

Electronics Mfrs. Invade Home CARtridge Front

By MIKE GROSS

NEW YORK—Now that the eight-track tape CARtridge has been adopted by all major rec-ord companies after its initiation by RCA Victor last fall and is now being put on the road via automobiles from Ford, Chry-sler and General Motors, the industry is anticipating an even further extension of the market in the air, on the sea and in

The Lear Jet Co. is installing its tape cartridge playing units in its planes; there are now about 50,000 marina sets on the market; but it's the marketing of the tape cartridge playing unit for home use that is stirring most industry excitement and which will be one of the main topics of discussion at the NARM meeting in Miami Beach the work this week.

this week. Although no official annouce-ments have been made, it is known that many leading home entertainment electronic firms are readying tape cartridge playing units for the home. It's understood there are at least six top electronic firms that already here such units on the product top electronic firms that already have such units on the produc-tion line and it's expected that most of the firms' units will be on the market by the summer. Lear's home unit will be on display at the NARM meeting. **In Bullish Mood** The spread of tape cartridge

units into the home and auto-mobiles has put the industry into a bullish frame not notice-able since the advent of the LP

almost 20 years ago. The swing towards tape car-tridges is also causing a read-justment in disk company thinking as far as recorded material is concerned. "Now that everybody is in on the tape cartridge bandwagon," one in d ustry spokesman said, "it will now come down to the basics. That is, in the last analysis, it will be the repertoire that will be be the reperiore that will be the cartridge's selling point." He added, "Converting an LP to a tape is not the answer. New a&r thinking for the spe-(Continued on page 10)

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Exclusive NARM Coverage Including Rack Jobber, Distributor and One-Stop Surveys, Pre-Convention Report . . . Pages 66-72

Tape CARtridge Dept.

UNITED ARTISTS RECORDS' FERRANTE & TEICHER, long ranked among the nation's foremost instrumentalists and most consistent record sellers, have become one of America's most popular concert attractions. They are currently become one of America's most popular concert attractions. They are currently on a tour which takes them to nearly 100 major cities or college campuses across the country. Accordingly, they have hypoed sales tremendously on their two recent album hits, "THE FERRANTE & TEICHER CONCERT" and "PART TWO THE FERRANTE & TEICHER CONCERT." (Advertisement)



By PAUL ZAKARAS

CHICAGO-A national record buying co-op, called Co-Op-erative Organization of Record Distributors (CORD), has been founded in Chicago. Member-ship in the group is open to "any record dealer, rack jobber, one-stop or distributor."

Organizing the group are Paul Glass, Lee Howard and Jim Golden of All-State Record Dis-Colden of Alrsade Record Dis-tributors, a large Chicago inde-pendent distributor. They are planning to present a detailed outline of the organization at the National Association of Record Merchandisers convention in Miami.

in Miami. The group will act as a co-op buyer and record clearing house for its members. According to Golden, national director of CORD, all independent labels will be made available to mem-bers. CORD will buy records from weight course ground the from various sources around the country, Golden said, always country, Golden said, always getting them at lowest possible prices. It will guarantee ship-ment of orders within three days, will offer "rock-bottom" prices, and will assure a shipping cost of "no more than three cents per item." No Return Benefits

The organization requires an

membership fee annual annual membership tee of \$1,000, offers no return privi-leges, and will charge a 6 per cent handling fee which will be included in the price of the record.

record. Golden gave Billboard the fol-lowing example of cost break-down as an explanation of CORD's pricing policy. On an LP that lists for \$3.79, he said:

"Distributors listed cost is \$1.85. "Distributors listed cost is \$1.85, minus 12 per cent discount is \$1.63, minus 3 per cent discount is \$1.58, minus 5 per cent dis-count is \$1.50, minus 5 cent 'spiff' discount (for promotional services) is \$1.45, minus 2 per cent discount for prompt pay-ment is \$1.42, minus for proment is \$1.42, plus our 6 per cent fee is \$1.51 as the final (Continued on page 13)

Warners-Reprise Report Anatomy of Sinatra Drive

By ELIOT TIEGEL

HOLLYWOOD—An analysis of the recent Warners-Reprise Frank Sinatra album campaign reveals 10 effects resulting from the mammoth program. Two months after the excitement, Reprise general manager Mo Ostin reports the following conclusions anent the promotion:

The one-month emphasis proved that Sinatra maintains a commanding position in the rec-ord industry. Retailers saw that Sinatra was a potent sales stimulus. Sales were achieved in many "non-Sinatra" markets (outside

the major Eastern and metrothe major Eastern and metro-politan areas). The campaign helped launch the 4½-minute single, "It Was a Very Good Year," a lush ballad running contrary to all existing single trends. Having been exposed on top 40 stations, the single intro-duced Sinatra to teen-agers.

The emphasis on Sinatra's 16 Intermphasis on Sinatra's to catalog albums plus two new LP's, "A Man and His Music" and "My Kind of Broadway," helped old fans "rediscover" the vocalist in a new light. Sales of Sinatra product from late No-uerban will Christme casulted vember until Christmas resulted (Continued on page 13)



SCEPTER RECORDS' DIONNE WARWICK looking forward to another chart record with her latest release out this week, "Message to Michael." single, an LP in which it is featured, "Dionne Warwick in Along with the Paris," will be (Advertisement) released March 15.

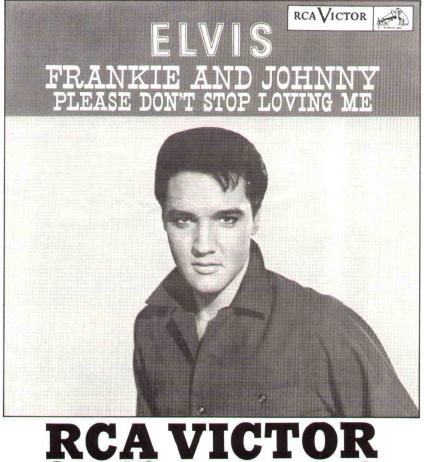
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Col. Is moving into New School Of Earning—Educational Field

NEW YORK-Columbia Recfication into the educational field. Through the acquisition of Creative Playthings by the Columbia Broadcasting System in a \$13 million stock transaction, the record division of CBS will have the educational aid firm under its wing as a sepoperating unit arate

Columbia Records began di-versifying last year with the purchase of Fender Guitars and Electro Music. Electro is the manufacturer of the Leslie Speaker, a loudspeaker for organs.

CBS and Creative Playthings signed a letter of intent under which 0.62 shares of CBS stock will be exchanged for each share of Creative Playthings will be exchanged for each share of Creative Playthings stock, of which 481,360 shares are outstanding. CBS stock was selling at 45 last week. The transaction was made by Goddard Lieberson, vice-president of CBS and president of Co-lumbia Records, and Frank Caplan, president of Creative Playthings.

Organized in 1950, Creative

Playthings is one of the country's top suppliers of three-dimensional educational systems for nursery schools and kinder-gartens. Since 1959, the com-pany has also marketed its products for home use through direct mail catalogs and in redirect mail catalogs and in re-tail outlets throughout the country. Creative Playthings currently produces more than 1,500 visual and tactile aids and systems including devices for developing recognition of numbers and of biological, chemical and physical phenom-remu devices to devide recog ena; devices to develop recog-nition of sound and music, and devices to promote social and community understanding and adjustment.

Commenting on the proposed acquisition, Lieberson said: "Co-lumbia Records has always been keenly interested in the field of education. This has been manifest through our various activ-ities in the world of music, spoken word records, a musical encyclopedia, and, through our Legacy book-record series. In this new association with Creative Playthings, a company

whose contribution to modern education has been of such significance, we believe that we can work together towards in-novative, educational develop-ments to which we will bring the experience and know-how of Columbia Records and CBS in various communication techniques. We view this as just the beginning of an extended pro-gram in the new fields of education as well as an extension of improvements already underin traditional educational way techniques.

Lined Up for **Grammy Fetes**

NEW YORK - NARAS has lined up its list of performers and award presenters for the Grammy dinners to be held March 15 at the Hotel Astor March 15 at the Hotel Astor in New York, the International Ballroom of the Beverly Hilton Hotel in Los Angeles, and the Hilliwood Country Club in Nashville. The line-up for the Chicago dinner to be held in the Chicago Room of McCor-mack Place has not yet been

In New York will be Godfrey

In New York will be Godtrey Cambridge, Elliot Lawrence Or-chestra, Marian Anderson, Ei-leen Farrell, Lesley Gore, As-trud Gilberto, Kate Smith, Rob-ert Merrill, Peter Nero, Barry

Sadler, Morton Gould. In Los Sadler, Morton Gould. In Los Angeles: Jerry Lewis, Les Brown Orchestra, the King Sis-ters, Tommy Leonetti, Maria Cole, Jackie DeShannon, Gale Davis, Jonie Sommers, Connie Europer, Leone Gener, Leone

Stevens, John Gary, Lorne Greene, Ernest Gold, Henry

Mancini, Johnny Mercer, Mort Sahl, In Nashville: Eddy Arn-old, Chet Atkins, Don Gibson, Boots Randolph, Slater Bros.

