

# Billboard

The International Music-Record Newsweekly

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

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## Test Case: May Dealers Dupe LP's to CARtridge?

NEW YORK—The office of Harry Fox, publishers' agent and trustee, last week filed suit in Southern District Court against Harold Wally, doing business here as Wally's, a cartridge player installer, and charging that the defendant violated the Copyright Act by transferring performances from records to cartridges without permission of the copyright owners. The suit is regarded as precedential, and

important in that it seeks to clarify and establish legal patterns for the growing tape industry.

Sources close to the tape cartridge scene in Hollywood say that the Southern California area is regarded as the most active center for "backyard duplicating." There are an estimated 30 such duplicators who have sprung up in the last 12 months, operating in electrical

and music stores. Generally, they do not advertise and are unsure whether they are in violation of the law. Their operations become known by word of mouth. One San Jose operator is reported to have stated that he nets \$1,000 per week. A duplicated cartridge generally costs from \$5 to \$7.

Southern California is regarded as tops in activity be-  
*(Continued on page 16)*

## Goodwin Forms Own Set-Up; Racks Map Action Vs. Goliaths

LOS ANGELES — Norm Goodwin has resigned as vice-president and general manager of Hart Distributors to form his own independent distributorship which will emphasize catalog albums, tape cartridges and playback units.

Goodwin, a 20-year veteran of the record industry, has

formed Privilege Distributors in partnership with Larry Nunes and Monroe Goodman, two leading rack jobbers whose firms are Record Service here and Tip Top in San Francisco, with branches covering the 11 Western States.

George Hartstone has ap-  
*(Continued on page 8)*

LOS ANGELES — Charging that local rack jobbers are being forced into defensive positions by goliath operations, Sammy Ricklin and Ed Mason have held preliminary talks involving a consolidation of their respective rack concerns.

A marriage could be completed within 30 days, Ricklin said last week. "We are being  
*(Continued on page 8)*

## Miller's Move Seen As the Sunday Punch

By OMER ANDERSON

HAMBURG — If U. S. disk producer Dave Miller in fact is able to bring out a new label of LP stereo records retailing for 5 Deutschemarks (\$1.25), he will sink all major competition in the German disk market.

This is the implied prophecy of one of Miller's major German competitors, Electrola of Cologne, the EMI affiliate in Germany. Electrola did not comment directly on Miller's project, but the EMI subsidiary said that it would not bring out a 7.50-Deutschemark (\$1.87) LP of well-interpreted classical music.

Electrola said that investigation has shown that the German disk market is so rough that it would be impossible for it to

introduce on the German market the \$1.87 LP merchandised in Britain by its parent organization. The firm claimed it had no plans to engage in price cutting in Germany.

EMI offers the \$1.87 disk under the "Music for Pleasure" label, which is an enterprise jointly operated by EMI and the pocket book publisher, Hamlyn. The "Music for Pleasure" label offers classical as well as dance and pop music.

The German disk trade is now waiting for Miller's reaction to the Electrola announcement. If the U. S. disk producer goes ahead with a \$1.25 LP, he presumably could make colossal inroads on the German market. On the other hand, if (as a wide segment of the trade  
*(Continued on page 43)*

## Bills Counter Counterfeiters

NEW YORK — The second hearing on deception in the record industry was held Friday morning (18) here by State Attorney General Louis J. Lefkowitz, but the hearing turned into a gripe bag for record industry problems in general.

The hearing, attended by more than 50 artists, attorneys representing artists and record companies, and record company executives, follows on the heels of two bills introduced in the New York State Legislature Monday (14) by the attorney general.

One bill would make it a misdemeanor to label records as stereo that weren't or fail to  
*(Continued on page 10)*



THE MITCHELL TRIO has proved time and time again that good satire spells "hit." The trio's latest Mercury single couples "Violets of Dawn" (title song from their latest album MG 21067/SR 61067) with the much played-by-DJ's "Your Friendly, Liberal, Neighborhood Ku-Klux-Klan" (also included in their new album).  
*(Advertisement)*



THE SUPREMES, Motown recording artists, the No. 1 singing group in the country, returned Thursday, Feb. 17, for their second smash engagement at the Copacabana, New York. Currently they are riding high on the charts with their single release, "MY WORLD IS EMPTY WITHOUT YOU" (Motown 1089). Just released is Supremes' newest album, "I HEAR A SYMPHONY" (Motown M/SLP 643).  
*(Advertisement)*

sarah vaughan



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# Wexler Hits NARAS on Categories

NEW YORK—Atlantic vice-president and general manager Jerry Wexler has appraised NARAS of what he considers "a glaring disproportion" in the association's awards categories. He points out there are six categories for country music and only one for rhythm and blues. Wexler states he "yields to no one" in his admiration for country music, which has inestimable value on commercial and aesthetic levels. But he adds that the same can be of rhythm and blues. He states: "It is not my notion to set up a dichotomy and to pit the worth of r&b against that of country. However, an r&b hit is known to sell in the hundreds of thousands. The influence of r&b in the pop music scene is not to be denied. R&b is basic, and is certainly the strongest precursor of rock 'n' roll and contemporary Top 40 music of all the influences in our business today.

Wexler added that slighting r&b is not new; that some trade papers relegate it to a back page; and that no edifices are built to honor it, as is the case with country music.

Wexler concluded, "However, that is not the concern of NARAS. Knowing that the NARAS board consists of some of the most rational and decent human beings in our business, one is to wonder at the nature of the pressure to which they obviously succumbed when they subscribed to this weird alignment of categories."

## GOLD DISK FOR COL.'S 'SILENCE'

NEW YORK — Simon and Garfunkel's Columbia Records single of "The Sounds of Silence" has been certified by the Record Industry Association of America and has been given a gold record for sales of 1 million copies. The tune, a Paul Simon original, launched the duo to fame.

## London Signs CARtridge Deal With Ampex

NEW YORK—London Records this week signed a stereo tape CARtridge licensing agreement with the Ampex Corp. The initial Ampex release, set for April, will consist of 25 eight-track tape cartridges. Included in the release will be offerings by Mantovani, Stanley Black, Frank Chacksfield, the Rolling Stones, Caterina Valente, Marianne Faithfull and Roland Shaw.

The cartridges will be packed in a new designed container with four-color cover art. Distribution details and prices will be announced before the release date.

Marty Wargo, chief of administration at London, and E. P. Larmer, Ampex marketing executive, negotiated the deal. Ampex will handle the duplication on its own equipment. The cartridges will be made by the Amerline Co.

## 'Berets' Wears 2 Gold Hats

NEW YORK—S/Sgt. Barry Sadler picked up two gold record awards last week—one for his single, "Ballad of the Green Berets" and one for his album, "Ballads of the Green Berets." Both the single and the LP were certified by the RIAA (Record Industry Assn. of America). It's the second time in the history of the RIAA that an album and a single have been simultaneously certified—the first being "Help!" by the Beatles on the Capitol label.

The Sadler single was released Jan. 11, the album Jan. 19. The LP is one of the fastest selling in the history of RCA

Victor. During this initial sales period, the album is selling 50 per cent faster than the original soundtrack of "Sound of Music," the biggest selling album of 1965.

Since the release of the record, Sadler has been on national TV on both the Ed Sullivan and the Jimmy Dean shows. He's also been covered in stories by national news magazines and newspaper syndicates.

A veteran of Vietnam, and a member of the Special Forces unit known as the "Green Berets," Sadler is currently stationed at Fort Bragg, N. C.

## London Distributes Telefunken Popular

NEW YORK—The Telefunken popular catalog, totaling 90 titles, is now being distributed by London Records, according to an announcement by Leo H. Hofberg, manager of London's Special Product Division. Hofberg stated that with this line the import catalog of London Records now totals 500 LP's.

In addition to the 90 titles, new material will be regularly released.

The catalog, which offers a great variety of material, "from alphas to zithers," is a cross section of German popular mu-

sic. Featured are the categories of folk, pop, operettas, musical memories, yodelling, comedy, children's choirs, etc. Noted artists in the catalog are Will Glahe, the Oberkriener, the Egerlander, Heinz Hoppe, the Oberkirchen Children's Choir, Rudi Bohn, Hilde Gueden, Village Bands, German Police and Army Bands, Anton Karas, etc.

This product is sold directly to the dealer. Mono albums at the manufacturer's catalog price of \$4.79 are available to the dealer at \$2.58, which amounts to 37 per cent less 10 per cent less 5 per cent. The \$5.79 stereo

### EDITORIAL

# A Glaring Omission by NARAS

By PAUL ACKERMAN

Atlantic vice-president and general manager Jerry Wexler has pointed out a glaring inconsistency in NARAS' award categories: namely, six categories for country music as compared with one for rhythm and blues. (See separate story.)

There is no denying Wexler's premise—that the influence of rhythm and blues in the pop music scene cannot be ignored; and we urge NARAS to set up an awards committee as rapidly as possible, staffed by people who are knowledgeable enough to correct a situation which would be ludicrous if it were not so sad.

Wexler states the rationale of the NARAS awards escapes him.

We concur. Rhythm and blues was the mother of rock 'n' roll, which for many years has dominated the pop field. The fact that NARAS does not regard rock 'n' roll as pop music is another instance of its odd musical orientation and in no way detracts from the tremendous influence of r&b in the pop musical mainstream.

### Bedrock of Jazz

A large part of r&b, the blues, is also the bedrock of a tremendous segment of jazz, which is America's greatest cultural commodity. The blues also constitute the basis of much of American folk music; and finally, it can be stated that there is a strong blues tradition in the country field, as is obvious in the songs and records of Jimmy Rodgers, Bill Monroe and countless other c&w artists.

It was Negro material—the blues—which catapulted Presley to fame and virtually changed the sound of the pop music business.

So it is indeed unfortunate that a musical genre which has contributed so much should be recognized in so slighting a manner.

## KSOP-FM on Around Clock

SALT LAKE CITY—KSOP-FM, the nation's first full-time country music stereo station, began broadcasting around the clock Feb. 9.

The AM operation of KSOP is a daytimer. The station originally began broadcasting FM to round out its broadcast day. The FM was beamed in stereo because station management felt it might as well go first-class.

The move to 24 hours of country music in stereo was made, said station manager Paul Bragg, "to fulfill the demand for more multiplex broadcasting from the station's listeners in Utah, Idaho and Nevada." The increased stereo broadcasting hours follows on the heels of the station's 11th birthday celebration Friday (11) at Terrace Auditorium—a show featuring the KSOP Wranglers, Ted Priestly and Kenny Roberts.

is available for \$2.95, which is 37 per cent less 10 per cent less 10 per cent.

A catalog listing and describing the line is being mailed to 2,000 dealers.

The line includes many albums especially produced for the Army Exchanges in Germany, such as the Musical Memories of Germany, Vol. 1, 2 and 3. These have sold over 200,000 per title in the exchanges.

Ten per cent of a dealer's purchases are exchangeable quarterly, January, April, July and October. All purchases accrue 5 per cent in accumulative advertising authorization. All freight is prepaid by London Imports on a minimum order of 10 LP's.

## EXECUTIVE TURNTABLE

Sal Peruggi has been promoted



to the post of manager, planning and merchandising, and Allan Clark, formerly field sales representative in Philadelphia, to fill the position being vacated by PERUGGI. Peruggi—manager field sales, commercial records. Peruggi, who will report to Harry Jenkins, division vice-president for marketing, replaces Irwin Tarr who recently was appointed manager of the new recorded tape marketing. Clark will report to J. Y. Burgess Jr., division vice-president for commercial sales.

Bruce Howden named editor at Mills Music. In his new post, Howden will be working with the classical, educational and pop departments. He'll report to Bernard Kalban, manager of printed products department.

Bob Reno has joined Mills Music as professional manager. Reporting to Stanley Mills, firm's general professional manager, Reno will work with the standard catalog as well as with new songs. Reno comes to Mills from George Paxton Corp. where he held the post of general professional manager and promotion manager for Coed Records.

Howard Levine appointed supervisor of MGM Records' copy-right department.



He joined Decca Records' copy-right department in 1953 and later became a research specialist in Decca's recording department.

LEVINE. He will report directly to Thomas F. White, director of administration for MGM Records. William Scheck elected vice-president and Glenn Cavender elected controller of the Capitol Record Club. Scheck is the operations administrator; Cavender was finance—administration director.

The NARAS Awards represent the opinion of professionals in the music industry. They should be the hippest of awards. Let us hope they can become that.

### To R&B Fraternity

While on this subject, we must also address a few thoughts to the r&b fraternity:

As Wexler indicates, there is no point in pitting c&w against r&b. Each field is great and has contributed to the current richness of American pop music. The country field, however, has done much to help itself. The fact that "buildings and monuments reach skyward to honor country music" reflects the dedication of members of the Country Music Association.

The CMA's officers and boards, its members who are artists, jockeys, publishers and record men, give of their time and money to promote the cause of country music. It is a model organization. It sells country music and country artists not only to Nashville, but to the world. It presents live shows at functions attended by radio and advertising agency executives all over the United States. It produces premium albums and its members waive royalty rights; and this produces thousands of dollars to build buildings and promote country music. The r&b field should develop such a trade association.

We, at Billboard, have been working with the National Association of Radio Announcers, seeking to enhance its image and to aid in building the organization into a group which could be considered, in its field, comparable to the CMA. This can only be accomplished with the support of all segments in the r&b field, including artists, publishers, labels, talent managers and deejays.

The job calls for a lot of dedication and unselfishness. We will do our share.

Scheck has been with CRC since February 1964; Cavender since 1958.

\*\*\*

Sid Schaffer named vice-president in charge of sales for Kapp Records. His new title is the highest ever given a sales executive in the Kapp organization.



Schaffer will have full control of sales functions for Kapp, Congress and Four Corners and will participate in policy decisions with Dave Kapp, president; Mickey Kapp, executive vice-president; and Nat March, treasurer. Schaffer entered the record business with Capitol in 1947 and was New York assistant sales manager. Later he was New York branch manager for Mercury, and prior to joining Kapp was Eastern sales manager for Warner Bros.-Reprise.

\*\*\*

Charlie Williams has been named professional manager of the Hollywood office of Central Songs. Steve Stone will continue to be active in the public relations of Central Songs and will also head up the firm's new record label, Newhall Records. Williams has been a writer for Central Songs the past five years.

## Cap. Ltd. to Handle Pickwick in Canada

NEW YORK—Capitol Records (Canada) Ltd., will distribute the Pickwick line in Canada. Labels included in the deal are Pickwick-33, Hilltop, Cavalieri Cricket (a children's line), Design tapes and Instant Learning Records.

George Wade, managing director of Pickwick Records of Canada, will act as liaison between Cy Leslie, head of Pickwick International in New York, and Edward Leatham, vice-president and general manager of Capitol Records (Canada) Ltd.

# Jazzmen Hopping on Pop Wagon

By ELIOT TIEGEL

HOLLYWOOD — Jazz musicians have "discovered" the world of the pop composer and are turning to successful chart tunes for artillery with which to assault the top 40 market. For a great many jazz performers, the emphasis now is on recording pop tunes in a precedential attempt by jazzmen to gain a foothold in the pop idiom.

Based on the mercurial success of Ramsey Lewis with his funky piano version of "In Crowd," a previous rhythm and blues hit, a&r men have been trying to uncover the strongest pop outlets for their jazz artists.

Newest entry into the pop market is Trend Records in New

York City, formed by Orrin Keepnews and Ben Hurwitz, two former Colpix executives whose first single release is pianist Junior Mance with the Righteous Brothers' hit, "You've Lost That Lovin' Feelin'." Keepnews was head of a&r for Riverside for many years and has been free-lancing for the past several months.

## Shank in New Role

Bud Shank, an excellent jazz saxophonist, is now emerging as a pop artist as a result of his cover single of "Michelle" and a quick cover LP. Chet Baker, who played flugelhorn on the Shank single date, was rushed into the studio to develop a Mexican shuffle sound in the wake of the Tijuana Brass' success. The result was "A Taste of Tequila" by Baker and the Mariachi Brass with arrangements by Jack Nitsche, a vet rock 'n' roll producer. Both albums are from World Pacific, now under the guidance of parent Liberty Records.

Another jazz group shooting

## RCA Will Groove 'In Cold Blood'

NEW YORK — "In Cold Blood," one of the most publicized books published in recent years, will break into the disk market via a reading by the author, Truman Capote, on RCA Victor.

The album will contain 10 scenes selected by Capote from his story of the murder in Kansas in 1959 of four members of a respected farm family, Peter Delheim, Red Seal a&r producer, handled the recording sessions.

Random House, which publishes the book, reports that more than 340,000 hard-cover copies are in print, exclusive of book club distribution. Columbia Pictures has the screen rights to the book.

## Dylan U.S., Can. Rights to Big 3

NEW YORK — The Big 3 Music Corp. (Robbins-Feist-Miller) has acquired U. S. and Canadian rights for the works of composer-artist Bob Dylan. The pact also covers publishing rights for all future Dylan songs in the United Kingdom.

The agreement was arranged between Arnold Maxin, vice-president and general manager of the Big 3, and Albert Grossman, Dylan's personal manager.

## 'Pirate' Hoists White Flag on Fees to PRS

By ANDRE de VEKEY

LONDON — Radio 390, the pirate radio station situated on one of the Thames forts, has concluded negotiations with the Performing Right Society to pay royalties. This makes three of the pirates who are meeting their obligations. Radio London recently concluded arrangements with PRS, pro-rated from July 1, 1965. Radio Caroline is the third station paying fees.

PRS claims that although it's satisfied to the extent that agree-

ments for fee paying shows the right spirit, they are still against the operation of these offshore stations as a matter of principle.

Ted Albeury, managing director of Radio 390, said that people would now have to think of a new name for "pirate" radio stations, for they are now paying their way.

Radio London's air coverage recently gave them the number one popularity spot in Holland and Belgium, two of their deejays having been voted numbers

(Continued on page 43)

## Charles in Tangerine Boost

NEW YORK — Ray Charles has switched his contractual ties from ABC-Paramount to the Tangerine label, but will continue to have his disks released under the ABC-Paramount banner. Tangerine is the label started by Charles in 1962 and he figures that his direct association with Tangerine as an artist will give it a boost in the market.

His future disk release on the ABC-Paramount label will now carry the Tangerine logo. Among the artists who will continue to be released directly by Tangerine are Percy Mayfield, Louis Jordan, and Bill & Sherrie. ABC-Paramount distributes Tangerine on a worldwide basis.

In line with the build-up of Tangerine, new offices for the label have been opened at 1330 Avenue of the Americas, home of American Broadcasting-Paramount Theaters. Micki McMil-

lan, who has been with Tangerine's West Coast offices for some time, will be in charge of New York activities. Tangerine will also maintain offices in the Ray Charles-owned RPM International Building in Los Angeles, which houses the other Charles activities, including music publishing and the RPM International Recording Studio.

For the past several months, Charles has been based in Los Angeles, concentrating on the build-up of his business activities and working out the technicalities of his switch from ABC-Paramount to Tangerine. He has resumed his personal appearance schedule, with his first major club date slated for March 28 at the Latin Casino in Camden, N. J. He is currently riding the charts with his "Crying Time" single. His latest album for ABC-Paramount carries the same title.

for a pop niche is Billy Larkin and the Delegates. Their "Hole in the Wall" WP album a&r'd by Dick Beck, is strongly r&b-oriented in the tight Ramsey Lewis mold, identified by its easy, melodic line and audience participation. Lewis' second and third singles, "Hang on Sloopy" and "A Hard Day's Night," which also hit the charts, were cut at the Lighthouse, indicating that thinking in some quarters is for a return to live audience recordings.

Epic's aggressively modern Dixieland band, the Village Stompers, have hit the bins with "A Taste of Honey" with pop arrangements and a&r by Joe Sherman. As part of the movement, jazz musicians are including electrical instruments and a quasi-heavy rock beat.

Recent pop product by jazz-oriented performers crosses many labels: Trombonist Kai Winding goes pop on "The In Instrument" (Verve) with arrangements by himself, Garry Sherman and Don Sebesky; organist Jimmy Smith salutes top 40 in "Got My Mojo Workin'" (Verve) with Oliver Nelson arrangements; Quincy Jones is represented with "Quincy's Got a Brand New Bag" (Mercury) with big band arrangements by himself, Bob Florence and Bobby Scott; vet stylist Sarah Vaughan dips into top 40 with "Pop Artist" (Mercury) with charts by Luchi De Jesus; Count Basie shoots for a pop mark with "Basic Meets Bond (UA); Cal Tjader's Latin touch went quasi-commercial on "Soul Bird" (Verve) and Gerry Mulligan had an unsuccessful entry with "If You Can't Beat 'Em, Join 'Em" for Limelight."

## Cater To Pop

Previously, musicians would have cut tunes unfamiliar to pop buyers. Now by recording contemporary chart tunes, they are competing for the first time against the very artists they have sought to remain aloof from. For the Shanks and Bakers playing top 40 tunes means starting from scratch as performers and gaining loyalties from audiences anew.

In performing material by Lennon-McCartney, Tony Hatch, David-Bacharach and Dozier-Holland, as opposed to compositions by Thelonious Monk, Bill Evans and John Coltrane, the jazz fraternity going pop loses total improvisational freedom, but is still able to imprint its own distinctiveness on the tunes. Witness Bud Shank's floating sax work or Sarah Vaughan's earthy interpretation of "What the World Needs Now Is Love."

Yet there are problems developing on the creative front. As Capitol a&r man Dave Axelrod, a vet jazz producer and more recently top 40-oriented diskman notes: "The complex jazz men who are all trying to jump on top 40 tunes cannot identify with the music they're playing. They never really paid attention to top 40 until recently and now with jazz in the doldrums, these musicians are trying to make it some other way and going pop seems the logical answer."

The job for the producer is to find material with which the performer can be truthful and feel sincere. "Kids know what's sincere," Axelrod says, 'because sincere records sell; others don't. Kids feel it. There's an intensity on a record . . . how can an artist be intense with something he can't feel?'"

## NEWS REVIEW

# Supremes Sing Like Aces To Copa's Full House

NEW YORK—There's nothing to criticize about the Supremes; the three girls are entirely captivating in charm and music. This they demonstrated to a packed Copacabana audience opening night Thursday (17), their second engagement there. With only a touch of "soul," but a big splash of the swerve and musical vitality, the three girls showed why Motown Records has become one of the most successful record firms in the nation.

Their act was polished and poised; what's more, it was exciting music entertainment at its zenith.

While relying heavily on "Easy Listening" tunes, including several standards like "Make Someone Happy" and "Let There Be Love," the girls showed also why they appeal to the teen disk buyers. A drummer, an electric bass player, and a music director were brought in with the trio to keep the famous "Detroit Sound" on such tunes as "Baby Love," "Stop in

the Name of Love," and "Come See About Me"—all of which were gigantic Supreme hits. But the performance was aimed at adults and they hit right on target with "More," "Girl From Ipanema," "People" from the Broadway musical "Funny Girl," and "Somewhere," from "West Side Story."

The girls zipped through song after song, with only a slight pause for blasts of applause. They provided an exciting evening that exhibited plenty of musical spice.

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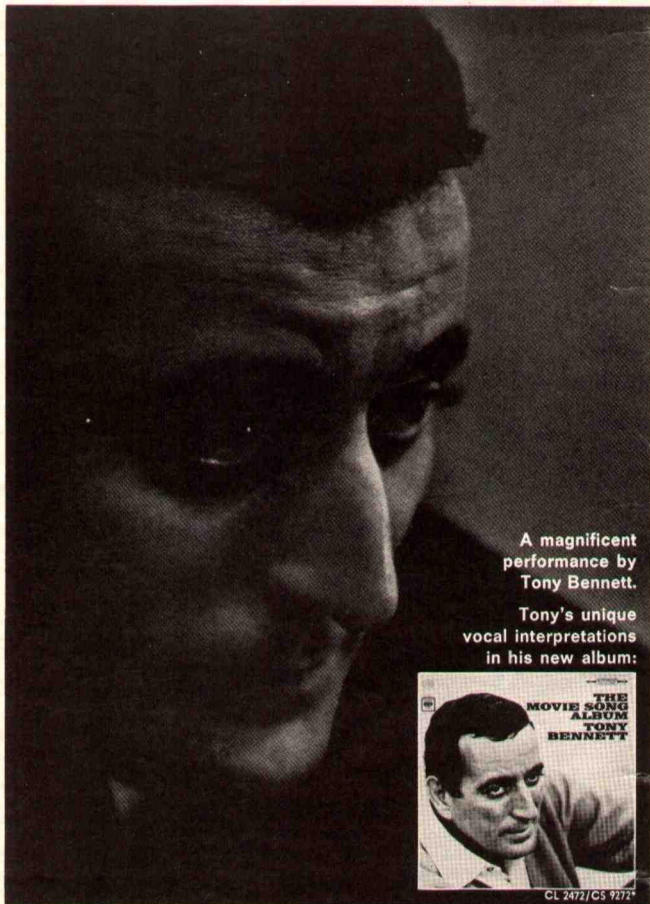
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Vol. 78 No. 9



The explosive new Joseph E. Levine motion picture production, "The Oscar," spotlights two of the greatest Columbia Records  entertainers!

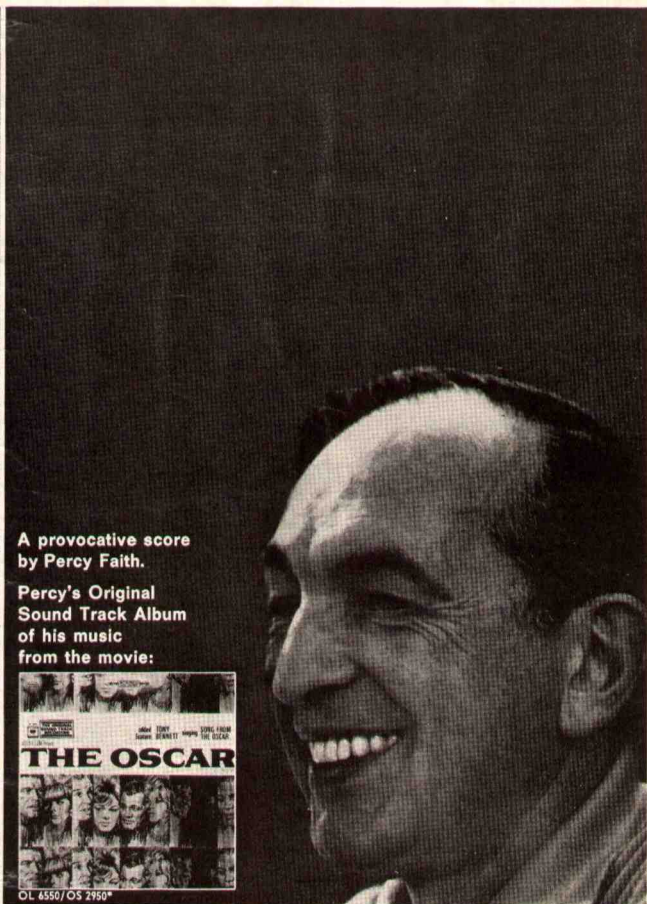


A magnificent performance by Tony Bennett.

Tony's unique vocal interpretations in his new album:



CL 2472/CS 9272\*



A provocative score by Percy Faith.

Percy's Original Sound Track Album of his music from the movie:



OL 6550/OS 2950\*

Tony sings Percy's "Song From The Oscar" in both albums...and on a great new single:

**"Song From The Oscar"**

c/w "Baby Dream Your Dream" 4-43508

# RCA Pulls a Triple Play With TV LP's

HOLLYWOOD—RCA's concept of having Coast & R manager Neely Plumb scrutinize television shows for record properties has paid off with three albums covering hot TV shows. The products are Neal Hefiti's original score from "Batman," a "Bonanza" original caster and a "Man From U. N. C. L. E." package by Hugo Montenegro.

Plumb was given the assignment over a year ago to concentrate on TV and motion pictures. Hefiti, who recently signed with the label, gave the company his score from the Paramount film "Boeing, Boeing" several months ago. When he called Plumb last November to tout him on the "Batman" series, Plumb thought he said "Bad Man." Plumb saw the "Batman" roughs and made a date contract with the composer

for a single, which subsequently broadened into a four-year pact.

Although the "Batman" disks were cut quickly after it was obvious the show was destined to be a hit, the "Bonanza" and "U. N. C. L. E." projects were done long after the programs had proved their popularity.

While one of his prime functions is to be aware of TV productions, Plumb still records and handles a&r administration. He recently cut eight sessions in one week with Glenn Yarborough and Hefiti. He co-produces the Yarborough sessions with Al Schmitt.

RCA's Coast office is actively listening to outside masters, Plumb indicated, and recently signed a San Francisco folk-rock group, Jefferson Airplane, whose first single, "It's No Secret," was a&r'd by Tommy Oliver, an indie producer.

## Atlantic, Its Labels Dropping Cosnat in Favor of Malverne

NEW YORK—In a dramatic move that spotlighted anew the changing patterns of disk distribution, Atlantic Records, late last week, pulled its lines from Cosnat and went into the Malverne fold. Cosnat had been handling New York area distribution for Atlantic for the 15 years and for Atco for the past five years.

In addition to the Atlantic and Atco labels, Malverne will also handle the Stax, Volt, Dial and Moonglow labels.

It's understood that Jerry Blaine, owner of Cosnat, is retrenching his distribution set-up.

At one time, Cosnat had 12 branches in operation in key cities around the country. It now appears that Cosnat will concentrate on Spanish product, including one-stopping and rack-jobbing.

The Atlantic pullout, is viewed in the trade as a setback for Cosnat. For years, Atlantic and its various subsidiary labels had been the most successful lines in the Cosnat distribution set-up.

The parting is reported to be amicable and the Atlantic product on hand at Cosnat will be transferred to Malverne.

## TO BE HELD APRIL 2-3

### Jazz Talent Galore Is Lined Up for Texas Fest

By BARRY CANDY

AUSTIN, Tex. — The first annual Longhorn Jazz Festival is scheduled to be held here April 2-3 with the greatest array of jazz talent ever assembled in Texas.

Among the headliners signed by producer George Wein are tenor saxists John Coltrane and Stan Getz, baritone saxist Gerry Mulligan, the Dave Brubeck Quartet and the Pete Fountain Quartet with Bobby Hackett.

Coltrane and Getz will both occupy spots on the Sunday night, April 3, program to give festival a rare opportunity to

compare styles of the distinguished saxists.

Coltrane and Getz will bring their respective groups to Austin.

Lined up for the festival's opening concert Saturday night, April 2, are the Brubeck foursome, with alto saxist Paul Desmond, drummer Joe Morello and bassist Gene Wright.

Trumpeters Kenny Dorham and Howard McGhee, saxist Sonny Stitt and Toshiko Mariano, the young Japanese pianist, will appear.

Rounding out the Saturday night bill will be the Newport All-Stars, headed by producer-pianist Wein and including cornetist Rubby Braff, tenorist Bud Freeman, bassist Jack Lesberg and drummer Maury Feld.

Also on hand will be the Maynard Ferguson orchestra.

In addition to the huge two evening concerts April 2-3, the festival will offer a Sunday afternoon workshop featuring Jazz Lab Band from North Texas State University. As part of the workshop, critic Leonard Feather and jazz pianist Teddy Wilson will examine the history of the jazz piano with Wilson demonstrating its developments from Jelly Roll Morton to Thelonius Monk.

All three programs will be staged in the Austin Braves' Disch Field, whose seating capacity will be expanded to 10,000 for the events.

## Polydor Will Issue Atlantic In Britain

LONDON — British Polydor chief Roland Rennie is closing a deal in New York for Polydor to issue the U. S. Atlantic label here. Atlantic had been with British Decca for 15 years. Their present contract was understood to expire around May, then there will be a clearance period for existing stocks.

Polydor has also acquired the hot British group, the Who, for the new Reaction label which the group's agent, Robert Stigwood, will run. The Who previously was with independent producer Shel Talmy who subcontracted them to American Decca. British Decca was their outlet here. Talmy has told Stigwood and Polydor that he will take legal action to protect the contract he claims to have with the Who. Atlantic is now the group's new U. S. outlet and will rush release a new single, "Substitute."

These moves are in line with a recent Billboard story which indicated big expansion by Polydor to establish itself with the Big Five in Britain.

## Musicor Sets 7 LP's in March

NEW YORK—Musicor Records, now issuing product four times yearly, has seven LP's scheduled for March. The artists include Gene Pitney, the Bitter End Singers, the Platters, Steve Rossi, Marie Knight, and the second LP based on the TV "Birthday House" show. This will be the first Musicor albums for the Bitter End Singers, Steve Rossi, and the Platters. The Platters had their greatest success under Art Talmadge, president of Musicor, when he was a&r executive at Mercury Records.

## Colpix Going Back to N. Y.

HOLLYWOOD—Colpix Records is moving back to New York after one year on the Coast. Bud Katzel, general manager, and Lenny Adleman, controller, are returning to Gotham. Bernie Friedman, who has handled production, remains here.

The move is expected to take place between April 1 and May 1, Katzel said. He has been here since Labor Day, when he replaced Bob Yorke, who moved the label to the West Coast. Reason given for the move back is to obtain stronger corporate ties with the parent company, Columbia Pictures Corp.

## Vee, DeShannon Co-Star in Film

HOLLYWOOD — Two Liberty affiliated artists, Bobby Vee and Jackie DeShannon, are co-starring in a new musical film, "C'mon Let's Live a Little," for Paramount release. Also top-lined is Eddie Hodges. Original music is by Don Crawford, with orchestrations by Don Ralke.

All-Star Productions is the producing company headed by Alex Alexander and June Starr.

Liberty Records will release the soundtrack LP.



COAST-TO-COAST MEETINGS were held in Chicago by MGM Records to introduce its three new budget labels—VSP, jazz; Heliodor, classical, and Leo the Lion, children. From left are: Phil Picone, Sol Greenberg, Jerry Schoenbaum, John Kaplan, Morris Price, David Greene, and MGM president Mort Nasatir. Meetings were also held in New York and Los Angeles.

## New Merc. CARtridges Due

CHICAGO — Mercury Record Corp. is releasing 15 albums in 8-track stereo tape CARtridges March 1.

The albums, first of three 8-track releases Mercury is planning for the near future, include such names as Johnny Mathis, Roger Miller and Horst Jankowski.

Miller's album (The Return of Roger Miller SC-868001) will be issued in greatest quantity, reportedly 5,000 copies. The coming releases will bring the total of Mercury cartridges to 46.

Besides Miller's album the Mercury line-up includes: "The Sweetheart Tree," Johnny Mathis, (MC 8-64003) "The Golden Hits of Lesley Gore," (MC 8-64004) "The Genius of Jankowski," (MC 8-64002)

"Encore of Platter Hits," the Platters. (MC 8-64001)

"With Respect to Nat," Oscar Peterson. (LC 8-65201)

"The Mancini Songbook," Sarah Vaughan. (MC 8-64005)

"Alley Cat—Green Onions," Bill Justis. (SC 8-68002)

"The Umbrellas of Cherbourg," Michel Legrand. (PC 8-611-001)

"Soul Serenade," Gloria Lynne. (FC 8-69001)

"Lester Lanin at the Country Club," (PC 8-610-001)

"Music of Leroy Anderson Vol. 3," F. Fennel. (MC 8-94002)

"Schubert Mass," Vienna Boys Choir. (PC 8-910-001)

"Braziliana," Luiz Bonfá. (PC 8-610-002)

"Balalaka Favorites," Russian Folk Orch. (MC 8-94001)

## Audio Magnetic Looking to Rackers as a Tape Outlet

GARDENA, Calif. — Audio Magnetic Corp., manufacturer of raw tape, is eying rack jobbers as a new source for private brands. The three-year-old company will deliver raw reel-to-reel tape to Laurel Record Service of San Francisco, said president Irving Katz. Shooting for larger game, Katz hopes to interest Handelman in buying its product.

The company has been manufacturing private label brands for several important mass merchandisers, notably White Front, Dixie and Award stores.

As part of a move to gain a stronger foothold in the tape industry, AMC has hired Sam Schobel as general sales manager, engaged George Johnson, president of Tape Master, as a consultant and hired a full-time technical consultant, G. M. Sprat.

The company is known as the lone American manufacturer of raw magnetic tape using "PVC," a German-developed chemical base (Billboard, Dec. 25, 1965).

Katz said an estimated 5 million tape recorders will be sold in 1966 and that tape business (with help from the advent of the continuous play cartridge) will skyrocket 25 per cent over the \$32 million in sales in 1965,

according to department of Commerce figures.

As tape becomes more popular and available, Katz estimates 20,000 record dealers getting in to the sales picture, with a new orientation toward the product.

AMC is a vertical company, manufacturing its own tape, offering duplication service and marketing it through its super-market, drug, photo and auto accessory outlets via company reps. While RCA and Ampex are also vertical operations, AMC differs in its direct lines to other than record store outlets.

## Fire Razes WOHP

BELLFONTAINE, Ohio — WOHP here was razed by fire Sunday (13), including its library of records. The station issued an SOS last week for records so it could get back on the air. Among those who were pitching in to help last week were Dusty Rhodes of WSAI, Cincinnati. In addition, Capitol Records' distributor in Cincinnati shipped 75 albums immediately to the burnt-out station.

The station still needs Hot 100, Easy Listening, and country music records. Send to program director Rick Hughes, Box 339, Bellefontaine, Ohio 43311. 43311.

**SOCKO!**  
DETROIT  
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**LOU CHRISTIE**

**OUTSIDE THE GATES OF HEAVEN!**

**BAM! POW!**  
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**COE CE 235 - IEEEEEE - ITS A SMASH!**

**WHAP!**  
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**SALES POURING IN**  
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ADVERTISEMENT  
**TAPE  
 CARTRIDGE  
 TIPS**

by Larry Finley

Do any of our readers know whether a single record company has ever been represented by 5 in the "Top 10" of BILLBOARD's "Top LP's"? (As far back as we can remember, this has never happened. If we are wrong, we would like to hear from the record company who can claim this unusual distinction.)

We have a reason for requesting this information. In BILLBOARD's listing of "Top LP's" for the week ending February 19th, ITCC represents 5 of the first 10 albums. This, we believe, is some sort of a record!

The five albums to which we refer are produced by A & M, MGM, Philips and Smash. ITCC is happy to have licenses from these companies, which permit us to produce and distribute cartridges in BOTH the FOUR and EIGHT track configurations.

This is just another reason why ITCC has rapidly gained the reputation of being the leader in both the four and eight track continuous loop cartridge industry.

If you have ever seen an ITCC catalog, you know that all of our selections have been carefully chosen by experts in the music field.

Each week our distributors receive a "Hot Sheet" listing new releases from the various labels in our catalog. As of February 1st, each new release is being made available in both the four and eight track systems.

To meet the rapidly growing demand for ITCC cartridges, we will be soon producing at an additional new facility in Detroit, Michigan. And, as more of the major automotive manufacturers add the automobile stereo concept to their lines, ITCC will continue to expand its production facilities.

We have also learned that, within the next few weeks, there will be several new home cartridge players introduced to the public. The availability of these home units, as well as the car units, will make the growth of the tape cartridge field even more phenomenal than it has been in the past.

If you are a distributor who would like to offer the largest available catalog in both four and eight track, why not let us hear from you. . . .!



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

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 New York, New York 10019  
 212: 581-1040

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

# Goodwin Forms Own Set-Up; Racks Map Action Vs. Goliaths

• Continued from page 1

pointed Ross Burdick as sales manager and will handle the general manager's reins at the Hart outlet initially as a result of Goodwin's move.

Goodwin revealed his intentions are to build a catalog house and to personally handle major accounts including racks. In his position with Hart he handled the "heavy hitters" himself.

Goodwin said he left Hart because of the opportunity to handle his own company. He has begun discussing line acquisition with manufacturers.

"The important word is catalog," he emphasized. "We will stock active catalog merchandise and keep dealers supplied." He is currently looking at office locations and plans firming his modus operandi after attending the forthcoming NARM convention.

He said he felt independent distributors had turned their backs on catalog because they were going for the heavy "smasheros." An important segment of his business will be tape cartridges and playback units.

Goodwin envisions five album lines in the classical, pop, children's and budget fields plus singles representation.

Goodwin's affiliation with Nunes-Goodman has obvious advantages. As one of the nation's leading rack operations, the union will provide Goodwin with a link to this influential selling organization. Goodwin will assemble his own sales-promotion staff as lines are added and the needs are delineated.

