strongly identified with the late Jim Reeves rendered in a refreshing Del Reeves manner. The tunes include the ever-cute "Bimbo," "Mexican Joe" and "1s It Really Over."





CLASSICAL SPOTLIGHT BEETHOVEN: SYMPHONY NO. 3

New York Philharmonic Orch. (Bernstein)

(Bernstein)
"Eroica" has been recorded umpteen times, but Bernstein's latest, complete with a bonus seven-inch 33 in which Bernstein discusses the first movement of the symphony, should make this one of the top selling "Froica" of all times. The performance of the New York Philharmonic is up to its usual high standard.





JAZZ SPOTLIGHT

WITH RESPECT TO NAT Oscar Peterson Trio. Limelight LS 86029 (S)

Oscar Peterson has created a memorable tribute to the late Nat Kind Cole in this cole to the late of t





FOLK SPOTLIGHT THE MAGIC OF THEIR

Joe & Eddie. Crescendo GNP 2021 (M)

The talented folk duo presents a variety of music and moods in this well produced LP. The range extends from the folk tune "Black is the Colour," to the Gershwins "Summer-time." All are well performed and are brought to a climax in "When the Saints Go Marching In." A bow to produce Gene