London Rolling

Stones' 6th LP

NEW YORK-London Rec-

ords is pulling out all the mer-

chandising stops to promote the sixth Rolling Stones album. The

album is packaged with a de luxe bookfold package with 10

pages of glossy color shots of the group in action. As in all the other Stones albums, the art was created by their man-

Merchandising aids include giant, color window streamers and browser cards listing the Stones' entire album catalog, full-page advertisements in the trade press, and bulk servicing

The album, "Big Hits," car-ries suggested list price of \$4.79 for mono and \$5.79 for stereo.

The Stones, who recently appeared on the "Ed Sullivan

Show" and who have just com-pleted an Australian tour, are

in California for the filming of "Back, Behind and in Front."

Braithwaite Agency

WARRINGTON, Pa.—J. B. Artists & Record Promotions Agency for exclusive promo-tion of country records and artists has been formed here by J. Braithwaite. Address is P. O. Box 222, Warrington. First art-its cierced by the accord, ware

ists signed by the agency were Jack Turner and Tom Donahue.

ager, Andrew Oldham.

for radio stations.

On Pitch for

and Ralph Emery.

'Changing' Time Tops **Public Service Chart**

By CLAUDE HALL

NEW YORK-The co-opera-NEW YORK—The co-opera-tion of radio stations in an equal employment opportunity campaign by the Advertising Council and Plans for Progress has been so great that "Things Are Changing," theme song written by Philles President Phil Spector, will get 150,000 plays over the air rer the air. This airplay projection

based on a survey conducted by the Council. As of March 1, the council had received 300 postcards in the first wave of returns from 4,800 sent out a couple of weeks ago to commercial and college radio sta-tions. The council and Plans for Progress hope to reach the public with the tune. The campaign's aim is to relate to members of minority groups that jobs are available to them. A second phase will concentrate on convincing them to retrain for tomorrow's jobs. Plans for Progress is a private organiza-tion composed of some of America's largest corporations.

Back 2 Versions

The two versions of "Things Are Changing" that received tremendous support by radio stations across the nation are by the Supremes and Jay and the Americans. A postcard ques-tionnaire with the record by Jay

the Americans was and cluded in a mailing a couple of weeks ago. The 300 stations returning the card by March 1 indicated they would spin the records a total of 10,000 times.

Although a few stations said they simply couldn't play records because they didn't blend in with their formats, meno in with their formats, many played the records in the public interest. However, 155 of these requested an Easy Listen-ing version of the record and 72 stations asked for a country 72 stations asked for a country music version. Henry C. Wehde Jr., vice-president of the Adver-tising council said the organization was considering these two additional versions.

The interest of radio stations in co-operating in the campaign is aptly illustrated by the fact that one station asked for a bossa nova version, another for a folk version. One station even asked for a light opera version.

Christie Disk Cited

NEW YORK-Lou Christie's "Lightnin' Strikes" on MGM Records has been certified by the Record Industry Association of America for a gold disk for I million singles sales. The la-bel has just released a new single by the artist—"Rhapsody in the Rain."

DEPARTMENTS & FEATURES

DEPART	MENTS
Radio-TV Programming	Audio Retailing
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NARM Section	
CHA	
Top Sellers by Market	Breakout Singles
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Hot 100	Hot Country Singles46
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Breakout Albums	Best Selling R&B Records
Best Selling Classical LP's	New Album Releases
RECORD	REVIEWS
Singles Reviews	Album Reviews

March 12, 1966, BILLBOARD

STU PHILLIPS to Epic Records as producer in the artists and repertoire department on the West Coast. Phillips

EXECUTIVE



director of a&r, for the record-ing activities of all Epic and Okh Records West Coast art-rords' West Coast headquarters, where Phillips will be based. ords' West Coast headquarters, where Phillips will be based. Phillips joins Epic with experience as an arranger, conductor and productor for the Hollyridge Strings. For the past three and a half years he served as musical director for TV's "The Donna Reed Show."

* * *

HQWARD A. ROBERTS has been set as producer in the pop artists and repertoire at Colum-bia R e c o r d s.



ROBERTS and where ne also managed the Belafonte Enter-prises publishing companies. In addition to being a disk producer, Roberts is a composer, arranger, conductor and singer.

URNTABLE

Rick Willard named vice-president of Twirl Records and elected dent of Twirl Records and elected to label's board of directors. Wil-lard will continue to be responsible for national promotion, but will take a more active part in the day-to-day operations of the com-pany, Twirl is based in New York where Willard will make his headquarters.

*** * *** Lawrence Weiss, formerly an a&r staffer at Kapp Records, has joined the Claus Ogerman organi-zation. Weiss will be responsible for producing Hot 100 material and also serve as professional manager of the publishing firms. Weiss is the writer of "Darling, Take Me Back."

* * *

Don J. Pasin upped from napresident in charge of sales for Premier Albums, with Louis Cavicepone becoming national sales man-ager. Pasin joined the firm in 1961 and was instrumental in developing the label's \$1.98 line. Capone had the label's \$1.98 line. Capone had been national sales director for the Connoisseur Record Corp., and head of Tops and the Westimister Record Corp. Both men will be at the NARM convention in Miami, along with Phil Landwehr, Premier president.

George Cooper named Dot's national sales manager, a new post. He was recently promoted to a vice-presidency. He continues to operate from Nashville, reporting to Chris Hamilton, label's execu-tive vice-president in Hollywood.

A Testimonial to Reeves: **Rides High on the Charts**

NEW YORK-Jim Reeves is still riding high on the country stul riding high on the country music chart—a year and a half after his death. Reeves' current top disk on the RCA Victor la-bel is "Snowflake." Since his death, RCA Victor her relevend four circles the

blice his death, RCA victor has released four singles, two of which ("This Is It" and "Is It Really Over") were No. I best sellers on the country chart. "I Won't Forget You" went to No. 3. The fourth single is No. 3. The fourth single 'Snowflake."

All of Reeves' posthumously released LP's also have been best sellers. They are: "The Jim Reeves Way," released in Feb-ruary 1965; and "The Best of Jim Reeves, Vol. 2" released this port leaves. Vol. 2" released this past January. As with the sin-gles, most of these albums made the popular charts as well as topping the country charts.

At the time of Reeves' death, in August 1964, he was represented on the country album

best seller chart with the No. 1 album, "Moonlight and Roses." Also on the album chart at that "His of the autom chart at that time was the newly released "Best of Jim Reeves, Vol. 1," His single, "I Guess I'm Crazy," was in the top five. In October 1965, Reeves was awarded three Billboard Coun-

awarded three Billobard Coun-try Music Awards. The first was as "Favorite Male Artist," while his album "The Best of Jim Reeves, Vol. 1" won in both the "Favorite Album" and "All-Time Favorite Album" cate-ories gories.

Reeves has also been nominated for three Grammy awards for 1965. "Is It Really Over" for 1965. It Keally Over is nominated in two categories for "Best Country and Western Single" and "Best Country and Western Vocal Performance— Male." "The Jim Reeves Way" best here nominated in the been nominated in the has 'Best Country and Western Album" category.

Cars Prizes in Cap. Contest

HOLLYWOOD - Two 1966 MGB roadsters plus 1,139 other prizes will be awarded by Capitol Records in a March-April promotion for four albums cen-tered on the theme, "Big British Wheels Sweepstakes." Major lure is that a dealer can win one of the cars if an entrant includes his name on his application blank.

The albums tied in with the

COAST OFFICE IS EXPANDED

HOLLYWOOD-The grow-ing operations of Billboard have necessitated moving into larger offices here. The new address beginning March 15 will be 9000 Sunset Blvd., Los Angeles, Calif. 90069, Phone number will be 273-1555.

campaign are by British singers Peter and Gordon, Chad and Jeremy, David and Jonathan and the American Hollyridge Strings.

Entrants will be required to list one tune from each of the albums — the traffic building gimmick — plus the dealer's name. Contest begins March 15 with an independent judge se-lecting the winning cards which will be mailed to Capitol.

Handling the promotion is Jack Schneider, national album merchandising manager. The teen LP push is the label's first major promotion of the year and the first time since 1958 that the company has offered autos as promo prizes.

Capitol's promotion men major markets will drive MGB's in bringing contest details to dealers. MGB dealers will be dealers. MGB dealers will be given window streamers to promote the tie-in from their end. (Continued on page 13)

bia R e c o r d s. Roberts, w h o will work out of the New York office, had been musical director for Harry Bela-fonte E n ter-prises for the past three years and where he the Belafonte Enter-hing companies. In ROBERTS

Owens, Miller Top Calif. Honors Racks, Distribs Hopping on

HOLLYWOOD Buck Owens, Roger Miller and Bonnie Owens all shared double honors in the Southern California Country and Western Acad-emy's first annual-awards pre-sentation last week at the Paladium

The fledgling organization judged Miller best songwriter and Man of the Year. Owens, and Man of the real, chick a capitol artist, won in the best band and male vocalist categovocal group honors with Merle Haggard.