Goodwin's sales experience in the record business covers six-year stint with Hart, Decca, Ray Thomas (Columbia's former independent outlet here) one and a half year with Warner Bros. and a short period with Record Merchandising. He was among the original seven members of Jim Conkling's WB staff, was Decca's assistant Coast manager and held sales chief, general manager and vice-president-general manager posts at Hart.

## H-B Buys Two R&B Masters

HOLLYWOOD — Hanna-Barbera Records has purchased two rhythm and blues masters. The r&b disk features Art Grayson with "When I Get Home" and "Be Ever Mine," bought from Hermitage Productions of Nashville.

H-B's general manager Don Bohanan said the purchase was in line with the company's concept of becoming an outpost for free-lance producers.

H-B has just signed vocalist Billy Storm to boost its own roster and is negotiating with the Stokes, a New Orleans instrumental group which had a hit with "Whipped Cream" one year ago.

Recently signed Charlie Christy (his master of "Cherry Pie" was bought in Fort Worth) is coming here for record sessions, TV shots, publicity exposure and then leaves on his first two-week promotion jaunt.

TEL AVIV — CBS Records will release an original Israeli cast album of "Oliver!" which will be performed at the Israel National Theater. Rivka Raz and Shraga Friedman are the stars of the play based on Charles Dickens' novel, "Oliver Twist."

## CAMEO-P'KWAY 6-MO. PICTURE

NEW YORK—Net sales for Cameo-Parkway Records for the six-month period ended Dec. 31 was \$1,892,842. Net income for the same period was \$78,920. The earnings came to 13 cents per share.

## WLIB Now Only All-Jazz Outlet in N. Y.

NEW YORK — WLIB-FM debuts Monday (21) with an all-jazz format. General manager Harry Novik, who also heads the AM's r&b format operation, said the FCC voiced final approval last Wednesday.

The station will broadcast only 4 p.m. to midnight until the bugs are ironed out, then will go into an around-the-clock operation, probably by fall. Billy Taylor will program the music and handle an air slot 4-7:30 p.m. Del Shields, formerly with WDAS, Philadelphia, will handle record spinning chores 7:30-11 p.m. and Leon Lewis will take the 11-midnight slot.

WLIB-FM will be the only all-jazz outlet in New York; programming will range from familiar tunes like "Basin St. Blues" to esoteric jazz.

## Lewerke-Kaffel Sets 'Concentration' Drive

LOS ANGELES—The California Records-Merit-Hitsville distributor combine, the Lewerke-Kaffel operation, will bolster its six-man sales force with two additional persons to concentrate on getting catalog merchandise in stores and to cover broadening tape sales.

The company hopes that by adding salesmen, it will eliminate the myriad of product each man has to sell, thus allowing for greater concentration and attention to labels and their catalogs. Final plans were not decided as of last week whether the additional sales personnel would represent one of the distributorships or concentrate exclusively on getting cartridge tape product from the company's United Tapes wing into auto agencies, TV stores and other new areas.

Since being formed four months ago, United Tapes has placed Tamla/Motown eight-track cartridges with several Ford dealers, while selling ITCC

## HOW TO MAKE ALA. JAZZFEST

MOBILE, Ala.—Record industry people who wish to attend the Mobile Jazz Festival, April 2-3, which will feature the outstanding college talent, are asked to write the festival at Box 1098, Mobile, to insure accommodations. A committee has been set up to provide aid to members of the press and entertainment industry.

• Continued from page 1

forced into positions by other people so that we have to do things whether we want to or not." Ricklin emphasized he was "being forced" to a position of greater strength by such large established racks like New Deal, Handelman and Hartstone and by concerns "expanding to the point where fellas here can't stand still any more."

Ricklin's rack is Dale Record Service; Mason's is Record Racks.

Ricklin said that large racking firms have "squeezed the distributor for everything they can get from him." He pointed to the small number (five or six) of independent distributors operating here now, as compared with about 20 indies functioning three years ago.

The small racks can operate, Ricklin believes, because of their personal service value. The "in-between" rackers are the ones who get hurt. "It's happened in the appliance and radio-TV business here over the last five years. The people getting hurt are probably the type of store like Broadway and May Co., because they're in between the big discounter and little guy."

Ricklin breaks down the racking fraternity thusly: intermediary trusts and bill between \$1-\$2 million; personal service class members bill \$500,000-\$600,000 and the big vertical structured firms are "the eus raising hell" who force the Ricklins and Masons to "either get out or join them."

# Cap. Creates Store Aids on 3 Projects

HOLLYWOOD — Capitol's merchandising department has created store aids for three different projects—a Buck Owens month, Capitol of the World and Valentine's Day promotions.

Owens is the first artist this year snaring the artist of the month designation. Two albums have been released to simulate the February promotion. Elements in the program include floor merchandisers, a "wanted" window streamer and special material for country and western radio stations.

A combination floor/window boot merchandiser was created for Owens' product. A corral which surrounds the merchandiser can be used as a side panel album insert.

For Capitol of the World, the promo pack includes a travel poster, large stein floor display and small chalet displays which contain German recipes and dance steps. For Valentine's Day, a heart-shaped floor/window display is offered which carries six romantic themed albums.

## 'Soulists' Not Doing Share: Negro Soldier

NEW YORK—Negro soldiers serving in Vietnam feel like they're being ignored by "soul" recording artists, said Georgie Woods here Thursday (17). Woods, powerhouse r&b air personality for WDAS in Philadelphia, just completed 30 shows in 17 days for GI's in Vietnam with Bobby Rydell.

"They feel like they're being let down by members of their own race," Woods said, "and when it comes to soul music there's nothing like the original." Most of the Negro GI's wanted to see the Supremes or James Brown, Woods said. Woods was welcomed home after the tour by a National Association of Radio Announcer press conference. He said that the Rydell package performed anywhere they could find an audience—for as few as 25 and as many as 7,000. For one of the shows the performers took the only means of transportation, a tank, to the area.

## Mills' Printed Products Dept. Reorganized

NEW YORK—The reorganization of the printed products department of Mills Music was completed this week. The project, which was a year in the making, has resulted in a wholly automated warehousing and distribution system.

Bernard Kalban has been named to the newly created post of printed product department manager.

Code numbers have been assigned to each of the 25,000 copyrights in the Mills catalog.

## Steinmetz on Trip

NEW YORK — Eric Steinmetz, director of MGM Records' foreign sales, leaves for Europe Feb. 26 to visit MGM-Verve distributors and licensees in Italy, Greece, Germany, Belgium, France, Holland and England.



# THE SOUL & INSPIRATION BROS. NO. 1 THE RIGHTEOUS BROS.

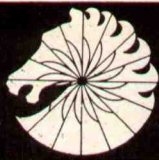


UK-10383

THEIR FIRST HIT ON VERVE



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



Ramsey Lewis Trio

## A HARD DAY'S NIGHT

CADET 5525

Bobby Moore

## SEARCHING FOR MY LOVE

CHECKER 1129

Etta James

## ONLY TIME WILL TELL

CADET 5526

Mitty Collier

## SHARING YOU

CHESS 1953

The Entertainers

## TOO MUCH

CHESS 1951

# CHESS

RECORDS

# State Bows 2 Bills to Counter Counterfeiters; Talks on Frauds

• Continued from page 1

place the name and address of both the record company and the presser on both the jacket and the record label.

The other bill would make it a misdemeanor to copy a record without permission. Both bills could become effective Sept. 1. The bills, in effect, strike a blow at counterfeiters.

The attorney general is forming a committee of top-level record men to look into possible guide rules for the industry.

### London, Lopez Appear

Among the artists appearing Friday at the hearing were Julie London and Vincent Lopez. Both made statements concerning old product released in cheap albums. Miss London said only four out of the 10 selections on an album bearing

her name and pictures were actually hers; she said she hadn't known anything about the album until the attorney general's office brought it to her attention.

Vincent Lopez said an album featuring only a few numbers by him was selling local department stores for 99 cents, yet the album carried his name in large type. The numbers were 10 years old, recorded by another label he was on at the time. He conceded that he didn't know about the rights to the product because of the "fine print" in his old contract.

### Piracy Discussed

Other problems discussed at the hearing included piracy of records. RCA Victor Records provided a Hong Kong version of "Girl Happy" album by Elvis

Presley and both Hong Kong and Philippine versions of "The Sound of Music" original cast album, all released without permission. The Hong Kong albums were on the First Records label, the Philippines album was on the W Records label.

William H. Dyczko, senior counsel of RCA Victor Records, said his firm endorsed the investigations and hearings as a significant step to control deceptive practices in the industry and said that executives of the label would serve on any committee organized by the attorney general. He underscored the right, however, of record companies to reissue old product as "the basic asset" of the record business. "It is a right they can hardly afford to yield." He said this reissue of product was in the interest of not only record companies, but the artists involved.

Irving Lewis, attorney for the American Federation of TV and Radio Artists, asked to be on the attorney general committee.

Henry Brief, executive secretary of the Record Industry Association of America, congratulated the attorney general on introducing the two bills in the State legislature and said his association had been campaigning for similar laws for a dozen years.

Also supporting the bills were Burton Lane, president of the American Guild of Artists and Composers, who said that not only do counterfeit record firms present inferior product technically, they fail to pay proper royalties.

### Cohn Statement

Show business attorney Maxwell Cohn placed a lot of the blame for the flourishing deception on department stores and dealers for selling the 99-cent caliber of records. But his major complaint was against the royalty payment set-up in general. He called for the establishment of royalty funds set apart from record companies and out of their control. He pointed out the problems encountered when an artist wanted to check his royalty payments and the high cost of the auditing . . . claiming that few accounts were accurate. Record companies also have the use of these royalties until the payment time, he said. If the royalty money had to be deposited in special funds, the interest the money would accumulate would go to the rightful persons, he said. He advocated such royalty funds for artists as well and writers and composers.

## Chess Rushing Anderson Single

CHICAGO — Chess Producing Corp. is rushing into release a single by Kip Anderson singing "Woman, How Do You Make Me Love You Like You Do?"

To be released on the company's Checker label, the master was acquired last week from Spot Records, Columbia, S. C., through negotiations by Chess singles sales manager Max Cooperstein.

Chess officials reported that the single has aroused great interest in the Southeast and the master was bid for by several record companies.

## Merc. Beefs Up A&R Depts.

CHICAGO — Mercury Records Corp. is beefing up its East and West coast a&r departments with the addition of two former deejay promotion men to the newly created posts of promotional advisers and talent scouts.

In the East, Joe Baltzell, formerly deejay promoter for Merric of Philadelphia, has been named the promotion and talent

representative for the Atlantic seaboard.

In the West, Frank Leffel, deejay promotion man for the Los Angeles area for Merric, will be the promotion and talent representative on the West Coast.

Baltzell will be working in the a&r department headed by Shelby Singleton in New York, while Leffel will be working with Doug Moody, head of the pop music division in the Los Angeles area.

The duties of the two men will include scouting for new talent and seeking new songs. The men will travel consistently in their regions.

Other realignments in the Mercury promotional system include: Rudi Butterfield, formerly of Columbia, replacing Leffel as Smash Fontana and Phillips deejay promoter in the Los Angeles area; Rick Lawrence, new Mercury promoter in the LA district; Joe Campellone, new Philadelphia Smash, Fontana and Phillips promoter; Marty Goldrod, new San Francisco Smash, Fontana and Phillips promoter; Bob Rayel, new promoter in Dallas; and Jay Eisenber, new promoter in Cleveland.

## CMA Show at NAB Meeting

NASHVILLE—The Country Music Association will sponsor a presentation of music and facts about country music to broadcasters March 28 at the National Association of Broadcasters' Convention in Chicago.

Jerry Glaser, chairman of CMA's special projects committee, in announcing the program, said Leroy Van Dyke and his group will be featured.

It will be the third CMA presentation by Van Dyke for CMA in the past year. He headed CMA's "Selling Country Music" presentation to advertisers in Chicago last year at the annual workshop sponsored by Advertising Age.

Van Dyke also starred in a show in Nashville last October at the CMA's annual banquet. Van Dyke and his manager, Gene Nash, are noted for their smoothly produced, entertaining shows.

Glaser, vice-president of all-country music Station WENO, Nashville, also reports that several c&w broadcasters will participate in a special conference March 26-27, covering the four major fields of radio programming, including c&w.

The panelists will include Harold Krelstein, president of Plough Broadcasting Co.; George Dubintez, WJJD, Chicago; Chris Lane, WJJD, Chicago; and Ed Hamilton and Glaser of WENO, Nashville.

## Cabot Bows Label

NEW YORK—Tony Cabot has formed a record label, Mr. C. Presents. Cabot is director of entertainment for Restaurant Associates and has been musical director for the WOR-TV Cerebral Palsy Telethon for the last 14 years.

First artist to sing with the singles label is Kathy Preston, with the first release set for next month.

## Mainstream's New Series Is Scoring

LOS ANGELES—Mainstream's new audiophile series of six MM stereo albums, has found early success with Southern Californians. Label's distributor reports it placed 13 sets of the series in retail outlets which have been using them as demo disks while selling high-fidelity phonographs.

This in-store exposure, according to Merit's Gene Simmons, resulted in the distributor selling its first 1,000 order on each of the six titles and reordering 1,000 more of each package.

The two-pocket albums are a&r'd by Bobby Shad and feature waltzes, m o o d music, marches, Spanish songs, European repertoire and a brass choir.

Based on the success Command Records has had in this area, Simmons calls the potential for "sound" albums "tremendous." Merit is currently ordering stereo over mono albums in a 70-30 ratio.

# Sales! Sales! The gang's all here!

## You couldn't ask for a greater group of sellers than these four hits on Epic Records!



THE BACK PORCH MAJORITY  
"Second-Hand Man"  
5-9879

THE DAVE CLARK FIVE  
"At the Scene"  
5-9882

RONNIE DAVID  
at the piano  
"A Lover's Concerto"  
5-9896

BOBBY VINTON  
"Tears"  
5-9894



# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 101—Last Week, 113

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

## POP SPOTLIGHTS

### TOP 20

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

**BEATLES—WHAT GOES ON** (Maclen, BMI)—NO-WHERE MAN (Maclen, BMI)—Two powerhouse rhythm numbers to fast follow up "We Can Work It Out" and "Day Tripper." First side features a Ringo solo . . . a first. **Capitol 5587**

**THE RIGHTEOUS BROTHERS — (YOU'RE MY SOUL AND INSPIRATION** (Screen Gems-Columbia, BMI) — Well-written ballad by Mann and Weil serves as a strong Verve debut for the duo. With the sound of their early hits, this builds into an emotional production. A No. 1 contender. Flip: "B Side Blues" (Righteous Enterprises, BMI). **Verve 10383**

### TOP 60

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

**\*BRENDA LEE — TOO LITTLE TIME** (Pincus, ASCAP)—Beautiful ballad with a Spanish flavor fits all types of programming and should prove a giant in sales. Flip: "Time and Time Again" (Ron-Bre, BMI). **Decca 31917**

**CONNIE FRANCIS—LOVE IS ME, LOVE IS YOU** (Duchess, BMI) — Strong Tony Hatch material serves as the most commercial Francis entry in some time. In the Petula Clark vein, the vocal performance and dance beat should spiral it up the chart. Flip: "I'd Let You Break My Heart All Over Again" (Francon, ASCAP). **MGM 13470**

**JOE TEX—THE LOVE YOU SAVE** (Tree, BMI)—Soulful blues ballad delivered in the warm Tex manner and aimed equally at both the pop and r&b charts. Flip: "If Sugar Was as Sweet as You" (Tree, BMI). **Dial 4026**

**LESLEY GORE—YOUNG LOVE** (Lowery, BMI)—Culled from her current LP by popular demand, this well-done revival of the former Sonny James-Tab Hunter hit has strong possibilities for today's pop market. Flip: "I Just Don't Know If I Can" (Buffee, BMI). **Mercury 72553**

**LOU CHRISTIE—BIG TIME** (Weslu, BMI)—Having hit No. 1 with "Lightnin' Strikes" on the MGM label, Christie is currently enjoying releases on several labels, including this easy rocker with strong dance beat backing. Flip: "Cryin' on My Knees" (Wesly, BMI). **Colpix 799**

**YOUNG RASCALS—GOOD LOVIN' (T.M., BMI)**—Hot follow-up to their initial hit, "I Ain't Gonna Eat Out My Heart Anymore," the exciting group has a definite winner in this driving, wailing rock number. Flip: "Mustang Sally" (14th Hour, BMI). **Atlantic 2321**

**LOU CHRISTIE — OUTSIDE THE GATES OF HEAVEN** (Unart, BMI)—With the excitement and high pitched vocal work of "Lightnin' Strikes" this one has the hit potential of all the Christie records currently in release. Flip: "All That Glitters Isn't Gold" (RTD, BMIS). **Co & Ce 235**

**OTIS REDDING — SATISFACTION** (Immediate, BMI)—By request, this hard-driving and wailing blues version of the Rolling Stones hit is pulled from the current Redding LP. Song could repeat its successes all over again in the pop field and prove a giant on the r&b chart. Flip: "Any Ole Way" (East-Time-Redwal, BMI). **Volt 132**

**HEDGEHOPPERS ANONYMOUS — DON'T PUSH ME** (Mainstay, BMI)—Hot on the heels of their "It's Good News Week," the group takes another rhythm number from the pen of Jonathan King and comes up with a winner aimed at a high spot on the chart. Flip: "Please Don't Hurt Your Heart for Me" (Mainstay, BMI). **Parrot 9817**

**CHARLIE RICH—HAWG JAW** (Blue Crest, BMI)—With this pulsating blues material written by Dallas Frazier, Rich should have no trouble running right back up the charts. Strong dance beat with hot piano featured. Flip: "Something Just Came Over Me" (Makeamillion, BMI). **Smash 2022**

**MITCH RYDER & THE DETROIT WHEELS—LITTLE LATIN LUPE LU** (Maxwell-Conrad, BMI)—This Bill Medley composition is treated to a rocking rendition with more excitement and drive than their initial "Jenny Take a Ride" smash. Flip: "I Hope" (Saturday, BMI). **New Voice 808**

**HOLLIES—I CAN'T LET GO** (Blackwood, BMI)—Having proved successful with their "Look Through Any Window," the group has a top of the chart contender in this pulsating number with driving dance beat. Flip: "I've Got a Way of My Own" (Maribus, BMI). **Imperial 66158**

**KIM WESTON—HELPLESS** (Jobete, BMI) — This exceptional rhythm number should put Miss Weston on the charts fast and with impact. Powerful vocal work and driving backing. Flip: "A Love Like Yours" (Jobete, BMI). **Gordy 7050**

**\*FRAN ALLISON—THE GIRLS IN MY LITTLE BOY'S LIFE** (Jewel, ASCAP)—The popular TV star has much hit potential with this clever female version of the Mike Douglas hit. Well performed and produced. Flip: "I Love You So Much It Hurts" (Melody Lane, BMI). **RCA Victor 8767**

**KETTY LESTER—SECRET LOVE** (Remick, ASCAP) —This updated pop treatment of the former Doris Day hit could prove a smash. With a Spanish flavor added and a fine vocal performance, the production work of Ed Cobb of the Four Preps is a standout. Flip: "Love Me Just a Little Bit" (Forsythe, ASCAP). **Tower 208**

**DAMITA JO—TOSSIN' AND TURNIN'** (Harvard & Viva, BMI)—Right in today's pop groove, this well-done, raucous discotheque winner could easily spiral Damita Jo up the airplay and sales charts in short order. Flip: "That Special Way" (Geld-Udele & Purchase, ASCAP). **Epic 9887**

**PINKERTON'S 'ASSORT.' COLOURS — MIRROR, MIRROR** (Embassy, BMI)—Currently a hot item on the British sales charts, this strong rhythm number should hit big in the U. S. Good group sound, well produced. Flip: "She Don't Care" (Embassy, BMI). **Parrot 9820**

**\*BROOK BENTON — ONLY A GIRL LIKE YOU** (Benday & Eden, BMI)—Smooth blues ballad with interesting rhythm backing of lush strings has the earmarks of a big chart contender. Flip: "While There's Life" (Benday & Eden, BMI). **RCA Victor 8768**

**BOOTS RANDOLPH—THESE BOOTS ARE MADE FOR WALKING** (Criterion, ASCAP)—The No. 1 Nancy Sinatra hit gets a good going over in the "Yakety Sax" vein and the instrumental could find history repeating itself. Exceptional sax performance. Flip: "Honey in Your Heart" (Combine, BMI). **Monument 928**

**SHIRELLES — I MET HIM ON A SUNDAY** —'66 (Ludlow, BMI)—Fresh pop treatment of their former rhythm hit has tremendous potential that should put this top group back on the hit charts. A winner. Flip: "Love That Man" (Flomar, BMI). **Scepter 12132**

**SWEET THINGS — YOU'RE MY LOVIN' BABY** (Blackwood, BMI)—Impressive debut for new trio with strong Van McCoy material and a Detroit beat in support. Loaded with excitement and teen sales appeal. Flip: "Don't Come Looking for Me" (Daedalus, BMI). **Date 1504**

**THE SAPPHIRES—THE SLOW FIZZ** (Metric, BMI) —Clever lyric put to a hard-driving dance beat and it has all the ingredients of a fast dance sensation. Dance is currently popular in Philadelphia. Flip: "Our Love Is Everywhere" (Hill & Range-Shelros, BMI). **ABC-Paramount 10778**

## COUNTRY SPOTLIGHTS

### TOP 10

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

**WARNER MACK—TALKIN' TO THE WALL** (Pageboy, SESAC)—Change of pace and by far one of Mack's strongest entries to date is this beautiful ballad with exceptional lyric. A definite No. 1 contender. Flip: "One Mile More" (Pageboy, SESAC). **Decca 31911**

**DAVE DUDLEY—VIET NAM BLUES** (Buckhorn, BMI)—THEN I'LL COME HOME AGAIN (New Keys, BMI) — With "What We're Fighting For" starting to slip down the chart, Dudley has two equally strong sides to follow it up. Clever story line in the first side while flip is strong and timely ballad material. **Mercury 72550**

**MELBA MONTGOMERY — I'M LOOKING FOR THE MAN** (Glad, BMI)—Marking her move to the Musicor label, Miss Montgomery is destined for a big chart item in this well-done rhythm ballad. Flip: "Don't Keep Me Lonely Too Long" (Glad, BMI). **Musicor 1157**

**DOTTIE WEST — WOULD YOU HOLD IT AGAINST ME** (Tree, BMI)—Hot follow-up to "Before the Ring on Your Finger Turns Green" is this tender and plaintive ballad with strong rhythm support. Flip: "You're the Only World I Know" (Marson, BMI). **RCA Victor 8770**

**JIM KANDY—CHEATERS NEVER WIN** (Talmont, BMI)—Well-written and performed country ballad has all the earmarks of a top of the chart contender. Strong lyric material. Flip: "Flip a Coin" (Fab, BMI). **K-Ark 672**

**JIMMY BRYANT — BLOW YOUR HAT IN THE CREEK** (Central Songs, BMI)—This happy rouser from the pen of Scotty Turner and Bryant should rush the guitar wizard up the chart in rapid fashion. Flip: "Model 400 Buckboard" (Central Songs, BMI). **Imperial 66155**

### CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**CARL BUTLER AND PEARL—Little Mac** (Regent, BMI). **COLUMBIA 43536**  
**JOE BARCOCK—Guide Me Home My Georgia Moon** (Tonawanda, BMI). **BOONE 1037**

## R&B SPOTLIGHTS

### TOP 10

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

**TED TAYLOR—DADDY'S BABY** (Ronnat, BMI)—Wailing rocker with powerful Taylor vocal should hit hard and fast. Flip: "Mercy Have Pity" (Pamper, BMI). **Okeh 7240**

**BOBBY POWELL—DO SOMETHING FOR YOURSELF** (Su-Ma-Mirdean, BMI)—Stronger sales potential than the hit "C. C. Rider" in this easy-go swinger with strong dance beat in support. Flip: "It's Getting Late in the Evening" (Su-Ma-Mirdean, BMI). **Whit 715**

**CLARA WARD—HELP!** (Maclen, BMI)—Producers Jack Lewis and Monte Kaye have combined with arranger Charlie Calello to bring the gospel star into the pop commercial vein, ripe for both pop and r&b fields. Miss Ward rocks the Beatles' hit from start to finish with excitement. Flip: "Smile" (Bourne, ASCAP). **Verve 10391**

**JOHNNY NASH—ONE MORE TIME** (And, BMI)—Another soulful and winning Nash performance on powerful ballad material that builds to a frenzy. Should prove a big one. Flip: "Try to Find Her" (And, BMI). **Joda 105**

### CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

**O. V. WRIGHT—Gone For Good** (Don, BMI). **BACK BEAT 558**  
**GARRET MIMMS—I'll Take Good Care of You** (Rittenhouse-Web IV, BMI). **UNITED ARTISTS 995**  
**DEREK MARTIN—Bumper to Bumper** (South Mountain, BMI). **ROULETTE 4670**

## CHART

Spotlights—Predicted to reach the HOT 100 Chart

**PAUL ANKA—Truly Yours** (Pincus, ASCAP). **RCA VICTOR 8764**  
**EYDIE GORME—What Did I Have That I Don't Have?** (Chappell, ASCAP). **COLUMBIA 4352**  
**BROTHERS FOUR—Muleskinner** (Frigate, BMI). **COLUMBIA 43547**  
**PFC. DEXTER ALDER—Paper Doll** (Marks, BMI). **COLUMBIA 43545**  
**SARAH VAUGHAN—A Lover's Concerto** (Saturday, BMI). **MERCURY 72543**  
**SKITCH HENDERSON—Oh, Yeah** (Welzheim, ASCAP). **COLUMBIA 43499**  
**WAYNE FONTANA—It Was Easier to Hurt Her** (Rittenhouse-Web IV, BMI). **MGM 13456**

**THE CRYSTALS—Are You Trying to Get Rid of My Baby** (Baby Monica & Flomar, BMI). **UNITED ARTISTS 994**  
**TIMMIE ROGERS—Everybody Wants to Go to Heaven But Nobody Wants to Die** (Duchess, BMI). **EPIC 9899**  
**ROD MCKUEN—Some Trust in Charities** (Stanyan, ASCAP). **RCA VICTOR 8772**  
**KIKI DEE—I Dig You Baby** (Merpeine, BMI). **WORLD PACIFIC 77820**  
**THE JAGGED EDGE—Midnight to Six** (Southern, ASP). **TWIRL 2024**  
**MCGUIRE SISTERS—Truer Than You Were** (Mills, ASCAP). **ABC-PARAMOUNT 10776**

**BLUEBERRY HILL BAND—Spanish Flea** (Almo, ASCAP)—One of Those Songs (Leads, ASCAP). **TOWER 215**  
**RONNIE DAVID—A Lover's Concerto** (Saturday, BMI). **EPIC 9896**  
**DOC SEVERINSEN & HIS ORCHE.—In a Little Spanish Town** (Feist, ASCAP). **COLUMBIA 4080**  
**SIR ARTHUR—Louie Louie** (Limac, BMI). **TOWER 216**  
**CHAINS—Carol's Got a Cobra** (Beverly Glen, BMI). **HRB 460**  
**THE CHOSEN FEW—Nobody But Me** (Taracrest, BMI). **NORTHBACH 1003**  
**RAY STARLING—Living to Please** (Pepwig, BMI). **ANTARES 3837**  
**ROCKY AND THE VISIONS—To Be Loved** (Merriamc, BMI). **REDDA 1505**  
**POP-UPS—Candy Rock** (Anhanbar, BMI). **HRB 459**

*THIS GIRL MEANS BUSINESS*

# BRENDA LEE

SINGS A GREAT NEW SINGLE

**TOO LITTLE TIME** | **TIME AND TIME AGAIN**

31917





CLEVELAND

Table listing Cleveland chart entries with columns for rank, title, and artist.

DETROIT

Table listing Detroit chart entries with columns for rank, title, and artist.

LOS ANGELES

Table listing Los Angeles chart entries with columns for rank, title, and artist.

MIAMI

Table listing Miami chart entries with columns for rank, title, and artist.

ST. LOUIS

Table listing St. Louis chart entries with columns for rank, title, and artist.

SAN FRANCISCO

Table listing San Francisco chart entries with columns for rank, title, and artist.

SEATTLE

Table listing Seattle chart entries with columns for rank, title, and artist.

WASHINGTON

Table listing Washington chart entries with columns for rank, title, and artist.

Billboard SUBSCRIPTION ORDER form with fields for name, address, city, state, zip code, and subscription rates.

Advertisement for CAB Told Fee Cut Would Herald New Distrib Era with a photo of a man and a woman.

# Test Case: May Dealers Dupe LP's to CARtridge?

• Continued from page 1

cause it is the largest car market in the United States. Other area of considerable and growing activity are New York, Detroit, Boston and New Orleans.

### Examples Cited

The suit, brought on behalf of a group of publishers including Robbins, Feist and Miller, alleges that the defendant infringed by copying copyrighted arrangements and by failing to conform to the mechanical rights provision of the Copyright Act. Instances cited were the duplication of two LP recordings, "The Longines Symphony Presents Recording Themes of the Big Band Era" and "The Longines Symphonette Presents Dixieland Jazz from the Terrific '20's'." The records were specially pressed for Longines by MGM. Abeles & Clark are handling the case for the plaintiffs.

Abeles termed the case precedential and "very important in view of the growing potential of the cartridge industry." He stated that illegal duplication is being done "all over the United States." "It is a new gimmick," he stated, "and it must be policed in order to protect

both the copyright owners and the legitimate duplicators who secure permission of the copyright owners.

Al Berman, of the Harry Fox office, stated that "whenever the office learns of a duplicating firm who is doing business without the permission of the copyright owners, that firm is promptly put on notice. The law calls for the payment of a 2-cent mechanical royalty per song."

Berman added: "We deal constantly with legitimate cartridge producers who pay their royalties. These people should not be undercut by those who do not. This is one of the reasons for which we filed this suit. Currently, everybody is excited about the tape industry, and it is necessary at this time to establish proper business procedures."

Abeles stated he is asking damages of \$5,000 per song for alleged illegal copying of the arrangements. The suit also seeks 8 cents per song damages for each cartridge manufactured, for alleged violation of the mechanical rights provisions of the Copyright Act. The suit also seeks attorney's fees and

costs, and an accounting and injunction.

NEW YORK — Larry Finley, head of International Tape Cartridge Corp., stated late last week that he is turning down orders on blank tape form. "We don't want this to get into hands of bootleggers . . . this would be unfair to publishers, record manufacturers and artists." Finley added that the demand is so great he could sell as many as 5,000 a week.

## Vault Sets Up Record Studio

LOS ANGELES—Vault Records is installing a recording studio for its own artists and custom clients plus locking up additional foreign distribution. President Jack Lewerke said the equipment and facility would be completed within two weeks with Dick Delvi handling studio operations. Vault is the recording wing of the California Records-Merit-Hitsville distributor-ship.

The two-year-old label has just signed with King for representation in Japan. Seven albums by the Challengers will be the first product made available to be followed by Chambers Brothers and Jack Wilson product.

Vault's other licensees are British Decca for England and the Commonwealth, DGG for Germany, France and Scandinavia and Blue Bell for Italy.

## W-B Reprise Hits

• Continued from page 14

has passed the 800,000 mark, according to marketing director Joel Friedman, and has been selling at an average of 35,000 a day for the past week and a half. To maintain an available inventory, WB reports 125,000 copies on hand at pressing plants in Pitman, N. J., and Terre Haute, Ind., and 50,000 at Santa Maria, Calif.

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## Billboard TOP 40

# EASY LISTENING

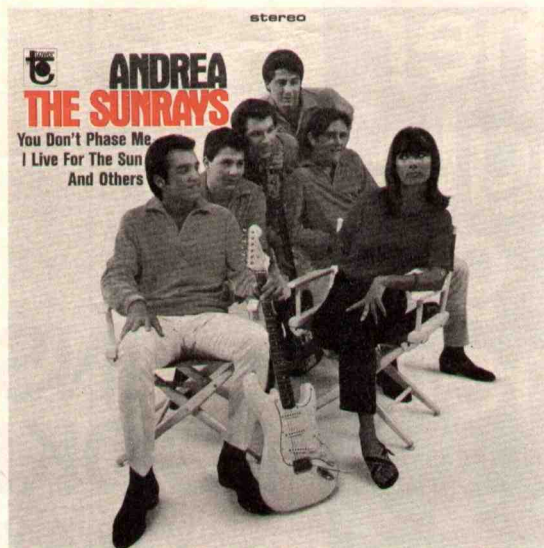
These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

WEEK	Wk. Ago	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	WEEKS ON CHART
1	1	1	2		CRYING TIME	Ray Charles, ABC-Paramount 10739 (Bluebook, BMI)	14
2	2	2	6		ZORBA THE GREEK	Herb Alpert & the Tijuana Brass, A&M 707 (Miller, ASCAP)	10
3	5	40			BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	3
4	7	7	10		CALL ME	Chris Montez, A&M 780 (Duchess, BMI)	11
5	4	4	7		MY LOVE	Petula Clark, Warner Bros. 5684 (Duchess, BMI)	10
6	6	14	17		WHEN LIKING TURNS TO LOVING	Ronnie Blanton 195 (Tablans & Unart, BMI)	6
7	9	9	13		BYE BYE BLUES	Bert Kaempfer & His Orchestra, Decca 31882 (Bourne, ASCAP)	7
8	3	8	11		MICHELLE	David & Jonathan, Capitol 5563 (Mortable, BMI)	7
9	14	32			SOMEWHERE THERE'S A SOMEONE	Dean Martin, Reprise 0443 (Hill & Range, BMI)	3
10	19	24	32		WHERE AM I GOING?	Barbara Streisand, Columbia 43518 (Mortable, ASCAP)	4
11	15	34			HUSBANDS AND WIVES	Roger Miller, Smash 2024 (Tro, BMI)	3
12	12	3	1		IT WAS A VERY GOOD YEAR	Frank Sinatra, Reprise 0429 (Dorff, ASCAP)	10
13	11	6	4		SPANISH EYES	Al Martino, Capitol 5545 (Mortable, BMI)	14
14	10	16	20		A HARD DAY'S NIGHT	Ramsey Lewis Trio, Cadet 5525 (Macklen/Unart, BMI)	6
15	18	29	36		I WANT TO GO WITH YOU	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	4
16	13	12	14		MICHELLE	Bud Shank, World Pacific 77814 (Macklen, BMI)	8
17	23	23	29		BIG SPENDER	Peggy Lee, Capitol 5557 (Mortable, ASCAP)	5
18	25	26	33		ONE OF THOSE SONGS	Ray Charles Singers, Command 4079 (Lords, ASCAP)	5
19	8	5	3		THE MEN IN MY LITTLE GIRL'S LIFE	Mike Douglas, Epic 9076 (Jewel, ASCAP)	10
20	20	37			PROMISE HER ANYTHING	Tom Jones, Parrot 9809 (Famous, ASCAP)	3
21	27	31	40		THE WEEKEND	Jack Jones, Kapp 736 (South Mountain, BMI)	4
22	16	10	5		SECOND HAND ROSE	Barbara Streisand, Columbia 43469 (Fischer/Chapin-Berenski, ASCAP)	11
23	24	25	30		FEELING GOOD	Joe Sherman & the Arno Brass, Epic 9877 (Musical Comedy Productions, BMI)	8
24	21	13	9		TIJUANA TAXI	Herb Alpert & the Tijuana Brass, A&M 787 (Irving, BMI)	10
25	29	33	38		THE WEEKEND	Steve Lawrence, Columbia 43487 (South Mountain, BMI)	4
26	26	27	35		ONE OF THOSE SONGS	Jimmy DuVante, Warner Bros. 5688 (Lords, ASCAP)	4
27	33	21	22		LOVE IS ALL WE NEED	Mel Carter, Imperial 66148 (Travis, BMI)	6
28	30				BATMAN THEME	Neal Hefti, RCA Victor 8755 (Miller, ASCAP)	2
29	38				TEARS	Bobby Vinton, Epic 9894 (Shapiro-Berenski, ASCAP)	2
30	34	36	39		SOMEWHERE THERE'S LOVE	Margaret Whiting, London 10815 (Blue Ballroom, BMI)	5
31	36	30	31		THERE'S GOTTA BE SOMETHING BETTER THAN THIS	Sylvia Syms, Columbia 43475 (Mortable, ASCAP)	5
32	37	38			BYE BYE BLUES	Andy Williams, Columbia 43519 (Bourne, ASCAP)	3
33	35	35	37		ANGELS	Missionaries of Mary Choral Group, Kapp 721 (Slipway, BMI)	4
34	39				FLOWERS ON THE WALL	Marschall Brass, World Pacific 77815 (Southwind, BMI)	2
35					THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP	Al Martino, Capitol 5598 (Mass Ross, BMI)	1
36					CUSTODY	Patti Page, Columbia 43517 (Sirena/Gene, Columbia, BMI)	1
37					I'LL FORGIVE YOU (But I Won't Forget)	Tony Pastor Jr., Tower 204 (St. Louis, BMI)	1
38	40				LET ME DREAM	Georgia Gibbs, Bell 425 (South Mountain, BMI)	2
39					SONG FROM 'THE OSCAR'	Tony Bennett, Columbia 43508 (Levine, ASCAP)	1
40					MADE IN PARIS	Trini Lopez, Reprise 0425 (Feist, ASCAP)	1



# A \* SHAMASH

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\*Funk & Wagnalls Standard College dictionary—  
Shamash—“according to Assyro-Babylonian  
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**INSIDE—  
LOOKING OUT**

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# RADIO-TV programming

## 'Monitor' Fast Mover On Record Front, Too

By CLAUDE HALL

NEW YORK — One of the most important radio shows in the nation for exposing new records—it reaches an average audience each week of 13,221,000—is NBC-Radio's network "Monitor" program. Yet, few of the record companies have awakened to the fact that "Monitor" is now an up-to-date programming operation.

Largely through the leadership of Bob Wogan, vice-president of programs at NBC radio, the 10-year-old radio network show now features contemporary

music. Not rock 'n' roll, "but we're playing every Easy Listening record on Billboard's chart," Wogan said. "Some of the records we're playing now are not yet on the Easy Listening Chart, but we feel they will be soon." The major programming changes have evolved in the past few months.

"Monitor" is a feature carried on 205 NBC affiliates. The show consists of 16 hours of programming broken into three three-hour blocks on Saturday and four and three-hour blocks on Sunday. The musical stress is on singles. The program played

"Ballad of the Green Berets," by S/Sgt. Barry Sadler before most radio stations across the nation had a chance to get their copies of the record. "We have an advantage in that we're located here where most of the record companies are," Wogan said. "Dean Martin's latest, 'Somewhere There's a Someone,' we were on instantly."

### Up to Date

"Monitor" is trying to keep up with the times musically as well as with comedy and news, said Wogan. "We know we're on the right track because our affiliates are now asking more and more for our music playlist. Twenty-five stations now receive the playlist."

During a weekend, "Monitor" plays about 110 records. In its 10-plus years, it has played more than 150,000 musical selections. The music is 100 per cent controlled as much as any Hot 100 or Easy Listening radio station. Steve White is the music supervisor and Wogan and White

(Continued on page 26)

## Record Hops Slowing To a Crawl in Ariz.

PHOENIX — Record hops—once a substantial source of pocket money for disk jockeys and a fairly good exposure medium for records—have almost disappeared here. The thing that led to the downfall of record hops, said KRIZ program director Tony Evans, is the popularity of live performances by local groups.

The problem is that most of the live bands will work for the same fee as a major deejay, so deejays can no longer call for a \$50 fee to do a record hop. But people would continue calling the radio station asking Evans to recommend a group to play at a dance. So Evans found a group he could manage—Floyd

and Jerry Westfall and the Counter Points. He even goes along on most of the dance engagements as host—for a price.

"I believe that deejays have to get out and meet the public personally. You have to get your name in the newspaper . . . be seen. Otherwise the kids will forget you," he said.

KRIZ is a dynamic station that constantly strives to keep in the public's attention. With the wave of Batman records released — and other comic book-aimed records — recently, the station followed by having a deejay use the name of Captain Marvel (Tom McMurry). The tabloid eight-page news-

(Continued on page 26)

## WEW Is Winner by Nose in Good Music

ST. LOUIS — Three radio stations are among the contenders for the Easy Listening crown of St. Louis, but the leader is WEW, according to Billboard's latest Radio Response Rating survey of the market. WEW received 36 per cent of the votes for influencing the sale of pop albums. The vote was by record dealers, distributors, one-stop operators, and local and national record company executives.

Lee Coffee, program director and air personality at the Easy Listening outlet, received

36 per cent of the votes to take No. 1 ranking as the deejay with the most influence on album sales. WEW is just a day-timer. Its success, Coffee said, "we like to think, is based on the fact we work at it a little bit harder than our competition. We try to keep abreast of the music. . . . try, in fact, to stay in front. We'll play the newest non-frantic singles. . . . I would suppose that most of them in this market are played first on WEW."

Coffee picks all of the singles (Continued on page 26)



SKITCH HENDERSON, of NBC's "Monitor" program, talks with Connie Francis, MGM Records artist whose "Jealous Heart" album was premiered on the show.



SONNY JAMES, LEFT, AND BILL ANDERSON, right, present Ken Speck, program director of WSLR, Akron, Ohio, with a plaque saluting the first anniversary of the station in its country music format. The two artists headlined an anniversary spectacular Feb. 5 that drew an SRO crowd of 3,200. Speck fronted the show; WSLR air personality Jay Drennen also did stage duties. WSLR's next shows, in collaboration with Gerard W. Purcell Associates, will be held March 19 in Cleveland and the next day in Akron.

## WSAN's Switch Is Paying Dividends

ALLENTOWN, Pa.—WSAN has switched to an Easy Listening format. The changeover was effective Jan. 31, said Program Director Bob Kratz, "and we're already beginning to make a stir." An early-morning show features country music artists who are on the Hot 100 chart, plus Easy Listening records. The rest of the day is devoted to records like "Big Spender," by Peggy Lee and artists like Nancy Sinatra, Dean Martin and Al Hirt, plus some of "the better Hot 100 Chart records." This is the first time in the station's 40-year history that contemporary music has been programmed on an all-day basis. Ed Leonard, assistant general

manager, and Kratz select the records that make the playlist, but Kratz said that if a record "is within the realm of our programming, we try to give it an extra spin." The station is noted by many distributors and promotion men as being an important secondary market outlet for breaking records. A polka program formerly featured has been dropped.

The new format is working out very well, Kratz said. "A lot of new accounts are coming with us that wouldn't touch us before. In ratings, we're holding our own while we try to get the sound we want. Then we're going to concentrate on locking up that 18-45-age audience."

## KXOK Rock King in St. Louis

ST. LOUIS — KXOK was voted the leading radio station in St. Louis—the nation's 10th largest radio market—for influencing the sale of Hot 100 singles. Billboard's latest Radio Response Rating survey showed the station with 58 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives.

The station leads also in Pulse ratings, said operations manager Bud W. Connell. Connell, who joined the Hot 100 outlet in 1961, has been largely responsible for building the station's sound that drove it into the top Pulse position, but the station has a personality that's as good as any rabbit's foot—Johnny Rabbitt.

Rabbitt, whose real name is Don Pietro Monaco, received a 50 per cent share of the votes in the RRR survey. Connell said that Rabbitt's share of the audience ranges anywhere from 35 to 53 per cent at different times. "He's strongly identified here with the music market. Even though he may not be first to play a record, he's the word."

Rabbitt, as a name, has been

with the station since mid-1962. A great portion of the station's promotions are hinged on building up the character. Rabbitt does a half dozen personal appearances a week. In addition,

he has a regular weekly Saturday morning show which KXOK broadcasts live from a stage at Stix, Baer, and Fuller, one of the largest downtown

(Continued on page 26)

## HOT 100 STARS



NORMA TANEGA  
New Voice Records

Norma C. Tanega is an accomplished musician. She plays guitar, banjo, autoharp and harmonica. She studied classical piano 12 years. The musical interest comes naturally, her father is a musician. She also writes songs. Born in Mare Island, Calif., in 1939, she was raised in Southern California. She has sung in youth hostels in France and Spain. She now lives in New York. She attended B. A. Scripps College.

The artists treated here have a new record on Billboard's Hot 100 Chart with a star, indicating that the record is climbing rapidly.



AIR PERSONALITY JIM MAYER (in sports jacket) of WABC, New York, was a guest of London Records at a party given recently for the Fortunes at Arthur, a Manhattan discotheque.



**NOWHERE MAN**

**b/w What Goes On**



**5587**

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# WNWC Bows to the Voice of the People

By RAY BRACK

CHICAGO—WNWC-FM in northwest suburban Arlington Heights has bowed to "audience pressure" and switched from easy listening to Hot 100 programming during the 7-11 p.m. period.

Should the switch catch on—and indications at the end of a week are that it has—WNWC will likely go rock throughout its entire 6 a.m. to midnight broadcast day. WNWC-FM could become the first commercial FM station in this area to adopt a Hot 100 format.

The format change, as described by deejay George Carl, was the direct result of a recent contest sponsored by the station. "We asked listeners to my rock and roll show—then on the air from 9 to 11 p.m.—to write and tell us why the George Carl show should be made longer," he said. "We were swamped with letters from 27 suburbs in addition to Chicago." Management was convinced

that the audience was there—an estimated 10,000 teen-agers—and the "G. C. Spree" as Carl's show is called, was extended two hours. Carl claims that during his stint he plays "more rock and roll music than the Chicago giants, WCFL and WLS."

What Carl plays is based "30 per cent on our survey of three key record shops and 70 per cent on telephone pressure. We open the lines every night and have received as many as 5,000 calls," he explained. The calls are frequently spurred by the appearance of live acts on the show. David and Jonathan stopped by last week. Some 500 kids jammed the premises recently to meet the New Colony Six.

Keyed to its call letters, WNWC gears its programming to the "Wonderful Northwest Communities," where some of the country's largest suburban high schools are located. Carl is in constant demand for hops at the major township high

# Northeast Holds A DJ Contest

WHEELING, W. Va.—The contest to select the king DJ of the Northeast Country Music, Inc., is under way. Country music deejays who belong to the organization are to ask their listeners to send in a postcard for themselves to executive secretary Dody Varney, R. D., Fort Edward, N. Y.

The winner will be announced at the annual convention April 22-23 here. Deadline for votes is March 15. Last year's winner was Swampwater Jake of WRUM, Rumford, Me.

schools, where student bodies run to 6,000.

The 1,000-watt outlet was established five years with a country format by Bob Atcher, best known for his affiliation with the WGN Radio "Saturday Night Barn Dance." Eight months ago the station was acquired by Lester Vihon, who converted to an Easy Listening format.

# Vox Jox

Garly L. Portmess, formerly with WYRE, Annapolis, Md., now with WTBO, Cumberland, Md. . . . Air personalities, program directors, music directors, and general managers might keep close watch on Billboard's classified advertising section. . . . Paul Butler has been named general manager of WTLB, the Utica-Rome, N. Y., outlets recently acquired by the Straus Broadcasting Group which owns WMCA, New York.

Phil Brooks, program director of WKPA and WYDD-FM, New Kensington-Pittsburgh, was the narrator recently of the first in a series of jazz workshops sponsored by jazz musician Walt Harper. WIIC-TV filmed portions of the event for a documentary film on 16-year-old Eric Kloss, blind saxophonist who records on the Prestige Records label.

Jack Lazare will host the "Music 'Til Dawn" show on WEEI, Boston; he was the all-night man on New York's WNEW for nine years and has recently served as program director of WNHC, New Haven, Conn., and WCOP, Boston. . . . Bob Somers, operations manager of WNJR, Newark, for the past four years, has just purchased WALT, Tampa, Fla. With him as principals of Universal Broadcasting are Theodore Weiner, Paterson, N. J., and Melvin Schoem, Passaic, N. J. Leonard will take over as general manager of WALT, a 10,000-watt daytime with a Hot 100 format.

Russ Syracuse has joined the KNBR, San Francisco, air staff. He was formerly with KEWB and KYA. . . . Dick Shepard returns to the "Milkman Matinee" all-night show on WNEW, New York. He was with WHN, New York. Jim Tate, who had been holding down the WNEW all-night slot, has transferred to Metromedia's WIP, Philadelphia. Shepard will handle the show except for Tuesday and Wednesday, when Ned Powers sits in.

Ron Joseph has joined WDMs, Lynchburg, Va., as program director; he was with WMEK, Chase City, Va. . . . T. K. Kennedy, account executive of WSIX, Nashville, celebrated his birthday a couple of weeks ago by working as usual. It was his 80th! Kennedy has been with WSIX since 1939. . . . John N. Jay has been appointed station manager of WABQ, Cleveland; he was formerly with KUDL, Kansas City, Mo.

Ed Shaughnessy has been named program director of WABC-FM. (Continued on page 26)

# 'I CONFESS'

by  
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WHK	WPGC
WWDC	WCFL

WSBA	WKDA
WHBQ	KFWB
WKYC	KDWB
WRIT	WOKY
KXOA	KLIV
WEAM	KEEL
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charts fast with**

**TIME WON'T LET ME  
b/w Was It Really Real**

**5573**



Record Hops Slow to a Crawl

Continued from page 20

paper put out by the station, the KRIZ "Boss-line," played up the comic book scene with a page of drawings and a story. Evans also, besides programming the station and handling an air slot, does most of the newspaper work.

But the hardwork by the station and its personalities has paid off, he said with No. 1 ratings for the market. There are 18 AM stations in Phoenix, plus five FM outlets. These divide up an audience of nearly a million people. "So you can see that we have to do things differently every now and then to keep people awake to us."

Evans felt that giving a new record exposure—the good ones

—is one of the means a station has for keeping dynamic. He said he plays more of the new records on his own 2-6 p.m. show just to give them exposure. Some of the records KRIZ launched in the area include "The Cheater," by Bob Kuban, "The Men in My Little Girl's Life," by Mike Douglas, and "These Boots Are Made for Walkin'" by Nancy Sinatra.

Other air personalities at KRIZ include Rob Randall, Pat McMahon, Ron Edwards and Bob Pond. Evans recently started his own record company—Presta Records—and the first release featured Floyd and Jerry Westfall and the Counter Points on "Believe in Things." He also has a publishing wing—Routen Music.



**BOBBY WOOTEN, KAYO**, Seattle, program director, looks on from above as Ira Allen, left, signs a personal management contract with Wooten. George Richey, right, produced Allen's first recording session in Nashville. The record is scheduled for release soon on Dot Records.

Monitor Mover on Record Front

Continued from page 20

meet two hours each Monday to hear new records. As the week goes on, the programming may be altered. "Even as late as Friday, if a record comes out that's good, we'll get it on the show," Wogan said.

Own Entity

Every segment of "Monitor" has its own producer, its own director, writer, production assistant, engineer, and host. The executive producer is Bob Maurer. The music is taped; the host broadcasts live. The programming is so flexible that the network can instantly set aside the regular show to cover a major news event. The hosts include David Wayne, Ed McMahon, Gene Rayburn, Barry

Nelson and Brank Blair. Comedy time regulars include Jonathan Winters, Phyllis Diller, Mike Nichols and Elaine May, and Selma Diamond. Other regulars include Skitch Henderson and Hugh Downs. The show is virtually sold out in every segment.

"Some stations think we're playing records for teen-agers—like a Petula Clark record—but we believe these are the tunes that the majority of people like to hear. We're trying to build a program that is as current and popular as any Easy Listening radio station," Wogan said.

Vox Jox

Continued from page 22

New York, a classical music outlet; he was operations manager of WNCN-FM, New York. . . . Dave Lyman has joined CKXL, Calgary, Alta., Can., as assistant production manager; he was program director of WFRB, Baltimore.

★ ★ ★

Frank Gould, librarian at CFOX, Montreal, asks for records. . . . Jim Dandy is now on the air personality roster 7 p.m. to midnight at WDGJ, Minneapolis-St. Paul; he was formerly program director and personality at WLAV, Grand Rapids, Mich. . . . Jim Dougherty, formerly with WFIL, Philadelphia, is now spinning disks with WSAN, Allentown, Pa.

★ ★ ★

Bill Clark is currently dividing his time—five nights a week—as an air personality on WPTB, Middletown, Ohio, and an hour stint with a jazz show on WKRC-FM, Cincinnati. . . . KDKA, Pittsburgh, has produced an album, "Pittsburgh: Songs of a City," a history of the city in folk songs. The station's personalities served as narrators on the album; Allene Goodman was the vocalist. Tony Graham, KDKA program manager, was executive producer of the album.

★ ★ ★

Dan Sorokin and Bill Gordon are new personalities at KSFO, San Francisco. Gordon, in addition, emcees the afternoon "Luuu" TV show on KGO-TV, San Francisco. . . . WKLP has just took the air in Keyser, W. Va., and needs both country music and Hot 100 records. Send to program director Mike King. General manager of the new outlet is Glaucus G. Merrill.

★ ★ ★

Lucky Lawrence has been named program director at KRUX, Glendale-Phoenix, Ariz.; he replaces Al McCoy, who has left to become sports director of KOOL, Phoenix. . . . WZUM, Pittsburgh, has been purchased 100 per cent by PS Broadcasting, a corporation headed by James D. Pshoulis. Pshoulis was a part owner of the radio outlet and pop music and general manager.

WEW a Winner

Continued from page 20

played; Jeanne Grosberg, the music librarian, picks all of the albums and schedules everything for airplay. The station in the past three or four months has relied heavier on personalities, hiring several local personalities that listeners could identify with. Even Coffee has Hot 100 station experience.

Financially, WEW "seemingly improves on a year-to-year basis. We're the highest rated daytimer in the city."

STATIONS BY FORMAT

Continued from page 24

**KSTL:** 1,000 watts. Owned by WMBH, Joplin, Mo. Daytimer. Music format: Country (100%). Editorials occasionally. Special programming: Local H. S. football, basketball, Indianapolis "500,"

"Sound-Off," audience call-in, B. Harrison, 11:45-1:15 a.m. M-F. Harrison is director of 3-man news dept. Special equipment: Mobile units. Extended news once daily. Cuts from Comedy LP's played on "Sound-Off." Folk Music featured on "Happy Polka Time." New records are selected for

air-play by committee of station personnel. Record promotion people are seen M-F. Gen'l mgr., D. J. Kasten. Prog. dir., Brad Harrison. Send 3 copies of 45's and 1 copy of LP's to Mr. Harrison, 810 N. 3rd St., St. Louis, Mo. 63102. Phone: (314) MA 1-5785. **KSTL-FM:** ERP 78,000 watts. Music format: Standard (100%). Send 1 copy of 45's and 1 copy of LP's to Mr. Harrison, program director. Address and other personnel same as KSTL.

**KWKI:** 5,000 watts. Owned by WEMP, Inc. Mutual affiliate. On the air 24 hrs a day. Music format: Pop Standard (90%)—Country (10%). Editorials occasionally. Three-man news dept. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by music director. Record promotion people are seen M-F. Gen'l mgr., Don Hamel. Prog. dir., Jack Donnell. Music dir., Buddy Moreno. Send 2 copies of 45's and 1 copy of LP's to Mr. Moreno, 5720 Oakland St., St. Louis 10, Mo. Phone: (314) 647-6800.

**KXEN:** 50,000 watts. Independent. Music format: Religious (100%). Phone (618) SY 74100 (Granite City, Ill.). No other information available on this station.

**KXILW:** 1,000 watts. Independent. Daytimer. Music format: Contemporary—Rhythm & Blues. Editorials occasionally. Scoop Sanders is director of news dept. 5-min. news at 55 past the hr., headlines on the half-hr. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by gen'l mgr. Approx. 15 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., Richard J. Miller. Prog. dir., Marshall Zwick. Send 3 copies of 45's and 1 copy of LP's to Mr. Miller, 2735 Bomparr St., St. Louis, Mo. 63144. Phone: (314) WO 1-1320.

**KXOK:** 5,000 watts. Storz Broadcasting Co. On the air 24 hrs. a day. Music format: Contemporary (60%)—Pop Standard (30%)—Standard (10%). Special programming: "Wake Up St. Louis!" with Robert Shea, panel discussion on local and world subjects, 8:30-9 a.m. Sun. "Johnny Rabbit Show," with Johnny Rabbit. DJ show with heavy live participation from guests and audience by phone, 7-12 mid., 7 days a wk. Bob Shea is director of 5-man news dept. Special equipment: Traffic car with mobile phones, one boat with mobile broadcasting equipment. 5-min. news before the hr., headlines on the half-hr. "Morning World" news, 10-min., 5:55, 6:55, 7:55 a.m. Mon-Sat., "Sunday Morning News Special," 8:15-8:45 a.m. New records are selected for air-play by research of local retailers and committee of station personnel. Play list published weekly. Program 6-10 new records each wk. Record promotion people are seen Mon. Gen'l mgr., Jack Samson. Prog. dir., Ray Ott. Send 2 copies of 45's and 2 copies of LP's to Music Librarian, Radio Park, St. Louis, Mo. 63113. Phone: (314) FO 7-6000.

**WEW:** 1,000 watts. Independent. Daytimer. Music format: Pop Standard (100%). Jim Peterson is director of 3-man news dept. 5-min. news on the hour, headlines on the half-hr. Cuts from Comedy LP's and Folk Music occasionally programmed. New records are selected for air-play by prog. dir. and music dir., 18-22 new records programmed each wk. Record promotion people are seen M-F. Gen'l mgr., Charles P. Stanley. Prog. dir., Lee Coffee. Send 2 copies of 45's and 2 copies of LP's to Mr. Coffee, 2343 Hampton Ave., St. Louis, Mo. 63139. Albums to Jeanne Grosberg. Phone: (314) MI 7-7000.

**WGNU:** 500 watts. Norman Broadcasting Co. Daytimer. Music format: Pop Standard (85%)—Country (15%). Bob Baker is director of 5-man news dept. Cuts from Comedy LP's and Folk

Music programmed occasionally. New records are selected for air-play by music dir. Record promotion people are seen M-F. Pres. & Gen'l mgr., Charles H. Norman. Prog. dir., Ann Burton. Music dir., Gene Skiff. Send 2 copies of 45's and 1 copy of LP's to Mr. Skatoff, Box 92, Samek Station, Granite City, Ill. 62249. Phone: (618) 451-9950.

**WGNU-FM:** ERP 5,000 watts. Music format: Pop Standard (50%)—Country (50%). Simulcast with WGNU 5 a.m. local sound. Same address and personnel as WGNU.

**WIL:** 5,000 watts. A Balaban Station. ABC affiliate. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorials regularly. Special programming: St. Louis Univ. Billiken basketball (on occasion). Gene Hirsch is director of 4-man news dept. Special equipment: 4 mobile units, walkie-talkies. 5-min. news at 25 past the hour, headlines on the half hr. New records are selected for air-play by committee of station personnel. Record promotion people are seen M-F (by appointment). Managing dir., John F. Box Jr. Prog. dir., Deano Day. Send 6 copies of 45's and 3 copies of LP's to Mr. Day, Twelfth & Olive Sts., St. Louis, Mo. 63101. Phone: (314) GE 1-6100.

**WLFM-FM:** ERP 38,000 watts. Simulcast 24 hrs. a day with WIL.

**WRTH:** 5,000 watts. Day, 1,000 watts night. A Woody Subdrink Station. On the air 24 hrs. a day. Music format: Conservative (100%). Jim Scanlon is director of 6-man news dept. 5-min. news at 55 past, headlines at 25 past the hour from 9:25 a.m. to 4:25 p.m. Folk Music included in all programming. New records are selected for air-play by music dir. Record promotion people are seen M-F. Gen'l mgr., Harold Gore. Music dir., Don Yankee. Station mgr., David MacFee. Send 2 copies of LP's to Mr. Yankee, Statter Hill, St. Louis, Mo. 63101. Phone: (314) CE 1-6070.

KXOK Rock King

Continued from page 20

department stores in St. Louis. Connell said that as many as 2,000 fans gather to see the 10 a.m.-noon record show.

For all of these activities on the air, Rabbit has a staff of seven who "write copy, answer phones, handle the behind-the-scenes action in contests, get him coffee, drive him crazy," said Connell. The station set out to build up the Rabbit image deliberately. "We wanted to build a personality that generations of kids would grow up to. And we've done it in a much shorter time than I believed possible. As a personality alone, he can outdraw a national recording star."

The real Rabbit is 30 years old, but has been in show business 21 years. He has been in TV and movies; he was Little Beaver in the old Red Ryder movie series.

KXOK maintains a tight playlist. "We chart records that show a sharp upward trend." Through its programming and its Rabbit-foo, Connell said that "1965 was a good year for radio overall . . . and especially for us."

COLLEGE CIRCUIT

By CLAUDE HALL

The Sixth Annual Villanova University Intercollegiate Jazz Festival will be held Friday and Saturday (25-26), Villanova, Pa. Twenty-four acts will perform; the judges will include Hal Cook, publisher of Billboard; John Hammond, of Columbia Records; Stan Kenton, leader of the Los Angeles Neophonic Orchestra; Dan Morgenstern, associate editor of Downbeat, and Bob Share, administrator of Boston's Berklee School of Music. The finals of the event will be broadcast at a later date over ABC radio network.

★ ★ ★  
**Oscar Cohen**, of Associated Booking Corp., reported last week that the Fourth Annual Block Booking Conference held Feb. 3-4 at North Carolina State University was the most productive to date. He said he lined up many bookings for artists during the conference, including appearances for the Ramsey Lewis Trio, the Dukes of Dixieland and the Town Criers.

★ ★ ★  
The Four Seasons and the Stan Getz Quartet shared the billing at a Jan. 13 concert at the University of Dayton, Dayton, Ohio, that was seen by 3,500. Billboard correspondent Fred Puglia questioned Joe McCray, of Mayors record store, who said sales of albums by the Four Seasons move better than average as a result of the concert. John Mosley at Nobel's Record Room said there was no Getz sale, but many of the Four Seasons' old records sold.

★ ★ ★  
**Ian & Sylvia** played to an audience of 2,100 SRO Jan. 24 at Washington & Lee University, Lexington, Va.—an audience that had to wade through a 12-inch snowstorm to reach the concert, said correspondent Richard E. Juterbock. Edward Tolley at Campus Corner reported that sales of their product were comparatively light, probably due to lack of promotion and the fact that most good Ian & Sylvia fans already had their albums. The Music Box reported no albums in stock, nor knowledge of the concert.

★ ★ ★  
**Joseph Myers**, of Myers Music Store, Oxford, Ohio, told correspondent David L. Neidoff that he had no albums by the Temptations in stock in anticipation of a Jan.

15 concert by the group and Martha and the Vandellas at Miami University in Oxford. But the reason was that his distributor was unable to fill his order. He received some albums a few days after the concert, but "there was no greater reaction for the albums that one might expect from top-selling records." The two groups performed before 4,000 college and high school students; Martha and the Vandellas opened the show with "Heat Wave." They received a tremendous applause after each number, said Neidoff. Among the numbers the Temptations sang were "My Baby," "Since I Lost My Baby," "My Girl," which drew cheers and applause throughout.

★ ★ ★  
The entertainment at Pittsburgh University's winter weekend festivities included Josh White Jr. on Feb. 5 for a crowd of 400. Correspondent Jim Smith at the Pittsburgh school reported that neither Jim Merik at the National Record Mart nor Fred Lackey at Bob's Discount Center noticed any sales activity resulting from the concert. On Feb. 3, Stan Getz was a standout performer before more than 2,000 students, though the Blues Project, also on the bill, disappointed speculators. Getz's albums sold fairly well after the concert at National Record Mart, but Bob's Discount Center noticed no sales increase.

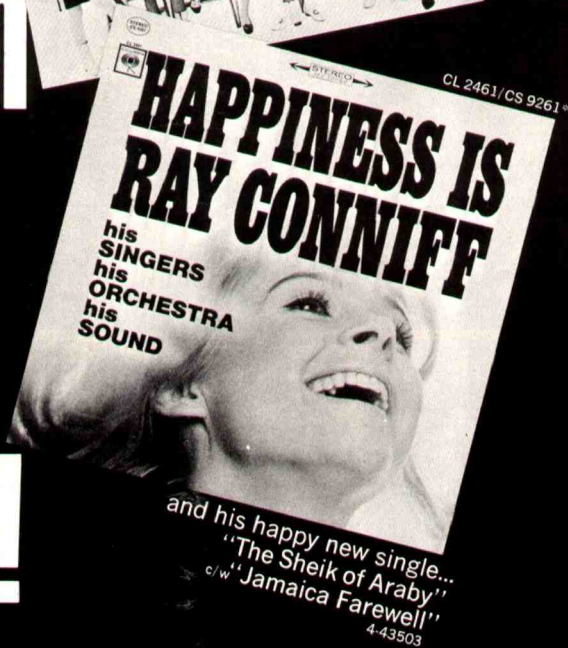
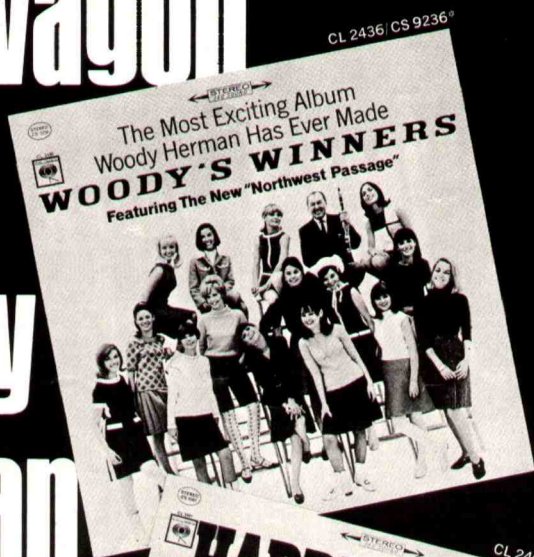
★ ★ ★  
The Ramsey Lewis Trio had to play "Hang On Sloop!" again and again Feb. 9 for 1,500 fans at Farleigh Dickinson University, East Paterson, N. J., said correspondent Richard Kaltz. . . . "The students went crazy," Rig Segel at Dumont Records said that the trio's "In Crowd" LP is already red hot in sales; Karl Olsen at Karl's Records said he also noticed a sales increase as a result of the performance.

★ ★ ★  
**Lillian Beazley** at Central Music Co., in Richmond, Ky., said that a Jan. 22 concert by Peter, Paul and Mary brought about a slight increase of their album sales before the concert; afterward, sales were normal. The concert at Eastern Kentucky State College drew about 3,000, said correspondent Winston F. Jones.

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# CLASSICAL MUSIC

## A U.K. Decca 1st Don Carlo

LONDON — Another Solti-Culshaw collaboration has resulted in Decca's first recording of Verdi's "Don Carlo," a four disk set scheduled for release here later this month. Release in the U. S. by London Records is expected in March.

Singing the leading roles are Carlo Bergonzi as Don Carlo, Renata Tebaldi as Elizabeth, Bulgarian bass Nicolai Ghiarov as King Philip, Dietrich Fischer-Dieskau as Rodrigo and American mezzo-soprano Grace Bumbry as Princess Eboli. Tebaldi's previous work on a complete operatic recording was in 1962 with "Adriana Lecouvreur." Georg Solti conducted his own Orchestra and Chorus of the Royal Opera House, Covent Garden, for the first time on record. All the customary cuts have been restored in this Decca set and every note of Verdi's first five-act Italian version are on the four records.

A young Finnish bass, Martti Talvela, makes his Decca debut in the smaller but important part of the Grand Inquisitor. A booklet goes with the set giving complete libretto in Italian and English.

## Septet to Manage Classical Fare At N. J. Center

NEWARK, N. J.—Moe Septe, managing director of Symphony Hall and classical music promoter here, has signed a four-year agreement with the Philadelphia All-Star-Forum Series to manage classical programs at the 2,900-seat Academy of Music.

He replaces Emma Feldman, who has been a leading impresario in Philadelphia for 25 years. Miss Feldman resigned because of illness, but she stays on as president of the Series board.

Septe will consolidate the All-Star and Forum series and will add a dance and modern pianist cycle. He will also book attractions into Philadelphia's 12,000-seat Convention Hall.

Septe was recently granted

## DGG Inks Prof. Richter

HAMBURG—Professor Karl Richter, appointed to the faculty of the School of Music in Munich 15 years ago, has signed a long-term exclusive contract with Deutsche Grammophon Gesellschaft.

Richter, organ virtuoso, harpsichordist and conductor, was a pupil of Karl Straube and Guenther Ramin in Leipzig. He is credited with establishing the world-wide reputation of Munich as a center of Bach interpretation.

Richter has been associated with Grammophon continuously since 1958. He founded the Munich Bach Choir and Bach Orchestra. The contract calls for recordings of other important works of Bach and Handel, in addition to Richter's 25 recordings which have been issued until now. Future works will include numerous cantatas as well as the symphonies of Mozart and Haydn and major organ and chamber music works.

Richter will continue to lead the annual Munich Bach festival, founded in 1965. He will make guest appearances with his Munich ensemble during 1966 and 1967 in Amsterdam.

## DGG's Hickmann To Give Lectures

LONDON—Dr. Hans Hickmann, artistic director of Deutsche Grammophon's Archive production in Hamburg will visit London early in March to give a series of talks and lectures in London and provinces.

This annual series covers music of the Occident from Gregorian chant up to early Mozart, and the lectures are illustrated by recordings and colored slides.

He will work with two record dealers, Keith Prowse of London at Kingsley Hotel, March 8, and a Wiltshire dealer, Duck Son & Pinker, at the Swindon Arts Center, March 7.

a three-year lease at Asbury Park, N. J.'s 3,900-seat Convention Hall to present popular attractions during the summer. He had been leasing the auditorium on a per-performance basis.

London, Vienna and other music centers. In addition, he will give a series of organ recitals in West Germany and neighboring countries and will undertake an extensive tour of Switzerland and Spain in May of 1967. He will direct a Bach festival in Buenos Aires in 1966 and 1967. He also has been invited to appear in New York and in Montreal during the 1967 fair.

## Lawrence Attends Talks at Philips In Amsterdam

NEW YORK — Harold Lawrence, director of the classical division of Philips and Mercury Records, flew to Amsterdam Saturday (12) to attend a series of international meetings, at Philips' headquarters in Baarn, with classical a&r and sales representatives from Philips companies in various parts of the world.

His two-week schedule includes a trip to London for discussions of recording plans with Colin Davis, the English conductor, newly appointed musical director of the BBC Symphony and recently acclaimed here for his guest conducting of the Philadelphia Orchestra. Lawrence will return to Holland for several recording sessions with Mercury artist, harpsichordist Rafael Puyana, who is there for a series of TV appearances and a concert tour.

## Mann at KNNN

FRIONA, Tex.—Deejay Bill Mann has left Station KSYZ, Santa Rosa, N. M., and is in process of helping establish a new station here. Mann says the station will be on the air in April with call letters KNNN.

## BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

- BERWALD**—Symphony in G Minor/Symphony in G Major: Stockholm Phil. (Schmidt-Isserstedt): Nonesuch H 71087 (S), H 1087 (M).
- NIELSEN**—Symphony No. 4: Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M).
- VAUGHAN-WILLIAMS**—Symphony No. 2: Halle Orch. (Barbirolli): Vanguard SRV-134 SD (S), SRV-134 (M).
- STRAVINSKY**—The Rite of Spring/Four Etudes for Orch.: Orchestre National De La R.T.F. (Boulez): Nonesuch H 71093 (S), H 1093 (M).
- VAUGHAN-WILLIAMS**—Symphony No. 8: Halle Orch. (Barbirolli): Vanguard SRV-184 SD (S), SRV-184 (M).
- ROSSINI**—Sins of My Old Age; Solists with Societa Cameristica di Lugano (Loehrer): Nonesuch H 71089 (S), H 1089 (M).
- DONIZETTI**—Lucia di Lammermoor; Peters, Pearce, Tozzi, Maero, Rome Op. (Leinsdorf): RCA Victrola VICS 6001 (S), TV 6001 (M).
- THE BAROQUE TRUMPET**: Collegium Musicum of Paris, Society for Old Instruments, Versailles Ch. Orch., Vogue Orch.: Nonesuch H 71002 (S), H 1002 (M).
- DVORAK**—Quartets (Complete) Vol. 1; Kohon Quartet: Vox (3-12") SVBX-549 (S), VBX-49 (M).
- DVORAK**—Quartets (Complete) Vol. 2; Kohon Quartet: Vox (3-12") SVBX-550 (S), VBX-50 (M).
- FAURE**—Piano Music (Complete); Crochet: Vox (3-12") SVBX-5423/4 (S), VBX-423/4 (M).
- VIVALDI**—The Four Seasons; Barchet, Southeast Ch. Orch. (Tilegast): Nonesuch H 71070 (S), H 1070 (M).
- BERG**—Lyric Suite; Ramon Quartet: Turnabout TV 34021 (S), TV 4021 (M).
- IBERT**—Concertino Da Camera; Abato, Shulman: Nonesuch H 71030 (S), H 1030 (M).
- THE COMPLETE HARPSICORD CONCERTI OF JOHANN SEBASTIAN BACH**: Solists with Collegium Musicum of Paris (Douatte): HE 73001 (S), HE 3001 (M).

## FROM THE MUSIC CAPITALS OF THE WORLD

### AMSTERDAM

Dutch RCA Victor producer Casper Koelman flew this week to New York for two months training in recording technique at RCA. . . . Inelco released under the RCA label, "The Batman Theme." Holland is the first European country where this U. S. success has been released. Dutch TV bought the series for broadcasting. . . . The finals for the Dutch entry for the coming Eurovision Song Contest at Luxembourg was won by Dutch songstress Milly Scott. The winning song was "Ferando and Filippo," composed by Cees Bruyn and written by Gerrit den Braber. The song has

### HOLLANDER AS CINCY SOLOIST

NEW YORK — Pianist Lorin Hollander will be the soloist with the Cincinnati Symphony Orchestra on its forthcoming global tour. The Cincinnati Symphony will visit Europe, the Near East, and the Far East for the U. S. State Department's Office of Cultural Presentations from Aug. 1 to Oct. 9.

Hollander records for RCA Victor; the Cincinnati records for Decca.

been rush-released on CNR. It's published by the Belinda Co. here, sole distributor of Mix Music, which owns the original copyright.

. . . Dave Berry, the singer from Sheffield, England, who gained fame with Dutch teen-agers, has five singles in Top 30, all on Decca. . . . The "Ameriachisound" of Herb Albert's Tijuana Brass has also reached the Dutch coast. The song climbed suddenly to No. 30 on the national hit parade. . . . Singles like "Taste of Honey," "Whipped Cream" and "Tijuana Taxi" have opened the market here and public reaction is very favorable. The Tijuana recording was issued via the London label. . . . Ian and the Zodiacs released here on the Fontana label, will visit here Feb. 22. Their recording of "So Much in Love With You" was tipped by deejays as a hit to come.

. . . The Spencer Davis Group, another new hit group with the release of their first LP in Holland, "Their First," will appear Feb. 25.

Riverside's famous "Classic Jazz Masters" series, produced by Philips' Phonographic Industries at Baarn, Holland, has again revived authentic jazz recordings from the Roaring '20's in the U. S. "Tub Jug Washboard Bands 1928-1932" and "Lovie Austin and her Blues Serenaders 1924-1926." . . . Liberty vocalist Vic Dana arrived in Holland Feb. 10 accompanied by Liberty's director of overseas operations, Ron Kass. . . . Beatles' song

"Michelle" recently singled on Parlophone label (b/w "Girl") zoomed to No. 1 on the Hit Parade here, with the recording of the Overlanders, a British group, on Pye label.

BAS HAGEMAN

### CHICAGO

Balaban & Katz publicity man John Altis spent a rough last week steering before local camera Slay-girls Barbara Burgess, Mary Jane Mangler, Inga Neilsen, Pamela Rodgers, Marilyn Tindall and Jan Watson, a sextet seen on the jacket of RCA Victor's soundtrack album or in Dean Martin's Columbia picture, "The Silencers." Beverly Adams, who plays Lovie Kravezit in the film, says she also craves a career as a recording artist and is taking singing lessons. . . . WLS and WSFL-Radio deejays got involved in "The Silencers" promotion, the former leading a Matt Helm parade up State Street and the latter chattering to 50 silent women at breakfast.

Sammy Lewis and Danny Dare, talent scouts on the sly, caught Eva Dolin's baritone Cal Robertson at the Blue Angel recently. . . . Sure Records is releasing "Just a Dream Away," by Norman Brooks. . . . Arlington Heights teen-ager Sue Gulloff, winner of suburban WNBC-Radio's recent contest, was awarded a set of Beach Boys LP's by Capitol's Charley Nuocchio. Couching her reasons in poetry, Sue explained why deejay George Carl's rock 'n' roll show should be lengthened. . . . Dixieland trumpeter Nappy Trotter and Delmark Records are discussing an album, with George Brunis per chance sitting in on it. . . . Trotter and the old times at the 111 Club are not forgotten around this town. . . .

(Continued on page 45)



RCA VICTOR artist Robert Merrill, right discusses his FM network show, "To Italy With Robert Merrill," with Sidney K. Halpern, head of Market One FM Network. The new show is the first feature of the Market One FM Network, formerly QXR Network.