Twenty-one awards were of-fered before 1,200 guests with an impressive array of pre-senters doing the honors. The awards presentation plus a run-ning development of country music, moved smoothly. Host Lorne Greene tied the history of country music together with a script by Gordon Calcote, director at KIEV, program Glendale.

Billboard a Winner

The other award winners were: publication, Billboard; talent agency, Jackie McFadden; nightclub, Palomino; publisher, Central Songs; a&r man, Ken Nelson (Capitol); steel guitar, Red Rhodes; fiddle, Billy Arm-strong: lead guitar, Phil Baugh; bass, Bob Morris; piano, Billy Liebert; drums, Muddy Berry; radio personality, Bilf Collie (KFOX); TV personality, Billy Mize; (Bakersfield); promising female vocalist, Kay Adams (Tower), and promising male vocalist, Merle Haggard (Cap-itol). The other award winners itol).

A 27-piece orchestra led by

Billy Liebert provided a modern sound for many of the artists appearing in the growth of country music sequences. These artists included Hoyt Axton, the Dillards, Rex Allen, Freddie Hart, Molly Bee, New Society and Tennessee Ernie Ford.

and Tennessee Ernie Ford. -Presenters included Jerry Dunphy (KNXT), Richard Linke, Keely Smith, Richard Sherman, Richard Kirk, Jimmy Bowen, Donna Douglas, Chill Wills, Buddy Ebsen, Donna Loren, Voyle Gilmore, Nelson Riddle, Red Rowe (KTTV), Donie Sommers, Dick Clerk Loren, vuya Riddle, Red Rowe (KTTV), Joanie Sommers, Dick Clark, Jim Nabors, Irene Ryan, Anita Kerr, Dean Jones, Connie (Continued on page 13)

Spiegelman to Head New Dot **Office in East**

NEW YORK-Dot Records has opened an Eastern division office and shifted Seymour Spiegelman from the Boston branch to head the new operation. Spiegelman carries the title of Eastern division manager and heads a staff of three salesmen and one promotion man. The sales staff includes Gerald Schneider, Lee Amsterdam and Andy Danzico, with Danzico handling New Jersey. Mickey Addy handles promotion. Offices are located at 315 West 47th Street.

The Eastern office will cover Newark, Hartford and Boston where the company retains a warehouse at 1168 Common-wealth Avenue. The Boston facility is the main shipping point merchandise since for Dot pulled its line from Cosnat in Manhattan several weeks ago. Replacing Spiegelman in Bos-ton is Richard Masters. His staff

includes Don Masters in promo-tion and Anthony Weston in

sales. The reopening of a Manhat-tan office follows a retrench-ment in the area. Dot previously had a New York branch from April 5, 1963, to Oct. 15, 1963, when the franchise was sold to Cosnat. Addy had remained in bic recording ognasiti

Spiegelman has been asso-ciated with Dot since 1952 when formed the Hilloppers in Bowl-ing Green, Ky. Their first rec-ord was released by Dot, then in

Leon Goldstein

were held here Wednesday (2) for Leon Goldstein, 62, pro-gramming consultant and ex-program director of WMCA

and became program director and vice-president shortly after the war.

Survivors include his widow; grandchildren.

MGM's New Budget Lines

NEW YORK — MGM rec-ords' three new budget lines— Heliodor, VSP and Leo the Lion — received more than 1 million orders from rack job-bers and distributors in the first three weeks. Launching of the three labels was reported exclu-sively (Billboard, Feb. 12).

MGM Records president Mort Nasatir said that the immediate success of the new lines indi-cated the need for such a budget presentation in the mar-ket. The lines are being offered

Decca, Coral Add Fuel to March Pitch

NEW YORK - Decca and Coral Records have set up an extra incentive program for its March album release schedule which features LP's by Brenda Lee and Pete Fountain. To sup-port the March program, 20x20 port the March program, 20x20 full-color in-store and window displays, spotlighting the new albums, have been prepared to serve as point-of-sale merchan-dising aids. A schedule of na-tional trade advertising has been set to coincide with the release of the albums. Miss Lee's LP is on Decca and Pete Fountain's is on Coral. Both albums are now in stock

Both albums are now in stock at the Decca branches. The company's field force began making the rounds of their accounts this week

Col. Nashville Studios Hum

NASHVILLE - Columbia is sending some of its out-of-town artists to record in its new Nash-ville studios. Recently Bob Dyl-an recorded there, a Patti Page album was finished in it and albums were turned out there by the Pezo-Seco Singers, the Jordanaires, Los Trios Panchos and others.

In addition, Epic, Hickory, Mercury, Dial, Capitol and other labels have used the studio and are booking for return sessions. The studio, which opened last fall, has four tracks.

opened last fail, has four tracks. Columbia's old studio, still used heavily, has three tracks. Bob Altshuler, of Columbia's New York office, said the new studio has opened up a whole new stream of recording artists trekking to Nashville for the sound the city is famous for. Dylan did his session under Bob Johnston of Hollywood, who has produced for some ton

who has produced for some top stars.

After the session, Dylan told usicians: "From now on I musicians: want to make all my records in Nashville.

would continue to send in many of its out-of-town artists to record in the new studio.

AF's One-On-Six On Through May

NEW YORK—Audio Fidelity Records has announced a one-Records has announced a one-on-six deal covering its entire catalog, exclusive of the First Component Series. According to Harold Drayson, vice-president, the deal will run through May. Six new albums will be included on the deal. both directly to rack jobbers as well as to distributors

Rack jobbers praised by Phil Picone, director of rack jobber sales for the series, include Recsales for the series, include Rec-ord Service, Inc., Los Angeles, which has already placed an order for 100,000 albums. U. S. Record Corp., Somerset, Mass., is planning special promotions for the children's line, Leo the Lion, with its rack outlets. Rec-ord waon. Boston expressed ord wagon, Boston, expressed appreciation for the new budget labels, especially VSP, the jazz

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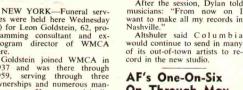
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March 12, 1966, BILLBOARD

Vol. 78

No. 1





CY LESLE, left, president of PICKWICK International, was nonored by Sears, Roebuck for "outstanding performance in supplying superior quality products to Sears during the past year." Making the presenta-tion is Frank Hendrix, Sears' national record buyer. Of the 10,000 firms supplying Sears, only 180 get the awards. Pickwick is the only record company ever to receive the award.

RCA Grooves Cast Album Of 'Love' by U.K. Theater

NEW YORK — RCA Victor and the National Theater of Great Britain have teamed up again for another original cast album. This time it's William Congreve's comedy, "Love for starring Laurence Oliv-Love," ier.

This is the third collaboration between the British dramatic company and Victor, the previous two having been Oliv-ier's performance in Shake-speare's "Othello," with Maggie

Epic Sales Dept. Gets Own Office

HOLLYWOOD-Epic Records is moving its sales-promo-tion office out of the Columbia Records compound to its own of-fices at 1776 North Vine Street within a month. Epic's staff in-cludes John Mahan, sales manager and Britt Kennedy, promotion

Both have worked out of bace in Columbia's Sunset space in Boulevard offices. In lines with Boulevard offices. In lines with the forthcoming move, the label is hiring a staff a&r man and secretary. The new offices are across from Capitol Records. Mahan's territory includes the

11 Western States plus Hawaii. He was with Epic in the East prior to moving here.

Smith; and Albert Finney and Miss Smith in "Much Ado About Nothing" Miss Smith in "Much Ado About Nothing." Starring with Olivier in the

Congreve comedy are Anthony Nicholls, John Stride, Robert Lang, Colin Blakely, Geraldine McEwan, Joyce Redman and

MCEWah, Joyce reuthan and Lynn Redgrave. The recording was supervised for Victor by Charles Gerhardt. The comedy was produced for the National Theater by Peter Wood and has music by Mare Wilkinson. Tentative release of the three-record album is in October

Mimi Hines' TV'er Sparks 'Chi' Disk

NEW YORK — Mimi Hines' performance of "Chicago" on NBC-TV's "Tonight" show last week has sparked the single release of the tune by Decca Rec-ords. The single was culled from her new Decca LP, "Mimi Hines Sings."

Since the release of the albun, a short time ago, Decca has reported top radio and sales reaction, and it's expected that the single will add further sales strength to the LP.

Currently starring on Broad-way in "Funny Girl," Miss Hines is also set for a round of net-work TV shows in support of her new Decca single and LP.

sales his promotion capacity.

he, Billy Vaughn and two others Gallatin, Tenn. Spiegelman sub-sequently became a salesman in Dot's Memphis branch and was the Boston manager from 1962 until recently.