# Zowie!



**JOHNNY MATHIS**  
*singles out the movies*

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**Moment To Moment** 72539

Title Song from the Mervyn LeRoy Production

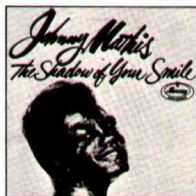
B/W

**The Glass Mountain** 72539

From the Joseph E. Levine Film "The Oscar"

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POLISH VOICE & SONGS OF LIL' WALLY (M)1091 (\$5091)



POLKA VACATION—Lil' Wally (M)1084 (\$5084)



BARTENDER SONG & OTHERS—Lil' Wally (M)1086 (\$5086)



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LIL' WALLY'S GREATEST POLISH HITS (M)1078 (\$5078)



POLISH PARTY (For Adults)—Lil' Wally (M)1077 (\$5077)



ONE MAN BAND (Polish)—Lil' Wally (M)1073 (\$5073)



HOT CHICKEN—Lil' Wally, A. Dell & E. Blatnick (M)1069



JESZCZE NASZA (Polish)—Lil' Wally (M)1065 (\$5065)



POLISH WEDDING—Lil' Wally (M)1089 (\$5089)



POLKA STARS—Lil' Wally (M)1059



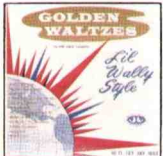
HERE COMES LIL' WALLY (International) (M)1058 (\$5058)



NEW POLISH SONGS—Lil' Wally (M)1057 (\$5057)



POLISH SING-A-LONG #3—Lil' Wally (M)1056 (\$5056)



GOLDEN WALTZES—Lil' Wally (International) (M)1053 (\$5053)



SOMETHING DIFFERENT (Inst.)—Lil' Wally (M)1052 (\$5052)



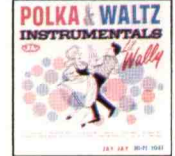
50/50 POLKAS & ROSES ARE RED & OTHERS—Lil' Wally (M)1050 (\$5050)



POLISH SING-A-LONG #2—Lil' Wally (M)1047 (\$5047)



POLISH POLKA TWIST (Vocal)—Lil' Wally (M)1044 (\$5044)



POLKAS & WALTZES (Inst.)—Lil' Wally (M)1041 (\$5041)



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BEAUTIFUL POLKA MUSIC (International)—Lil' Wally (M)1035 (\$5035)



POLISH SING-A-LONG #1—Lil' Wally (M)1034 (\$5034)



HIT PARADE—Lil' Wally (M)1032 (\$5032)



NO SADNESS (Polish)—Lil' Wally (M)1031 (\$5031)



POLKAS & WALTZES (International)—Lil' Wally (M)1027 (\$5027)



PO STARO KRAJSKU (Polish)—Lil' Wally (M)1025



THANKS FOR A WONDERFUL EVENING (International)—Lil' Wally (M)1020 (\$5020)



HAPPY POLISH SONGS—Lil' Wally (M)1018 (\$5018)



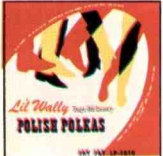
ALL-AMERICAN POLKAS—Lil' Wally (M)1016 (\$5016)



I LOVE TO POLKA—Lil' Wally (M)1014 (\$5014)



POLKA PARTY—Lil' Wally (M)1012



OLD COUNTRY POLISH POLKAS—Lil' Wally (M)1010 (\$5010)



JOLLY POLISH POLKAS—Lil' Wally (M)1008



THE POLKA BEAT FOR YOUR DANCING FEET—Lil' Wally (M)1006 (\$5006)



NEW POLKA SOUND (International)—Lil' Wally (M)1003 (\$5003)



HAPPY POLKAS (Polish)—Lil' Wally (M)1002 (\$5002)



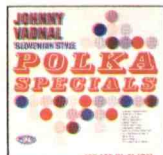
WISH I WAS SINGLE AGAIN (International)—Lil' Wally (M)1001 (\$5001)

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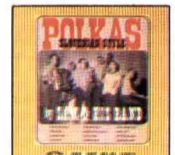
POLKA SPECIALS—Johnny Vadnal (M)1071 (\$5071)



FOR YOUR PLEASURE—Eddie and the Slovenes (M)1072



I STOPPED FOR A BEER—Eddie Blatnick (M)1024



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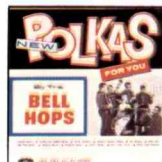
LILL WALLY'S GREATEST SONGS (Inst.) Vol. 3—W. Jagiello (M)WJM8002 (S)WJS8002



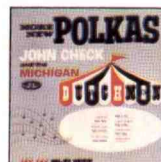
JAGIELLO SOUND with T. Phillips (Inst.) Vol. 2—W. Jagiello (M)WJM8001 (S)WJS8001



JAGIELLO SOUND (Inst.)—W. Jagiello (M)WJM8000 (S)WJS8000



NEW POLKAS FOR YOU—Bell Hops (M) 1096 (S)5096



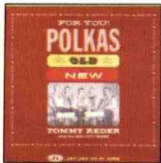
MORE NEW POLKAS—Michigan Dutchmen (M)1090 (S)5090



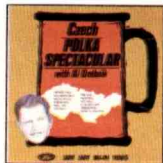
MIDWEST POLKA FAVORITES—Michigan Dutchmen (M)1093 (S)5093



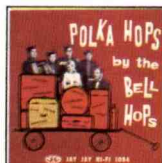
NEW POLKA COMPOSITIONS—Michigan Dutchmen (M)1087 (S) 5087



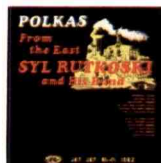
FOR YOU, POLKAS OLD & NEW—Tommy Reder (M)1095 (S)5095



CZECH SPECTACULAR—Al Grebnick (M)1085 (S)5085



POLKA HOPS—Bell Hops (M)1084 (S)5084



POLKAS FROM THE EAST—Styl Rutkoski (M)1082 (S)5082



POLISH FAVORITES—Marisia Data (M)1076



AGGIE'S TELEPHONE GEMS (Polish Comedy) (M)1074



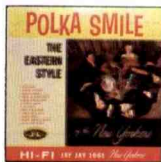
POLKA FAVORITES—Michigan Dutchmen (M)1070 (S)5070



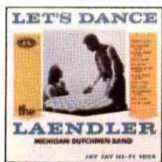
BOHEMIAN SING-A-LONG—Michigan Dutchmen (M)1066 (S)5066



POLKAS (Inst.)—Eddie Zima (M)1062 (S)5062



POLKA SMILES—New Yorkers (M)1061 (S)5061



DANCE THE LAENDLER—Michigan Dutchmen (M)1054 (S)5054



ALL TIME FAVORITES—Michigan Dutchmen (M)1048 (S)5053



ZIMA FAVORITES—Eddie Zima (M)1046 (S)5033



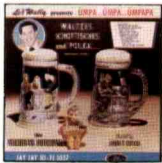
TV POLKAS—Michigan Dutchmen (M)1045 (S)5032



POLKA SPECIALTIES—Eddie Zima (M)1043 (S)5030



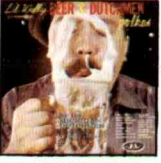
60 BOHEMIAN—Michigan Dutchmen (M)1042 (S)5029



UMPA... UMPA... UMPAPA Michigan Dutchmen (M)1037 (S)5024



HEJ KAWALEROWIE & Others Paliga's Polka Dots (M)1033 (S)5021



BEER & POLKAS—Michigan Dutchmen (M)1030 (S)5016



POLISH FOLK MELODIES (Inst.)—Ed Lash and His Concertina (M) 1022 (S)5010



PENNSYLVANIA FAVORITES—Polka John (M)1021 (S)5009



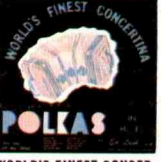
POLKA DANCE (Inst.)—Ampol Aires (M)1015 (S)5003



CONCERTINA POLKAS (Inst.)—Ed Lash (M)1013 (S)5002



LET'S POLKA (Inst.)—Ampol Aires (M)1009



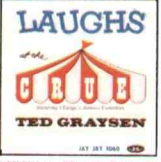
WORLD'S FINEST CONCERTINA POLKAS—Ed Lash (M)1007



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1097		5097		1056		5056		1018		5006		WJM8002		WJS8002		1062		5062		1037		5024	
1091		5091		1053		5053		1016		5004		WJM8001		WJS8001		1061		5061		1033		5021	
1064		5064		1052		5052		1014		5000		WJM8000		WJS8000		1054		5054		1030		5016	
1086		5086		1050		5050		1012		N/A		1096		5096		1048		5035		1022		5010	
1081		5081		1047		5034		1010		5001		1090		5090		1046		5033		1021		5009	
1079		5079		1044		5031		1008		N/A		1093		5093		1045		5032		1015		5003	
1078		5078		1041		5028		1006		5037		1087		5087									
1077		5077		1036		5036		1003		5005		1095		5095									
1073		5073		1035		5023		1002		5020		1085		5085									
1069		N/A		1034		5022		1001		5019		1084		5084									
1065		5065		1032		5018		1088		5088		1082		5082									
1089		5089		1031		5017		1071		5071		1076		N/A									
1059		N/A		1027		5013		1072		N/A		1074		N/A									

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Table with columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Includes entries like Whipped Cream & Other Delights, Rubber Soul, Going Places, The Sound of Music, September of My Years, Roger Miller/Golden Hits, My Name is Barbra, Two, The Miracles Going to A, A Man and His Music, The 4 Seasons Gold Vault of Hits, Thunderball, The Best of Herman's Hermits, The Lonely Bull, My World, South of the Border, December's Children, Back to Back, Turn! Turn! Turn!, Mary Poppins, Temptin'-Temptations, Houston, My Cherie, Supremes Live at the Copa, Why Is There Air?, Highway 61 Revisited, Help, Out of Our Heads, Welcome to the LBJ Ranch, My Fair Lady, Wednesday Morning, 3 A.M., My Name is Barbra, My Kind of Broadway, The Ventures a Go-Go, I Like It Like That, Beach Boys Party, The In Crowd, The Four Tops Second Album, I Got You (I Feel Good), Dear Heart, People, Moon over Naples, Robert Goulet on Broadway, Mom Always Liked You Best!, Sinatra '65, I'm the One Who Loves You, Zorba the Greek, That Was the Year That Was, Hang on Sloopy, TiJUANA Brass, Kinks Kinkdom.

Table with columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Includes entries like Look at Us, Ramblin' Rose, More Hits with the Supremes, How Great Thou Art, Andy Williams' Newest Hits, Fiddler on the Roof, Hang on Ramsey!, Having a Rave Up with the Yarbbirds, Just Like Us!, Jay and the Americans' Greatest Hits, The Men in My Little Girl's Life, Harem Scarium, See What Tomorrow Brings, Spanish Eyes, James Brown Plays James Brown Today & Yesterday, You Don't Have to be Jewish, One Has My Name, On a Clear Day You Can See Forever, Everybody Loves a Clown, Papa's Got a Brand New Bag, Organ Grinder Swing, Goldfinger, Working My Way Back to You, Here I Am, When the Boys Meet the Girls, The Best of the Ramsey Lewis Trio, Here They Come, Beatles VI, Where the Action Is, Tony Bennett's Greatest Hits, Vol. III, Johnny's Greatest Hits, Louie Louie, They're Playing Our Song, The Best of the Animals, Do You Believe in Magic, Herman's Hermits on Tour, Michelle, The Baroque Beatles Book, Summer Days (and Summer Nights), Fairytale, Michelle, You Were on My Mind, Today's Great Hits, Where Did Our Love Go, John Gary Sings Your All-Time Favorite Songs, The Rolling Stones Now!, The Man from U.N.C.L.E., It's Magic, Otis Blue/OTIS Redding Sings Soul, The Toys Sing "A Lover's Concerto" and "Attack".

Table with columns: This Week, Last Week, Title, Artist, Label & No., Wks. on Chart. Includes entries like The Sweetheart Tree, The Duck, It Ain't Me Babe, Animal Tracks, The Great Race, Sounds of Silence, Ballads of the Green Berets, More Genius of Jankowski!, For Animals Only, Nat King Cole at the Sands, My Name is Allan, Boots Randolph's Yakey Sake, No Matter What Shape (Your Stomach's In), From Broadway with Love, Bobby Vinton Sings Satin Pillows and Careless, I'm a Fool, Love Songs—Mexico/S. A., The Man from La Mancha, You've Lost That Lovin' Feelin', Farewell, Angelina, Beatles '65, More Themes from the James Bond Thrillers, Looking Through the Eyes of Love, The "New" Look, Music—A Part of Me, Just Once in My Life, A Taste of Tequila, The Best of Jim Reeves, Vol. II, Horowitz at Carnegie Hall—An Historic Return, The Dave Clark Five's Greatest Hits, Cape Verdean Blues, The Screen Scene, Flowers on the Wall, Lies, Mantovani Ole, Our Time's Coming, Mr. Tambourine Man, The Golden Hits of Lesley Gore, Getz/Gilberto, Five O'Clock World, Village Caller!, Skyscraper, The Beach Boys Today!, Go Away from My World, Hear! Here!, All I Really Want to Do, Silk 'n' Brass, More Hit Sounds of the Lettermen, Bumpin', Spanish Crease.





Everybody gets the message!

The latest word:  
"One of Us Must Know  
(Sooner or Later)"

4-43941  
Written and sung by Bob Dylan  
ON COLUMBIA RECORDS

# The Sweet Sound

**RCA Stereo 8 Cartridge Tape proves to be Industry's Hottest New Item in Years!**

Launched with nationwide advertising and publicity in October, RCA Stereo 8 Cartridge Tapes have quickly become the most exciting new product in the recording industry since the microgroove record! It has likewise won eager acceptance by car owners and the automotive industry itself.

Ford Motor Company is now factory-installing player units in their new '66 models as well as offering kits for dealer installation. The Mopar Division of the Chrysler Motors Corporation is also making players available to dealers for local installation. Sears, Roebuck & Co. and the Stereo Division of the Lear Jet Corporation are now making player units available to car owners. 8-track stereo is indeed the system of the future that is available today!

Trade and consumer response to RCA Stereo 8 Cartridge Tapes is already one of the outstanding success stories of recent years. Retailers report

initial sales of as many as six tapes per player! Today — with 80 million cars on the road — the potential market for RCA Stereo 8 Cartridge Tapes is sky high! And it's an entirely new and big-profit business opportunity for you!

RCA Stereo 8 Cartridge Tapes offer car owners a wide choice of music and entertainment by the world's greatest artists — such stars as Al Hirt, Perry Como, Harry Belafonte and many, many others — music from Broadway and the movies, classical selections as well as popular. And — with the catalog growing daily — this is only the beginning!

Each RCA Stereo 8 Cartridge Tape carries a warranty guaranteeing factory replacement for manufacturing defect for one full year. Get complete details about new RCA Stereo 8 Cartridge Tapes from your nearest RCA Stereo 8 distributor today!



**OVER 200 TAPES  
NOW AVAILABLE  
and the catalog is  
growing daily!**

This catalog gives complete listing of tapes available through December 1965. Recent releases are shown below. Ask your RCA Stereo 8 distributor for additional copies.

# of Success

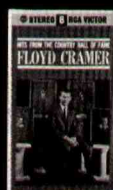
**New RCA  
Stereo 8  
Cartridge  
Tapes for  
January and  
February 1966**



PBS-1079



PBS-1080



PBS-1081



PBS-1082



PBS-1083



PBS-1088



PBS-5034



PBS-1076



PBS-1077



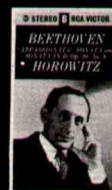
PBS-1078



R8S-1038



R8S-1039



R8S-1040



R8S-1042



R8S-1043



R8S-1044



R8S-1045



R8S-5020



R8S-5025



R8S-5031



O8S-1014



O8S-1016



O8S-1017



C8S-5020



C8S-5021



C8S-5022

RCA Stereo 8 Cartridge Tapes: developed and introduced by RCA Victor.

**RCA VICTOR  
STEREO 8**



**SPOKEN WORD SPOTLIGHT**  
**CRISIS!**  
 Various Artists. Decca DXSA 7194 (S)

Recorded history "has developed into a popular marketing concept and this intriguing two-disk document of the important events from 1936 to the present is a natural for a sales pickup. The voices come across with stirring impact.



**POP SPOTLIGHT**  
**THE TWO WORLDS OF KURT WEILL**  
 Morton Gould & His Orchestra. RCA Victor LM 2863 (M); LSC 2863 (S)

The music of the late Kurt Weill continues to build a new following. In this treatment of his compositions for the Broadway and Berlin theaters, Weill's acceptance gets still another boost. It's all due to Morton Gould's understanding interpretation which makes the best of both worlds.



**POP SPOTLIGHT**  
**CHAMPAGNE ON BROADWAY**  
 Lawrence Welk. Dot DLP 3688 (M); DLP 25688 (S)

The combination of Broadway showtunes and the easy catchy beat that is Lawrence Welk's trademark makes this an attractive programming package for station and home turntables. Welk has picked the cream from recent Broadway scores and adds the right instrumental flavor.



**POP SPOTLIGHT**  
**SENOR 007**  
 Ray Barretto. United Artists UAL 3478 (M); UAS 6478 (S)

Latin-flavored spy music, with the excitement of jazz and the taste and arrangements of Easy Listening music. This album, in the stereo version, is great programming material for FM stereo stations. In any version it's bound to be a big sales item for dealers. The instrumentals include "Thunderball," "The James Bond Theme," "Goldfinger."

**SEE ALBUM REVIEWS ON BACK COVER**



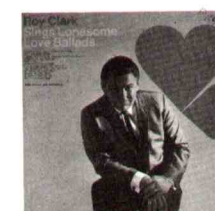
**POP SPOTLIGHT**  
**THE MAN CALLED SHENANDOAH**  
 Robert Horton. Columbia CL 2408 (M); CS 9208 (S)

Horton is the star of the TV show, "A Man Called Shenandoah,"—and that's ample reason alone to stock this album since bonus sales can be expected. Other reasons why this album should do well are the excellent versions of "High Noon," "King of the Road," and "El Paso." The LP was produced by Ernie Altshuler, who deserves special praise.



**COUNTRY SPOTLIGHT**  
**SWEET MEMORIES**  
 Webb Pierce. Decca DL 4739 (M); DL 74739 (S)

This is by far the best effort Pierce has turned out in years... and he's always outstanding. The song that deserves to be out as a single and played on Easy Listening stations as well as country music outlets is "Fool," a beautiful tune splendidly done. Songs that will provide sales impetus for dealers are "Welcome to My World," "Wolverton Mountain," and "Sweet Memories."



**COUNTRY SPOTLIGHT**  
**ROY CLARK SINGS LONESOME LOVE BALLADS**  
 Capitol T 2452 (M); ST 2452 (S)

These songs of unrequited love are not merely weepers; they are given a dramatic quality by the carefully worked out arrangements using chorus and strings and guitars—resulting in a wonderful showcase for Roy's vocal art. Included are "I Could Have Been Lonely at Home," "Rose Colored Glasses" and "I'm Forgetting Now."



**CLASSICAL SPOTLIGHT**  
**BRAHMS: SYMPHONIE NO. 1**  
 Berliner Philharmoniker (Von Karajan).

An outstanding recording of the warhorse enjoys the benefit of an excellent recording. Combination of Karajan's following with the popularity of the repertoire gives this package bright sales potential.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### BALLADS OF THE GREEN BERETS

S/Sgt. Barry Sadler, RCA Victor LPM 3547 (M); LSP 3547 (S)

#### THE "NEW" LOOK

Fontella Bass, Checker LP 2997 (M); ST 2997 (S)

#### MUSIC—A PART OF ME

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

### ★ NEW ACTION LP'S

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

#### THE PRIME OF MY LIFE . . .

Billy Eckstein, Motown 632 (M); 632 (S)

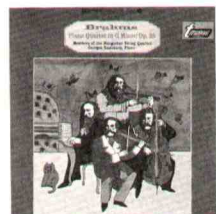


#### CLASSICAL SPOTLIGHT

#### GUITAR MUSIC OF FOUR CENTURIES

Oscar Ghiglia. Angel 36282 (M); S 36282 (S)

Oscar Ghiglia treats the guitar here with a dedication that brings out his extraordinary skills in technique and style. Program stretches over four centuries and the young guitarist is at home in this wide variety. Disk should put him on road to wide acclaim.



#### CLASSICAL SPOTLIGHT

#### BRAMS: PIANO QUARTET IN G MINOR, OP. 25

Members of the Hungarian String Quartet/Georges Szlachany. Turnabout TV 4037 (M); TV 34037 (S)

Among chamber music sellers, this package should show more than anticipated strength, thank to fine musicians' performances, good recording, and price appeal.



#### CLASSICAL SPOTLIGHT

#### BACH: ART OF THE FUGUE

Hermann Scherchen. Westminster WST 237 (S)

Herman Scherchen, one of the leading Bach interpreters, does a masterful job with the rich and varied "Art of the Fugue." The work, first performed in 1927, had not been performed publicly before because of its forbidding title. The Scherchen 2-record set should add considerably to its popularity.

#### HOLE IN THE WALL . . .

Packers, Pure Soul PM 1001 (M); PS 1001 (S)

#### OUR MAN FLINT . . .

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

#### UNBELIEVABLE . . .

Billy Stewart, Chess LP 1499 (M); ST 1499 (S)

#### ELLA AT DUKE'S PLACE . . .

Ella Fitzgerald & Duke Ellington, Verve V 4070 (M); V6-4070 (S)

#### CHOICE . . .

John Gary, RCA Victor LPM 3501 (M); LSP 3501 (S)

#### THE ORBISON WAY . . .

Roy Orbison, MGM E 4322 (M); SE 4322 (S)

#### BYE BYE BLUES . . .

Bert Kaempfert & His Ork, Decca DL 4693 (M); DL 74693 (S)

#### CHAMPAGNE ON BROADWAY . . .

Lawrence Welk, Dot DLP 3688 (M); DLP 25688 (S)



## SPECIAL MERIT PICKS

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

#### POP SPECIAL MERIT

#### THAT'S THE WAY IT'S GONNA BE

Back Porch Majority. Epic LN 24184 (M); BN 26184 (S)

The group sings in the modern folk vein, with themes dealing with current situations. It's not a protest album though, merely a commentary on things as they are. The title song explains the album—which is a reaffirmation of the goodness of man. It's a polished performance.

#### POP SPECIAL MERIT

#### NIGHT SOUNDS—SAN FRANCISCO

Joe Bushkin. Decca DL 4731 (M); DL 74731 (S)

Joe Bushkin whips out some neat piano tones with an appropriate orchestral backing by Marty Pacht. It's a smooth-sounding set with a repertoire that's out of the top-drawer which all adds up to easy and pleasing listening.

#### POP SPECIAL MERIT

#### DISCOTHEQUE, THE DISCOTHEQUE DANCE ALBUM

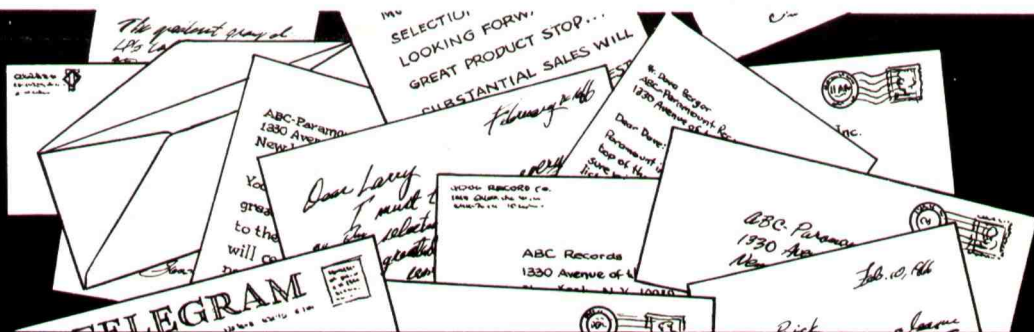
Various Artists. Command RS 892 (M); RS 892 SD (S)

With such top instrumentalists as Tony Martolla, Doc Severenson, Dick Hyman and Bob Haggart leading the way, this LP presents an irresistible dance beat. It's fashioned along discotheque lines presenting various beats and moods and it all moves at a smart pace.

(Continued on page 51)

## 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.



**To every DEALER,  
RACK JOBBER, ONE-STOP  
and, of course DISTRIBUTOR,**

WHO HANDLES ABC-PARAMOUNT, IMPULSE, COMMAND, GRAND AWARD, WESTMINSTER, MUSIC GUILD, SIMON SAYS, BOOM, TANGERINE, DUNHILL AND JERDEN RECORDS,

*All of Us Thank  
All of You*

FOR YOUR TREMENDOUS REACTION TO OUR NEW JANUARY ALBUM PRODUCT.

SINCE THE WEEK OF OUR DISTRIBUTOR CONVENTION IN SAN JUAN, PUERTO RICO, AS SALESMEN HAVE SPREAD OUT THROUGH THE UNITED STATES, OUR OFFICES HAVE BEEN FLOODED WITH ENTHUSIASTIC TELEPHONE CALLS, TELEGRAMS AND LETTERS, CONFIRMING OUR OWN OPINION THAT THIS IS ONE OF THE FINEST RELEASES WE HAVE EVER PRESENTED.

IF BY CHANCE YOU HAVEN'T YET HAD THESE NEW ALBUMS BROUGHT TO YOUR ATTENTION, WE RECOMMEND THAT, FOR EXCELLENT PRODUCT AND INCREASED SALES, YOU CONTACT OUR DISTRIBUTOR IN YOUR AREA—AND REMEMBER THESE OUTSTANDING LABELS AND THE QUALITY RECORDS THEY REPRESENT.



DUNHILL

Command

JERDEN  
JERDEN  
JERDEN



ABC-PARAMOUNT  
FULL COLOR LIBRARY

abc  
RECORDS

Westminster

impulse!

Music  
Guild

BOOM

T&C

**ABC-PARAMOUNT RECORDS, INC.**

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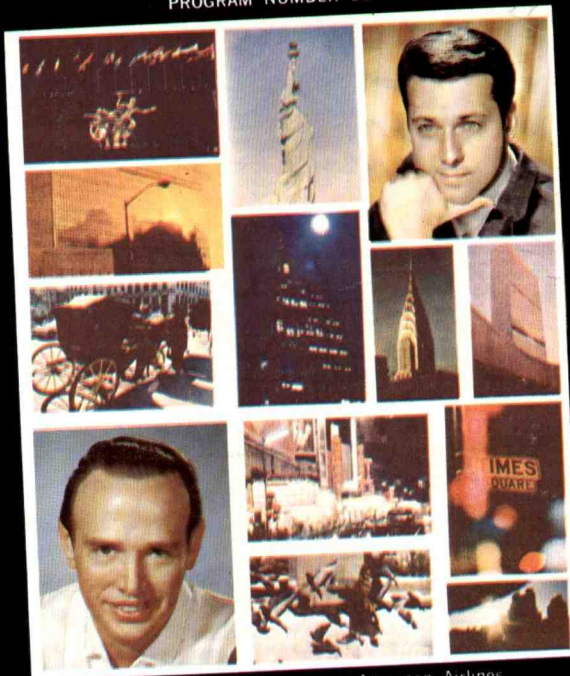
1330 AVENUE OF THE AMERICAS, NEW YORK, N.Y. 10019



# AMERICAN AIRLINES

## ASTROSTEREO

PROGRAM NUMBER 16



Kapp Recording Artists Join American Airlines  
in Saluting New York



Compliments of  
**AMERICAN AIRLINES**

These Talented **KAPP** Artists Are Featured in  
the March American Airlines **ASTROSTEREO**  
Program:

- |   |  |
|---|--|
| <b>ROGER WILLIAMS</b><br>Piano & Orchestra  | <b>JACK JONES</b><br>"MAN OF LA MANCHA"<br>Original Bway. Cast |
| <b>LOUIS ARMSTRONG</b>                      | <b>JOE HARNELL</b><br>Piano & Orchestra                        |
| <b>BURT BACHARACH</b><br>Orchestra & Chorus | <b>ART MOONEY</b><br>& His Orchestra                           |
| <b>HUGO WINTERHALTER</b><br>& His Orchestra | <b>DAVID TERRY</b><br>Orchestra                                |
| <b>JIMMY SEDLER</b><br>Trumpet & Orchestra  | <b>THE DO-RE-MI</b><br>CHILDREN'S CHORUS                       |
| <b>THE WAIKIKIS</b>                         |  |

Jack (of-all-trades) Jones is a handsome young baritone who appeals to adults with his beautiful ballads, teenagers with his up-tempo tunes and to all ages with his personable in-person performances. His vocal versatility has resulted in a wide variety of singing engagements, from the Plaza Hotel's elegant Persian Room to TV's teen-age variety show, "Hullabaloo."

Jones developed his popular vocal style while sharing the spotlight in a nightclub act with his actor-singer father, Allan Jones. Setting out on his own, Jack was singing at a San Francisco night spot when he was discovered and immediately signed to a recording contract. Since then he has recorded 13 albums and 38 singles including "Call Me Irresponsible," "Lollipops and Roses," "Wives and Lovers" and, again proving his versatility, two change-of-pace hits in the country vein, "The Race is On" and "Love Bug."

With his appearances at the biggest nightclubs in the country, on top television shows and his own TV Specials, the vocalist's popularity is growing steadily. Frank Sinatra calls him "the best of the new crop of singers," proving that newcomers and veterans alike are finding it difficult to "keep up with the Jones boy."



**JACK JONES**

*Versatility is their middle name*

"Please do not shout the pianist. He is doing his best."

This famous Oscar Wilde sign would be superfluous over the piano of versatile Roger Williams. The most successful popular pianist anywhere, Williams' rise to fame spans a ten year period with forty-two albums recorded and over 8 million albums sold.

His unmistakable piano style first hit the public eye in Roger's 1955 recording of "Autumn Leaves." The unique arrangement of the standard catapulted the young pianist to almost instant stardom, as it became the country's number one record in only six weeks. Since then, he has recorded practically every type of music from lush movie themes to perennial country hits making the Williams name and style synonymous with good music and listening enjoyment.

In the past several years, Williams has appeared in concert in well over 200 cities in the United States and Canada. His versatility in the classical, jazz and popular veins has provided him with program material which appeals to any and all musical tastes and accounts for his recognition as the top popular-instrumental concert and recording artist in the music world today.



**ROGER WILLIAMS**

**RECORD-SELLING FACTS**  
about this unique American Airlines-Kapp Records cooperative merchandising program:

—Remember the listening booths of a few years back, when record customers could hear the record before they bought? American Airlines Astrovision provides the record industry with virtually the same type of service—with private earphones for each passenger on the airplane, and with continuous play of stereo music while the air-

planes are on the ground or in flight.

—Airline passengers are recognized to be far above average income level. They have the money to buy the records they hear and like—and they do!

—It's like Kapp Records having the equivalent of an exclusive for stereo pop LP sales in a

# Salutes the Stars of...

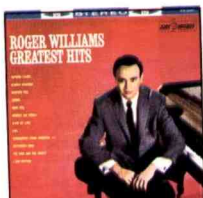
## KAPP RECORDS

FEATURED EXCLUSIVELY IN AN

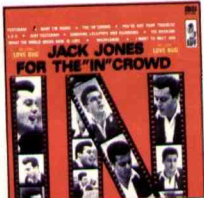
OUTSTANDING **ASTROSTEREO** PROGRAM OF  
POPULAR MUSIC FOR MARCH



These Are the High-Flying LPs from Which the Complete 69-Selection Popular Music Program Was Built:



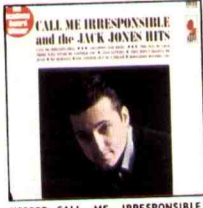
**KS3260—ROGER WILLIAMS GREATEST HITS.** Variety is the spice of musical hits for the genius of the keyboard. From pops and classics to jazz... all performed to perfection.



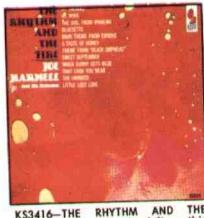
**KS3465—JACK JONES FOR THE "IN" CROWD.** Retaining his own superb style, Mr. Jones brilliantly interprets the pop music of today with taste and understanding. A delight to the ear.



**KS3366—HAWAII TATTOO.** The popular group from Belgium struck the hit charts in the U. S., with impact last year with the catchy title tune. More delightful sounds follow in this musical portrait of Hawaii.



**KS3328—CALL ME IRRESPONSIBLE AND THE JACK JONES HITS.** The first songs that brought national acclaim to Jones are featured along with a program of timeless evergreens beautifully revived.



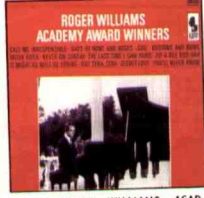
**KS3416—THE RHYTHM AND THE FIRE.** The title clearly defines this exceptional program of fresh and imaginative arrangements played with sparkle and zest by talented pianist Joe Harnell.



**KS3429—THE BIG HITS OF 1965.** It was a very good year for pop hits and the big band arrangements of Winterhalter breathe new life and excitement into each one.



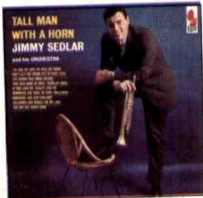
**KS3177—DO-RE-MI AND THE SONGS CHILDREN LOVE TO SING.** The magical happy world of children is superbly captured in this musical portrait beautifully performed by the choir that ranges in age from 10 to 14.



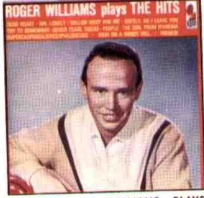
**KS3406—ROGER WILLIAMS ACADEMY AWARD WINNERS.** The wizard of the piano takes us on a musical tour of motion pictures and the songs that won national fame in that medium of entertainment.



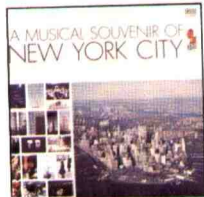
**KS4505—MAN OF LA MANCHA.** The creative, original work which opened on Broadway in November 1965, to rave reviews, is well preserved in this album for exciting listening and reminiscing.



**KS3441—TALL MAN WITH A HORN.** Long on talent is this 6 foot 4 trumpeter who has played with the best of bands and on the best of TV shows. Now he makes an auspicious solo debut backed by a sparkling big band.



**KS3414—ROGER WILLIAMS PLAYS THE HITS.** Incomparable musical performances of a wonderful collection of hits that range from Bach to the motion picture hits of Hollywood.



**KS3400—A MUSICAL PORTRAIT OF NEW YORK CITY.** A fascinating musical journey through New York's most colorful streets and sections, with exciting portraits that capture the moods of the city.



**KS3447—THE MANI BURT BACHARACH.** The triple talents of the composer-arranger-producer are appropriately summed up by Jack Jones. "He has a fresh approach to music. You'll agree when you hear this program of creativity."



**KS3352—JACK JONES WIVES AND LOVERS.** A dozen of the best in popular songs dressed up in bright, new arrangements with top vocal performances by that Jones boy.



**KS3421—SENTIMENTAL LOVE SONGS OF WORLD WAR II.** Nostalgia of the middle 40's combines with the wonderful sound of the big band for a glorious musical treat of familiar tunes of the past.



**KS3434—ROGER WILLIAMS—SUMMER WIND.** An exciting musical program. Williams revitalizes the oldies and brings a fresh touch to the recent hits as only he can.



**KS3464—HELLO, DOLLY!** The beloved living legend again proves his versatility and appeal to all ages with this popular program performed in the indestructible Armstrong style.

"store" that serves over 400,000 customers a month!

—It's record exposure of the highest order—to build listening interest and a desire to buy and own.

—It's supported by American Airlines' own display of the poster shown above in 130 high-traffic ticket offices and airports locations throughout the nation.

### DISPLAY... SELL... PROFIT

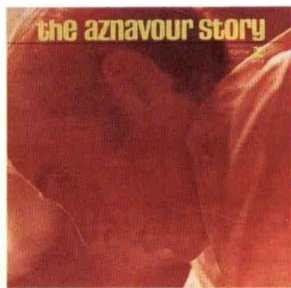
This colorful eye-catching display piece for window and in-store display puts you on the co-op profit team. Count on it to attract attention... sell more records... and make more money for you. From your regular Kapp distributor, or airmail Astrostereo Music, P. O. Box 14246, Cincinnati, Ohio 45214.

# Grammy Awards

## BEST ALBUM COVER NOMINEES

### BEST ALBUM COVER

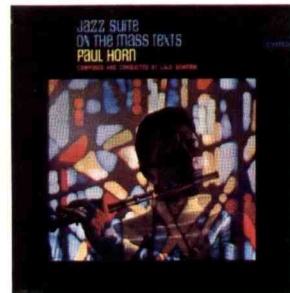
#### Photography



The Aznavour Story



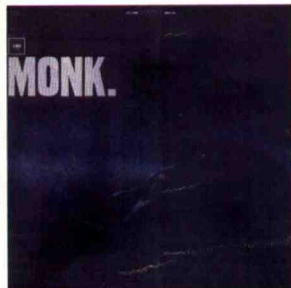
Bringing It All Back Home



Jazz Suite on the Mass Texts



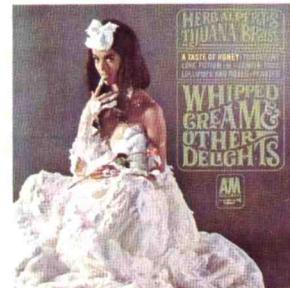
Kenny Burrell/Guitar Forms



Monk



My Name Is Barbra



Whipped Cream and Other Delights

### BEST ALBUM COVER

#### Graphic Arts



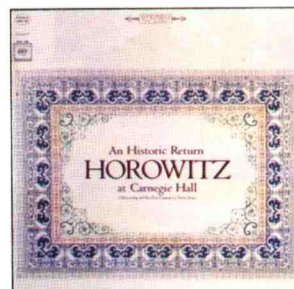
Bartok: Violin Concerto #2



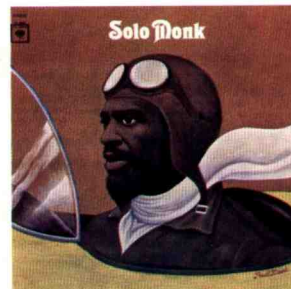
Concert in the Virgin Islands



Gould: Spirituals for Orchestra



Horowitz at Carnegie Hall



Solo Monk



William Tell

**NARAS** members are now voting for this year's Grammy Awards in 47 categories. Winners will be announced at NARAS chapter awards ceremonies on Tuesday, March 15. Many winners will be starred on the Academy's TV spectacular, *The Best On Record*, over NBC on Monday, May 16, from 9:00 until 10:00 p.m.

These nominated covers are printed and published as an industry service by Billboard which urges every active member of NARAS to vote very carefully and selectively in those categories in which he feels qualified to vote. Choosing the recipients of these highly coveted awards becomes a trust which, Billboard hopes, like the Academy itself, each NARAS member fervently cherishes.





PROUDLY PRESENTS...