Rites Held for

here.

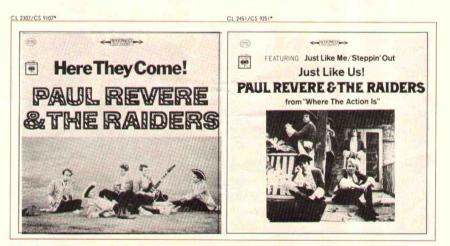
Goldstein joined WMCA in 1937 and was there through 1959, serving through three ownerships and numerous man-agements. He was originally publicity director of the outlet

a son, Michael Goldstein; a daughter, Mrs. Sheila Shaw; six brothers, a sister, and five

REVOLUTIONARY! The Spirit of 45 rpm... that's PAUL REVERE & THE RAIDERS! "Steppin'Out" and "Just Like Me" were 2 spirited single hits that THE RAIDERS rode to fame. Now they're rarin'to go with another action-charged single!

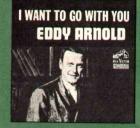


"KICKS"://""SHAKE IT UP"



THEY'RE the Spirit of 33^{1/3} too, with 2 runaway album best sellers. On COLUMBIA RECORDS @

NEWALBUMS FOR MARCH



12 tender love songs for dancing and listening pleasure. Includes "I Want to Go with You," "Don't Forget I Still Love You," "Pardon Me," 9 more. In Dyna-groove sound. LPM/LSP-3507

TALK ME SOME SENSE BOBBY BARE



Follows up his current "Best of Bobby Bare" album in a "folk-country" vein. "It Ain't Me, Babe," "Passin Through," "What Color (Is a Man)," 9 more. In <u>Dynagroove</u> sound. LPM/LSP-3515

HERE'S THAT RAINY DAY PAUL HORN QUINTET

Commercial ballads with a slight jazz flavor. Interesting addition of voices gives extra pop appeal. "Laura," "Girl Talk," "Who Can I Turn To." In Oyna-groove sound. LPM/LSP-3519





12 Bat favorites, includes the theme music from the original score, "Batman," Theme,""Evil Plot To Blow Up Batman," "Mr. Freeze," "Batman Chase," & more. In <u>Bynagroove</u> sound. LPM/LSP-3573

WAYLON JENNINGS

His first album and it will be a smash. Includes "Stop the World (And Let Me Off)," "That's the Chance I'll Have to Take," "I Don't Mind," 9 others. In <u>Dynagroove</u> sound. LPM/LSP-3523

The Unforgettable SAM COOKE the state

Here are 12 great Cooke hits, bouncy and blue. Great for dancing and listen-ing. "Wonderful World," "Soothe Me." "A Whole Lotta Woman," "Feel It," 8 more of Sam's best. LPM/LSP-3517



Getting the sound of jazz onto solid ground is the aim here—and it scores. Contains two standards, "San Fran-cisco," "Rio Rita," plus six originals. In <u>Dynagroove</u> sound. LPM/LSP-3448





The jazz section of Orchestra U.S.A. plays Kurt Weill songs. Arranged by Michael Zwerin, album includes "Alabama Song." "Mack the Knite," "Bilbao Song," 4 more. LPM/LSP-3498

KURT WEILL AARR TELEATMENTS OF: EX SONE - RAVANA SOME - AS YOU MARE FOUR RED ONTE - BILAND ROAD AND A ARREAD SOME - PRATE REM

and to



Instrumental treatment of 12 Beatle "biggies." A must for all Chet and Beatle fans. "Yesterday," "She Loves You," "Hard Day's Night," 9 others. In Dyna-groove sound. LPM/LSP-3531 LPM/LSP-3531



Full orchestrations to 12 all-time hits of Hank Williams. Selections include "Your Cheatin" Heart," "Jambalaya," "Cold, Cold Heart," "Hey, Good Lookin'." In <u>Dynagroove</u> sound. LPM/LSP-3516



Makeba in a broader horizon, Ballads, bossa novas, gospel, and African folk. "Sunrise, Sunset," "Muntu (Lullaby)," "When I've Passed On" and 9 more. In Dynagroove sound. LPM /LSP-3512

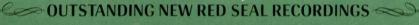


"Most promising female vocalist of 1965" sings her big hit, "If I Talk to Him," "I'll Never Get Over Loving You," "Go Ahead and Make Me Cry," 9 more. In <u>Dynagroove</u> sound. LPM/LSP-3520



Live performance from the "South Louisiana Hayride" show. Sings with Norma Jean and The Wagonmasters. "One Way Ticket to the Blues." "Old Camp Meeting," 14 others. LPM/LSP-3509







Moffo sings two Lucias-romantic and tragic-with rare insight. Prêtre conducts the orchestra and a first-rate cast, with electrifying brio. 3-record album. In <u>Dynagroove</u> sound. LM/LSC-6170





Friedman combines technical brilliance and feeling. In this fine recording, Seiji Ozawa-fastrising Japanese conductor -gives sensitive, superlative reading. In <u>Dynagroove</u> sound. LM/LSC-2865



13 favorites featuring the Pops' 62-piece string section. Finale from Mendelssohn's Violin Concerto, "Malagueña, and a clever medley of "Humoresque" and "Swanee River." LM/LSC-2885





Pennario and Ozawa in an inspired collaboration. Pennario displays his particular affinity for Schuman and gives a spirited performance of the Strauss. In <u>Dynagroove sound</u>. LM/LSC-2873



Two masterpieces never recorded before by Rubinstein. One of the finest examples of Liszt's virtuoso music and Schubert's most brilliant piano works. In <u>Dynagroove</u> sound. LM/LSC-2871

Brahms / THE LIEBESLIEDER WALTZES THE ROBERT SHAW CHORALE Saramae Endich - Flarence Kopleff Seth McCoy- Theodor Uppman Claude Frank and Lilian Kalir, Planists



Big event for Brahms lovers and Robert Shaw devotees. Shaw's first recording of complete Liebeslieder Waltzes. With outstanding piano soloists, Claude Frank and Lilian Kallir. LM-LSC-2864

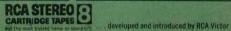
NEW IN THE VINTAGE SERIES



Great songs from the height of their motion picture careers. Hollywood musicals at their dazzling peak with "Rose-Marie," "Indian Love Call," "Song of Love," 13 more. LPV-526



A great collection of rare Waller recordings. "Black Raspberry Jam," "I Got Rhythm," "I've Got a Feeling I'm Failing." "Sugar Blues," "Vatentine Stomp," 11 more LPV-525



700 to Attend L.A. Grammy Spanish Stress=Pesos for Cosnat

HOLLYWOOD - The local chapter of NARAS expects 700 persons at its March 15 partici-pation in the Grammy Awards celebration at the Beverly Hilton Hotel.

Van Alexander, awards chair-man, has lined up the following as Grammy presenters: Jackie DeShannon, Maria Cole, Joanie Sommers, Connie Stevens, Lorne Greene, John Gary, Ernest Gold, Mort Sahl and Henry Mancini.

The Les Brown band will provide backing, with the King Sisters set to sing two of the five nominated tunes, "Yesterday" and "Shadow of Your Smile." (Continued on page 13)

NEW YORK — Jerry Blaine is rebuilding his Cosnat Dis-tributing organization with Spanish disk lines. Cosnat moved into the Spanish disk market in May of last year and the business has grown to such an extent that Blaine claims the firm is now the largest distribu-

tor of Spanish records in this country. In addition to his Cosnat dis-

ribution center in New York, Blaine is also planning to open racks in cities around the country that have a growing Span-ish-speaking population. New York is the hub, right now, but

6th Annual Intercollegiate Jazz Festival

VILLANOVA, Pa.—The North Texas State University lab band won Best of Festival and Best Big Band awards at the Sixth Annual Villanova University Intercollegiate Jazz Festival here Feb 25-26. The Denton, Tex., group was awarded a recording contract by Columbia Records, the first offered any performing group at the festival. In addition, the group was presented automatic entry into the first annual Mobile Jazz Festival, Mobile, Ala., in April.

The West Chester Jazz Quintet of West Chester State College in Pennsylvania was named Best Combo; Donna Jean of St. Joseph's Col-lege, Philadelphia, was named Best Vocalist. The West Chester Jazz Quintet, in addition, appeared on Ed Hurst's "Aquarama" show on KYW-TV, Philadelphia, Saturday (5) and Donna Jean appeared on "TV 10 Around Town" on WCAU-TV, Philadelphia, Feb. 28. 10

Other winners included Richie Levine of Bucknell University, Most Promising Rhythm Player; Lou Marine of North Texas State, Most Promising Reed Player; Rick Bogel of Quinnipiac College, Hamden,

Conn., Most Promising Brass Performer; Jeff Stout of West Chester State College, Pa., Best Trumpet Player; Garry Gauger of West Chester State College, Pa., Best Drummer; Carey Mann of MIT, Cambridge, Mass., Best Guitarist. The awards were presented by the chief adviser for the festival. Stan Kenton Kenton was at Villanova early to work with a group of Philadel-phia area radio and TV stations in promoting the event. Tom Brown, Philadelphia, WIP air personality, served as an adviser to the festival, toco. The festival presented 23 finalists selected from more than 100 collegi-ate jazz groups. Co-moderators of the event were Brian Bandmiller and Bill McCloskey. McCloskey was also general chairman of the festival. The program is slated for broadcast over many ABC stations across the nation as well as over. Armed Forces Radio overseas and Radio Free Europe Networks. as well a Networks.

Networks. Besides McCloskey, the festival committee included Rick Berry, show format chairman; Jerry Iby, business manager; Lucille Cerchiaro, program chairman, and Raymond G. Wilke, faculty moderator.



JOHN HAMMOND OF COLUMBIA RECORDS, with microphone, pre sented a recording contract to the North Texas State University Band, who were named Best of Festival and Best Big Band at this year's Villanova University Intercollegiate Jazz Festival. Accepting is Leon Breeden, leader of the band; at left is festival chairman Bill McCloskey; at right is jazzman Stan Kenton. More than 2,000 saw the final show of the festival.



JUDGES OF THE SIXTH ANNUAL college jazz festival, which featured four performances in two days, Feb. 25-26, included, from left, Hal B. Cook, publisher of Billboard; Robert Share, administrator, Berklee School of Music, Boston: Dr. Jack McKinney, president of the New York Neophonic Orchestra and professor of English at Seton Hall University, and Dan Morgenstern, associate editor of Down Beat magazine. Cook points at a picture of John Hammond of Columbia Records, also a judge.



BEST VOCALIST AWARD went to Donna Jean of St. Joseph's College, Philadelphia, shown above during the festival. She was backed by a trio from the college; later appeared on WCAU-TV "TV 10 Around Town" show



THE OHIO STATE LAB BAND NO. 2, directed by Ladd McIntosh, was one of the performers during the two-day event.



THE CRITERIONS of West Chester State College in Pennsylvania didn't win, but Jeft Stout of the group was named Best Trumpet Player and Garry Gauger Best Drummer. Jazz quintet from the college was named Best Combo.



MIKE PEDICIN JR. QUINTETTE of the Philadelphia Musical Academy performs "Nerva," written by Pedicin.

there has been a noticeable in-flux of Spanish-speaking people in such other cities as Philadel-phia, Chicago, and Los Angeles and Blaine contends that there's a buildup in many other areas

a buildup in many other areas including the South. Blaine is also spreading his Spanish records into such key department store outlets as R. H. Macy, Alexander's, May Co., Abraham & Strauss and 2 Guys From Harrison. He figures that his Spanish lines will be in about 75 other stores in the about 75 o near future.

Blaine decided on the Span-ish stress when he noticed how well the Tico line was selling. With Tico as a starting point,

well the Tico line was selling. With Tico as a starting point, he began importing record lines from South America and is still picking up more. "It's a new and untapped market," he says, "and it can be compared with the early days of the rhythm and blues busines." In building up his Spanish disk operation, Blaine has given up most of his pop disk busi-ness. Cosnat now handles only the pop product from Blaine's own record production combine, Jubilee, Josie, Port, B. T. Pup-py, Duo Disk and Dana. Cosnat also handles the pop product from Roulette, of which Tico is a subsidiary label. Blaine, who set up Cosnat 20 years ago and who had 10 branches in operation at one time, feels that there will be drastic changes in the pattern of disk distribution in the near future. "The gross percentage of profits doesnt' match over-head," he said, "and the dis-tributors will have to find a vay out." For Blaine it's Span-ish records. records. ish

In another facet of his operation, Blaine, who owns a press-ing plant on the Coast, is ready to swing into the case, is ready field. He's bringing in dupli-cating equipment for the eight-track cartridge and will start servicing soon.

Musicor Sets Effort on Latin LP's

NEW YORK-Musicor Records is making a major effort to increase its sales in the Span-ish language album field. Chris Spinosa, vice - president in charge of sales, and Frank Bibloni, Latin promotion man, this week returned from a

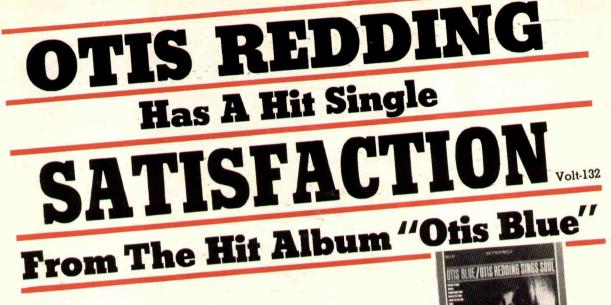
Puerto Rican trip. Spinosa visited Vela Distrib-utors, San Juan outlet, and several retailers, while Bibloni

several retailers, while biolon set up radio station promotions. Tito Rodriguez is head of Musicor's Latin wing. Rodri-guez, currently touring Argen-tina, recently recorded Aidita Viles for April release on Musi-cor cor.

The label also signed Myrta Silva, Puerto Rican singer and hostess of her own TV show on Channel 47, Newark, N. J.

FACH DENIES WAYNE SPLIT

CHICAGO - Charlie Fach vice-president and product manvice-president and product man-ager of Smash and Fontana Records, denied last week that Wayne Fontana and the Mind-benders had left the Fontana label. MGM Records had re-ported it signed the act as two separate groups. MGM has just released "It Was Easier to Hurt Hae" h/w Work Mc We Whet Her" b/w "You Made Me What I Am Today," by Wayne Fontana.



Volt 412/SD 412 On the album charts for 22 weeks



Distributed by Atco Records



NARAS's Simon Spells Out the Rules of Procedure on Awards

Editors note: Because of the great interest expressed in recent weeks over the Grammy Awards, Billboard requested NARAS to outline its procedures in selecting nominations and winners. The process, entailing a great amount of detail, is presented in the following, excerpted from a letter to Billboard publisher Hal Cook by George T. Simon, NARAS executive director.

"In brief, there are three separate stages: (1) the eligibility list; (2) the first round of voting that determines the finalists, and (3) the final round of voting that determines the winners.

"The eligibility list is composed of selections of recorded sides or albums submitted by members of the recording companies at the close of each year's eligibility period (Nov. 1). Forms are sent to members who are asked to list all those selections which they feel are worthy of nominations. Companies receive similar forms. The chief reason for asking the companies to list recordings is to try to make sure that all product, some of which may have been missed by members (who do not have release information as readily available as the record companies do), will appear on the list.

"Before the final eligibility list is compiled, however, the Academy must devote hundreds of hours to the screening of every single entry. They must be screened for duplication, release dates, proper information in regard to labels, composers, engineers, art directors, arrangers, etc., improper information regarding both titles and artists and finally for placement in correct categories.

"To accomplish all this, the Academy not only hires extra help, but it also calls upon members and recognized experts (members and non-members, too) in such fields as jazz, country and western, folk, rhythm and blues, contemporary, etc., to insure as much as possible that each entry is definitely eligible and has been placed in its proper category.

What's Accepted

"In this connection I'd like to correct a misconception held by some very well-meaning people. This is that NARAS looks down upon and even discriminates against any form of popular music. This is not so. All forms of music, except classical, are eligible for its over-all nonclassical (or pop) awards, such as Record of the Year, Album of the Year, Best New Artist of the Year, Song of the Year, and Best Performances by Male Vocalist, Fermale Vocalist, Instrumental Group, Vocal Group and Chorus. However, to make sure that the most outstanding contributions by artists in specialized fields do receive recognition, the Academy has created additional subdivisions specifically for contemporary, rek, folk, c&w, jazz, gospel and other specialized forms of music. Thus, rather than discriminating against them, NARAS is actually encouraging them. Ironically, some of the so-called better music, that does not fall into any of these specialized categories, and which some critics have accused NARAS of favoring, becomes eligible for even fewer Grammys!

"Now to get back to the eligibility list again. ... After all the initial screening work has been completed, a "first draft" list is drawn up (this year's contained more than 4,100 screened items) and sent for review to the Academy's approximately 100 governors and officers in its four chapters. All additional corrections are noted and made, and if any disagreements arise, such as in the area of category placement, they are submitted to the 20 national trustees for their decision.