# BEST SELLERS

## SINGLES

- |  |  |   |
|--|--|---|
| 16825 <b>Judith</b><br>As Tears Go By<br>PAT BOONE                         | 16821 <b>Giddyup Go</b><br>The Working Man's Prayer<br>WINK MARTINDALE | 16812 <b>Just Plain Dog</b><br>Dan's Girl<br>FORREST TUCKER                     |
| 16813 <b>Twilight Time</b><br>Dream<br>DICK CONTINO                        | 16828 <b>I Gotta Find Cupid</b><br>Mexican Maiden<br>THE OUTCASTS      | 16810 <b>Tijuana</b><br>LAWRENCE WELK   |
| 16824 <b>They Call The Wind Maria</b><br>Great Day<br>EDDIE FISHER         | 16830 <b>Hung Up On Losin'</b><br>Snow Man<br>THE SOUL SURVIVORS       | 16809 <b>Michelle</b><br>BILLY VAUGHN   |
| 16811 <b>I'm Living In Two Worlds</b><br>Goodtime Charlie<br>BONNIE GUITAR | 144 <b>Wipe Out</b><br>Surfer Joe<br>THE SURFARIS                      | 16819 <b>Nashville, Tennessee</b><br>Since You Have Gone From Me<br>BARRY YOUNG |

## ALBUMS

- |   |   |  |
|---|---|--|
| DLP 3054D <b>The Ten Commandments—</b><br>Sound Track<br>ELMER BERNSTEIN        | 3631 <b>Eddie Fisher Today</b><br>EDDIE FISHER                  | 3673 <b>Do I Hear A Waltz</b><br>JO STAFFORD       |
| 3650 <b>My 10th Anniversary With</b><br>Dot Records<br>PAT BOONE                | 3583 <b>Great Accordion Hits!!!</b><br>MYRON FLOREN             | 3535 <b>Wipe Out</b><br>THE SURFARIS               |
| 3667 <b>Pat Boone Sings Winners Of</b><br>The Reader's Digest Poll<br>PAT BOONE | 3634 <b>Green Onions And Other</b><br>Great Hits<br>HARRY JAMES | 3679 <b>Michelle</b><br>BILLY VAUGHN               |
| 3541 <b>Golden Organ Hits</b><br>JERRY BURKE                                    | 3659 <b>Solos</b><br>THE LENNON SISTERS                         | 3654 <b>Moon Over Naples</b><br>BILLY VAUGHN       |
| 3574 <b>Jo Ann Castle Plays Great</b><br>Million Sellers<br>JO ANN CASTLE       | 3563 <b>My Most Requested</b><br>LIBERACE                       | 3628 <b>Mexican Pearls</b><br>BILLY VAUGHN         |
| 3680 <b>Twilight Time &amp; Other</b><br>Golden Hits<br>DICK CONTINO            | 3547 <b>Mr. Showmanship!</b><br>LIBERACE                        | 3605 <b>Pearly Shells</b><br>BILLY VAUGHN          |
| 3678 <b>Man With The Guitar</b><br>HERB ELLIS                                   | 3652 <b>10 Years Of Hits 1954-1964</b><br>THE MILLS BROTHERS    | 3688 <b>Champagne On Broadway</b><br>LAWRENCE WELK |
| 3670 <b>Young And Foolish</b><br>EDDIE FISHER                                   | 3627 <b>It's The Irish In Me</b><br>CARMEL QUINN                | 3663 <b>Today's Great Hits</b><br>LAWRENCE WELK    |
|   | 3687 <b>The Nashville Sound</b><br>JIMMIE RODGERS               | 3629 <b>Apples And Bananas</b><br>LAWRENCE WELK    |
|   |   | 3672 <b>One Has My Name</b><br>BARRY YOUNG         |

# & NEW RELEASES

## SINGLES

- |  |  |   |
|--|--|---|
| 16831 <b>Fool About A Cigarette</b><br>Stay Off My Grass<br>SYDNEY BAILEY          | 16838 <b>One Of Those Songs</b><br>Hello, Dolly!<br>JO ANN CASTLE  | 16826 <b>A Fallen Star</b><br>Brother Where Are You<br>JIMMIE RODGERS |
| 16827 <b>Overture—The Ten Commandments</b><br>Love And Ambition<br>ELMER BERNSTEIN | 16832 <b>Freckle-Faced Soldier</b><br>Go-Go Girl<br>COLLEEN LOVETT |   |

## ALBUMS

- |   |  |  |
|---|--|--|
| HLP 161 <b>1965's Great Hits</b><br>GEORGE CATES                | 3685 <b>Judith</b><br>PAT BOONE                        | 3696 <b>This Is Bonnie Guitar</b><br>BONNIE GUITAR |
| DLP 3683 <b>Rhythm And Blues</b><br>STEVE ALLEN AND TERRY GIBBS | 3676 <b>Favorite Hymns</b><br>THE CHUCK CASSEY SINGERS | 3692 <b>Giddyup Go</b><br>WINK MARTINDALE          |

THE GREATEST TALENT ON RECORD



# NEW ALBUM RELEASES

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

**ANGEL**  
BOULEZ: MESSIAEN & KOECHLIN—BBC Symphony Orch. (Dorati), 36295  
VICTORIA DE LOS ANGELES—A World of Song; 36296

**ARGO (CHILDREN'S SERIES)**  
RHYME & RHYTHM: VOL. 1, 2, 3, 4—Tony Church & Others; RG 414-417, ZRG 5414-5417

**ARGO (TRANSPORT SERIES)**  
THE POWER OF STEAM—Directed by Peter Handford; DA 35, ZDA 35

**ARHOLIE**  
CLIFTON CHENIER—Louisiana Blues and Zydeco; F 1024  
MANCIELSPSCOMB: VOL. 3; F 1026

**BLUE NOTE**  
HERBIE HANCOCK—Maiden Voyage; BLP 4195, BST 84195  
DUKE PEARSON—Wahog BLP 4191, BST 84191  
ANTHONY WILLIAMS—Spring; BLP 4216, BST 84216

**BLUES CLASSICS**  
VARIOUS ARTISTS—Chicago Blues the Early 1950's; B  
THE ORIGINAL SONNY BOY WILLIAMSON; 9

**COLUMBIA**  
TONY BENNET—The Movie Song Album; CL 2472, CS 9272  
THE DAVE BRUBECK QUARTET—My Favorite Things; CL 2437, CS 9237  
RAY EDENTON PLAYS UPTOWN COUNTRY MUSIC; CL 2465

**COLUMBIA (EX SERIES)**  
ROBERTO YANES—Corazon A Corazon; EX 5157  
JUNIOR WELLS' CHICAGO BLUES BAND—Hoodoo Man Blues; DL 612, DS 9613

**FOUR CORNERS**  
FRANCOISE HARDY—Francoise; FCL 4231  
GUNTER KALLMANN CHORUS WITH ORCH. & BELLS—Songs for My Love; FCL 4226

**HICKORY**  
BEST OF BILL CARLISLE; LP 129

**IMPULSE**  
JOHN COLTRANE-ARCHIE SHEPP—New Things at Newport; A 94, AS 94  
CHICO HAMILTON—El Chico; A 9102, AS 9102  
YUSEF LATEEF—Psychicmoment; A 92, AS 92  
PEE WE RUSSELL QUARTET WITH MARSHALL BROWN—Ask Me Now; A 96, AS 96  
SHIRLEY SCOTT—Latin Shadows; A 93, AS 93  
GABOR SZABO WITH GARY MCFARLAND & CO.—Gypsy '66; A 9105, AS 9105

**JERDEN**  
PAUL REVERE & THE RAIDERS—In the Beginning; JRL 7004, JRLS 7004

**JEWEL**  
REV. DAVID ROBINSON—Life's Railroad Crossings; J 0001

**KAPP**  
ROGER WILLIAMS—I'll Remember You; KL 1470, KS 3470

**LONGHORN**  
CURTIS LEACH—Indescribable; LP 003

**NONESUCH**  
HAYDN: SYMPHONIES NO. 21 in a MAJOR—Chamber Orch. of the Sarr (Ristenpart); H 1101, H 71101  
MOZART: DIVERTIMENTO FOR STRING TRIO IN E FLAT MAJOR, K. 5563—Trio a Cordes Francis; H 1102, H 71102  
CALDARA: DANTATA IL GIUOCO DEL QUADRIGLIO—Chorus & Orch. of the Societa Cameristica di Lugano (Loeber); H 1103, H 71103  
VIVALDI: FIVE CONCERTI FOR DIVERSE INSTRUMENTS—Soloists with the Chamber Orch. of Saar (Ristenpart); H 1104, H 71104

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**19TH NERVOUS BREAKDOWN**  
Rolling Stones, London 9823

## ★ 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.

**GEORGIANNA . . .**  
Princeton, Colpix 793 (Lucky Duck-LSC, BMI) (Chicago)

**IF YOU CAN'T BITE, DON'T GROWL . . .**  
Tommy Collins, Columbia 43489 (Seashell, BMI) (Milwaukee)

**A PUBLIC EXECUTION . . .**  
Mouse, Fraternity 956 (Sunnybrook, BMI) (Dallas-Fort Worth)

**THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP . . .**  
Al Martino, Capitol 5598 (Moss-Rose, BMI) (Baltimore)

**MR. MOON . . .**  
Coachmen, Bear 1974 (Manana, BMI) (Milwaukee)

**MADE IN PARIS . . .**  
Trini Lopez, Reprise 0435 (Feist, ASCAP) (Dallas-Fort Worth)

**MY DARLING HILDEGARDE . . .**  
Statler Brothers, Columbia 43526 (Acclaim, BMI) (Milwaukee)

**HERE COMES BATMAN . . .**  
Scotty McKay, Claridge 309 (Sherryland, BMI) (Dallas-Fort Worth)

**(I'M JUST A) FOOL FOR YOU . . .**  
Gene Chandler, Constellation 167 (Jalynne, BMI) (Cleveland)

**THINK ABOUT ME . . .**  
Gaylan Ladd, MGM 13435 (Crazy Cajun, BMI) (Houston)

**VARIOUS COMPOSERS—Master Works for Organ Vol. 2; H 1105, H 71105**  
**BRAHMS: A GERMAN REQUIEM OP 45—**Various Artists—Symphony Orch. & Chorus of The Norddeutscher Rundfunk, Hamburg (Bamberger); HB 3003, HB 73003

**PAULA**  
THE UNIQUES—Uniquely Yours; LP 2190

**RCA VICTOR (RED SEAL)**

**TRUMAN CAPOTE READS SCENES FROM "IN THE COOL BLOOD"; VDM 110**

**RCA VICTOR**

**FLOYD CRAMER—Only the Big Ones; LPM 3533, LSP 3533**  
**NEAL HEFTI—Batman Theme; LPM 3573, LSP 3573**

**TEAK**  
LOY VAN NATTER—The Lore of Loy; LVN 1001

**TIFTON**  
DAN AND DALE—Batman and Robin; 78002

**VERVE**  
WES MONTGOMERY—Gain' Out of My Head; V 8642, V6 8642  
ARTHUR PRYSOCK—COUNT BASIE; V 8646, V6 8646  
JIMMY SMITH—Got My Mojo Working; V 8641, V6 8641

**VOCALION**  
Dance to the music of WAYNE KING HIS SAXOPHONE AND ORCH.; VL 73772  
Here's STEVE LAWRENCE; VL 73775  
VARIOUS ARTISTS—Country Star Parade Vol. 1; VL 73768

**WESTMINSTER**  
HAYDN: VIOLIN CONCERTOS—Robert Gerle, Vienna Radio Orch. (Zellers); XWN 19106 WSR 17106

**WORD**  
KURT KAISER—Hymns of Prayers; WST 8327

**New Label Bows**  
MINNEAPOLIS—A new country music label, West Wind Records, has released its first single by Larry LaPole and the Polecats, a locally based group. The label's address is P. O. Box 5555, Lake Street Station, Minneapolis.

# ENGLAND SCORES AGAIN!

February 11, 1966  
**BRITAIN'S TOP 50**  
record retailer and music industry news

- 1 (1) MICHELLE Overlanders Pye 7N 98334
- 2 (4) YOU WERE ON MY MIND Crispian St. Peters Decca F 12307
- 3 (3) SPANISH FLEA Herb Alpert Pye 7N 25335
- 4 (18) THESE BOOTS ARE MADE FOR WALKIN' Nancy Sinatra Reprise R 20432
- 5 (5) LOVE'S JUST A BROKEN HEART Cilla Black Parlophone R 5395
- 6 (2) KEEP ON RUNNING Spencer Davis Group Fontana TF 632
- 7 (14) A GROOVY KIND OF LOVE Mindbenders Fontana TF 6644
- 8 (6) A MUST TO AVOID Herman's Hermits Columbia DB 7791
- 9 (21) MIRROR, MIRROR Pinkerton's Assort Colours Decca F 12307
- 10 LIKE A BABY



Crispian St. Peters



JAMIE/GUYDEN DISTRIBUTING CO. • Phila., Pa. 19123

destined to explode on our charts!

# "YOU WERE ON MY MIND"

b/w

# "What I'm Gonna Be"

A DECLON RECORDING

JAMIE 1310

## PONTY, JAZZ VIOLINIST, WINS FRENCH AWARD

PARIS — Twenty-three-year-old French jazz violinist Jean-Luc Ponty has been awarded the 1965 Prix Django Reinhardt as the French musician making the biggest contribution to jazz last year.

The award, made by the 32-man jury of the French Jazz Academy, was presented to Ponty at a reception in the Slow Club on Feb. 14.

Disk awards announced by the Academy were:

Best jazz record issued in France in 1965: "Life Line" by Tony Williams (Blue Note)

Runners-up: "My Funny Valentine" and "ESP" both by Miles Davis (CBS)

Fats Waller Prize: (Best reissue of the year): "An Art Tatum Concert" in the series "Aimez-Vous le Jazz" (CBS)

Runner-up: "Ragtime Pioneer" by Scott Joplin (Riverside-Philips)

Best record in spiritual, gospel, blues category: "Memphis Slim

and the Real Honky Tonk" (Folkways-Le Chant du Monde)

Runners-up: Sonny Boy Williamson, in the collection "The Kings of Blues" (Barclay)  
"Mother of the Blues" by Ma Rainey (Riverside-Philips).

The French Jazz Academy, presided over by jazz critic Maurice Cullaz, has made these annual awards for 12 years. The jury includes writers, critics, artists, classical and jazz musicians and jazz enthusiasts—among them Georges Auric (president of Honour), who is Director of the Paris Opera, pianist Samson Francois, Juliette Greco, Bill Coleman, Stephane Grappelly and Andre Hodeir.

Newcomers to the Academy this year include actor Pierre Mondy, jazz photographer Jean-Pierre Leloir, jazzman Mezz Mezzrow and critic Philippe Adler.

## Miller Seen Picking Up All the Marbles in Bonn Price War

• Continued from page 1

suspects) he was bluffing, Miller has carried off his bluff.

So far, Miller has been calling the pricing tune on the German market, which accounts for the trade's capitulation to his latest upstaging. When Miller founded his International Schallplatten GmbH here in 1961, the lowest LP price was 16.25. Since then he has driven LP prices down below \$3.

### May Battle Him

Miller's resourcefulness at

price deflation has generated speculation that the German trade may switch tactics and battle him as a disk dumper. There is widespread resentment at his acumen in depressing prices.

Miller's success is being achieved, moreover, at a particularly sensitive period for the German trade. Disk sales are under increasing pressure from taping. The Bundestag's new copyright law, which took force Jan. 1, expressly sanctions private music taping.

Taping clubs are proliferating in response to the new measure, these clubs existing for the purpose of acquiring and exchanging master records for taping by club members.

In this situation, Miller is no help at all, his dissenters say, although his partisans argue that he is helping nullify the taping menace by making platters competitive in price with the tape.

## 'Pirate' Hoists White Flag

• Continued from page 1

two and three in the Dutch and Belgian popularity polls. Radio London is now reported as having the strongest reception of any foreign station in both Hamburg and Amsterdam, and good reception in Czechoslovakia, where young listeners' appeals to the Czech authorities are reported to have resulted in a more lenient attitude to Western "pop" music.

Philip Birch, managing director of Radio London, commented to Billboard that although complaints about offshore radio stations included interference with other radio communications, investigation into many cases proved the charges void. The only point which was really taken seriously was one of money—payment by them to the PRS for copyright material used. This was now satisfactorily concluded as far as they were concerned.

## 1965 Disk Picture in Greece

ATHENS—Although Greece is still a country where the record market is dominated by local repertoire which accounts for 80 per cent of sales by local manufacture, business for 1965 ended up 25 per cent over 1964. This increase shares a

trend common in most European markets, and continues in Greece despite the 1965 political crisis.

Early this year, some deflationary measures were taken by the government involving higher personal taxation, higher duties

HAMBURG — A most improbable record has just been released by Philips—"Der letzte Mohikaner" from James Fenimore Cooper's Leatherstocking Tales.

The disk has been produced in German, and it has proved

to be a moppet hit. German disk firms are exploring the moppet market with increasing success, and there are a series of new releases from the major record companies. Ariola has five disks in its "Das Sandmaennchen" series, one LP and four singles. Ariola also is offering Uncle Tom's Cabin—"Onkel Toms Huette"—in a moppet LP priced at \$4.50.

Polydor has a new record series for children built around the adventures of "Robby and Toby." The flavor of these small fry productions is suggested by the "Robby and Toby" titles: "Robby and Toby Bring Two Thieves to Justice"; "Robby Believes Himself Threatened by a Smuggler and Alarms the Airliner's Captain" and "Robby and Toby Overpower a Bank Robber." A further Poly-

(Continued on page 46)

## Greece

on automobiles, etc., and the effects of these measures have yet to be felt. It is expected that the rate of increase in the disk business will slow down this year.

Imports of foreign records are mainly classical and international pop albums, to the annual total value of approximately \$50,000. Duty is high, and with Greece's big deficit in balance of payments there appears little hope of reduction and therefore increase in imports.

### Exports Up

However, exports of Greek product have increased by 25 per cent in line with the general increase of business, to those areas to which Greeks have emigrated: U. S. Germany, Australia and the U. K. The "Zorba the Greek" record has done much to push Greek repertoire abroad. International artists reported to be most popular in Greece are all the top British groups plus Cliff Richard, from Italy Adriano Celentano, Rita Pavone, Domenico Modugno, Sergio Endrigo, from France Charles Aznavour, Adamo, Sylvie Vartan, Gilbert Beaud, Petula Clark, Francoise Hardy

(Continued on page 46)

## GOLD DISK TO HORST 'FOREST'

HAMBURG — Philips announced that Stuttgart pianist Horst Jankowski's "A Walk in the Black Forest" has won him the gold disk award.

Jankowski's composition has passed the million mark in disk sales.

Jankowski, just returned from the United States, plans to return to the U. S. soon with his entire choir of 120. Jankowski's admirers cite his triumphant U. S. tour as a refutation of charges by Freddy Quinn, the top German pop singer, that the German bias make it impossible for any German pop artist to make it big in America.



DGG'S ANNUAL EUROPEAN SALES MEETING was held in Hamburg recently with members of DGG's home office and European subsidiaries attending. Those attending are: Left to right, front row; Helmut Hampel, head of advertising department at DGG headquarters; Hendrik V. Denffer, manager Fintone Oy, Helsinki; Ronal Rennie, managing director Polydor Records Ltd., London; Dr. Wolfgang Hix, head of legal and personnel at DGG headquarters; Heinz Kamowski, administrative director Polydor S.A., Paris; Peter Erdmann, administrative director of DGG's German subsidiary; Kurt Kinkele, host of the meeting and director of sales for DGG; Helmut Riechof, managing director Phonogram, Milan; Wolfgang Siegling, head of market research at DGG headquarters; Gerhard Gebhardt, managing director Polydor, Vienna; Eugen Vogler, record manager, Siemens EAG, Zurich. Second row: Totto Johannessen, managing director Nordisk, Oslo; Johan Hendrik Buinink, managing director Polydor NV, The Hague; Vico Antipapas, managing director Helladic, Athens; Klaus Holler, administrative director Karussell, Stockholm; Werner Riemer, administrative director Polydor Records Ltd., London; Werner Hamburger, managing director Nordisk Polyphon, Copenhagen. Third row: Walter Krug, head of publishing department at DGG's headquarters; Walter Holzappel, managing director Polydor, Bruxelles; Dorothee Koehler, classical programming at DGG headquarters; Henning Rintelen, deputy head of sales at DGG's headquarters; Jacques Kerner, managing director Polydor, S.A. Paris; Roland Kommerell, division sales manager Western Europe at DGG's headquarters. Fourth row: Heinz Voigt, head of Polydor International Department at DGG headquarters; Hans-Bernd Eggers, division sales manager Eastern Europe and Near East at DGG headquarters; Richard Busch, director of sales of DGG's German subsidiary.

## Dionne Capturing Europeans' Hearts

By MIKE HENNESSEY

PARIS — Following her recent show at the Olympia Theater, and with the imminent release of her latest Bacharach-David hit, "Are You There," in French, Italian and German, Dionne Warwick is well on the way to conquering Europe.

In a week when the thermometer has been wretchedly low, the Olympia was packed for every performance, including matinees.

"Business was tremendous, unbelievable," Dionne told Billboard, "Since we started, there was only one bad house."

"This is my third season here—and they've all been great. I first played here in 1963 when

I introduced 'Anyone Who Had a Heart.' It was a sound they had never heard before, and it was very big. Since then American arrangers have had a tremendous influence on the French scene, especially Burt. He's a genius."

### Every Hit Covered

Practically every hit Dionne Warwick has had has been covered—and successfully—by French singers. "I resented the covering of my hits in England—people were digging the songs but they hadn't even heard of me. But in France I was happy because of the language thing. Pet Clark did 'Anyone Who Had a Heart,' Dalida did 'Any Old Time of Day' and Richard Anthony did 'Walk on By.' But their success helped mine. And generally people tend to find the original better than the cover versions.

"But now that I am starting to record in French, we have a restriction on cover versions. They have to be approved by Burt and Hal and the lyrics must be exactly right."

There have been problems with the French lyric to "Are You There." Already four versions have been rejected. "The lyric must be faithful to the original and yet be reasonably easy to sing—not too many 'r' Dionne smiled, "My French is terrible!"

### New Album

Dionne has recorded a new album for release in France and (Continued on page 46)



DORIS TROY seen here with Pye Records' a&r controller Leslie Cocks at a reception held in London last week by Pye Records. Mis Troy appeared on a U.K. tour during February.

# 'New Blood' Throws German Fest Open to All; Writing Stressed

BONN—A new organization has taken over sponsorship of the dissension-racked German Hit Music Festival, which has been under heavy criticism for allegedly promoting sales by German disk firms instead of inspiring the writing of new pop music.

The old festival sponsors—GEMA and the German record companies—have withdrawn entirely. The new festival organization consists of German radio and TV stations, the Baden Baden spa administration, and the Association for the Promotion of German Dance and Entertainment Music.

The new organization has thrown the festival open to all

comers, and the festival will stress the writing of new music and not the interpretation of tunes contributed by a hand-picked circle of composers (as was charged in the case of the former festival organization).

Specifically, the festival is open to any composer and ly-

## Romania: A Shafto View

LONDON—One of Britain's few artists to sing behind the Iron Curtain is 21-year-old Bobby Shafto. He recently returned from Rumania where he played before audiences of up to 3,500 twice nightly.

Of the pop scene there he told Billboard, "Rumanian teenagers know of the Beatles, Stones and Animals, etc., but find it difficult to purchase their records. During my act I was told I could sing a Beatles number, but that I was not to announce it because it would excite the crowd.

"Musicians out there use their guitars to play folk music rather than pop, and beat groups are almost non-existent, but the teen-agers are very keen to learn all about the British pop scene."

He continued, "They don't wear mod clothes or anything like that and the plain ones they do have are of very poor quality. In fact I was offered \$28 for my jeans."

icist who is a German citizen or who pays taxes in West Germany or West Berlin. There is no limit on the number of tune entries, which, however, may not exceed three minutes.

Entries must deal with dance music and chansons. Lyrics must be in German, and a composition may be copyrighted by one or two composers but not more.

(Continued on page 47)

## Britain's CBS Signs Boulez

PARIS — The French composer-conductor Pierre Boulez has been signed by Britain's CBS Records, Ltd., to an exclusive long-term contract. Deal was negotiated by the company's managing director Ken Glancy.

Boulez' recordings will be released in the U. S. by Columbia Records.

In addition to his own compositions, CBS will record Boulez conducting works by 20th century composers as well as those in the traditional repertory.

First recording will be a complete "Wozzeck," taped at the Mutualite in Paris and featuring Walter Berry as Wozzeck, Isabel Strauss as Marie, Albert Weikenmeier as the Captain, Fritz Uhl as the Drum-Major and Karl Donch as the Doctor.

## JAPAN'S 1965 DISK OUTPUT 152.9 MILLION

TOKYO—Record production in Japan during the 1965 period totaled 152,956,114, according to statistics recently published by Nippon Phonograph Record Association. In 1965 the Japanese record industry has seen more than a 10 per cent increase in both production and sales compared with last year, and the greatest growth was achieved by 17 cm singles with 127,996,464 copies. In addition, LP's sold 24,259,063 copies, while 25 cm EP's totaled 1,500,581.

## Philips Cuts LP Price in France

PARIS — Philips of France has dropped the price on almost all albums from 30 francs (\$6) to 19 francs 95 centimes (about \$4). Formerly the 19 francs price was limited to a special series and reissues. Now LP's by such major French artists as Georges Brassens, Juliette Greco, Johnny Hallyday, Claude Francois, Barbara and Yves Montand will be available at the lower price.

With very few exception all albums produced by Philips will retail at the lower price beginning on Feb. 14.

The reactions from other disk

## Beatles ITV Entry at Fest

LONDON—The Beatles will represent Britain at this year's Golden Rose of Montreux Festival from April 22-30. The Granada-TV spectacular, "The Music of Lennon and McCartney," shown to British viewers last December, has been chosen at ITV's 1966 entry and will compete against shows from 25 other countries.

The spectacular also features Cilla Black, Peter & Gordon, Marianne Faithfull, Lulu, Billy J. Kramer and Peter Sellers.

The Beatles starred in ITV's entry two years ago which was a special edition of ABC's "Thank Your Lucky Stars," but it failed to win an award.

## Ventures' Office

TOKYO — Alan Avallone of the Ventures announced last week the group has set up an office at Tokyo Hilton Hotel to assist their activities here. The operation is said to be firming up the National Ventures Fan Club already in existence.

companies after the announcement of the price drop have been mixed. Some have welcomed the move, others have dismissed it as doomed to failure. But none has indicated any intention at the moment to follow Philips' example.

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 LONDON, ENGLAND AND IN 45 OTHER COUNTRIES

**FROM THE  
MUSIC CAPITALS  
OF THE WORLD**

• Continued from page 28

**HAMBURG**

**Arló Guthrie** conquered Old Town and was held at Poor Richard's an additional week. . . . The **Shadows**, attraction at a suburban teen club, recorded for Dunwich Productions and immediately hit the top of WLS' request list. The disk will get national distribution by Aco. . . . **Jerry Mann**, at International, brought in the **Little Boy Blues** on short notice to fill in for the snow-bound **Paul Revere and the Raiders** at a Triangle Theatrical production. Emcee **Jim Stagg** then aired one of the boys' records, "I'm Ready," and it was voted WCFL's best record of the week. . . . February's **Ebony** bios **Barry Gordy Jr.** from plasterer to millionaire. . . . MGM's the **Royalties** are in the middle of an engagement at the Regal Theater. . . . For St. Louis teens, the **Gifts** have been signed by Ballad Records and have recorded "Lovin' You." . . . **Li'l Wally** (Jay-Jay and Drum Boy Records) will appear on the **Lawrence Welk** show March 19 and will entertain 15,000 Polish American Veterans at the Fontainebleau Hotel, Miami Beach, Fla., Sept. 2. . . . The Columbia Records birthday contest first prize—\$10,000, Mustang, mink coat, motorcycle, stereo system and other trinkets—was won by **Mildred Ingram**, a scheduling clerk at Mercury Record Corp., Richmond, Ind., manufacturing plant. Mildred registered at the Specialty Record Shop there. The boss added a day off to the haul. . . . Epic's **Enzo Stuarti** is at Ray Colombo's for two weeks.

RAY BRACK

Polydor has just released two singles by **Willi Millowitsch**, Germany's top comedian and pop artist—"Ich hab Musik so gern" and "Wir sind alle kleine Suenderlein." . . . Deutsche Vogue has a new top teen-age singing duo, **Regine and Boy**. Their current hit is "Das ist Klasse." . . . **Paul Siegel**, disk jockey at Sedner Freies Berlin (SFB), is starting a new series of celebrity programs over the West Berlin TV-radio station "Live-Direct." The programs will be broadcast from West Berlin's "Europe Center," the Berlin counterpart to New York's Radio City. Guest for the debut will be **Hildegard Knef**. . . . Philips is giving the whistle treatment—promotion-wise—to **Rica Corell**, band singer from Mannheim. The promotion concerns her new disk "Magic Land," which radio listeners say moves them to want to whistle. The disk firm has changed Rica's professional name to "Elena," which Philips feels is close akin to a whistle. . . . Ariola's **Nini Rosso** is currently Europe's hottest male recording artist. Rosso's "Il Silenzio" has sold over 1 million copies in Germany and his latest release, "Schlafe, mine Prinzchen," has sold 150,000 copies in six weeks. . . . **President Johnson's** trip to Hawaii is credited with having boosted sales of Hawaiian music in West Germany. All major German disk firms are taking a new look at Hawaiian music in the glow of rising disks sales. Typical of the new Aloha releases is CBS Schallplatten's "Jonny hat Sehnsuch nach Hawaii" with **Hans-Uwe Schneider**. . . . Top Teuton tunesmith **Bert Kaempfert** is bringing out a sequel to his "Red Roses for a Blue

Lady," a blues-chaser, "Bye Bye Blues." The new title has already been released in England, where it has soared to the top of the hit parade. It's Kaempfert's biggest hit in England since his 1964 "Tokyo Melody." . . . **Sam the Sham and the Pharaohs** is Germany's top vocal group, according to the Deutscher Musikbox Poll 1965.

OMER ANDERSON

**HOLLYWOOD**

**Jack Ackerman**, Inglewood, Calif., radio-TV manufacturer, and musicians **Lennie Neilhaus** and **Bud Brisbois** have formed their own label, A-N-B, with the first disk, "Annie's Dance," a rocker featuring trumpeter Brisbois. Trio also plans publishing firms but has to set up distribution for future disks. Ackerman's concern is Guild Radio & TV Corp.

**Hank Bryan**, formerly a partner in International Talents in Hawaii, has returned to the Mainland to enter personal management and is working with **Forrest Geiger** and **Sheri Kaye**, songwriters he brought over from the Islands. Publisher **Al Kavelin** has first crack at their dubs. Bryan's office is at 640 21st Street, Hermosa Beach, Calif.

**Andy Russell** cut several single sides at Capitol last week, with **Al DeLory** a/c'ing. Vocalist is making a comeback in the U. S. after working the past 10 years in Latin America. He is cutting contemporary disks, a far cry from his first Capitol hits, "Amore" and "What a Difference a Day Makes."

Vocalists **Tacey Robbins** and **Vince Howard** plus comics **McCall and Brill** appear at the Playboy Penthouse Feb. 25-26, while **Ronnie Chapman** and **Dave Astor** work a two-week stint at the club's Playroom Feb. 21-March 6. Miss Chapman has been to all other Playboy clubs and this is her L.A. debut.

Fidelpha inventor **George Eash** is guest speaker Feb. 22 at the L.A. chapter of the Audio Society's Feb. 22 evening bash at the Argyle Nickode's eatery. He will discuss

the tape cartridge business and invite playback manufacturers to exhibit their units.

The **Danny Thomas** special on NBC-TV, March 13, salutes country and western music. Guests are **Eddy Arnold**, **Pat Buttram**, **Kay Starr** and **Bobby Vinton**.

KUCW, UCLA's on-campus radio station, is programming the best of contemporary pop music from 3 p.m. to midnight, Monday through Thursday.

NBC-TV will air the "Monkees," a half-hour comedy about a rock quartet during the 1966-1967 season. Starring are **David Jones**, of "Oliver"; **Mickey Braddock**, the original "Circus Boy," and folk singers **Peter Turk** and **Mike Nesmith**. Show is written by **Larry Tucker** and **Paul Mazursky**, of the **Danny Kaye** staff.

**Ike Cole**, younger brother of the late entertainer, makes his national TV debut March 8 on the **Red Skelton** show over CBS. . . . New phone for **Fermata International Melodies** and **Bendig Music** is 462-7473.

ELIOT TIEGEL

**LONDON**

EMI has appointed **Norman Smith**, sound engineer on **Beatles'** recordings, an a&r manager. As a songwriter he has had titles recorded by **Freddie and the Dreamers**, the **Shadows** and **Billy J. Kramer**. He has also been responsible for the orchestrations on **P. J. Proby** and **Cilla Black** LP's. Smith will continue as sound engineer on **Beatles'** recordings. . . . **Barbra Streisand** will open in the London production of "Funny Girl" at the Prince of Wales theater April 13. A special preview performance the previous evening will be attended by **Princess Margaret**. She is expected to be in the cast for at least six months. . . . **Freddie Lennon**, father of **John Lennon**, has received TV offers from leading U. S. shows to visit the U. S. to promote his record, "That's My Life," released on the **Jurden** label. . . . **Geoff Stephens**

and **Peter Eden** have received a financial settlement from **Donovan**, and now relinquish all claims to his management. He is now managed by his father **Donald Leach**, in association with the **Vic Lewis** organization. They appointed **Ashley Kozaks** as business manager. . . . Decca hosted a reception for visiting **Len Barry** currently touring the country with **Gene Pitney**.

The **Hollies** are set for their next U. S. tour. They will fly there on March 27 for six weeks of colleges as well as TV and radio dates. Also set to return to is **Petula Clark**, booked for three weeks at the Cocoman Grove in April. . . . Philips this month issues LP's by **Frankie Vaughan**, **Shirley Bassey** and the **Springfields** on their Wing label which retails at \$1.40. . . . **Ken Dodd** has been voted "Show Business Personality of 1965" by the Variety Club of Great Britain. The title acknowledges his record-breaking London Palladium season, his No. 1 chart success with "Tears," and his Royal Variety Show triumph. . . . **Mrs. King**, managing director of **King Records**, has completed negotiations with American Decca for release of the label's "Lovely Leitrim" by **Larry Cunningham**, currently top of the Irish charts. . . . **Freddie and the Dreamers** are currently being negotiated for another U. S. tour which would be followed by a tour of the Far East. It might entail performing for American and Commonwealth troops in Vietnam. . . . **Pat Boone** recorded four titles here during his visit for an appearance on "The London Palladium Show." All were under the direction of **Tony Hatch** and one of the disks was a Hatch composition, "The Thirty-First of June." Two of the titles may be Pat's next single.

CHRIS HUTCHINS

**MILAN**

Durium signed a new contract with **Discos Vergara**, Barcelona, (Continued on page 46)

**GIGLIOLA CINQUETTI**  
WINNER FOR THE SECOND TIME OF  
THE SANREMO FESTIVAL ..... WITH  
**DIO, COME TI AMO**



THE RECORD IS AVAILABLE ON:

- COMPAGNIA GENERALE DEL DISCO—ITALY ●
- COLOMBIA RECORDS—U.S.A./CANADA ●
- DECCA RECORDS—ENGLAND ●
- FESTIVAL—FRANCE ●
- GAMMA—MEXICO ●
- ITALIA SCHALLPLATTEN—GERMANY ●
- KING RECORDS—JAPAN ●
- HISPAVOX—SPAIN ●
- MANUFACTURERS DISTRIBUTORS—NEW ZEALAND ●
- MELOPHONE RECORDS—GREECE ●
- MORKS—DENMARK ●
- RADIO TELEVIZIJA BEOGRAD—YUGOSLAVIA ●
- SOCIETE LIBANAISE DU DISQUE—LEBANON ●
- RADIO TRIUNFO—PORTUGAL ●
- R.G.E.—BRAZIL ●
- SHOW RECORDS—BELGIUM ●
- SIC-AMERICANA—ARGENTINA ●
- SUBAR MUSIC—ISRAEL ●
- VELVET—VENEZUELA ●
- W & G—AUSTRALIA

**FROM THE  
MUSIC CAPITALS  
OF THE WORLD**

• Continued from page 45

for distribution of its line in Spain. . . . **Francois Minchin**, EMI's Italian general manager, was visited by **Cesar Roldan** and **Stanley Steinhaus**, president and international manager of Favedica,

Caracas, and from Takosima, A&R of Toshiba Records, Tokyo, both companies local distributors of the EMI line. . . . **Nini Rosso**, Durium, on March 19 will receive from Radio Luxemburg a new award for his "Il Silenzio," recognized as "the best instrumental of 1965." . . . **Bobby Solo**,

to teen-agers. . . . **Vic Dana**, Liberty-Italian EMI, was in Milan to record a few numbers in Italian, as part of a promotional program, a result of his most appreciated rendition at the San Remo Fest. . . . After his South American tour, **Bobby Solo** will participate in the "Ed Sullivan Show," in New York, probably in early March. . . . **Los Marcellos**, Ferli, Durium, recorded "Cavalca Cow-Boy," to be scored in the "7 Pistole" (Seven Guns) picture soundtrack, an Italian western starring **Sean Flynn**. The group recorded four titles in Japanese, looking to their Japanese tour in April.

**Mina**, Rifi, will fly to Argentina for a three-month tour. . . . **George Pretre**, from Pathe of France, successfully conducted Faust at Milano's Scala Theatre. . . . **Pino Donaggio**, Italian EMI, made his debut at the Olympia Theatre of Paris and sang his San Remo hits. . . . **Richard Anthony**, French EMI, filmed appearances for the Italian Television Co. while in Rome. . . . **Fred Bongusto**, Cetra, recorded "Quella Cosa Che," theme from TV show, "Carta Bianca" (White Paper). . . . **Milly**, also Cetra, recorded the German version of her San Remo song, "Nessuno Di Voi," to be presented in a TV show from Munich. . . . **Enrico Macias** appeared on the weekly TV show "Dreams Fair" and introduced his latest hit, "Il Porto Del Mio Cuore." . . . **Giampiero Scussel**, a Durium a&r, produced a jazz album, "Togetherness," all numbers being published by Edizioni Durium. Leading performers of the 12 titles are trumpeter **Dan Cherry**; **Lee Gato Barbieri**, alto sax; **Car Hans**, vibraphone, **Jenny C. Clark**, bass, and **Aldo Romano**, drums. **GERMANO RUSCITTO**

lic relations for Famous Artists School, Westport, Conn.

**Don Carey** and the **Camps**, Kama Sutra Records artists, are being held over for their 15th week at the Dunes, Honolulu; they're due back in the U.S. March 1. . . . **Horst Jankowski** has asked **Alan Copeland** to conduct his summer tour of Europe. . . . **Ray Charles** opens for two weeks March 28 at the Latin Casino, Camden, N. J., his first nightclub stint in 15 months.

**Bobbe Norris**, Columbia Records, makes her first major nightclub appearance when she opens May 3 at the Shoreham Hotel, Washington; she'll follow that with a week at the Miramar, Columbus, Ohio, beginning May 23, then four weeks at New York's Persian Room beginning June 1. . . . **Lainee Kazan**, MGM Records, will be one of the summer sit-ins for the Dean Martin TV Show; she opens a month stint at the Fremont Hotel, Las Vegas, on May 12 and three weeks at the Persian Room, New York, July 27.

**Alvin Chryl** has been signed by Doshavans Management; RCA Victor Records will release her first single next month. . . . Comedian **George Kirby** set for two weeks at the Sands, Las Vegas, beginning March 2. . . . **Limelight Records'** **Roland Kirk** set for engagement March 10-19 at Dromes Lounge, Detroit.

**OSLO**

**Arne Bendiksen** A-S has secured the publishing rights to all five songs presented in the Norwegian Song for Europe final. **Grynet Molvig** sings the winning "Intet er nylt under solen" coupled with "Eng og forelsket," and **Kirsti Sparboe** sings the runnerup, "Gi meg fri" c/w "Vims," both on the Nor-Disc label. **Anita Thallaug** sings "Lordagstripp" and "Vims" on the Nor-Disc label and **Ase Kleveland**—who will represent Norway in Luxembourg March 5—sings "Intet er nylt under solen" and "Gi meg fri" on the Polydor label. The winning song was written by **Arne Bendiksen**.

**Carl M. Iversen's** a&r man **Rolf Syversen** left for an EMI meeting in Stockholm. . . . The a&r director of Polydor, Hamburg, **Heinz Voigt**, in Oslo to discuss with **Nor-Disc's** managing director **Totto Johannessen** the future of their singing class **Ase Kleveland**, 17, who will start recording in German, French and English. . . . The **Barry McGuire** RCA recording of "You Were on My Mind," taken from his LP, took over No. 1 on charts here this week after 12 weeks of **Beatles'** triumphs. . . . **Carl M. Iversen** now issues the **Beatles'** "Michelle" in competition with the version issued by **Norsk Phonogram** on **Pye** by the **Overlanders**, which has already reached runnerup position in Norway. "Girl" will be flip side. . . . The **Beatles'** LP "Rubber Soul" is still topping the charts here. . . . The **Fussys**, a Norwegian-Swedish beat quintet, has just been to London to make an LP. They record on their own label, **Teen Beat**, distributed by **Nor-Disc**. . . . The **Vanguards**, a Norwegian beat group, will also go to London to record. This group recently reached the Norwegian Top Ten with their Triola record, "Mot Ukjent Sted." **ESPEN ERIKSEN**

**PARIS**

French singer **Gilbert Bécaud**, who has just begun a season at the Olympia Theatre, was awarded the title of Chevalier d'Honneur

**Kiddie Market**

• Continued from page 43

dor platter, "Unfallwegen 4-Anton" demonstrates a lifesaving action by police in a gas accident.

Aside from the **James Fenimore Cooper** stories, **Philips** also has recorded German-language versions of Swedish children's stories by the Swedish poet **Astrid Lindgren**, whose "Pippi Langstrumpf" stories have sold 5 million volumes.

de l'Ordre de la Couronne Belgeque. The decoration will be given to the French singer by the Belgian ambassador to France in March. . . . **Barclay** has released a **Charles Aznavour** EP featuring songs from the film, "Paris in the Month of August," in which he stars with **Susan Hampshire**. . . . The **Overlanders'** version of "Michelle," which made No. 1 in Britain, has been released here by **Vogue**. . . . **Andrew Oldham** accompanied **Marianne Faithfull**, whom he recently re-signed, on her promotional trip to Paris. **Oldham** also clinched dates for the **Rolling Stones'** visit in March at the Olympia Theater (29) for a Musicorama concert, at **Marseilles** (30) and at **Lyon** (31). . . . **Peter and Gordon** made TV appearances on "Age Tendre et Tete de Bois," "Paris-Carrefour du Monde," "Jeunesse blige" and "Vient de Paraitre" and were featured in a month programs "Salut Les Copains" and "Pop Club." They also made their first EP in French for **Pathé-Marconi** with three adaptations of their British hits and one original, all published by **Tutti**. . . . **Chuck Berry** is currently making a town tour of France with a package that features **Ronnie Bird** and the new folk singer **Antoine**.

Trumpeter **Vincente Casino** has recorded the "King Rat March," from the film "King Rat," for **Vogue**. . . . **Chantal Kelly**, 15, has made her disk debut with a song, "Caribon," published by **Tutti's** Austrian singer **Udo Jurgens** in Paris for TV appearances this week, will represent Austria in the Eurovision Song Contest. . . . The winning San Remo song "Dio Come Ti Amo" by **Giugliola Cinquetti**, whose disks are released here by **Festival**, will be published in France by **Editions Sugar Music**.

**Chris Andrews** visited Paris to record four of his hits in French for **Vogue**, including "Yesterday Man." . . . Following her three-week season at London's Savoy Hotel, **Francoise Hardy** is set for a month's tour of Germany. . . . **Tutti** has published a new song by **Jacques Chammelle** and **Bernard Kesclair**, "Et, Et," which **Dalida** has recorded for **Barclay**. . . . A new **Serge Gainsbourg** song, "La Gadoue," published by **Bagatelle**, is **Pet Clark's** latest for **Vogue**. . . . "Tiens Bon," the new **Richard Anthony** song on **Pathé-Marconi**, is making a big impression. He has also recorded a **Kessler-Chammelle** original, "Un Jour Comme Un Jour Bleu." **MIKE HENNESSEY**

**Dionne Captures European Hearts**  
• Continued from page 43

the U. S. featuring songs both in English and French. She has also made at least 10 TV appearances here and numerous radio broadcasts.

**Dionne** had a month of engagements in Europe lined up this month. She has already played a week in Geneva and two days in Megeve. Then she returns to Paris on Feb. 16 to appear in a special **Sacha Distel** TV spectacular. Then she goes with **Distel** to the **Ancienne Belgique** in Brussels and flies back to New York on March 2.

"Sacha's manager, **Maurice Tezs**, wrote a comedy number for **Sacha** and myself called 'Yeah, Yeah, Yeah.' I sing it in English and **Sacha** sings it in French. We do it in the Olympia show and we have now recorded it. It will be released in France by **Pathé-Marconi** and by my record company, **Scepter**, in the States.

"I have been very successful here, and very lucky. And of course, a lot of the credit must go to **Burt** and **Hal** for giving me such wonderful songs." **Dionne** features six **Bacharach-David** compositions in her act.

When she returns to the States **Dionne** will do weekend concerts until April 18.

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**Ricordi**, back from Spain where he recorded his San Remo number "Questa Volta" in Spanish and sang it at the show "La Noche De Sabado" (Saturday Night), immediately flew to Buenos Aires, starting point for a tour including TV appearances throughout Argentina and Brazil. . . . **Carisch** released the **Beatles'** latest hit, "We Can Work It Out." . . . "Barbara Ann" by the **Beach Boys** was the winner of this week's edition of "Yellow Flag," the important radio contest dedicated

**Tanti Grazie**  
to our friends at  
**Compagnia Generale-Del Diso-International**  
for their  
bellissimo assistance  
and support  
at the  
**1966 San Remo Festival**

*The Minstrels  
and  
Greif-Garris  
Management*

**NEW YORK**

**Molly Bee** has signed for five shows with **Jimmy Dean**—March 5, Oklahoma City; a week at the Carusel Theater, Salt Lake City, beginning March 25; April 11-15, Mosque Theater, Pittsburgh; plus shows in May at Melodyland and San Carlos. . . . **Al Kelly**, general manager of **Quaker City Records** distributing firm, has a new girl, born Feb. 3; name is **Kimberly Marie**.

**Herb Alpert** and the **Tijuana Brass** will do a concert March 10 in England, promoted by **Brian Epstein**, and tape two half-hour TV specials. . . . **Vanguard Records** will release this spring "Americas," by the late **Edgar Varese**. . . . **Stan Walker**, a former **RCA** Victor press chief, has been promoted to assistant director of pub-

**Picture in Greece**

• Continued from page 43

and **Johnny Holliday**. Top U. S. artists in popularity are **Sinatra**, **Presley**, **Nat Cole**, **Trini Lopez**, **Paul Anka** and the **Beach Boys**.

Of local product, it appears that the composer is of more importance than in other markets. Three Greek composers, **Theodorakis**, **Xarhakos** and **Hadjidakis** are among the most popular. Their songs are heard in every cafe and on radio. In the Greek hit parade artists **Stelios Kazantzides** and **Gregoris Bithikotis** regularly top the list, in company with **Bouzouki** players (the Greek stringed instrument) **Tsitanis**, **Zambetas** and **Mitsakis**, also best sellers.

The year saw a break-through for a Greek teen-age group, the **Forminx**, with "Jeronimo Yanka," which has been in the charts for six months.

The LP is a relative newcomer to Greece and domestic product sales are still low. LP sales for the industry as a whole exceed 100,000 units during 1966. Unlike many other European markets (France, Spain, etc.), Greece is a singles market. The EP is of little importance.



# COUNTRY MUSIC

## Miller May Reap 2d Grammy Sweep

By ELTON WHISENHUNT

NASHVILLE—Roger Miller may be headed for another big sweep of Grammy awards March 15, after being nominated in nine categories, more than any other person.

Eight of the nominations stem from his smash, "King of the Road," which he composed and recorded.

Miller walked off with five of the six c&w awards last year, but this year, to the surprise of no one, he jumped over into categories which comprise the "best," regardless of music classification.

The 29-year-old sensation, who eight years ago was a struggling bellhop at the Andrew Jackson Hotel here with nothing but talent and determination, was nominated in these general categories, in every case on the strength of "King of the Road"; Record of the year, song of the year, best male vocal performance, best contemporary single record, best contemporary vocal performance—male.

Miller was also nominated in these c&w categories, all on "King of the Road," with the exception of the album category: Best c&w single, best c&w Album ("The Return of Roger Miller"), best c&w vocal performance, male, and best c&w song.

The c&w awards banquet of the National Academy of Recording Arts & Sciences will be held at the Hillwood Country Club, Nashville, at the same time NARAS award banquets are also held in New York, Los Angeles and Chicago.

At the Nashville banquet, a 15-piece orchestra under the baton of Owen Bradley, chief of Decca's Nashville operation,



ROGER MILLER

will play. Boots Randolph, Monument Records artist; Floyd Cramer, RCA Victor artist, and Chet Atkins, artist and head of RCA Victor's Nashville operation, will entertain. Archie Campbell will emcee.

### Mixed Show Draws Under 2,000 Fans

WINSTON-SALEM, N. C.—Promoter Carlton Haney of Roanoke, Va., said last week a recent show here, which featured both country and gospel artists, played to less than 2,000 fans. Tickets range was \$3, \$2.50 and \$2.

Haney said traditionally gospel music fans do not want to sit through an hour and a half of country music to hear gospel music, and, likewise, country fans do not like to sit through a gospel music program to hear country music. He said there could be exceptions. Haney and his partner, Keith Fowler, promoted the show.

### Band Box in Expansion Move

DENVER—Vicky Morosan, president of Band Box Records, announced last week the purchase of a country master by newcomer Van Trevor, 24, of Maine, and a coming build-up of the Band Box label.

Miss Morosan said the Trevor single, "Born to Be in Love With You," will get top promotion and will kick off the expansion. Miss Trevor is set for a cross-country tour as part of the disk promotion.



BOB WITHERS has a hit on his new Nugget release, "What the --- (Is Going On in Washington)" NR-247, Distributed by Sound of Nashville, 160 Second Avenue, South, Nashville, Tenn. (Advertisement)

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/26/66

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	1	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	6	26	31	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	3
	2	3 SNOWFLAKE Jim Reeves, RCA Victor 8719 (Open Road-Rondo, BMI)	8	27	14	DON'T YOU EVER GET TIRED OF HURTING ME Ray Price, Columbia 43420 (Pamper, BMI)	14
	3	4 TRUE LOVE'S A BLESSING Sonny James, Capitol 5536 (Marson, BMI)	12	28	13	WOMEN DO FUNNY THINGS TO ME Del Reeves, United Artists 949 (Window & Starday, BMI)	13
	4	2 GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)	15	29	38	SOMEONE BEFORE ME Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	4
	5	6 SKID ROW JOE Porter Wagoner, RCA Victor 8723 (Carreta, BMI)	10	30	37	I LOVE YOU DROPS Hugh X. Lewis, Kapp 717 (Moss-Rose, BMI)	3
	6	5 FLOWERS ON THE WALL Stallier Brothers, Columbia 43315 (Southwind, BMI)	23	31	—	WHEN THE SHIP HITS THE SAND "Little" Jimmy Dickens, Columbia 43514 (Window, BMI)	1
	7	7 WHAT KINDA DEAL IS THIS Bill Carlisle, Hickory 1348 (Lonzo & Oscar, BMI)	12	32	36	NOBODY BUT A FOOL Connie Smith, RCA Victor 8746 (Stallion, BMI)	3
	8	10 BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	12	33	35	I WISH Ernie Ashworth, Hickory 1358 (Acuff-Rose, BMI)	6
	9	9 SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	17	34	21	THANK YOU MA'AM Ray Pillow, Capitol 5518 (Screen Gems-Columbia, BMI)	10
	10	26 DEAR UNCLE SAM Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	4	35	24	BOTTOM OF A MOUNTAIN Tex Williams, Boone 1036 (Pamper, BMI)	8
	11	32 IF YOU CAN'T BITE, DON'T GROWL Tommy Collins, Columbia 43489 (Seashell, BMI)	4	36	—	HUSBANDS AND WIVES Roger Miller, Smash 2024 (Tree, BMI)	1
	12	12 WHAT WE'RE FIGHTING FOR Dave Dudley, Mercury 72500 (New Keys, BMI)	15	37	23	YOU FINALLY SAID SOMETHING GOOD Charlie Louvin, Capitol 5550 (Regent, BMI)	11
	13	11 MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	21	38	—	I'VE BEEN A LONG TIME LEAVIN' Roger Miller, Smash 2024 (Tree, BMI)	1
	14	16 A BORN LOSER Don Gibson, RCA Victor 8732 (Acuff-Rose, BMI)	6	39	27	BEFORE THE RING ON YOUR FINGER TURNS GREEN Dottie West, RCA Victor 8702 (Acuff-Rose, BMI)	13
	15	17 GOLDEN GUITAR Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	6	40	40	COUNT ME OUT Marty Robbins, Columbia 43500 (Mariposa, BMI)	2
	16	28 A WOMAN HALF MY AGE Kitty Wells, Decca 31881 (Cramart, BMI)	4	41	48	YOU'RE DRIVING ME OUT OF MY MIND Norma Jean, RCA Victor 8720 (Papa Joe's, SESAC)	2
	17	20 ANITA, YOU'RE DREAMING Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	7	42	39	THE GIRLS GET PRETTIER (Every Day) Hank Locklin, RCA Victor 8695 (Combine, BMI)	8
	18	44 I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	3	43	43	BOSTON JAIL Carl Belew, RCA Victor 8744 (4 Star Sales, BMI)	4
	19	19 THE MEN IN A LITTLE GIRL'S LIFE Archie Campbell, RCA Victor 8741 (Jewel, ASCAP)	6	44	—	IN THE PALM OF YOUR HAND Buck Owens, Capitol 5566 (Central Songs, BMI)	1
	20	22 BABY AIN'T THAT FINE Gene Pitney & Melba Montgomery, Musicor 1135 (Blue Crest, BMI)	7	45	—	HEARTBREAK TENNESSEE Johnny Paycheck, Hilltop 3009 (Jack, BMI)	1
	21	41 THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	3	46	47	MEADOWGREEN Browns, RCA Victor 8714 (Tree, BMI)	4
	22	15 TAKE ME George Jones, Musicor 1117 (Glad, BMI)	17	47	42	FIVE MILES FROM HOME Bob Luman, Hickory 1355 (Acuff-Rose, BMI)	5
	23	8 ENGLAND SWINGS Roger Miller, Smash 2010 (Tree, BMI)	15	48	—	THE BOX IT CAME IN Wanda Jackson, Capitol 5559 (Acclaim, BMI)	1
	24	18 I'VE CRIED A MILE Hank Snow, RCA Victor 8713 (Wilderness, BMI)	10	49	50	I KNOW YOU'RE MARRIED Bill Anderson & Jan Howard, Decca 31884 (Lois, BMI)	2
	25	46 BALLAD OF THE GREEN BERETS S Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	2	50	—	RAINBOWS AND ROSES Roy Drusky, Mercury 72532 (Harbot, SESAC)	1

## HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY for Week Ending 2/26/66

This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart
Billboard Award	1	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	21	11	9	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Columbia CL 2442 (M); CS 9242 (S)	11
	2	4 ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	15	12	14	GIDDYUP GO Red Sovine, Starday SLP 363 (M); (No Stereo)	4
	3	6 PRETTY MISS NORMA JEAN RCA Victor LPM 3449 (M); LSP 3449 (S)	8	13	18	THERE'S A STAR-SPANGLED BANNER WAVING SOMEWHERE Dave Dudley, Mercury MG 21057 (M); SR 61057 (S)	4
	4	2 BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	14	14	16	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	21
	5	5 CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	18	15	17	THE MANY MOODS OF CHARLIE LOUVIN Capitol T 2437 (M); ST 2347 (S)	3
	6	3 THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	22	16	—	ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS Capitol T 2443 (M); ST 2443 (S)	1
	7	7 HELLO VIETNAM Johnny Wright, Decca DL 4698 (M); DL 74698 (S)	10	17	12	HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	6
	8	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca DL 4686 (M); DL 74686 (S)	10	18	19	TOWN AND COUNTRY Flatt & Scruggs Columbia CL 2443 (M); CS 9243 (S)	2
	9	11 BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	28	19	13	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	23
	10	10 FLOWERS ON THE WALL Stallier Brothers, Columbia CL 2449 (M);	3	20	—	FARON YOUNG SINGS THE BEST OF JIM REEVES Mercury MG 21058 (M); SR 61058 (S)	1

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486/9486 485/9485



ELTON BRITT returns to "The Jimmy Dean Show," Feb. 25, singing "Maybe I'll Cry" and "Home Sweet Homesick Blues," from his current ABC-Paramount album, "The Singing Hills." Elton will also feature one of his all-time standards, "Cannonball Yodel." His activities are being handled by Roy Horton, Southern Music, 1619 Broadway, New York. (Advertisement)

# NASHVILLE SCENE

By ELTON WHISENHUNT

Ray Brown, of National Artists Attractions, Memphis, reports Charlie Rich's career is on the move and the talented singer-pianist-composer will appear soon on the Johnny Carson TV show. . . . Buster Frye, member of "The String Dusters," was inducted into the Army recently. Deejays can get copies of his new single, appropriately titled "I'm Leavin' Today," from Val Vista Records, P. O. Box 194, Winchester, Va. . . . Marjohh Wilkin, singer-publisher-composer, predicts stardom for Chris Ganty, Gantry, writer for Buckhorn Music, owned by Miss Wilkin and Bill Justis, was signed recently as an artist by RCA Victor.

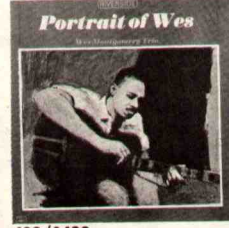
Best of Bill Carlisle. . . Albums are also planned for Bob Luman and Bob Gallion. . . . The legend of the wild doves of San Morey, Mexico, inspired the love song, "The Doves of San Morey," new single by Billy Edd Wheeler on Kapp.

Station KRZY, Albuquerque, N. M., 24-hour c&w station, presented a pop show three days after it had staged a big country show recently, and reports both were a success. . . . Bobby Wright, son of Johnny Wright and Kitty Wells, will tour with the Wright-Wells show in May, June and July. Bobby resides in California, where he is a regular on the "McHale's Navy" TV show. . . . Capa Records' Kitty Hawkins has been playing Midwest dates with the Marty Robbins group. . . . Eddy Arnold, Dottie West, Don Bowman, Jim Edward Brown and George Hamilton IV left Feb. 21 on a 13-day RCA promotion tour which extends from California to New England. . . . Bill Carlisle and Bob Luman will tour U. S. military bases in Germany next month.

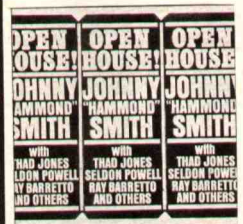
Billy Grammer, who used to work a network show with Jimmy Dean, revisited the Dean show last week. . . . Ferlin Husky was featured on "The Merv Griffin Show" in New York last week. . . . DJ Tom Berry came on WEXL, Detroit, spinning country music after a two-year leave. . . . Roger Miller will host "Hullabaloo" Feb. 28. . . . Jerry Lee Lewis cut his recent album for Smash in Memphis with independent producer Jack Clement, formerly of Memphis and now of Nashville, as a&w man. Clement directed Lewis' sessions when the rocker was with Sun Records. . . . The Harden Trio, the Stoney Mountain Cloggers and Johnny Darrell have signed exclusive booking pacts with Moeller Talent, Inc.



491/9491 492/9492



## RIVERSIDE



482/9482 478/9478



### Jim & Jesse Signed by Hal Smith

NASHVILLE—Jim and Jesse have signed a three-way contract with J. Hal Smith's Enterprises for booking, composing and production of a syndicated country music TV show.

The duo, which will be booked by Hal Smith Artists Productions, writes for Pamper Music, Inc. Their TV show will be produced by Hal Smith TV Programs, Inc.

The TV show will be produced and directed by A. O. Stinson, president of the producing company of which Smith is board chairman. Smith said taping would begin in March.

Jim and Jesse have starred in a syndicated country TV show for some years for Crestview Mobile Homes, Crestview, Fla. Smith said the show would be taken over, expanded, put in the five Crestview markets and sold in other markets.

Smith's TV production company was formed last summer and the first product was "The Ernest Tubb Show."

### Hank Williams Jr. To Star in the Film of His Life

NASHVILLE — Hank Williams Jr. will star in an MGM movie based on his life after the death of his famous father, Buddy Lee, agent for Hank Jr., announced last week.

Williams will report for filming in Hollywood April 25. Lee said Williams is scheduled to leave May 30 for a tour of England, Ireland, Germany and Spain.

Another country music artist represented by Lee, Claude King, will also make a movie soon, Lee said.

King has formed his own band, which will make its first appearance with him April 1 at Columbus, Ga., and accompany King on a cross-country tour.

### Jim Gemmill Expands Activity

RICHMOND, Va.—Jim Gemmill, president of Jim Gemmill Productions, here, announces incorporation and expansion plans for his talent management agency. "Our business has grown to the point where we had no choice but to expand," Gemmill said.

The Gemmill firm concentrates on personal management, public relations and placement of acts with major booking

agencies. Gemmill said the expansion will take in radio activity and possibly TV."

Already in production is "The Barbara Allen Show," a 15-minute open-end show for c&w stations. Miss Allen, Gemmill's top property, is booked by the Wil-Helm Agency, Nashville.

### Single Lifted From Curtis Leach Album

DALLAS—Dewey Groom, president of Longhorn Records, says "Lightning Struck Twice," which appears in the last album of the late Curtis Leach, has received such good response that it was being rushed out as a single.

The recently released album, "The Indescribable Curtis Leach," was cut shortly before Leach died last Dec. 14.

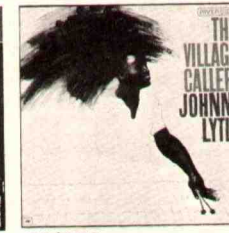
Groom said deejay Mike Hoyer of WHO, Des Moines, received a dub of the album and predicted "Lightning Struck Twice" would hit. Groom said he took three advance copies of the album to Bill Mack, KCUL; Russ Johnson, KYAL; and Randy Ryder and Joe Poovey, KPNC.

Groom said they began playing the album and "within three days demand was so great for 'Lightning Struck Twice' he had it pressed as a single."

## releases



3523/93523 480/9480



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### YESTERYEAR'S COUNTRY HITS

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

#### COUNTRY SINGLES—5 Years Ago February 27, 1961

1. Don't Worry (Like All the Other Times), Marty Robbins, Columbia
2. On the Wings of a Dove, Ferlin Husky, Capitol
3. I Missed Me, Jim Reeves, RCA Victor
4. Window Up Above, George Jones, Mercury
5. North to Alaska, Johnny Horton, Columbia
6. Foolin' Around, Buck Owens, Capitol
7. Loving You, Bob Gallion, Hickory
8. My Last Date (With You), Skeeter Davis, RCA Victor
9. Walk Out Backward, Bill Anderson, Decca
10. I'll Have Another Cup of Coffee, Claude Gray, Mercury

#### COUNTRY SINGLES—10 Years Ago February 25, 1956

1. I Forgot to Remember to Forget, Elvis Presley, RCA Victor-Sun
2. Why, Baby Why? Red Sovine & Webb Pierce, Decca
3. Love, Love, Love, Webb Pierce, Decca
4. Sixteen Tons, Tennessee Ernie, Capitol
5. Eat, Drink and Be Merry, Porter Wagoner, RCA Victor
6. I Don't Believe You've Met My Baby, Louvin Brothers, Capitol
7. You're Free to Go, Carl Smith, Columbia
8. You and Me, Red Foley & Kitty Wells, Decca
9. Folsom Prison Blues, Johnny Cash, Sun
10. Blue Suede Shoes, Carl Perkins, Sun

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## Bennett Scores 'Tony' In His Chicago Date

CHICAGO—Serving up 22 tunes per set for a reported \$22,000 per week, Tony Bennett is on the way to breaking his own record at the Empire Room of the Palmer House Hotel here.

He arrived Monday (7) from a record two weeks at the Copacabana all keyed up about his new career. "The Oscar" opened here Wednesday (16), and Bennett is being considered for five more movie roles) to confide: "It looks like this is my year."

The styling of cornetist Bobby Hackett, his ethereal counterpoint to the headliner's vocal line, even prompted Bennett to applaud on opening night.

It happened on "It Had to Be You." Bennett treated it mezzopiano, working his rubato enracines with finesse. And ahead and arrears of each phrase Hackett wove a hushed obbligato, without a mute. (One swears Hackett inhales to achieve that sound. In his loud-tune set, Bennett topped out with "One for

My Baby." He had obviously wood-shedded many hours with this excellent arrangement. The effect was only slightly impaired by blasting, bobbing trumpeter Ben Arden (Empire Room band leader).

Of the 11 soft tunes, Bennett went awry with "Maybe September," a model Percy Faith melody from "The Oscar" soundtrack. Here Bennett ran into his only intonation trouble.

"I Left My Heart in San Francisco" showed up in the program without the familiar keyboard embellishments of Ralph Sharon. Tom Flanagan was sitting in at piano and wisely avoided the arrangement so well known via Bennett's Columbia recording.

RAY BRACK

## Kalish to PR Post at GLG

NEW YORK—In a move to broaden the scope of GLG Productions, the firm's president, Ken Greengrass, has named Eddie Kalish to the newly created post of director of public relations. Kalish, who had been with Paramount Pictures publicity department, will be responsible for the planning and co-ordination of all publicity, promotion and advertising activities in the TV, record promotion and personnel management fields.

GLG, in which Greengrass is partnered with Steve Lawrence and Eydie Gorme, has on its roster, in addition to Lawrence and Miss Gorme, Diahann Carroll, the Highwaymen, the Barry Sisters, Luba Lisa, writer Saul Turteltaub and director Stan Hartel.

In addition to producing the records of Lawrence, Gorme and the Highwaymen, GLG also produces disks by Chris Connor and Don Cornell. The firm also produced Steve Lawrence's TV show this past season and GLG is now planning to increase its TV and film as well as record activity.

## Association Holds 'Meeting' in L. A.

LOS ANGELES—"The Men" are rising again, only this time they're called The Association. "Men" was an unsuccessful folk-rock chorus, now, on their troubadour stint, several of its members play prominent roles in a new sextet using comedy routines with rock 'n' roll music.

Group cuts for Valiant and has been gaining young fans in the Los Angeles area. Much of its material is original, which works against them in not allowing for audience recognition.

While "The Men" wore dungarees and blue shirts, the Association wears grey vested suits, in a further attempt to remain outside the flashy image of many young rock groups. They do play as loud as other more successful rock bands and have good vocal qualities. Strong material and proper promotion are needed to make the group break open.

ELIOT TIEGEL

## Jazz Band Dishes Out Jazz With a Capital J

NEW YORK—You don't need a goatee and beret to play good jazz. The Jazz Band, which looks more like a group of dentists or certified public accountants than jazz musicians, plays each Monday at the Village Vanguard here.

Members of the group, mostly pros who began making their names in the 1940's, all have regular jobs—with the broadcasting networks and with the Merv Griffith TV band.

Monday night (14) the Jazz Band, under the leadership of Thad Jones, former Count Basie trumpeter, gave a concert the likes of which New Yorkers haven't heard in a long time.

The 18-man jam session produced a big band sound, some spontaneous licks, a dozen solo performances any one of which was worth the trip to the Village, and a supercharged atmosphere.

The line-up was a jazz fan's

dream—Mel Lewis on drums, Hank Jones on piano, Richard Davis on bass and Al Cohn on sax. The rest of the group consists of big leaguers like Jimmy Nottingham, Jack Rains, Cliff Hather, Snooky Young, Bob Brookmeyer, Marv Holliday, Jimmy Owens, Garnet Brown, Sam Herman, Jerry Dodgion, Eddie Daniels and Jerome Richardson.

The room was packed with musicians, students and middle-aged people. They heard music that didn't have to be explained, numbers like the nostalgic "Willow Weep for Me," the novelty "Good Morning Reverend" and "That's Freedom," a groovy composition of Hank Jones.

The previous Monday's session was taped, and negotiations to have it produced as an album are under way. The group is also talking with various record companies about album dates.

AARON STERNFIELD

## 'Synthesis' Show-Stopper At the Neophonic Concert

LOS ANGELES—An orchestral work titled "Synthesis" by trumpeter Don Ellis and featuring his Hindustani Jazz Sextet, stole the spotlight at the second Neophonic Orchestra concert Monday (7) at the Music Center.

Ellis' composition was one of six presented, and the union of East Indian rhythms, the tightness of sound from the Sextet plus the blazing addition of the Neophonic's brass sections, produced a cacophony which introduced a new area of jazz creativity. Ellis' score was built upon two ragas (Indian scales), with Hari Haro Rao playing sitar and tabla.

The rather lengthy number had patches of beauty, especially in the union passages between Ellis and altoist Gabe Baltazar and the 25-man orchestra. There were many peaks of intensity and by the sheer magnitude of

the dynamics bared, the music caused the greatest stir among the audience. Easy to understand it wasn't; evocative definitely.

By complete contrast, J. Hill's "Tribute to a Poltergeist" had a contemporary band pace, blending a Latin feel with an easily understood romping melody line. Bobby Troup's short "Lonely Afternoon," featuring Bud Shank's flute, and "Callvelli's Dance," with its military drums, were additional changes of pace.

Shelly Manne and his Men were featured along with the Stan Kenton-led orchestra in a Dave Grusin work which chugged and chortled in places. Frank Comstock and Duane Tatro filled out the program with works utilizing the orchestra's range of intensity levels.

ELIOT TIEGEL

## Guthrie's Son Following in The Grand Folk Tradition

CHICAGO—"Leadbelly learned to play the guitar the same way I did," wrote Woody Guthrie, "by ear, by touch, by feel, by bluff, by guessin', by fakin' and by a great crave and drive to keep on playing."

Some of this "crave and drive" has apparently rubbed off on Woody's son, Arlo, who at 18 has set out from New York on his first folk-singing tour.

Arlo came to Poor Richard's in Old Town last week and the word soon got around that this youth isn't riding the coattails of a legend. He is an engaging talent; has his own style. Best of all, he picks one of the most interesting guitars ever heard in Old Town.

Young Guthrie isn't a guitar virtuoso yet, but the way he handles alternating bass, runs, arpeggios, thumb strum, the flat pic, Church Lick, two-finger picking, blues effects and other techniques distinctively his own shows promise of great things to come. He's done a lot of listening to Pete Seeger and Jack

Elliott. He's never heard his dad perform.

"Use your eyes, watch other good, bad and medium players, do like they do," Woody said. "Learn a wiggle from one, a slide from the next, a tickle from the next one, a whang and a bang, a walkalong from somebody else, and before you know it, you'll be just as good a doubler and faker, lead finger and follower as the rest of them."

Old Town guitar players flocked to take Woody's advice. And Arlo demonstrated, pausing regularly to point out exactly what he was doing. That crowd of guitar players was paying Arlo the top compliment.

Then came WFMT, Chicago's "fine arts station" to tape 11 of young Guthrie's songs for their archives.

It's a matter of time only until a folk-oriented record label "finds" Arlo Guthrie.

RAY BRACK

Say You Saw It in Billboard



Kenny Burrell's Verve album "Guitar Forms" (Verve 6812) is not only gathering sales laurels throughout the world, unprecedented airplay and ecstatic reviews, but it has also garnered three 1965 Grammy nominations. The album is certain to become a jazz guitar classic. Kenny Burrell, as he creates and explores, makes tremendous demands of his guitar, requiring a perfect performance always. So he always plays Gibson—choice of professional artists and acknowledged world leader in fine guitars. (Adv.)

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## Oscar Brown's Outing Puts Him Up With the Names

CHICAGO — One of these days people will be talking about a new vocal artist named Oscar Brown Jr. What does he sing? someone will ask. The responses will vary. The new Brazilian sound. Ballads of the blues type. Basically jazz. Essentially the Negro "soul" bag.

None of the answers would be far from the truth. In his recently opened revue, "Joy 66," at Chicago's Happy Medium, Brown does it all and does it very well. As the news of this show begins to spread (he has received excellent reviews from the local press) and his recent single, "Laia Ladaia," on Fontana, begins to move, Brown is sure to become an important name. He will be explained as a man of unusual talents, a man capable of writing and singing the "most" into any song.



OSCAR BROWN JR.

Brown has been appearing in nightclubs and has a successful show going for him. He is getting that one big single on the radio. His new album, to be released this month, includes many of the songs he does on the show. His recently found friendship with a very talented Brazilian guitarist and singer, Louiz Enrique (the title of their album is "Finding a New Friend"), put him within a sound that is currently salable to the public and appealing to him.

Oscar's show, like his singing and writing, demonstrates talent and originality. The cast includes lovely Jean Pace, Louiz Enrique, Dom-um Ramao, Paul Serrano and the Floyd Morris Trio. Good performers who work together very well.

It looks like a lot of joy coming up for Oscar and Fontana in 1966.

RAY BRACH

## Ketty Lester Has What It Takes

LOS ANGELES—There is a soulfulness about Ketty Lester's voice which doesn't quit. At her Playboy Club opening Tuesday (8) her turn was shortened to provide co-singer Burt Taylor and comic Ray Hastings with ample time to complete the first show.

Miss Lester is a stylist with good potential for higher bracket stardom. She has a friendly rapport with her audience, works directly toward them and has a good rhythmic affinity for the uptempo tunes, the slow low register ballads and the hard drivers. Vocalist phrases with long statements and claps hands and snaps fingers with metronomic assertiveness.

Taylor is a tenor with a clear but undistinguished voice while Hastings' forte is in his routines. He could pick up the tempo of his delivery somewhat.

ELIOT TIEGEL

## Signings

Matt Monroe to Capitol Records, Monroe has been recording for EMI in England under the direction of George Martin, producer of the Beatles. Martin has now been retained by Capitol on an independent basis and will continue to record Monroe whenever the singer is in England. Dave Cavanaugh will record him in the States. . . . Columbia Records has re-signed the Clancy Brothers and Tommy Makem. . . . Singer Danny Hutton to MGM from Hanna-Barbera where he had one hit single, "Roses and Rainbows." . . . Wayne Dailey to Moonglow with his first disk, "Wreck of a Man." . . . The Grads to AYM. Group was formerly with Mitchell Boys Choir.

## Checkmates Play a Good Game of R&B

LOS ANGELES—The Checkmates, a rhythm and blues band, debuted at Gazzarri's Monday (14), with what can only be described as a marriage of the "James Brown" - "Hullabaloo" shows.

Quintet of Fort Wayne, Ind., singers-dancers-instrumentalists, had the decided plus of being sponsored by Nancy Wilson (her husband's their manager), who kibitzed and sang along from the sidelines. Group has drive and enthusiasm in its singing and tooting on trumpet, organ, electric guitar and bass and drums and works up a lather in its dance routines.

Three members, lead singer Bobby Stevens, second voice-organist Sonny Charles and third voice-drummer Marv Smith, bounce and gyrate once they've offered forceful vocalizations on "Glad for You," "Lovin' Feeling," "Temptation Walk," "Everything's All Right" and "Rock Me Just a Little While." Other members are bassist Bill Van Bushwirk and guitarist Harvey Trees.

Stevens-Charles-Smith are effective blues shouters with a grain of comedy. Numbers tend to run along, but performers ask audience participation, which kills any dull spots. They are signed with Capitol.

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ALMO 231

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## DEALER PANEL

# Nearly 50% of All Dealers Sell Guitars

**EDITOR'S NOTE:** The Market Research Department of Billboard recently interviewed hundreds of dealers around the country. The following is a report on dealers' comments in response to questions about sale of guitars in the record store.

CHICAGO—Nearly half of the record dealers answering Billboard questions indicated that they do sell guitars, and most of them said they find it profitable.

In 1965 1.3 million guitars were sold in the United States. Predictions for 1966 agree that nearly 2 million guitars will be sold this year at a price of about \$60 million.

In response to Billboard questions, 47.3 per cent of the dealers indicated that they are currently taking advantage of the guitar boom. Most of these (31.6 per cent of all dealers questioned; see adjoining chart) said their sales in the past year increased by an average of 39.8 per cent.

Only 2.3 per cent said guitar sales had dropped, while 6.2 per cent stated that their volume of guitar units sold had not changed much in the past year.

One of the few places where sales decreased was the Melody Record Shop in Fullerton, Calif. Mr. Badgley, the owner of the shop, said his sales had dropped 15 per cent in the past year "due to employment layoffs in this area."

Sales also decreased at the Record Rendezvous in Cleveland, Ohio. Harvey Arnold, partner in the business, told Billboard that he sold 20 per cent less guitars in the past year "because everybody in this area is stocking them now."

Louis Doggery, manager of the Rone Music Co. in Bloomington, Ind., said his sales fell 5 to 10 per cent "because of inability to get American product" for his customers.

However, sales drops were the exception. A more typical comment was made by Jack Wheelock of the Danbury Music and Book Store, Danbury, Conn.

"Yes, we carry guitars and we're very happy we do. Sales are up by 15 to 20 per cent over the last year and they're still going up."

### Consistent Sales

The Record Mart, Gary, Ind., was a recent entry into the guitar business. Allan Gluck, manager, told Billboard: "I have just

## GUITAR BOOK FOR NOVICES

CHICAGO—A book for the novice guitarist called "Guitar Strum for Fun," by Jack Moore and C. L. Williams (M. M. Cole Publishing Co., Chicago), is currently being distributed to record dealers. Complete with illustrations, diagrams, photos and selected songs, the 36-page book includes directions for tuning the guitar, holding and picking the instrument as well as reading and fingering the chords, correct finger positions, etc. Well-known songs are selected for two-chord, three-chord, four-chord as well as four-four (common) time.

started selling guitars within the past year. It started out strong and has stayed fairly consistent for me the whole time. I definitely plan to continue selling them."

H. L. Green, owner of the Music Box in Bessner, Okla., who has been selling guitars for a few years, said: "Sales are great. They have gone up 25 per cent in the last year, and they probably would be even better if we could get more product. The supply is far greater than the demand."

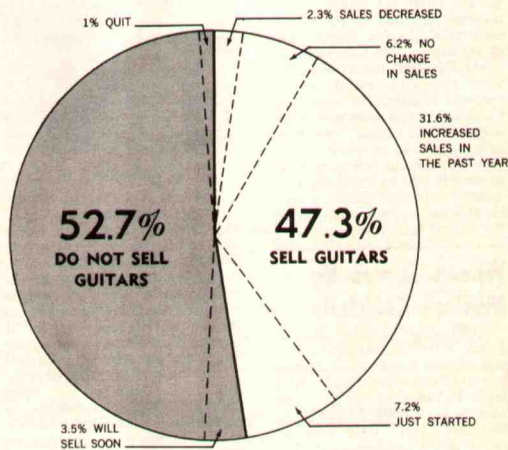
John Cienion, of the Westowne Record Shoppe in Grand Rapids, Mich., is one of the record dealers not selling guitars. "You can't sell them without a school and a teacher working

with you," he said. "It's too much trouble."

Other dealers not stocking guitars voiced similar opinions. They said records are much simpler to handle, involve less investment, less space and don't require the kind of trained personnel one would need with musical instruments. Many said they feel they are too small to go with a new line of products. They think department stores, music supply stores and large record stores could do a better job and would offer too much competition in this type of product.

Despite such comments, however, there were scores of record dealers who said their guitar sales have gone up 50 per cent, 100 per cent and even more. And with another 3.5 per cent of the total dealers planning to enter the guitar business this year, more than half of the record dealers contacted (50.8 per cent) will be selling guitars before the end of 1966.

Record dealers are invited to send their comments and to suggest topics of discussion by writing to: Audio Retailing Editor, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.



SALE OF GUITARS BY RECORD DEALERS is a growing business. Chart, based on findings of Billboard survey, indicates that more than 50 per cent of dealers will be in the guitar business before the end of the year. The average rate of increase in units sold during the past year was 38.7 per cent.

## Scanning The News

The electronic home entertainment industry will hold its first national exhibition for the trade in 1967 and annually thereafter under sponsorship of Consumer Products Division of the Electronics Industries Association. The first show will occupy the entire exhibit space of the New York Hilton and Americana hotels in New York City.

A new eight-track tape duplica-

tor is due to begin operations in Detroit soon. Leaders of the new firm include Richard Krause, a former employe of a well-established company in the eight-track CARtridge field. The name of the new firm is Rael, which is "LEAR" spelled backwards.

John A. O'Hara has been appointed Project Director-Tape Development in Philco Corporation's Consumer Electronics Division.

His position, a new one at Philco, will make him responsible for the development and implementation of audio and video tape devices and their application to Philco product lines.

RCA is currently making a Tape Recorder Center available to dealers. The display, occupying only four feet of floor space, can be set up to demonstrate each of the seven new RCA Victor reel-to-reel and CARtridge tape recorders.

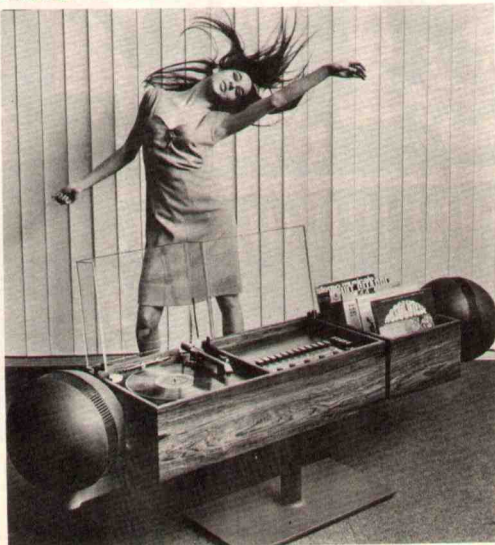
The Beatles, of all people, do not have a CARtridge stereo system in their car. They are using the Kinematix Auto Reverberation system instead.

The Chicago Music Show, scheduled for July 10-14, has already attracted a record number of exhibitors, according to William R. Gard, executive vice-president of the National Association of Music Merchants, the show's sponsor. Advance indications are that exhibitors, riding on a crest of a high level of sales, will introduce an unprecedented number of new products and new models at the show.

Tape Handling, the firm that does ITCC's eight-track duplicating, is moving to larger facilities in an effort to increase its production capacity. Sources close to the

(Continued on page 55)

## The Music Goes Round And Round and Round



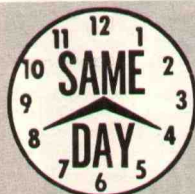
CLAIRTONE ELECTRONIC'S new Project G-2 Radio-Stereo-Phonograph combination unit features space age globe-type speakers which can be turned in all directions to provide the best sound in any room. The unique sound system may be augmented by the addition of other globes as satellite speakers in various parts of the room or house

## Canadian Firm Seeking More U. S. Market

KITCHENER, Ont.—Electro-home Industries announced that it is broadening its marketing approach for the merchandising of electronic home entertainment products in the North American market.

Howard W. Main, president of the firm, said that "the new plan will considerably expedite shipments of stereo products to U. S. A. dealers because the products will flow from a number of well-spaced points. Recent expansion of our Calgary facility is a key to improved far-western service. The establishment of a Chicago distributor-warehouse enables us to supply the middle west more effectively, and our new Buffalo service facility will improve marketing in the eastern seaboard."

Under the new program Ian J. Main, U. S. national sales manager, will also assume marketing responsibilities for certain parts of Canada, while Kenneth D. Kerr, Canadian Western Zone manager, will assume sales responsibilities in the western and southwestern part of the U. S.



## SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

Save delay—write for Pfanstiehl's self-mailer order forms now.

**DIRECT-TO-DEALER**

**Pfanstiehl**

CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle

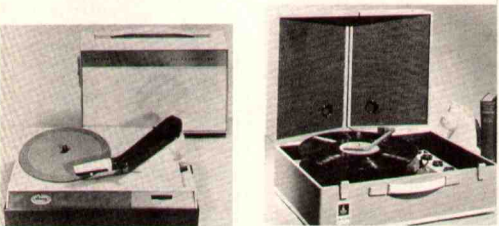
# NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.



Tape Recorder/Player

**CRAIG HOME STEREO** tape recorder/player companion to custom car stereo (left). Features full stereo tape cartridge recording and playback facilities; accepts all standard-size four-track cartridges for up to two-hour play time. Automatic start when cartridge inserted and end of loop sensing system. Records at 3 3/4 i.p.s. from microphones, tuner or phono turntable. Under \$230 complete with AC bias record/erase, dual inputs for microphone, etc., dual outputs for speakers, pre-amplifiers and stereo phone.