"The corrected list is then printed and sent along with one ballot to each active, member in each of the chapters. Their ballots are returned to the independent accounting firm of Haskins & Sells which tabulates them and sends the results to the NARAS office. These are in turn submitted to each of the national trustees to verify that every selection is in its proper category. (With so many thousands of original entries to screen, this sort of double-checking is considered quite advisable.) Added to several of the specialized categories are one or two additional nominations. These are supplied by special comnittees composed of members who are especially well versed in their particular fields. These never supplant the total membership's selection; they

List of Nominations

"Next, Haskins & Sells send each voting member a list of the final nominations and a ballot. Each voter once again sends his unsigned ballot (remember, this is a democratic process) back to the firm, which then tabulates them. This stage remains completely in their hands and what goes on is as much of a secret to those of us running the Academy as it is to the rest of the world. Nobody, but nobody, knows who the winners are until the sealed envelopes, carefully guarded by Haskins & Sells executives, are opened at the presentation awards.

"Now perhaps this is not the perfect system, not the one that satisfies everyone completely. But one must keep in mind that no completely democratic system always does please everyone. It has been up to now, though, the best one that we have been able to devise—the one that we feel will permit the greatest number of creative people in the field of recording to vote for the product which they, themselves, have created. That, after all, is the reason for the existence of the Grammy Awards: to recognize and to reward artistic achievement.

"However, as Francis Scott indicated in his letter last week, we are by no means complacent. We want genuinely to improve as much as we possibly can all aspects of NARAS, including, of course, the Grammy Awards procedure. To achieve that aim we welcome all constructive suggestions and criticism. All we ask is that all interested parties understand thoroughly what we are doing and how we are going about doing it. To that end I hope this review of our awards procedure will have served its purpose."



DISCUSSING THE Country Music scene of Germany recently in New York were, from left, Paul Ackerman, music editor of Billboard; Stoney Cooper of the Wilma Lee and Stoney Cooper act; Jolly Joyce, head of the Jolly Joyce Agency, Philadelphia; Roy Horton of Peer International, and L. E. White, singer and writer. Wilma Lee and Stoney Cooper had just returned from a tour of Germany booked by the Jolly Joyce Agency.

Electronics Mfrs. Invade Home CARtridge Front

• Continued from page 1

cific needs of tape cartridge is now needed." On the selling level the rec-

On the selling level the record companies are stressing to their distributors and retailers that tape cartridges are a "plus business" and will not build to the detriment of their regular record business. This will be one of the prime pitches the manufacturers will be giving to the merchandisers at the NARM parley.

The tape cartridge manufacturers hold a similar view and they, too, will be in Miami Beach to make the merchandisers aware of this "plus" potential. Larry Finley, head of International Tape Cartridge Corp., has taken a suite at the house Monday through Thursday. In New York last week, Finley said that the record distributors must realize that tape cartridges are a "plus business" and must take steps immediately to cover the new marketing areas opened up by tape cartridges. He cited Dave Seidman of Metro Distributors in New York as an example of a distributor who has already latched on to the tape cartridge boom. Seidman has hired three new men to cover the regular outlets as well as to cover the new outlets offered in the automotive field.

NEW YORK — Pointing up the speed with which RCA Victor is bringing its hot LP product into the Stereo 8 tape field is its current March release which includes S/Sgt. Barry Sadler's "Ballads of the Green Berets." (the No. 1 selling album in the country) and Neal Hefti's "Batman Theme." It's the belief of Victor's newly created Record Tape Marketing Department that timeliness is an essential ingredient in the successful merchandising of album product on cartridges for "people on the go."

The March release of 13 Stereo 8 cartridges brings the RCA Victor tape cartridge catalog to 239 titles. Included in the March release are such other current LP's as "The Screen Scene of Peter Nero," Brook Benton's "Mother Nature, Father Time," the original soundtrack to "The Spy Who Came in From the Cold," and the Henry Mancini two-LP package, "The Academy Award Songs."

Decca Brill Bldg.'s New Tenant

NEW YORK — Decca Records is going where the pop action is. In an unusual move, the first of its kind made by a major record company, Decca is setting up a branch office in the Brill Building at Broadway and 49th Street. Decca's main office is in the Universal Building on Park Avenue. The new office, which opens

The new office, which opens on March 7, is being set up to afford greater access to independent producers in submitting songs, masters and artists to the Decca labels.

songs, masters and artists to the Decca labels. Dick Jacobs, longtime a&r producer in the Decca-Coral combine, will be in charge of the West Side office. Jacobs will be available to listen and audition new artists, masters and songs for release by Decca. Martin P. Salkin, Decca vice-

Martin P. Salkin, Decca vicepresident, pointed out that the setting up of the new office is in line with the company's continuing policy of covering every potential avenue of availability to acquire top-flight material.

In line with this effort, Salkin also announced the latest acquisition by Decca with an independent production company. Koppelman-Rubin Assoc. have been signed by the label to produce masters for release on the Decca labels and their initial release is due shortly. Koppelman - Rubin have produced three consecutive hit sin-



ELEKTRA RECORDS' new logo is pictured above. The logo, designed by William S. Harvey, the label's art director, will appear on all Elektra product. gles for the Lovin' Spoonful on the Kama Sutra label distributed by MGM.

Last year, Decca signed the producing team of John Madara and Dave White, who have come up with the Len Barry hits, "1-2-3" and "Like a Baby." Last week Decca released a new Barry single, "Somewhere." Madara-White have also produced disks for the Spokesmen and have other acts forthcomine.

ing. In light of the new sources of current hit disk product, Decca feels that the move to the Brill Building can only add strength to its growing roster of new, young talent.

New Kapp Distrib

NEW YORK—The London Records Distributing Corp. has been named New York distributor for Kapp Records, replacing the All State Distributing Co. All State; however, will continue to handle the Kapp line in North-Jersey through its Newark office.

Jankowski Riding in City

CHICAGO — Horst Jankowski's new Mercury album "Still More Genius of Jankowski," has apparently broken a host of international records already and it hasn't even been released yet.

Completed at 5 a.m. Thursday (24) in Jankowski's Stuutgart, Germany, studioi, the album arrived in New York a few hours later and was whisked away in a waiting cab to Mercury's New York City mastering studio. In the next few days it was pressed and packaged and is now being distributed with the rest of Mercury's-March releases.

Said Kenny Myers, Mercury vice-president: "The fastest processing and transport in the firm's history." Myers added he went all out to include the Jankowski album in the early March release when it was learned from Phillips overseas that Horst's first album, "The Genius of Jankowski" would be awarded the Philips international Gold Record award, having sold more than one million copies world-wide.

Jankowski had not been prepared to finish the album for U. S. release due to current commitments to his new German TV show "Sing Along With Horst." Mercury producer Lou Reizner, who flew to Stuttgart to get the album finished, said six of the tunes on it are original Horst compositions and the other six are Jankowski's renditions of well-known pop tunes.

FLATT-SCRUGGS ON 'HILLBILLIES'

NASHVILLE — Lester Flatt and Earl Scruggs will be featured as themselves on "The Beverly Hillbillies" TV show which will be aired March 16. It is their fourth appearance on the show. Title of the episode is "Flatt and Scruggs Return." Flatt and Scruggs Return." Flatt and Scruggs Return." Flatt and Scruggs have acting as well as singing roles and the show revolves around their visit to the Clampetts. Singer Joi Lansing is also featured on the March 16 show.

Profits a-Poppin'

MYRON COHEN—recorded "live" at the Royal Box of the Americana Hotel

Here's Myron Cohen—show business' top storyteller in his great new laugh-loaded album—"Everybody Gotta Be Someplace." His many TV, nightclub and hotel appearances give this album a ready-made market of millions. 33 famous Cohen stories in all put together for the first time on record. This new album will get featured national advertising in TV Guide and Women's Wear Daily.

anti-grade a

REAVICTOR

LPM/LSP-3534



WOULD YOU **BELIEVE**???

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Kiddie: Market for All Seasons

GLENDALE, Calif. — Rack jobbers have learned that the children's market is a 12 months of the year business, reports Dis-neyland's national sales manager Bob Elliott. Three years ago the label scored a breakthrough by convincing racks that children's records were a strong, salable item all year around. Today,

Elliott estimates, a majority of the racks doing business with the racks doing business with the company carry almost the entire line of Disneyland al-bums. There are 120 albums in the \$1.98 line, including such stables as "Snow White," "Pinoc-chio" and "Cinderella" sound tracks. By increasing exposure for

By increasing exposure for



By ELIC UCLA commemorated 1966 American Negro History Week (Feb. 8-12) with special events programs climaxed by the blend-ing of the Dizzy Gillespie Quintet with the Modern Jazz Quartet amidst a grandiose concert atmos-phere. UCLA's Committee On Fine Arts Productions, which se-cured Gillespie and the MJQ, wasn't sure several days before the show, cavernous Royce Hall was almost filled to capacity. That the concert had deeper meanings to the performers was indicated by their formal attire. But there was no stuffed shirt azz played that evening. Instead, Gillespie in the first half, and the MDQ as second-half benefactors, tossed their best out at the audi-ence, which included the 7-foot 14-inch freshman b as k e tb al 11 phenomemon Lew Alcindor. An interesting aspect of the audience's composition was that citizens from the outside community comprised a large portion of the tickets. holders

Gillespie's group was composed

Beatles High on Cap. Product List

HOLLYWOOD - Beatles repertoire figures prominently in repertoire figures prominently in record and tape product from Capitol. The quartet's latest single, "Nowhere Man," re-leased Feb. 15, has reported sales of 744,000 copies after only eight days and is being groomed as the group's eighth RIAA gold single. The quartet's "Rubber Soul" LP, which has present the two

LP, which has passed the two million sales mark and "The Beatles Second Album" are being issued on a stereo reel tape 3³/₄ i.p.s. package along with eight other reel tapes.

with eight other reel tapes. Capitol's reel packages offer two previous hit albums by Buck Owens, and the Letter-men. Operas comprise tapes from Angel: "Turandot" and highlights of "Lohengrin-Tann-hauser" and "Tosca-Carmen."

Prima Out on H-B HOLLYWOOD — Louis Prima has gone Top 40 for Prima has gone Top 40 for Hanna-Barbera, with a rock ver-sion of "I'm Gonna Sit Right Down and Write Myself a Let-ter." Prima flew here for the session last week featuring vet rock 'n' roll musicians, arrange-ment by AI Katz and a&ring by Larry Goldberg. The single will be released shortly. Katz is the arranger on Fred-die Cannon's current Warner Bros. chart single, "The Dedica-tion Song."

tion Song.

Trend Now Prime NEW YORK — Trend Rec-ords, recently founded by Ben ords, recently founded by Ben Hurwitz, has changed its name to Prime Records. The change was made to avoid confusion with the "Trend" name, owned by Kapp Records. Only one single was released by Hurwitz under the Trend name. Hurwitz will continue to han-dle sales promotion for Tuba Records in Detroit. The Prime label will depend mainly on in-dependent producers for its

dependent producers for its product. It is currently negotiating for masters.

of several new faces—Candy Finch on drums, replacing Rudy Collins, and electric bassist Frank Schifano in place of Chris White. On piano was Ken Baron, with James Moody on flute and saxo-phones and comic partner to his loader.

Gillespie's time-tested and aging Gillespie's time-tested and aging comic routines popped up through-out his act and the audience laughed as if they had never heard him say: "And now I'd like to introduce the members of the band." Whereupon the players shook hands with each other. And when Diz broke into subtle gyra-tions during a Latin number and the crowd roared, it was if the dance steps had seen their impro-visational debut right there on the stage.

visational debut right there on the stage. Gillespie's love for anything Latin was evidenced by his first two numbers, "Trinidad Good-bye" and "Fiesta Mojo," pulsating, melodic compositions. On the lat-ter selection, with his trumpet muted, his glasses cocked askance atop his head, Diz and flutist Moody held a final note together in a breath-control battle. Moody won, but not before Diz had played out the incident to its full-est with a series of jerked eye-brows and the sudden exclamation, "You win!" "You win!" On an unannounced bossa nova,

Tou win: On an unannounced bossa nova, the quintet took off like a jet to Rio, with all hands playing spi-tiedly. It was a happy groove and the audience responded in toto. After the Modern Jazz Quartet had settled tiself, musical director John Lewis took a short jaunt to the microphone to announce that on behalf of himself and the other members of the group, he "was proud to be an American Negro ... and as hard as it is ... he was pleased to see the changes taking place." The audience ap-plauded loudly. For their participation, the Quartet chose an all-blues pro-gram of works already done in their albums. There was the gospel-tion of ome of the most haunting there is the off the most haunting

their albums. There was the gospel-inspired "Pyramid," a tile selec-tion of one of their most haunting Atlantic LP's of several years ago: "The Cylinder," a humorous in-vention built around what the first cars must have sounded like, with drummer Connie Kaye providing the up and down strokes of the piston; "True Blues," a 4/4 romp-er which Lewis classified as hav-ing more to do with what we hear in music today (meaning a rock rhythm); "Ralph's New Blues," a fast-stepping indulgence for Lewis and vibist Milt Jackson with bass-ist Percy Heath ringing loud and clear in the giant auditorium; "Montercy Mist," an alternating tempoish glider, "Blues Milaneas," with just a trace of Europe in its line and of course, "Bag's Groove." the Milt Jackson identified swinger, in which Heath really became in-spired. spired.

in which Heath really became in-spired. One significant observation at the conclusion of the concert, was that Percy Heath and his regular string bass was able to accomplish more in improvisational and sup-porting roles than was electric bassist Frank Schifano with Gillespie. The arrival of the electric in-strument in Gillespie's group was a point of conversation for the audience and was a letdown since exchifano could only pluck, pluck his way along. This was the third year UCLA bad opened its facilities to the general public in s pon so rin g American Negro History Week. Two years ago Jon Hendricks pre-sented his "Evolution of the Blues" song-drama. Last year there was no concert. But this year, Gillespie and the MIQ added a lit-ing touch to a week of serious discussion.

Disneyland product, racks have upped their children's business, Elliott said, Children's records are being placed in larger outlets as racks expand into these types of locations. Usually the best promotion for children's product

available, the executive said. NARM members account for 30 per cent of Disneyland sales. The Vista pop label is not of-fered to racks because that prod-uct involves promution and disk uct involves promotion and disk jockey relations and is a small portion of the company's total record output.

Elliott says the trend today is to break away from placing product in small locations (two foot racks) and concentrate instead on snaring large users in their communities (much to the

chagrin of distributors). The children's market is diffrent from popular product in that adults have no particular album in mind when they peruse a kiddie department. They buy what's available on impulse, says Fullort Elliott.

Elliott. The "particularly sound think-ting" racks are getting away from buying albums by the pound or price, Elliott believes. They're interested in buying strong titles and will pay a little more to be rid of the return problem they would normally face when buying weak product. Joining Elliott at the conven-tion will be Southern regional sales chief Sandy Beech and Eastern sales chief Marty Kadish.

Handleman's **Sales Earnings** At New High

DETROIT—Sales and earn-ings for the Handleman Co., giant rack jobbing and record distributing complex, rose to new highs for the quarter ended log. 21 Jan. 31.

Jan. 31. Sales of \$13,502,151 for the quarter compare with \$10,881,-930 for the comparable period a year earlier, while earnings after taxes rose from \$526,221 to \$864,071. Earnings per share jumped from 52 cents to 86 cents

The board of directors voted to increase the quarterly divi-dend from 20 cents to 25 cents a share. Figures for the nine-month

Figures for the nine-month period are equally impressive— with sales increasing from \$25,-375,582 to \$30,704,103, and earnings after taxes increasing from \$1,109,765 to 1,632,835. According to Paul Handle-man, president, prospects for the balance of the current fiscal ways are order with the advect

year are good, with the advent of eight-track stereo tape for automobiles representing an im-portant new potential.

Mirwood Enters Pop Jazz Field

HOLLYWOOD - Mirwood HOLLYWOOD — Mirwood has entered the pop jazz field with the album "Rubber Soul Jazz" of all-Beatles tunes by the Music Company, featuring pianist Don Randi. The LP is among 24 in the spring release timed for the NARM conven-tion and is based on the Beatles' "Rubber Soul" LP on Capitol. Other iazz product includes

Other jazz product includes the Afro-Blues Quintet Plus One, Coleman Hawkins, Woody Her-man, Billy Taylor, the MJQ and Elliot Lawrence on the Surrey budget line. With the addition of this release, Mira Produc-tions will have issued 44 LP's since its formation nine months

Co-Op Formed in Chicago to Buy Disks at Bargain-Basement Price

• Continued from page 1

cost of the LP to CORD mem-

bers." "These discounts," said Gold-en, "some of them unannounced, en, "some of them unannounced, all actually exist and will be made available to CORD mem-bers." Golden gave similar breakdowns of "a second type of deal" and came up with a price of \$1.63 for monaural reprice of \$1.63 for monaural re-cordings. Complimentary stereo prices to CORD members were given as \$1.92 and \$2.07. "Sin-gles," said Golden, "will be priced at 41 cents each." Golden said members will not

Golden said members will not be required to buy any set mini-mum of items and will be able to place their orders, "as large or as small as they want to make them," at any time. Members will be required, however, to pay their bills every 15 days. Golden said advantages of the organization will be as follows: Availability of all independent labels from one source, lowest prices possible, guaranteed serv-ice, labor savings for the buyers.

ice, labor savings for the buyers,

RCA Engineers

Vie for Awards

NASHVILLE—The four sound engineers at RCA Vic-tor's Nashville studio have all been nominated for NARAS awards this year, believed to be the first time all engineers in or other ware sourced in

one studio were nominated in

The engineers are Jim Mal-loy, Chuck Seitz, Al Pachucki and William Vandevort.

The nominations: Chuck Seitz and Al Pachucki on the Chet Atkins album, "More of That Guitar Country."