Mercury Phonograph

**ALL - TRANSISTOR** cordless portable phonograph by Mercury. Weighs five pounds, diamond stereo cartridge and needle, AC adaptable. Deepened lid enclosure houses four-inch ticonal speaker, automatic shut-off and balanced turntable. Features three-speed drive mechanism. List \$39.95.

Emerson Phonograph

**SOLID-STATE** Emerson phonograph. Dual channel high fidelity amplifier, automatic four-speed changer, detachable speakers with eight-foot cords. Plays stereo or monaural. Pyroxlinc-covered cabinet available in two two-tone colors. Retail \$59.95.

## Scanning The News

Continued from page 54

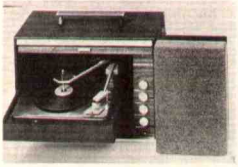
company indicate that higher production levels will not come through purchase of more duplicating equipment but by providing larger and more streamlined facilities for the relatively lengthy job of assembling the CARtridges.

The Wall Street brokerage house of Hayden, Stone & Co. recently asked its computer where investors might expect the biggest profits this year. The answer from the electronic brain—electronics of course! The three electronic groups: Components, military and consumer products are expected to make profit gains as high as 20 per cent in 1966.

General Electric has named C.A. Gustafson as western zone manager for its New Electronic Sales Operation. Gustafson, who will be headquartered in San Francisco, will be responsible for sale of GE radios, phonographs, portable tape recorders and similar consumer products.

J. C. Penney Co. will soon begin a test marketing program for eight-track stereo CARtridges in 25 or 20 key stores around the country. RCA is reportedly the main supplier of the Penney autotapes.

A foreign automobile manufacturer has reportedly invaded the CARtridge field in conjunction with a European playback system and "casset" maker. Features of the system have not been fully explained yet—but it might be an eye opener as far as price is concerned. **PAUL ZAKARAS**



Columbia Phonograph

**MASTERWORK STEREO** phonograph by Columbia. Garrard changer, four-pole motor, ceramic cartridge, four speakers, separate bass and treble controls, 20-watt output. Portable style charcoal-brown-fabric-covered case with tambour door. Retail \$129.95.



Garrard 4-Speed Player

**GARRARD** four-speed manual player. Ideal for basic music systems and audio-visual applications. Features semi-conductor balanced arm with adjustable stylus pressure, full-size weighted turntable and interchangeable plug-in head that takes any cartridge. Tone arm returns to rest and machine shuts off automatically after play. Price \$37.50.

## Billboard Buyers & Sellers

# CLASSIFIED MARKET

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

### EMPLOYMENT SECTION

#### HELP WANTED

**AGGRESSIVE SALESMEN**, PRESENTLY calling on dealers, distributors and rack jobbers, can earn big money with our fast-selling lines of records. Over 600 titles, including 25¢ singles, 25¢ middle records, budget lines and \$4.98 LP selections. We are contract manufacturers with newly established division to sell directly. Replies held in strict confidence. Don Gabor, 30 E. 42nd St., N.Y.C.

**RELIABLE EXPERIENCED TOP PHONE** Solicitors. Established monthly fraternal publication. 25¢ per commission. No collect calls. Mr. H. G. Koehler, Indianapolis, Ind. (317) 634-8082.

### DISTRIBUTING SERVICES

#### INDEPENDENT DISTRIBUTORS

#### DISTRIBUTION ARRANGED

#### CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

#### NATIONAL RECORD PROMOTION & PUBLICITY PRESSING

No job too small



**MORTY WAX PROMOTIONS**  
1650 Broadway  
N.Y., N.Y. 10019  
CI 7-2159

**MANUFACTURER'S DISTRIBUTORS**. Established manufacturer of hottest, newest, Cup Drop Popcorn Machine has opening for distributors. Write Federal Machine Corp., Dept. B, 190-104 S.W. 4th St., Des Moines, Iowa 50309.

**RECORD COMPANIES WANTING** distribution and promotion in the New York City area, contact us. Send your releases to us. B-Atlas & Jody Records, 2226 McDonald Ave., Brooklyn, N.Y. (212) ES 3-0202. (Jody 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 212-343-6881. mh26

**RECORD RIOT**—45 RPM RECORDS, brand new, factory fresh, \$6 per hundred; \$50 per thousand. Major labels, popular hits, top artists. Freight prepaid with check-in-advance orders. Apex-Rendezvous, Inc., 4007 9th Ave., Brooklyn, N.Y. 633-9400.

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

#### RECORD PROMOTION & PUBLICITY

#### ATTENTION, ARTIST!

Opportunity to record with great new label.

Contact:

**GOLDMONT RECORDS**  
726 16th Ave. South  
Nashville, Tenn. 37203  
Phone: 255-1043

### 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  
• MAXIMUM NEWSPAPER PUBLICITY

CALL: CLEVELAND 261-JO 4-2211  
DIST. OFFICE  
★ ★ ★ BRITE STAR ★ ★ ★  
14881 Overlook Drive Newbury, Ohio

**RECORD COMPANIES—WANT ACTION** distribution and promotion. Send your latest releases to us, we'll do the rest! Jody Record Distributing Co., 2226 McDonald Ave., Brooklyn, N.Y. 11223. ES 3-0202.

**3 1/2 MILLION RADIO LISTENERS** AUDITION potential radio hits. Complete Southeast regional exposure. Direct personal presentation to director musical programming. Consistent eight-week follow through. 1 record; \$50 complete fee. 3 records released within 13 weeks—complete total fee. \$100. Request brochure. Star Records Promotions, 102 Texas Ave., P. O. Box 1080, El Paso, Tex. 79946. mh26

### MISCELLANEOUS

**ATTENTION—COMEDIANS, DISC** Jockeys, Press Agents, M.C.'s, Writers, Speakers, etc. Guaranteed original comedy one-liners. Material never before seen or used. You will be the only one anywhere with this original material; no duplication or mass production; have written for the best. Write for free sample. Bernard Sarokin, 555 Park Ave., Brooklyn, N.Y.

**CASH WAITING—WANTED LP'S & 45'S**. Cash for your record collection. We buy record collections. Stereo King, 15 N. 15th St., Philadelphia 7, Pa.

**CLASSIC COLLECTION IS A COMPLETE** gaggle of one-liners for smart deejays, musicians, emcees, etc. Write for free Broadcast Comedy Catalog, Show-Biz Comedy, Inc., Box C, 1735 E. 96th St., Brooklyn, N.Y. 11229.

### MEET

## "MR. EGGHEAD"

The Newest Craze

for CAPSULE VENDING

Display cards furnished.

Samples upon request.

\$20/M CAPSULED  
IN BULK \$12/M

### PLASTIC CHARACTERS, INC.

BOX 203, LEOMINSTER, MASS.

**VENDING MACHINE OPERATORS**. Write for newest money-maker. State specialty and number of machines. Roberta Co., Box 518, Congers, N.Y. 10920. ch mh12

**30,000 PROFESSIONAL COMEDY LINES!** Monthly topical gag service tool. Free catalog. Robert Orben, 3538 Daniel Crescent, Baldwin Harbor, N.Y. ch-my7-66

### USED COIN MACH. EQUIP., PARTS & SUPPLIES

#### FOR SALE

**FOR SALE, SACRIFICE—FIVE ICE** Cube Vending Machines, compact size of phone booth. Colorful, can make and store 300 lbs. of cubes. Machines are located on good gas stations, practically new, well maintained, good earnings. Actual cost \$4,000 each installed. Must settle estate; will sacrifice for \$1,200 each. Terms can be arranged. Call: (516) HU 7-1024 or (212) MU 6-7516.

## INTERNATIONAL EXCHANGE

### ENGLAND

**ALL ENGLISH RECORDS RUSHED BY** airmail. Beatles' new album "Rubber Soul." All new, "Help," "Beatles for Sale," E.K. albums all \$6.15 inc. airmail. Mono or stereo. Complete pop catalogue \$1. John Lever, Gold St. Northampton, England. se10-66

**BEATLES NEW ENGLISH ALBUM** "Rubber Soul" 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, England. ap9

**BRAND NEW BEATLES ALBUM "RUBBER SOUL"**. Any record album of your choice six dollars inc. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley St., London W.1, England. ap9

**FIRST CLASS GUARANTEED AIR MAIL** service on British records to U.S.A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heonor Record Center, Derbyshire, England. ap9

### CLASSIFIED RATES

#### REGULAR CLASSIFIED AD

25¢ a word. Minimum \$5. First line set all caps.

#### DISPLAY CLASSIFIED AD

1 Inch—\$20. 2 Inches—\$35. Each additional inch—\$15.

Box rule around all ads.

3 consecutive insertions of same ad—5% discount

6 consecutive insertions of same ad—10% discount

13 or more insertions of same ad—15% discount

#### PAYMENT MUST ACCOMPANY ALL ORDERS

If Box Number is used: allow 10 words for number and address. Box Number service charge is 50¢ per insertion, payable in advance.

All ads must be received 11 days prior to date of issue.

### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Site: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy \_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

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 60601.

#### ADVERTISING RATES INTERNATIONAL EXCHANGE

Classified: Per line, \$1. Minimum, 4 lines per insertion.

DISPLAY: Per inch, \$14. Minimum, 1 inch.

Above prices are for one insertion in one issue. Cash or check with order.

Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION, CONTACT: John O'Neill, International Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601 or Andre de Vekey, European Director, 15 Navoner Square, W. 1, England.

## Survey Indicates Supermarket Biggest Candy Retail Outlet

CHICAGO—A survey by the National Confectioners Association of candy manufacturers—results of which were announced last week—indicated that most find the supermarket to be the biggest eventual outlet for their products.

This finding corresponds interestingly with the fact turned up in Billboard's Second Annual Bulk Vending Survey that the supermarket is the bulk vendor's most profitable single location.

The NCA poll, its seventh annual "The Confectionery Industry Speaks" report, indicated that 38 per cent of the firms called supermarkets their biggest eventual outlet. Thirteen per cent of the companies called drugstores their biggest outlet; 12.5 per cent said small food stores; 12 per cent said confectionery stores; 9 per cent said

department stores, and another 9 per cent said variety stores.

### Bulk Comparison

By way of comparison, the Billboard survey indicated that 30 per cent of bulk vendors deem supermarkets their most profitable location type; 20 per cent named department stores; another 20 per cent liked the small food store; 16 per cent said gasoline service stations; 4 per cent said drugstores and another 4 per cent said taverns. (It should be noted that the bulk vendors' evaluations of locations were based on the movement of all types of merchandise; not merely confections.)

The new NCA survey turned up the following items of additional interest to the bulk vendor:

### Static

While 93 per cent of the candy, chocolate and chewing gum manufacturers polled anticipated increased sales during 1966, only 58 per cent said they look forward to increased profits. Some 37 per cent said they expect profits to remain static in 1966.

The survey showed that 74 per cent of the candy firms plan to introduce new items during 1966. The remaining firms stated plans to discontinue some items. Among the items indicated for continuance or discontinuance were bar goods, packaged goods, bulk goods, nickel and dime specialties, penny goods, gum, salted and

unsalted nuts, cough drops. The survey report, unfortunately, did not state which items will be discontinued and which will be continued.

### 171 Items

The NCA survey did indicate that of those firms intending to introduce new items during 1966, 21 per cent are located in New England, 35 per cent are located in the Mid-Atlantic States, 16 per cent are in the Southeast and 12 per cent are located in the East South Central region, with the remaining firms scattered throughout the U. S. The total new products slated for introduction during the year is 171.

Of the companies planning to discontinue confection items, 34.6 per cent are located in New England, 33 per cent are located in Mid-Atlantic States, 16 per cent are located in the Southeast and 13 per cent are located in the East South Central region. Total items to be dropped: 55.

### Christmas

Some 26 per cent of the candy firms answered the question "What are the best candy sales holidays?" with Christmas; 22 per cent said Halloween; 20 per cent said Easter; 14 per cent said Valentine's Day; 9 per cent said Mother's Day; 6 per cent said Thanksgiving and 2 per cent said Sweetest Day.

The biggest problem expected by respondent firms during 1966 is increased competition from imports. Other expected problems given (in order of importance) were more competition from other products, labor problems, Federal regulations, raw materials shortages and State regulations.

### Trends

Major trends in the industry expected during the year are (in order of anticipated importance) growing automation, more mergers and consolidations, decreasing sales through wholesalers, increased import competition and a decreasing number of retail candy outlets. Other trends mentioned as significant were more vending, change to specialized (sometimes franchise) candy departments in supermarkets, department stores, drugstores, ice cream stores and bakeries.

### Advertising

Of the reporting companies, 21 per cent plan to advertise on television during 1966, 18 per cent on radio, another 18 per cent in newspapers, 27 per cent in magazines and 8 per cent on billboards. Others will use direct mail, point-of-sale, transportation display and trade papers.

Some 41 companies reported that they export candy. Thirteen export to Canada, seven to Puerto Rico, three to Japan, three to the Philippines, two to Germany, two to South America, two to Mexico, two to the Far East, two to Bermuda, one to Vietnam, one of the West Indies, one to Central America, one to Italy, one to the Bahamas and one to Nassau.

Some 84 per cent of the reporting companies said they do not import candy for resale. Copies of the survey are available to non-members of the NCA at \$1 each. Write National Confectioners Association, 36 South Wabash Avenue, Chicago, Ill. 60603.

## How to Hold Your Military Contracts

DENVER—Making a success of military-base installations is merely a matter of extremely close co-operation with the "location owner," plus quality, and dependable service, according to Howard Wood, bulk operator here.

Wood has 50 stops at Denver's big Lowry Air Force Base, with the emphasis on peanuts, which have been a base favorite for more than 20 years. "Some operators complain that military locations are unsatisfactory, because contracts are written for one year only, and renegotiated the following year, but I've had Lowry contracts continuously for two decades," Wood said.

Wood has worked closely with the exchange officer on the base, in determining needs, in keeping machines clean and in providing the right product. "In my case it's peanuts," Wood said. "While there is some demand for ball gum, my experience has been that in areas where large numbers of men are concentrated, peanuts are the ideal fill."

### Yardstick

Originally, Wood's entire vending string was made up of penny peanut machines. In recent years, he has developed a simple yardstick which has led to the installation of 5-cent peanut machines at many spots. Collections from penny machines are the measure by which he decides on a 5-cent unit. If sales are consistently good from a penny machine, and constant refills are necessary (perhaps two per week), Wood considers this an indication that there is plenty of room for a 5-cent machine at this location.

About half of his spots on the big military base are made up of combination 1-cent and 5-cent machines, with sales good in both categories.

A typical location is one of the large machine shops which maintains both ground and air equipment. Here, mechanics grew weary of walking back and forth to the machine several times before their peanut hunger was assuaged. "I added two nickel machines to give the customer a real handful of either Spanish or ordinary peanuts, and there were no more complaints," Wood said. This also held true in a large office building, where some 75 GI's were employed. A 5-cent peanut ma-

chine proved exceptionally popular there.

The exchange officer, responsible for seeing that all "contractors" give the sort of results desired, was highly pleased at the results of these changes around the routes and came up with other suggestions for several 5-cent spots, all of which were followed.

Wood has dubbed the station

(Continued on page 57)

### NORTHWESTERN

#### Model 60 Bulk-Pak



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

**BIRMINGHAM VENDING COMPANY**  
520 Second Ave. North  
Birmingham, Alabama  
Phone: FAirfax 4-7526

### NEW VICTOR 77 GUM & CAPSULE VENDORS



**A REAL SALES STIMULATOR IN ANY LOCATION**

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchant display panel.

Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

**PRICE \$39.00** each with chrome front

WRITE, WIRE OR PHONE

**PARKWAY MACHINE CORP.**  
715 Ensor St. Baltimore 2, Md.

### MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 15-Cent Tab Gum Machine	12.00
N.W. Model 25, 1¢ Porc. Converter for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 ct. Ball Gum	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	15.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.92
Pistachio Nuts, Jumbo Queen, White	\$.87
African Crown Red Lip Pistachio Nuts	.70
African Prince Red Lip Pistachio Nuts	.60
Indian Nuts, 5 lb. bag, per lb.	1.00
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.45
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.48
Hersheys	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct.	.32
17¢ ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.  
Everything for the operator.  
One-third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

World Famous  
**VICTOR**  
Standard  
TOPPER

1c or 5c



For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LOngacre 4-6467



## NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vendors. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

**Northwestern**  
CORPORATION  
2624 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_  
Fill in coupon, clip and mail to:  
**KING & COMPANY**  
2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.



# Worms Make Vending News

**EDITOR'S NOTE:** Operators, particularly those located in resort areas, have shown interest in vending live fish bait. The following dispatch by Billboard's correspondent Godfrey Lehman covers the latest development in the field.

**SAN FRANCISCO** — Live worms are being canned in standard tin cans with aluminum lids for sale through automatic vending machines for the first time.

Steelmade, Inc., a subsidiary of the R. F. Jones Co. of San Francisco, is arranging for the canning of several varieties of "quality worms" sold under the label of "Cap'n Jones Night 'n' Day Bait Shop." The cans include a different number of worms, depending upon the variety, together with mulch so that they can subsist under the proper temperature conditions for an indefinite period of time. The bottoms of the cans are punched with nine small holes to permit ventilation.

The worms are supplied by professional worm raisers and consist of garden worms, about 50 to 55 of these to a can the size of a 12-ounce beverage container. Larger night crawlers permit only about 12 to 15 in the same size can.

The cans are supplied by the Continental Can Co. and equipped with the firm's "lift tab" aluminum lids. The cans are filled from the bottom and sealed in the usual way with the perforated bases. The specially designed Cap'n Jones vending machines are refrigerated to 40° F which maintains the worms in a hibernating condition, according to Carl Lawson, vice-president of Steelmade. Each can retails for 75 cents.

A paper wraparound label is designed in blue and yellow together with black and white. A white spot in the center of the label receives a pressure sensitive round sticker to identify the contents. This sticker is applied by hand. Labels are designed by the Bogerts of Los Angeles.

A similar can but without the perforated base is also being used by Cap'n Jones for squid and shrimp used for bait purposes only. This shell fish, not live, is maintained in brine to retain its fresh quality.

## How to Hold Military Pacts

• Continued from page 56

wagon from which he runs service operations the "Commercial Peanut Car." A sign bearing that legend appears on the visor of the car, identifies the vending machine service firm, and permits Wood to park in commercial loading zones without fear of the usual ticket. The label, oddly enough, has even made it possible for Wood to park in the congested downtown Denver district without penalty, even though his vehicle does not carry a truck license.

Wood makes it a policy to meet his customers in order to ask their peanut preferences. Normally, he finds that "any kind of peanuts just as long as they are there" appeals to airmen mechanics, or personnel in general.

Another policy which Wood considers absolutely essential in pleasing the exchange office is the cleanliness of his units. Using one grease-removing detergent for heads, and another for the painted surfaces on the base of the machine, Wood washes every machine and polishes it dry every time there is an exchange. He switches the entire stand rather than merely the head to insure that very vending unit is conspicuous because of its sparkling appearance. He uses an electric brush for cleaning the interiors of globes and soaks the glass top for a considerable length of time, depending upon the amount of salt and grease which has collected. I never put a machine on location unless it looks like it just left the factory," Wood said.

## COMING EVENTS

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

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

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

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

June 12-15—National Confectioners Association annual convention, Washington Hilton, Washington, D. C.

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

## NEW PRODUCTS

This form is designed for the convenience of bulk operators

KARL GUGGENHEIM

**GO-GO RINGS.** Molded of "special jewel-like materials," these rings are designed to vend at 10 cents. In two styles and 18 colors. Packed in K.G. capsules 250 to the bag, with free display.

PENNY KING

**NEW V.I.P. BAGS.** Consist of a combination of five to seven different feature items in a bag of 250, with a display front. Four new bags offered are Nos. 6, 7, 8 and 9. All for 1-cent vending. Highlighting the new assortments are such items as Flicker Keys, Hanging Monkeys, Puss in Boot, Green Monster, Dice and others.

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

"IS THERE ANYTHING BETTER THAN THE BEST?"



We don't think so either. Though we are on the march we don't strut on our name alone. Komet is constantly tested for performance & durability—as well as exploring new ideas that make operators regard the Komet as the best. Its clean lines have proven it to have a magnetic effect on all ages. Its dependability year after year satisfies even the most discriminating operator.

Komet is the only one that has an adjustable wheel with the greatest range (reduces low enough for a one cent portion, expands large enough for a five cent portion.)

This is one of the reasons why Komet is known as the best bulk vendor for the growing operator.

Time payments available on Komet Machines through all distributors on approved credit.

"You can't afford not to buy a Komet."

Your Profit Is Our Business—  
Adds Up To The Best In Vending.

**HARBY INDUSTRIES**  
702 North Mariposa Street  
Burbank, Calif. 91502

**NEW VECTOR 77 GUM & CAPSULE VENDORS**

**A REAL SALES STIMULATOR IN ANY LOCATION**

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 375 V capsules, 250 V-1 capsules and 80 V-2 capsules.

each with chrome front

**PRICE \$39.00**

WRITE, WIRE OR PHONE  
**GRAFF VENDING SUPPLY CO., INC.**  
2956 Iron Ridge Road  
Dallas 47, Texas

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vendar (as illustrated) as well as other Northwestern machines.

NAME.....  
COMPANY.....  
ADDRESS.....  
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Fill in coupon, clip and mail to:  
**BITTERMAN & SON**  
Member National Vending Machine Distributors, Inc.  
4711 E. 27th St., Kansas City 27, Mo.  
Phone: WA 3-3900  
We handle complete line of machines, parts & supplies.  
"It's 30 in KCMO"

**SCHOENBACH CO.**  
Manufacturers Representative  
Acorn - Amco Distributor

**MACHINES**

With every OAK VISTA Model 5c vendor, we are offering ONE FREE FILL (200 ct.) of capsules.

**FULL PRICE: \$18.50**  
f.o.b. Brooklyn, N.Y.  
If this ad is returned with order.

**HOT-HOT 10¢ VEND ITEMS**  
(all 250 per bag)  
Go-Go Rings ..... \$8.00  
Space Creatures ..... 9.00  
Hunt & Ring Gun ..... 9.00  
Key Chain Assort. .... 9.00  
Necklaces, Brooches, Bracelets (Penny King) ... 8.00

**HOT 5¢ VEND ITEMS**  
(From \$4 to \$5 per bag)  
Crazy Labels ..... \$5.00

**1¢ VEND ITEMS**  
(all price per M)  
Mini-Books ..... \$10.00  
Soupy Sales & U.N.C.L.E. .... 13.00  
Flicker Rings ..... 13.00  
Pop-it Rings ..... 12.00  
1¢ mixes from ..... 3.50

Parts, Supplies, Stands & Globes.  
Everything for the operator.  
One-third deposit with order, balance C.O.D.

**SCHOENBACH CO.**  
715 Lincoln Pl., Brooklyn 14, N.Y.  
(312) PResident 2-2900

ACTUAL SIZE DAY-GLO DISPLAY FRONT

# BATMAN

PATS. PEND.

## OFFICIAL EMBLEMS

LICENSED BY NATIONAL PERIODICALS INC.

PUT THEM ON HANDS, WRISTS, PENS, PENCILS, HAIRBANDS, EAR-RINGS, BIKE HANDLEBARS, BUTTONS, NOTEBOOKS, SHOE LACES, TIES, BELTS, BOOTS, AND MANY OTHERS

**10¢**

**Acorn distributors are first again with the most-exciting, fastest-selling, nationally-televised items of the century. Get ready to allocate all your 10c space to this item.**

**FIRST ITEM NOW AVAILABLE — MORE COMING!**  
1,000 Batman emblems (bulk with 4 displays) . . . \$30.00.  
1,000 Batman emblems (bags of 250 capsules with 4 displays) . . . \$38.00.  
All prices f.o.b. Los Angeles. Check or C.O.D.

Contact your nearest Acorn distributor or write directly to:  
**Samsons Products, exclusively-licensed manufacturers, P.O. Box 31426, Los Angeles, Calif. 90031.**

Information also available on other soon-to-come licensed, nationally TV-promoted items. (1-5-10 cents)

## Yes, Promo Men DO Believe in the Juke Box!

### Yet the Operator Remains Alien to the Record Man

By RAY BRACK

CHICAGO—Most operators remember how it used to be. The local promo men and salesmen dropped by with their samples and their touts once a week or so. And the operator felt as though the record companies needed him as much as he needed them.

Then along came 100-plus play machines and the one-stop concept. And the one-stop concept applied in two directions. It was a one stop for the operator; it was a one stop for the record man.

So today the operator (or his programmer) and the record man are strangers when they meet. Communication between the two—dependent almost entirely upon one-stop personnel—is rare. And most industry observers agree that the quality of juke box programming—along with the size of grosses—has diminished.

Neither record men nor juke box industry people—based on recent Billboard contacts with representatives of both interests—like what has taken place. Good promotion men are sold on the efficacy of the juke box in stimulating sales, and progressive operators want to be responsive to the advice of knowledgeable record men.

So what's the hang-up?

Our attempt to answer this is the following, a sort of dialogue between some of the country's top juke box and record promotion experts. (See adjoining box.) Their opinions range over several key issues.

#### What Happened?

Most observers agree on what brought about the estrangement.

GORDON: "Of course, it was necessary when the 100-play phonograph was introduced to make it more convenient for the operator to buy records. I helped start the one-stop-type outlet in 1948. And as the trend continued, the promotion men stopped calling on the operator."

KELLEM: "The one-stop concept applies to the promotion

man, too. He now makes a single call to plug his product."

KIES: "Today our men rely to a great extent on the advice of the one-stop."

There are differences of opinion on whether or not the creation of the one-stop concept has proved beneficial to both interests.

KIES: "One-stops are convenient and we heed much of their advice, but a location request always takes precedence over their recommendations."

CANNON: "Although there are knowledgeable one-stop people, the operator who finds a one-stop that hands out good

(Continued on page 61)

### EIGHT EXPERTS ON PROMOTION

The adjoining article assembles the views of authorities in the fields of record promotion and juke box operation. The men are:

Morris Diamond, national promotion director, Mercury Record Corp.

Augie Bloom, Midwest promotion director, RCA Victor Records.

Ted Kellem, promotion manager, Columbia Record Distributors, Philadelphia.

William Cannon, Haddonfield, N. J., operator and chairman of the Music Operators of America Committee on Record Company Communication and Programming.

J. Cameron Gordon, president, The Seeburg Corp.

A. D. Palmer, advertising and promotion manager, the Wurliizer Co.

Fred Pollak, vice-president, marketing, Rowe Manufacturing Co.

Earl Kies, president, Record Music Service Assn., Inc., Chicago.

### All Right! Drop It, Hank!



WE'VE GOT YOU SURROUNDED. You don't have a chance! (Hank Ross raises his hands slowly and looks at his captors with a grim smile. They'll never get me to talk, he thinks.) Yes, folks, it's true. Mild-mannered Midway Mfg. Co. executive Hank Ross is, in fact, secret agent 006. (The score on the machine was the dead giveaway, Hank.) Now, surrounded by the six notorious slaygirls from Dean Martin's movie, "The Silencers," Hank will have to draw on all his wits and courage to keep from revealing the secret of the "Monster Gun," a sophisticated new weapon that is currently in the hands of a vast network of operators around the country. Will Hank talk? Will he ever leave the Chicago theater (where "The Silencers" held its recent world premiere) alive? Billboard's secret files show that Hank is in the hands of: (l. to r.) Barbara Burgess, Mary Jane Mangler, Inga Neilsen, Pamela Rodgers, Marilyn Tindall and Jan Watson. (Memorize this list and burn it immediately!)

### New MOA Insurance Plan

CHICAGO—The Music Operators of America has offered an improved life insurance program to its members. The new plan offers lower rates and improved coverage for members and their employees desiring to take advantage of it.

The plan includes:

Life insurance	\$5,000
Additional payment for accidental death, up to	5,000
Accidental dismemberment	5,000
Life insurance for wife or husband	1,000
Life insurance for children (to age 18)	500
(14 days to 6 months age)	100

Rates for employees (monthly) are as follows:

Under 40	\$ 3.50
40-49	5.50
50-59	8.00
60-69	16.00
70 and over	

Insurance Terminates Employees with no dependents pay \$1 less than the above rates. Workers are eligible for the insurance if they are under 60, work at least 15 hours per week and are actively in work. They must be enrolled in the plan during the six-week period between March 15 and May 1, 1966. The employer must enroll all of his eligible employees if he has three or less, and at least 75 per cent of them if he has four or more.

### Seeburg Has Record First Quarter; 'We Won't Make A Film Unit,' Says Coleman

CHICAGO—Seeburg Corporation stockholders in their annual meeting here last Wednesday (16) were informed that the

company has emerged from a slim 1965 fiscal year to rack up an all-time first-quarter record for sales and earnings during the three months ended Jan. 31.

Seeburg board chairman Delbert Coleman also announced, in response to a query from a stockholder during the meeting, that the company has no present plans to introduce a coin-operated sound-film machine of the type developed in Europe, now manufactured and distributed in the U. S.

Banded about in the ever-active industry rumor mill is word that one of the big four juke box makers will soon announce entry into the cinema juke box field.

First quarter sales announced by Coleman hit \$23,032,907, compared to \$20,926,824 last year. Net profit after taxes was \$988,288, compared to \$939,338 last year. Net profit per share was 40 cents which, as

(Continued on page 65)

### Flipper Games Emerge Victors In Kentucky Legislative Battle

By PAUL ZAKARAS

FRANKFORT, Ky. — The Great Kentucky Pinball War appears to be over. Following a series of lightning-like battles, claims and counter claims, State Senate Bill 104 was amended and passed.

Emerging victorious were 5-cent flipper games. By special amendment, exempting devices operated by "the single coin of 5 cents" and not offering more than 300 free replays, flippers were excluded from a bill defining pinballs as gambling devices and making them illegal.

Big losers were bingo or inline games. They were outlawed under these specific points:

- Pinball machine requiring a federal gambling stamp.
- Multi-coin machines on which odds can be increased by adding money.
- Machines with metering devices to record accumulation of a high number of free plays.

#### Dissatisfied

Runner-up was Paul Huddleston, special assistant attorney

general in charge of investigating pinball machines in Kentucky. Huddleston wanted to ban all pinball machines. Five-cent flipper games, he said, were as bad as the rest of them because of "their particular appeal to juveniles." He also was frequently quoted as saying that "pinball gambling in Kentucky is a big business and a dangerous business." His boss, Gov. Edward T. Breathitt, agreed: "Pinball gambling is cancerous and widespread in some areas of the State. Like any malignancy, it must be cut out at the roots."

However, some of the senators voting against the bill (it passed by a score of 25-6) didn't think it cut anything out at the roots.

"This thing is just a phony," opined Sen. Scott Miller Jr. (GOP, 36th District). "Why with this amendment, six-sevenths of the machines in the State will be permissible. I don't know who he (Governor Breathitt) thinks he's kidding when he declares war on just one-seventh of them." Miller ended his statement by saying the governor's

war "doesn't amount to a hill of beans."

Sen. Walter S. Reicher (GOP, 34th District) also voted no. "The issue isn't gambling. It's strictly political. An attempt to build up the governor's image."

#### Brewery

Sen. Martin J. Duffy Jr. (Democrat, 35th District) voted against the bill because "I felt it was inimical to the interests of the Falls City Brewing Co. of which I am director and vice-president."

Events preceding the passage of the bill included:

- A determined last ditch stand against the bill by the Automatic Amusement Association of Louisville. The organization issued a statement saying that Governor Breathitt was unfair in trying to pass a bill against pinball machines.
- A dramatic demonstration by a Kentucky State policeman of how a pinball machine really works. State Trooper David Fulks, with assistance from FBI

(Continued on page 60)



SEEBURG'S COLEMAN: "I have never been more optimistic."

# Vending News Digest

## Wage-Hour Law Top Vending Topic

CHICAGO — Federal wage and hour legislation as related to vending company employees will spur discussion during 11 management workshops to be sponsored by the National Automatic Merchandising Association this spring.

According to executive director Tom Hungerford, the NAMA has been receiving better than one letter or telephone call per day relating to wage-hour requirements.

The law will be explained by Richard W. Funk, NAMA legislative counsel. He'll point out what the law requires of vendors, applicable exemptions and how these are interpreted by the federal wage-hour administrator.

The meeting series will begin March 12 in Washington.

## Canteen Gets New Name, Distributors

CHICAGO—Reporting a 51 per cent profit gain for the first fiscal quarter, Automatic Canteen Co. president told stockholders here last week that the company has recently acquired vending distributorships in Atlanta, St. Louis, Tacoma, Wash.; St. Petersburg, Fla.; Charlotte, N. C., and New Orleans.

Said Patrick L. O'Malley: "In Atlanta we are re-entering an important market from which we have been absent since 1960."

Shareholders at the meeting voted to change the company name to Canteen Corporation in order to signify the company expansion into non-vending fields.

## ARA Sales Up 14% In Quarter

PHILADELPHIA — For the quarter ended Dec. 31, 1965, Automatic Retailers of America reported service revenues up 14 per cent from a year earlier to \$72.2 million. Net after taxes \$1,971,000; was \$1,699,000 last year. Per share earnings were 61 cents compared to 53 cents last year.

Chairman Davre J. Davidson said the quarter performance was a company record.

## Vendo Is Also Breaking Records

KANSAS CITY, Mo.—Vendo Co. reported record profits and sales for 1965, with net up 46 per cent and sales up 22 per cent over the year before (also a record year).

Net for the year was \$5,101,481 (\$1.91 per share) previous year was \$3,503,434 (\$1.32 per share). Sales were \$77,425,405; year before was \$63,538,394.

A splendid fourth quarter, Chairman-President E. F. Pierson said, put Vendo over the top in 1965.

## BULLETIN

FRANKFORT, Ky. — The Kentucky State House just before press time passed an amendment to legalize 10-cent flipper machines, in addition to the 5-cent devices permitted by the Senate. The House approved the amendment and then passed the bill by a vote of 69 to 15. It now returns to the Senate, which must vote either to concur in or reject the amendment.

## Missourians Hear Insalata; Elect

LAKE OF THE OZARKS, Mo.—The Metropolitan Automatic Merchandising Council of St. Louis met here last week to elect officers and launch a State council organization drive. The group also heard National Automatic Merchandising Association affiliated State council director John Insalata expound on the importance of a State-embracing business organization.

Officers elected were: Walter Mayer, Automatic Retailers of America, president; Peter Van Wie, St. Louis Vendors, vice-president; Robert Hageman, Midwest Vending, treasurer, and Frederick McCoy, Automagic, secretary.

## Illinois and Fla. Create Councils

CHICAGO—Under guidance from the National Automatic Merchandising Association, vendors in Illinois and Florida have organized NAMA-affiliated Automatic Merchandising Councils during recent weeks.

Elected president in Florida was Van Myers, Wometco Vending of South Florida, Inc., Miami. Illini have elected a temporary steering committee chaired by Matthew Cockrell, Cockrell Coffee Service, Arlington Heights, Ill.

## Jayhawk Judge Clears Vendors

OLATHE, Kan. — Kansas City vendors Tudy Gulotta and Charles Bengamina, B. & G. Amusement Co., were absolved by District Judge Harold Riggs recently of fraud charges resulting from discovery of 41 packs of unstamped cigaret packs found in four of their machines. Riggs ruled that 41 packs among 1,630 did not constitute a nuisance, but he said the 41 packs must be confiscated.

## Struve Dist. Enters New Mexico

SANTA FE, N. M.—Struve Distributing Co., Inc., of Colorado (Denver) has filed articles of incorporation to engage in the sale of coin-operated vending, amusement and music machines in New Mexico.

Jack Porter, of Albuquerque, N. M., was listed as statutory agent for the corporation in the State.

## Oakland Cigaret Firm Expanding

OAKLAND, Calif. — The Morgan Cigarette Service here has purchased the routes of the N.&R. Vending Co. of Emeryville, Calif., formerly owned by the late Nick DeMelo.

DeMelo, who had operated the music and cigaret vending service for five years, died last year. His wife, Rose, operated the firm for a spell before selling to Morgan President Wayne Morgan.

Morgan Cigaret Service was founded 35 years ago by Frank Morgan. The company commenced with 10-disk Wurlitzer phonographs and three-column cigaret machines. The elder Morgan was active in the operation until just recently. He is 86.



## New York Suit Seeks Ruling On Sales Tax

ALBANY, N. Y. — A suit filed on behalf of Bathrick Enterprises, Lockport, seeks a declaratory judgment by the State Supreme Court on the current interpretation of a new State sales tax as related to coin machine operating.

The tax, passed last year, has been interpreted by State revenue officials as applying to the grosses of coin machines under the admissions clause of the law. This ruling has been contested by the New York Coin Machine Operators Association.

The Bathrick suit is backed by the State association, according to President Millie McCarthy.

A hearing on the suit is scheduled for Feb. 25 to determine if there is a cause of action.



EXECUTIVE TEAM of B.F.C. Enterprises, St. Louis, is composed of Vice-President Ken Chasen, left; President Ernest Browning, center, and Treasurer Abe Farber.

## Trucano Gets S. D. Legislative Post

PIERRE, S. D.—The Music & Vending Association of South Dakota recently named John Trucano, operator from Deadwood, to the post of executive legislative secretary.

A member of the association board of directors and a director of the Music Operators of America, Trucano has been active for several years on the State and national trade association fronts.

One of Trucano's first actions

in the new post was to work with other association members for passage of an unfair trade cigaret bill by the State Legislature. The bill passed recently, and Trucano will make a report to the association on the new legislation at the group's quarterly meeting in Sioux Falls, Feb. 27-28.

The unfair trade bill was also supported by the State's cigaret wholesalers association and resembles a bill previously passed by the Nebraska Legislature. It

provides for a minimum cigaret price.

At the meeting in Sioux Falls, to be hosted by association vice-president Mac Hasvold, the group will also elect officers for 1966. Serving as officers and directors during 1965 were: Darlow Maxwell, Pierre, president; Hasvold; Earl Porter, Mitchell, secretary-treasurer; Ronald Manolis, Huron; Dean Schroeder, Aberdeen; Herman Warn, Salem, and Trucano, directors.

The coming meeting will be held in the Sheraton Cataract Hotel, with business meetings beginning at 2 p.m. on Sunday. Dinner and dancing will close out the convention activities on Monday night.

### CHICAGO COIN'S NEW 6-PLAYER AUTOMATIC BOWLING LANE

# Corvette

Exclusive Swivel Score Rack

...with EXCLUSIVE NEW

**SPOT BOWL** FEATURE

Doubles Scores for Strikes and Spares!

SPOT BOWL

When player rolls ball over any one of 6 "SPOT BOWL" buttons on alley, SPOT-HIT is lighted on hood glass, and a strike made with that ball scores double. If strike is not made, SPOT-HIT lights go out, and player tries again for "SPOT-BOWL" button with his second ball, to double his score for a spare pick-up.

Plus: REGULATION, DUAL FLASH, STEP-UP, and FLASH-O-MATIC SCORING RED PIN GAME

EXCLUSIVE! EXTENDED PLAY

The proven Money Maker! Location tests prove it doubles earnings in many instances!

AVAILABLE IN 13' and 17' LENGTHS

YOUR DISTRIBUTOR IS NOW DELIVERING THESE PROVEN PROFIT MAKERS

**BEL-AIR • TEXAS RANGER • PAR GOLF**

CHICAGO COIN MACHINE DIV.

## CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

## Hungary's Appetite Whetted For U.S. Amusement Games

**EDITOR'S NOTE:** In the Jan. 1 issue of *Billboard*, our Budapest correspondent—who prefers to remain nameless—reported the importation of U.S. flipper games into Hungary by an enterprising Austrian. Here is a follow-up report.

BUDAPEST—"Appetite comes with the eating," says an old Hungarian proverb, and the truth of this is demonstrated in

the acceptance of U. S. flipper games here.

We previously reported the success of the new coin game arcades, equipped with American games owned by an Austrian and installed by the Inner-Commerce Hire Enterprise.

This initial success inspired Hire Enterprise to open, just a few days ago, two more arcades in thickly populated districts of Budapest. This brings the arcade total to three, in which are located a total of 44 used American flipper games, 25 manufactured by D. Gottlieb & Co.; 18 by Williams and one by Bally Manufacturing.

It is certain that these games had already paid for themselves in Austria and are now well on their way to make even more money.

### Names of Games

Perhaps it would be interesting for readers to know the names and production years of the 28 different models. The Gottlieb games are Atlas, 2-P (5/59); Around the World 2-P (7/59); Dancing Doll 1-P (6/60); Flipper Parade (5/61); Foto Finish 1-P (1/61); Gondolier 2-P (8/58); Hi Diver 1-P (4/59); Kewpie Doll 1-P (10/60); Lite A Card 2-P (3/60); Melody Lane 2-P (9/60); Miss Annabella 1-P (8/59); Race Time 2-P (3/59); Rocket Ship 1-P (5/58); Spot A Card 1-P (3/60); Texan 4-P (4/60); and Whirlwind 2-P (2/58).

The Williams games are Darts 1-P (6/60); Club House 1-P (10/59); Fiesta 2-P (12/59); Golden Bells 1-P (9/59); Golden Gloves 1-P (1/60); Jungle 1-P (9/60); Nags 1-P (3/60); Serenade 2-P (5/60); 10 Strike 2-P

**JÓL SZORAKOZHAT AMERIKAI JÁTÉKAUTOMATÁKKAL A MOST MEGNYÍLT JÁTÉKTERMEINKBEN:**

**VII. Landler Jenő u. 37. (Bejárát a Murányi utcai oldalán.)**

**IX. Mester u. 24. VII. Madách tér 5. (Bejárát az Asbóth utcai oldalán.)**

**BELKERESKEDELMI KÖLCSÖNZŐ VÁLLALAT**

THIS AD appeared in a Budapest newspaper announcing the opening of three amusement arcades—the first in operation in Hungary in several years. The copy reads: "You can amuse yourself well with American Games in the newly opened Arcades." (Three addresses are listed.) The name of the operating company at the bottom of the ad is "Innercommerce Hire Enterprise," a department of government.

(1/58), and Twenty One 1-P (2/60).

The Bally game is Miss America (2/58).

In one of the arcades a chocolate vender and a cigaret vender have been installed as well. One observes boys of 10 to 12 years of age playing flipper games while smoking cigarets.

### Games for Boys

COLOGNE—The West German coin machine industry is donating 100 amusement machines to German boys' and youth activities.

The machines are all Leofhart table football and Leofhart games. Eighty machines will be presented to boys' homes, 10 machines to the children's charity fund, and an additional 10 to various church youth hostels.

The donations are sponsored by the Committee of the German Coin Machine industry and trade, the over-all organization of manufacturers, distributors and operators.

## French Study Impact Of U.S. Scopitone Pix

PARIS—Although American-made films have been featured on Scopitone machines here since October, the CAMECA Company can as yet make no clear-cut assessment of their impact on the French market.

Since October the company has been releasing four new films a month, one of which is American-made. These include "Just Like Me" by the Condors, "The World on a String" by January Jones, "Sing in the Sunshine" by Debbie Reynolds and "Pussy Cat a Go-Go" by Stacy Adams.

What is certain is that Paris reaction to the American imports differ considerably from

that of the provinces. For one thing, Parisians are more ready to accept the English language than provincials and they are generally less conservative.

Although the initial impact of the Scopitone films had a lot to do with choreography and sexy girls ("Zouzou la Twisteuse" and "Le College Anglais"), there is some evidence now of a switch to comedy (Henri Salvador and Fernand Reynaud have both enjoyed huge success).

The Condors' "Just Like Me" was regarded as a success, but the January Jones film was felt to be sexy in a rather too obvious way.

Big favorites here at the moment are "La Passionata" by Guy Marchand, "Mes Mains Sur Tes Hanches" and "La Nuit" by Adamo, and "La Jaguar" by Marcel Amont.

## Belgian Club Meetings Show Off the Trade

BRUSSELS—The two main male social events in this capital of Belgium and the European Economic Community are the regular meetings of the Rotary Club and the Bourse de l'Automatique, a unique coin machine trade clearing house.

Meetings of the Bourse are held the last Friday in each month, and they follow the Rotary Club format of conversation, lunch and the display of new equipment.

The Bourse is unique not only because of its format but also because of the blue-ribbon attendance it attracts.

Government officials, deputies from the National Assembly and members of the city council—all are represented at almost every session.

The monthly get-togethers are sponsored by the Belgian trade association, Union Belge de l'Automatique (U.B.A.). Each meeting features an address on trade problems or subjects of general trade interest and the display of equipment by Belgian distributors.

### Showcase

The Bourse provides an unexcelled showcase for equipment. For example, recent Bourse luncheons featured displays of Wurlitzer and Rock-Ola equipment.

The Wurlitzer showing was one of the most complete held in Belgium in the last year.

The Rock-Ola presentation was on a similar scale, arranged by the Brabo Corporation, the Belgian Rock-Ola distributor.

Government officials and legislators like to attend the Bourse, they say, because it provides easy first-hand contact with the coin machine trade and its problems. This is important for Belgium, through the port of Antwerp, is one of the world's biggest coin machine importing countries. Legislation and its enforcement involves not only domestic operators and distributors but the big export-import industry based in Brussels and Antwerp.

The Bourse reflects the fact, too, that almost alone among Continental trade organizations, the U.B.A. wastes very little time battling officialdom. The Belgian trade group has a long-standing policy of co-operation with officials at national and provincial levels based on fair play.

## Flipper Games Emerge Victors

• Continued from page 58

agent Robert Miller, fed coins into a machine, causing lights to blink and bells to ring in front of a dumbfounded gathering in a State Senate committee hearing. Miller also pointed out that the machine had about 7,000 feet of wire and cost as much as \$2,500.

### Testimony

• Testimony against pinball machines by an educator and a representative of the Justice Department. Dero Dowling, vice-president of Western State College in Bowling Green, Ky., told tales about students who gave bad checks or stole clothing to finance their pinball exploits. Philip Wilen told of Justice Department investigations showing the tie-up between pinball machines and "the more sinister activities of organized crime." Under questioning, however, Wilen admitted that none of the investigations he mentioned were conducted in Kentucky.

• A fasty face-saving amendment by the governor's forces which gave nickel flipper games a clean bill of health and assured the passage of the bill.

• A defeated amendment which would have made dime flipper games legal also. An industry spokesman pointed out that most amusement type games being made today cost 10 cents because a nickel isn't worth what it used to be in the good old days. The amendment was killed by a vote of 18-13.

The battleground now shifts to the House. A House committee reported the bill shortly after the Senate passed it. It is in line, according to informed political sources, for passage this week. When the bill does get the governor's signature it will create a situation similar to the one desired by two Chicago manufacturing firms who have been trying to get Kentucky courts to differentiate between flipper-type and in-line pinball games. The court action was initiated after Huddleston confiscated a number of machines, both flipper and in-line, in Bowling Green.

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# An Industry Dialogue on Record Promotion

• Continued from page 58

advice should consider himself fortunate. And in all cases I would recommend that the operator make a studied assessment of the advice he receives from the one-stop. This is not to say that many one-stops do not have integrity."

**PALMER:** "The one-stop concept has to be good because the operator brought it on himself. A knowledgeable one-stop person can definitely assist in the juke box take."

**KELLEM:** "I work closely with the local one-stop people because I observe a high percentage of operators taking their advice. There is a one-stop employee in this town that has a world of knowledge about records. I inform him about a record that is happening and he passes the word on to the operators. The confident base their purchases on what he says, because he has proven to be a true expert."

## Abdication of Role

The two-edged one-stop concept has had an effect on the operator's music savvy, the observers agreed. Much of the effect has been bad.

**CANNON:** "One unfortunate result of the one-stop concept is a lack of any individuality in programming. There is a dull sameness. Programming is homogenized from too much reliance on one-stop advice."

"It is a rare bird who programs for himself. The operator who does not program—or who does not have his own programming specialist—is abdicating one of his important roles. If he does not fulfill his function as a music specialist he is merely functioning as a machine servicer."

**POLLAK:** "The operator must be hip. He must watch the trade charts, not so much to see what is in the top 10 but to catch trends—to see what is moving up. He should be programming 12 weeks in advance."

## Stetson Death Alters the CMMA Board

OAKLAND, Calif.—The veteran distributor Ben Stetson, 69, owner of the Stetson Automatic Music & Vending Co., here for more than 30 years, died recently after a month's illness. Stetson was one of the most active members of the industry, and had long been a director of the California Music Merchants Association.

For the time being the company is managed under the direction of his widow, but it is expected the company will be sold soon.

The death of Stetson and the more or less semi-retirement of C. G. Silla have brought about two changes in the composition of the board of directors of the CMMA. Russ Catano, owner of Sam/Russ, Inc., has been elected to membership on the board, replacing Stetson. And Joseph Silla replaces his father, except that the elder Silla is still around and has been given the honorary title of "chairman emeritus," after serving several years as board chairman.

## Say You Saw It in Billboard

February 26, 1966, BILLBOARD

He should watch TV programs and listen to the radio as an aid to determining what is hot."

**BLOOM:** "I've found that too many operators are not really music people. This frequently leads to a lack of communication between operators and record men on a common level. We just don't get through to the operator."

## Programming Faults

Juke box and record people alike found many programming faults, but operator spokesmen insisted that often the promotion man and the operator are at cross purposes. For example:

**DIAMOND:** "Operators keep records on the boxes too long—far beyond their expected longevity. When a record dies, it should be removed, but too many operators hold on to a dead record to save money."

**CANNON:** "The good operator will read the play meter and take the record off accordingly. The juke box may simultaneously feature three releases by the same hot artist. One record will be on the way up in popularity on the box, another will be at its height and the third will be on the way down but still have attraction."

"Promotion men and operators have different viewpoints. The promo man is working on today's release. But the juke box operator is aware that people are remembering yesterday's release, and the one of the day before. Promotion men are oriented to the deejay's stock in trade, which is 'newness.' The operator must be aware of 'newness,' but at the same time he must cater to patrons who want previous hits."

## Promotional Value

All shortcomings considered, the experts agreed that the promo potential of the jukebox is good and can be improved:

**BLOOM:** "The jukebox is a fantastic medium of exposure for records, despite the fact that I and other promotion men have been unable to utilize it to a large degree."

**PALMER:** "The juke box is a beautiful sounding board for the music that people want to play at home. I know a record company national promotion manager who sends out promotional records to a select list of 113 responsive operators across the country. He feels the resulting response gives him an excellent indication of whether the record will move or not."

**KELLEM:** "Yes, I am convinced that juke box play cannot be overlooked by the promotion man."

**POLLAK:** "Many record men feel that a real star was never made on the juke box. I feel they are wrong. We at Rowe have never had difficulty in getting artists to work with us."

**GORDON:** "Promotion men are missing a great bet by avoiding operators. They're forgetting that the jukebox begat the 'Top 20,' even the 'Hot 100.'"

**CANNON:** "The juke box is a fine place for the consumer to find a sample from an LP. After all, where else can the potential customer hear a record before buying it. He can't play records at the retail store anymore."

## Play Weight

Juke box industry observers pointed out that a juke box play carries significance greater than air play:

**PALMER:** "The juke box record is selected by a paying customer, not at the discretion of a deejay."

**GORDON:** "The juke box play is worth more than the radio play because the patron pays."

**CANNON:** "The patron pays his dime and we know its important to him. In his mind it belongs to him."

**KELLEM:** "I value a play on a juke box just as much as an air play. It's just as important."

## Breakouts?

Differences of opinion showed up when discussion turned to the potential of the juke box in making artists:

**KIES:** "I can remember the juke box breaking singers 12 years ago."

**KELLEM:** "One of our artists, Ray Merriweather, a jazz man, is being helped greatly by juke box play. And I recall that Jimmy Dean's 'First Thing Every Morning' was started here in Philadelphia by juke box play."

**BLOOM:** "I can't recall any juke box breakouts."

## Play Meter

What about using the juke box play meter as a popularity barometer? The men had this to say:

**KIES:** "The play meter is not as important in gauging a record's popularity as is the number of copies sold."

**PALMER:** "The jukebox meter can tell the promotion

man a lot about the popularity of a record."

**GORDON:** "Today the popularity meter on the jukebox is the greatest record barometer. We have 150 test boxes around the country for gauging the potential of product."

## What to Do

All concerned said that communication and co-operation between the promotion man and the operator could be improved in the following way:

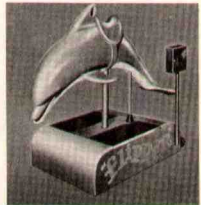
**BLOOM:** "There is a lack of an established pattern of communication between record men and operators. This has led to apathy among promotion men as far as the operator is concerned. I think there are signs of improvement, such as the Music Operators of America communication committee headed by Bill Cannon. At coming conventions, record men and persons concerned with juke box programming should get really acquainted for the first time."

**DIAMOND:** "I assure you, if my men were to find an operator responsive to trends, they would stop by and make that operator aware of what's happening. It would be well worth our while."

**POLLAK:** "We have some definite ideas on how to use the juke box to merchandise music. We cannot make them public now, but we will announce a promotional program to the industry this year."

**CANNON:** "I would recommend to promotion men that they stop by and tout operators who are interested in good pro-

gramming. If this proves too expensive, I suggest that they mail out samples to operators on a very selective basis. I suggest, however, that record people check in some way to see if the operator is giving the new release proper consideration. I'm not suggesting that they give out samples wholesale to operators. That would be a waste of money."



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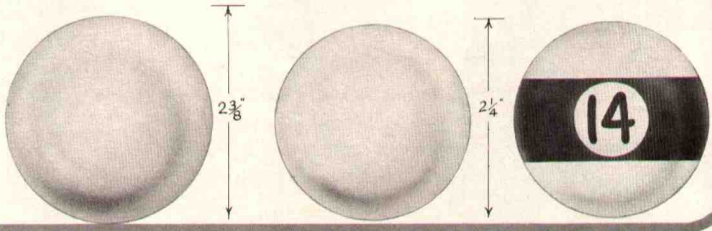
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## Sees Boom in Arcades

LOS ANGELES—Operators interested in supplementing their income should look into the fast-improving Los Angeles arcade market, according to Henry Tronick, representative of the C. A. Robinson Co., here.

Tronick feels operators who limit themselves strictly to the tavern trade are missing a bet to increase their revenue. With a minimum outlay of time, he says, a coin machine operator can safely increase his business in the arcade market.

The rapid expansion of family billiard halls and slot-car racing establishments in the Los Angeles area will give coin operators the opportunity to enlarge their routes and increase business, according to Tronick. Combine the "new" arcade business with the vintage arcade market and the operator has several fresh avenues of profit to explore, he says.

### Face-lifting

Face-lifting of the arcade business here is a healthy sign, Tronick says.

"Southern California is arcade-minded," Tronick reports. "Shopping centers, markets, family-type billiard halls and slot-car racing locations all have coin machines. The machines not only draw shoppers but also supplement the location's income."

"The arcade business now has a fresh image, a clean image. Arcades are profitable business, but only if the operator is willing to pursue the market."

The C. A. Robinson Co., by working with the arcade-minded operator, now shows 5 per cent of its gross income coming from the arcade market, a steady gain over last year."

Tronick estimates there are

2,000 to 3,000 arcade locations in the Southern California area.

The image of arcades being only in or near ancient beach communities is fading, according to Tronick. "Now," he says, "you can find arcades in the better communities operating under a different title. But they are arcades."

"Arcade operators are going for newer equipment, realizing better machines mean less service time and little expense. Operators, the smart ones, are abandoning the old arcade principle of using cheap equipment for a quick profit," he observes.

## Hold Schools At Empire Coin Branch Outlets

CHICAGO—Empire Distributing, Inc., and Rock-Ola Manufacturing Corp. co-operated in a series of instructional classes for coin machine servicemen during January.

Rock-Ola field engineering specialist William Findlay provided instruction in music equipment at the Empire Detroit branch on Tuesday, Jan. 25; at Grand Rapids, Mich., on Wednesday, Jan. 26, and at the Menominee, Mich., offices Jan. 27-28.

The branch managers, respectively, of these offices are Jim Frye, Dick Flaherty and Bob Rondeau. Each extended invitations to all area operators to take advantage of the training on the Rock-Ola full line of music equipment.

Empire Distributing Sales Manager Jack Burns accompanied Findlay on the training tour.

## Chicago Sports Show Draws Coin-Op Firms



EXHIBIT OF ST. CROIX SALES, Park Falls, Wis., at recent Sporting Goods Show at Chicago's McCormick Place is visited by firm's Kansas City, Mo., distributor, L. M. Oliver.



CONNIE WARREN demonstrates a coin-op model offered by the Irving Kaye Co., Brooklyn, at the Sports Show.



NATIONAL SHUFFLEBOARD executives Sol Molingarden (left) and Jerry Gordon pose with one of the firm's new models.



BILLIARD BALL MANUFACTURER Roger E. Delmotte (right), of Callenelle, Belgium, chats with Dynaball Co. president, Sam Berger, at the show.



JOHN RYAN, of Valley Manufacturing Co., Bay City, Mich., holds the hat for trick-shot master, Don Tozer, at the Sports Show.

## Country Club or Campus?

LOS ANGELES—Doyle McClurg, an operator in Santa Barbara, Calif., has a lucrative coin machine market but an unusual problem—he is caught between college students and senior citizens.

McClurg benefits by having coin and vending machines on the heavily populated University of California at Santa Barbara campus, but efforts to increase his profits and improve the popularity of coin machines among the "over 60-ish and retired set" who make up a large percentage of area residents, has been unprofitable and unsuccessful.

After making several attempts at "reaching" senior citizens in an area regarded as a retirement haven, McClurg is convinced retired people are not coin machine fans.

Because there is only light industry in Santa Barbara, McClurg says, and because of the large amount of residences, he made several pitches at the wealthy retired folks on their own grounds—the country club.

"I figure," the operator says, "that the wealthy will not travel to my locations to hear the juke box, to play pool or shuffleboard. So I put machines and pool tables in the country club."

McClurg says he gave the coin machines a good test in the club but the machines did not generate business, "and I pulled 'em out after several months."

What McClurg did learn, however, is background music among the senior citizen set is accepted. When he pulled his machines out of the club he installed background music. "They seem to enjoy the background music," McClurg says, "because it's not too loud."

"I tried installing machines in the country club on several occasions but ended up with the same result. Retired people with money spend their leisure moments playing golf and tennis, sailing and playing cards, not listening to the juke box or playing pool."

"Now I just concentrate on the college crowd," said McClurg. "I know they dig the juke box."



# Coin Machine Service Co. Making Billiard Supplies

By BRUCE WEBER

LOS ANGELES—The Coin Machine Service Company, principally a distributor of coin-operated machines, will begin to manufacture billiard equipment. Marvin Miller, president of the two-year-old company, said "limited amounts of billiard accessories will be made available on a local and on a national basis beginning Feb. 21."

Details on national distribution, however, remain to be worked out, Miller said. But the Coin Machine billiard products will be available immediately to the Los Angeles market. Miller declined to reveal prices for the products—cue racks and triangles—but promised "prices on the new equipment not only will be competitive but in some cases reduced."

Miller announced Coin Machine Service will manufacture other billiard equipment in the future if the initial production experiment proves successful. He also said the company is exploring the possibility of manufac-

turing "some" coin machine items, but refused to reveal his company's future steps in the coin machine field.

### Inflation

The inflated prices of billiard equipment, Miller said, prompted Coin Machine Service Company to enter the competitive field. He said his company is looking for ways to reduce prices and still maintain quality merchandise; not to become a manufacturing giant of billiard or coin machine products.

"The price increase in billiard accessories is alarming," Miller said, in explaining the reason for entering the manufacturing field. "We're searching for quality control. Lower the price of the merchandise to the distributor and the operator, at least by one third, and maintain a solid quality level."

"If we can find a way to cut prices to the operator, and we feel we can, there are several other avenues we will explore in the manufacturing market. We are willing to make less profit than national billiard manufacturing companies and

prove their profit margin is too high for the industry."

### Narrow Profit

Miller feels local distribution will be accomplished without any headaches, excepting a few "bugs" that accompanies any new venture. Distribution on a national level, however, presents other problems. "Simply put," Miller said, "the problem is if we can distribute on a national basis and still make a narrow profit. We think we can."

Distributors and operators, according to Miller, on both a local and national level have voiced favorable comment to the entry of Coin Machine Service into the manufacturing field.

Although his equipment is not yet on the market, Miller is confident it will be accepted. Already company executives are looking into potential future expansion markets, Miller said.

Executives of the Coin Machine Service Company include Miller; David Solish, vice-president; Al Hellman, vice-president-treasurer, and Al Lober, secretary. The company's factory facilities are in Los Angeles.

## DISCOTHEQUE RECORDS

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

### HOT 100

TITLE	TYPE OF DANCE	ARTIST	LABEL
MY LOVE	Frug	Petula Clark	Warner Bros. 5684
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
CLED'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

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
DON'T FORGET ABOUT ME	Slop	Barbara Lewis	Atlantic 2316

## Seeburg Chalks Record Quarter

Continued from page 58

Coleman put it, "is more than we earned during all of last year."

Seeburg's major 1965 fiscal problems arose during the last nine months due, Coleman said, to "non-recurring expenses connected with construction of the new principal plant in Chicago and the accompanying start-up costs and production delays." He assured stockholders that such "are now at an end."

### Behind Schedule

"The new plant is turning out Seeburg products with the efficiency and quantity for which it was planned," he said. "I have never been more optimistic for the future of the company."

Coleman reminded the stockholders that during the seven years since he became chairman of Seeburg its sales have climbed from \$17 million to \$100 million annually.

The new Seeburg plant, located in Chicago's mid-north industrial district, was completed, according to Coleman, three months behind schedule. Extraordinary expenses incurred in making the move into the massive facility were reportedly about \$2 million.

### Economies

With the move completed, Coleman said, large economies are being effected through consolidation of six manufacturing facilities in the new plant. Saving in shipping costs alone will now approach \$600,000 annually, he said.

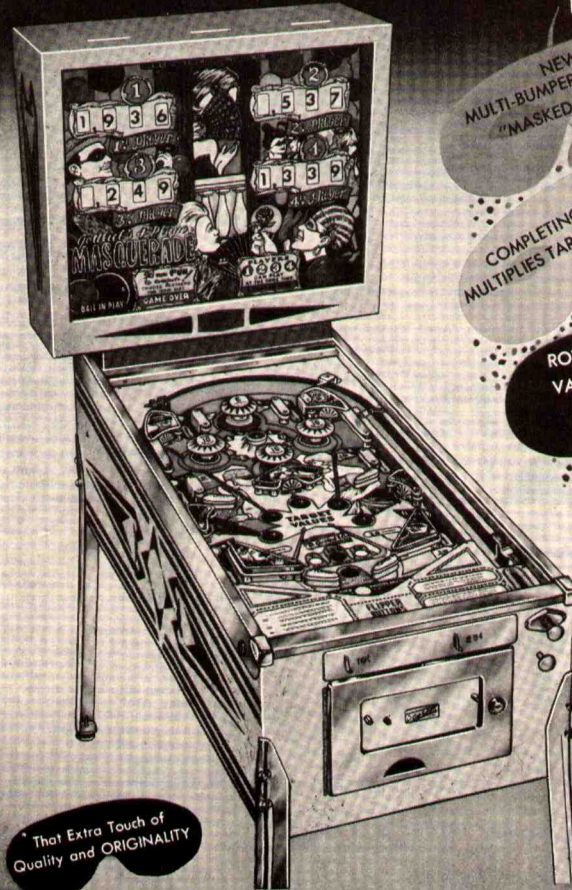
Coleman said that additional economies have been realized through the severance of 271 employees over the past several months.

Responding to a stockholder query about the company's \$600,000 inventory write-off during 1965, Coleman said: "Nothing in inventory now will require additional write-off."

While declining to disclose the company's assessment of the cinema-juke box as an entertainment concept, Coleman informed an inquisitive stockholder that Seeburg examined both the pioneer European products, Scopitone and Cinebox, before deciding to remain out of the field for the present.

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## A SNOW JOB FOR GAME OP

NEWARK, N. Y. — Several days ago, Johnny Bilotta shipped a game to Abe Carpenter, Oswego, N. Y., operator. The game went out by truck in the force of upstate New York's worst blizzard in decades, with a record 100 inches of snow reported at Oswego. Carpenter is still waiting for the game, which he feels will arrive as soon as Oswego digs itself out. The game — it's the Gottlieb Ice Show.

# N. Y. Distributors Get Bird's-Eye View Of Manpower Training Program

NEW YORK — New York distributors this week inspected classes at the Manpower Training Program here. The program, financed entirely by federal funds, is training mechanics for the music machine field. Classes are held 30 hours a week for a 40-week period.

On hand during the inspection tour were Rolf Bjornson, superintendent of the Manpower Training Program of the New York Board of Education; Al Denver, president of the Music Operators of New York; Ben Chikofsky, MONY business manager; Teddy Blatt, MONY counsel; Hank Petet, Wurliizer factory field service engineer; Irv Kempner, Runyon Sales, and Harold Kaufman, Musical Sales.

A. P. Henry, superintendent in charge of the training program, said the trainees will fill a critical need in the music machine field.

New York distributors have been co-operating by lending equipment and providing technical assistance.

The trainees are paid \$50 a week during the course of the program. After completion, many will join local operating and distribution firms.



ON THE INSPECTION TOUR, from left, Hank Petet, Harold Kaufman, Max Guilden of Musical Sales; Teddy Blatt, Irv Kempner, A. P. Henry, Ben Chikofsky, Rolf Bjornson, and Al Denver.

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HARVEST . . . 285	
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## COMING EVENTS

Feb. 27-28—Music & Vending Association of South Dakota quarterly meeting, Sheraton Cataract Hotel, Sioux Falls, S. D.

March 20-23—Music Operators of America midyear board of directors meeting, Statler Hilton Hotel, Washington.

April 5—Missouri Coin Machine Council meeting, Ramada Inn, Moberly, Mo.

April 16-17—South Carolina Coin Machine Operators Association (quarterly meeting), Florence, S. C.

April 23-24—Illinois Coin Machine Operators Association (quarterly meeting), Pick-Congress Hotel, Chicago.

April 23-May 1—General Trades Fair, Hanover, West Germany.

May 14-15—Tobacco-Candy Distributors & Vendors of Kansas convention, Broadview Hotel, Wichita.

May 18-30—Paris Coin Machine Fair, Hall 97, Porte de Versailles, Paris.

Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and trade show, McCormick Place, Chicago.

Nov. 12-15—Second International Congress of Coin Machine Equipment, Kunstlerhaus, Vienna, Austria.

## R. L. Harbin Dead

MEMPHIS—R. L. (Bob) Harbin, a pioneer in the juke box business in the Memphis area, died at Kennedy Veterans Hospital here Jan. 14 after a five-year illness. He was 68.

Harbin owned and operated the Harbin Amusement Co. 30 years. His two sons, Billy and Bobby, were associated with him and will continue the business.

He is also survived by his widow and 10 grandchildren.



DEMONSTRATING THE WORKINGS of a juke box to three trainees are A. P. Henry, superintendent in charge of the program, left, and Rolf Bjornson, right, superintendent of the Manpower Training Program of the New York Board of Education.



TRAINEES STUDY the mechanics of a juke box at the school. Funds are provided from federal sources, but New York distributors have been co-operating by lending equipment and providing technical assistance.

## COINMEN IN THE NEWS

### SAN FRANCISCO

Albert Hayden and his son Larry have moved their Coinway, Inc., operators' firm to much larger quarters at 715 66th Ave., Oakland, right near the new ball park, currently under construction. The new location not only has about three times the space—from 2,750 to 8,000 square feet—but there is also plenty of room for parking.

The firm is now selling all types of coin-operated equipment, including both amusement devices, vending machines and phonographs. The larger showrooms permit a more complete exhibit, and thus better sales to location owners. The elder Hayden has noted a big expansion in the demand for pool tables, and he has installed more of these.

The company enlargement also has called for more personnel—an expanded staff in the shop and a sales staff grown to four men from three. Son Larry heads the sales end; Al does the programming for the locations, and is responsible for other internal chores.

The Hayden family itself has also been recently expanded. Al's first grandchild was born to Larry's wife in January, not quite soon enough to give his father an income tax break for 1965. Nonetheless, no one is complaining about the beautiful granddaughter. Barney Thomson has sold Solo Music and Vending Co., a company he had operated for the past 10 years, in order to devote his efforts to marketing a new type of cigaret lighter which he calls Smokey the Bear.

The right to use this title has been granted him by the United States Department of Agriculture because of a feature incorporated

into the lighter—a cigaret snuffer which completely extinguishes cigarettes, and is a deterrent to forest fires.

The new owner of Solo is Robert Burt, who is founder of the still quite new Vended Service Co. of San Lorenzo. All types of vending and coin-operated amusement and phonograph equipment is handled by Burt. Maurice Weill, who had been with Solo, has joined Vended.

At least three manufacturers of phonograph records in Southern California are using a new style of thin indent sheets of expanded polystyrene as record dividers, and to ship records to operators for distribution to phonograph locations. The sheets weigh only half an ounce per square foot, and have a greater resilience than fluted corrugated sheets. This means a savings in shipping and handling costs, and "almost eliminates" the problem of records taking a "set" or warpage while in shipment. The indent dividers are made by the American Excelsior Co. in its Pico-Rivera, Calif., plant, from Dylite-branded expandable polystyrene produced by the Sinclair-Koppers Co. A. R. Ellsworth, general manager of Research Craft Corp., Hollywood, a subsidiary of Liberty Records, reports that air mail shipping costs to New York for a single record has been cut from 88 to 52 cents. In addition to Liberty, other users of the new packaging equipment are Warner Bros. and Century Records. The sheets are reported to be under test by both Capitol and Monarch.

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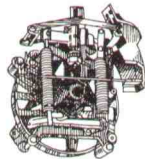
## Number Eight of a Series



# You Can't Beat The System

David C. Rockola has always believed in building things simple . . . that's so they would be easy to service if they ever needed it. He's been thinking like that since the early '20's. It's a system that's hard to beat.

It came as a surprise to no one, then, that the first scale mechanism to come out of his new plant in 1927 was a masterpiece of simplicity . . . a symphony of engineering perfection.



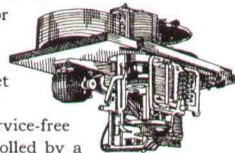
The mechanism was smaller, required no service and had a fool-proof, no-tamper coin chute. To date, no one has ever beat this system. Some of the first products made in the '20's are still giving trouble-free profit to operators today.

As time passed, Rock-Ola moved into coin operated games with successes like World Series and Jigsaw. The policy of operator convenience and mechanical simplicity continued with the same outstanding results.

Immediately, operators began to reap the rewards of Rock-Ola simplicity. Power plants, batteries, wires and contacts were eliminated. Non-tilt devices, visible coin chutes and giant cashboxes ushered in new levels of profit.

When Rock-Ola entered the phonograph field in 1935, industry expected something special . . . they weren't disappointed.

The Multi-Selector mechanical changer introduced that year set a new standard of perfection. This service-free changer was controlled by a single cam, worm driven by a V-belt. So simple that there was nothing to go wrong . . . nothing to service.



Mystic Music came from Rock-Ola in 1940. Music by telephone. Patrons could talk to disc jockeys and order music from 500 selections.

Later the same year, Rock-Ola introduced Spectravox tone columns. This innovation brought a new sensation to music entertainment by radiating sound throughout the room.

Ingenuity was working at Rock-Ola . . . an electrical selection system came in 1946 . . . the 50 selection Rocket was introduced in 1951. In 1953, the still world famous Rock-Ola revolving record magazine boosted selections to 120. In 1957, a 200 selection phonograph was announced for the first time.

The outstanding revolving record magazine is an industry landmark . . . constantly improved through the years, it is today highly regarded for its high performance and dependability.

In 1961 an exclusive mechanical selector was coupled with the revolving record magazine to offer the fastest selection-to-play cycle in the industry to give peak performance without service problems.



Rock-Ola's famous Mech-O-Matic Intermix was introduced in 1961.

This completely automatic mechanical changer intermixes 33 $\frac{1}{3}$  and 45 RPM records, LP albums, stereo or monaural, in any sequence. There are no wires, switches or electronic aids for motor speed or spindle size changes . . . nothing to go wrong.



For more than 30 years, a policy of planned simplicity and engineering excellence at Rock-Ola has produced high performance phonographs that are easy to maintain and profitable to operate . . . the result is today's Grand Prix II, Starlet and Princess Royal phonographs. As we said before . . . it's a system that is hard to beat.

Rock-Ola Manufacturing Corporation  
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GRAND PRIX II  
Model 426



PRINCESS  
ROYAL  
Model 424

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# ALBUM REVIEWS



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



## POP SPOTLIGHT

### THE MOVIE SONG ALBUM

Tony Bennett. Columbia CL 2472 (M); CS 9272 (S)

Outstanding movie songs are given exceptional Bennett vocals on the exciting arrangements of top musicians—Neal Hefti—Quincy Jones—Johnny Mandel—David Rose and Al Cohn. Superb production and performance for a guaranteed chartbusting LP.



## POP SPOTLIGHT

### I HEAR A SYMPHONY

The Supremes. Motown MLP 643 (M); SLP 643 (S)

The top female trio returns with another exciting LP package certain to climb high on the chart. Songs that will sell the album are their two hits "My World Is Empty Without You" and the title theme, plus a great arrangement of the Beatles' "Yesterday." Well performed and well produced.

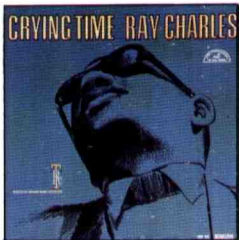


## POP SPOTLIGHT

### CRYING TIME

Ray Charles. ABC-Paramount ABC 544 (M); ABCS 544 (S)

Currently riding high on the Hot 100 Chart with the title tune, Charles proves his versatility with this package of country, r&b and pop tunes. "Tears" and "Drifting Blues" are also outstanding. Great Charles vocals in his soulful, blues style make this a great sales and programming LP.

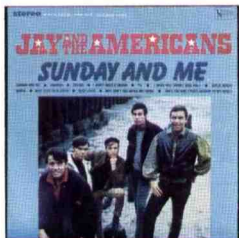
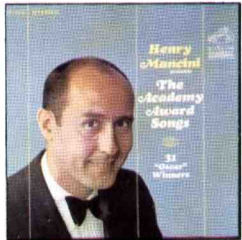


## POP SPOTLIGHT

### THE ACADEMY AWARD SONGS

Henry Mancini. RCA Victor LPM 6013 (M); LSP 6013 (S)

A deluxe two-record set featuring 31 Academy Award winning songs covering 1934 to 1964. Outstanding Mancini arrangements for orchestra and chorus make this a top programming LP. Sure to be a best-selling album.



## POP SPOTLIGHT

### SUNDAY AND ME

Joy & The Americans. UAL 3474 (M); UAS 6474 (S)

Basing the LP on the title tune "Sunday and Me," their hit single, the popular group appeals to a wide variety of fans with this package of top tunes including "Maria," "Granada," "Chilly Winds" and their current single, "Why Can't You Bring Me Home."



## POP SPOTLIGHT

### I'LL REMEMBER YOU

Roger Williams. Kopp KL 1470 (M); KS 3470 (S)

The ever-popular pianist scores again in this beautiful package of movie and stage theme, and a sprinkling of current hits. The most exciting hits are "More," "Theme From Zorba the Greek" and "The Sound of Music." Certain to be a top LP-seller.

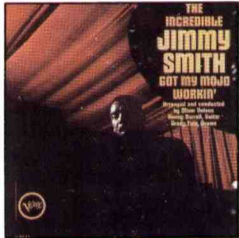


## POP SPOTLIGHT

### BATMAN THEME

Neal Hefti. RCA Victor LPM 3573 (M); LSP 3573 (S)

Hefti's catchy theme for the ABC-TV show is the basis for this package on bat tunes. The show, plus Hefti's good dance beat arrangements will give the LP sales impetus. Should be a top seller in the teen market.

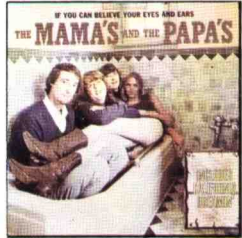


## POP SPOTLIGHT

### GOT MY MOJO WORKING

Jimmy Smith. Verve V 8641 (M); V6-8641 (S)

A strong LP chart entry from Smith with this package of current hits and top pop tunes. Crady Tate on drums and Kenny Burrell on guitar lend strong support to Smith's organ solos.



## POP SPOTLIGHT

### IF YOU CAN BELIEVE YOUR EYES AND EARS

Mama's and the Papa's. Dunhill D 50006 (M); DS 50006 (S)

With their "California Dreamin'" rapidly climbing the chart, the group makes an impressive LP debut on Dunhill with the hit single as the basis. Great production by Lou Adler with strong support from musicians P. F. Sloan and Hal Blaine.



## POP SPOTLIGHT

### BASIE MEETS BOND

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

The Count makes his United Artists debut a memorable one, as he swings out with music from "Doctor No," "Goldfinger," "From Russia With Love" and "Thunderball." Few artists can take the track music and treat it the way Basie does. It's as exciting as a Bond film.



## POP SPOTLIGHT

### A TINKLING PIANO IN THE NEXT APARTMENT

Merv Griffin. MGM E 4326 (M); SE 4326 (S)

A great album for middle-of-the-road programming. A collection of romantic mood ballads played by the TV star with strong support in the arrangements of Marty Manning.



## COUNTRY SPOTLIGHT

### MEAN AS HELL!

Johnny Cash. Columbia CL 2446 (M); CS 9246 (S)

This is an album of selected tunes from a two-album set released recently featuring Johnny Cash. The selections are all western ballads, including "The Streets of Laredo," "I Ride an Old Paint," and "The Shifting, Whispering Sands." Cash is a constant seller in the country music field and this album will prove highly profitable.



## COUNTRY SPOTLIGHT

### BLUE MOON OF KENTUCKY

George Jones & Melba Montgomery. United Artists UAL 3472 (M); V6-8641 (S)

This album features George Jones & Melba Montgomery leading the way on "Blue Moon of Kentucky," then separately on other tunes. The album will be a giant seller in the country field on the names of these two artists. The tunes include "There's No Justice" and "Hall of Shame."

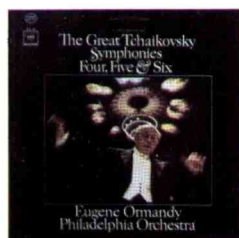


## C&W SPOTLIGHT

### KITTY WELLS SINGS SONGS MADE FAMOUS BY JIM REEVES

Decca DL 4741 (M); DL 74741 (S)

Queen of country music has another package of great songs, superbly sung and produced, and carrying the nostalgic value of being associated with the late Jim Reeves.



## CLASSICAL SPOTLIGHT

### THE GREAT TCHAIKOVSKY SYMPHONIES FOUR, FIVE & SIX

Philadelphia Orch. (Ormandy). Columbia D3L 327 (M); D3S 727 (S)

All the ingredients of a top seller are present here—the three Tchaikovsky war-horse symphonies, Ormandy and the Philadelphia, plus a handsome, boxed package.



## CLASSICAL SPOTLIGHT

### HAYDN: MIRACLE SYMPHONY/CLOCK SYMPHONY

Philadelphia Orch. (Ormandy). Columbia ML 6212 (M); MS 6812 (S)

The two popular symphonies receive a fine interpretation at the hands of Ormandy and the Philadelphia—a combination of selections and artists which should spell strong sales.



## JAZZ SPOTLIGHT

### BILL EVANS TRIO WITH SYMPHONY ORCHESTRA

Verve V 8640 (M); V6-8640 (S)

The noted jazz pianist explores the classical realm of Bach—Chopin and Scriabin with satisfying results for both jazz and classical devotees. "Granados" and "Blue Interlude" are expertly arranged and performed.



## RHYTHM & BLUES SPOTLIGHT

### SOUL GALORE

Jackie Wilson. Brunswick BL 54120 (M); BL 754120 (S)

Jackie Wilson practically vibrates on "Brand New Thing," "Soul Galore," and "Everything's Gonna Be Fine." This is a soul album that contains great pop appeal; the stereo version is sensational and features the excitement of a live performance. R&B and pop dealers both will benefit from this album.



## GOSPEL SPOTLIGHT

### MAHALIA

Mahalia Jackson. Columbia CL 2452 (M); CS 9252 (S)

A new, exciting side of the tremendous talent of Mahalia Jackson is presented that will not only astound and please all of her old fans, but create a multitude of new ones. Explored softly is the showtune "Sunrise, Sunset," and she comes through with a commanding version of "Rusty Bells." For her gospel fans there's "Just a Closer Walk With Thee" and "Somewhere Listening."