"More of That Guitar Country." Jim Malloy and Richard Bo-gert on "Latin Sound of Henry Mancini." (Bogert is not in RCA's Nashville studio.) Chuck Seitz and William Vandevort on the Al Hirt al-bum, "That Honey Horn Sound."

Malloy has been nominated every year since 1962 and won a Grammy in 1963 on the Hen-ry Mancini album, "Charade," recorded in Hollywood.

Seitz was nominated in 1964 for/ the Al Hirt album, "Sugar Lips," and is the only one of the four RCA Nashville engi-neers to be nominated twice this year

L.A. Grammy

Three other song presenters have yet to be secured. Master of ceremonies is Jerry Lewis. According to Christ Farnum, executive director of the L.A

chapter, at least 50 per cent of the Coast-based nominees will be at the dinner. For the first time a&r men will receive Grammys in the best single, al-bum and classical album of the

year categories. Previously they received plaques.

Owens, Miller

Stevens and Dick Schofield, CWMA chairman.

• Continued from page 4

• Continued from page 8

this year.

the same year.

profit distribution to all mem-bers.

According to Golden, profits will be distributed in three ways: 40 per cent to management, 40 per cent to suppliers and 20 per cent to purchasers. Purchasers will receive dividends according to the volume of business they have provided for the organiza-

"The only returns CORD will accept," said Golden, "will be during Christmas and for certain special promotions, which will be explained later. For all prac-tical promotions with the supertical purposes, however, we will have the policy of accepting ab-

solutely no returns." Asked about delivery delays, Golden said: "Our delivery of LP's will be three days and that The only things buyers might want overnight are singles. Mem-bers may wish to buy initial or-ders of singles with somebody else and back up their stock from us. Whatever the situation, we don't expect our members to buy all of their records through CORD. If it is advan-

to ouy all of their records through CORD. If it is advan-tageous for them to buy else-where in certain cases they are absolutely free to do so." No Opposition Seen Golden said he and the other organizers of CORD have made contact with NARM officials about the co-op. "I see no rea-son why there should be any opposition to this co-op from anyone," said Golden. "I feel the whole record industry would benefit from a successful co-op buying operation." Golden added that the co-op could function on the 6 per cent skim-off because it would have "practically no overhead." CORD, he said, will not be car-rying a stock of records, only handling the administration and paperwork necessary to keep it-

paperwork necessary to keep itself in proper operating condition.

Newton: The Apple Of Bostonians' Eye

BOSTON—Not many artists rate a special day, but the Mayor of Boston did just that when he proclaimed "Wayne Newton Day" this week as the young Capitol recording star moved in for a 10-day stand at the 1,700-seater Blinstrub's Vil-lage. Even if this was a pub-licity stunt, the singer and in-strumentalist proved it was no gimmick as he faced sellout houses for his entire stay. Local retailers reported that his alretailers reported that his al-bums have skyrocketed since his

Newton's "electric" style had hordes of women of all ages racing up and down the aisles snapping pictures and actually mooning in a fashion that hasn't been seen here since the early days of Frank Sinatra.

But for the vast sea of ad-mirers this was merely comic relief from the driving power

of this astonishing young singer. His opening Al Jolsen medley swept through the crowd, with power. His country interlude lighted up the place and his "Danke Schoen" almost set off pandemonium.

Bandemonium. But it was the sentimental "Red Roses for Remembrance" and "Laura Lee," touchingly done, that made willing cap-tives of the female section which made up the larger part of the audience. Newton's banjo and fiddle playing with appropriate patter sent the crowd into de-mands for encores and culmi-nated in the closest thing to a standing ovation, a rarity for this spot.

this spot. Newton has been popular here in his previous visits, but there seems to be only one thing to do for his future dates here, hire the 13,909-seater Boston Garden. CAMERON DEWAR

Warners-Reprise Report Anatomy of Sinatra Drive

• Continued from page 1

in two gold records for the LP's "September of My Years" and "A Man and His Music," a double disk set.

"A' Man and His Music," a double disk set. The action on Sinatra product affected the entire Warners-Reprise catalog, resulting in the biggest catalog business plus largest dollar volume in the company's history. Because of the domestic suc-cess, the label's foreign licensees spun off their own Sinatra cam-paigns. And of singular impor-tance, the public's acceptance for his recordings gave the enter-tainer a new insight and respect for the record industry. **Retailer Reaction** Ostin noted that many re-tailers found a cause and effect reaction after placing ads for Si-natra product. "We had reports of stores where people stood in line to buy Sinatra albums," Ostin said. "The "non-Sinatra" markets were selling him far be-yond anything we ever ex-pected."

Ostin thinks the Gordon Jenkins-arranged single could not have broken out in such pro-portions had not there been the massive publicity coverage pro-vided by magazine and TV ex-posure before and during the promotion.

CWMA chairman. Members of the organization working on the first awards dinner included Dick Schofield, Billy Liebert, Gordon Calcote, Sammy Waters, Tommy Wig-gans, Steve Stebbins, Charlie Adams, Mal Ewing, Bob Bur-rell, Charlie Williams, Mae Ax-ton, Mickey Christenson, Dick Kirk and Len Fairchuck. March 12, 1966, BILLBOARD

During the campaign the la-bel shipped 1.8 million Sinatra

albums covering the entire cata-log. Of these 16 LP's, Ostin pointed out, 50 per cent were of the two new packages, the other

the two new packages, the other 50 per cent covering catalog. "September of My Years" ac-counted for 25 per cent of the 1.8 million LP's shipped. Sales reports revealed that stereo sold over mono 2-1 in the East, 3-2 in the Midwest and 50-50 in the West. Higher profits were of the stereo ratio and Sinatra being a \$4.98-\$5.98 suggested list product.

Capitol's Contest

Continued from page 3

The label will provide 1,000 free motor merchandisers for the four albums based on the sweep-stakes theme, 5,000 window stakes theme, 5,000 window streamers and 1,000 four-color window streamers. Co-op ad-vertising will be spent in 30 top

vertising will be spent in 30 top markets and then some. Other prizes will include 25 Polaroid color cameras, two Capitol portable stereo phono-graphs, six Hohner melodicas, six Surfelele guitars, 1,000 al-bums and 100 one-year sub-scriptions to the label's Teen Set magazine magazine.



MIRA LP-3003

THE AFRO-BLUES QUINTET

PLUS ONE MIRA LP-3002

LPS-3003 as well as

LPS-3002

...THEN YOU'D

MWS-7002 as well as THE DUCK DUCK . . . JACKIE LEE MIRWOOD MW-7000 MWS-7000 JAMES BOND SONGBOOK W/THE JAMES BOND SEXTET MIRWOOD MW-7001 MWS-7001

jazz



S/SS 1017Romantique
S/SS 1018 Moonlight and Love
S/SS 1019 Winds on Velvet
S/SS 1020Mat Mathews With the Surrey Strings
S/SS 1021Spanish Saxes of Sonora
S/SS 1022Star Folk Vol. III
S/SS 1023Star Folk Vol. IV
S/SS 1024. Made in Spain
S/SS 1025Made in the FiftiesThe Surrey Brass
S/SS 1026 Made in the Forties The Surrey Brass
S/SS 1027Songs of Protest and Anti-ProtestChris Lucey
S/SS 1028Zorba the Greek, Lara's Theme & OthersDimitri Demiano
S/SS 1029
S/SS 1030Q. T. Hush
S/SS 1031Big, Fat BrassThe Surrey Brass
S/SS 1032The Fourth Herd
S/SS 1033Easy Like
S/SS 1035Songs of the IslandsSam Makia and His Islanders
S/SS 1036 Made in London The Surrey Strings
the second standard standard

See our new product at the NARM Convention



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- Jackson, Carla 2520 DONT MESS WITH BILL-Marvellettes, Tamla 54126 WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350 SEARCHING FOR MY LOVE-Bobby Moore, Checker
- Sanzinto for mr Love-Booby Moore, Checker Barkan Titter-Neal Heffi, R.C. Victor 875 DEAR LOVER-Mary Weils, Afro 6392 Brohen, Verve 1038 Brohen, Verve 1038 Sanzinto and Sanzinto Angheous Brohen, Verve 1038 Sanzinto and Sanzinto Angheous Sanzinto and Sanzinto Angheous Sanzinto Angheous Angheous Angheous Sanzinto Angheous Angheous Angheous Sanzinto Angheous Angheous Angheous Sanzinto Angheous Angheous Angheous Angheous Sanzinto Angheous Angheous Angheous Angheous Sanzinto Angheous Angheous Angheous Angheous Angheous Sanzinto Angheous Angheous Angheous Angheous Angheous Angheous Sanzinto Angheous Angheo

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 20 SUMM-MCCOY, Bang 516
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 19 UP AND DOWN-MCCOY, Bang 516
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 24 MICHELLE-Sphermen, Dirca, 31895
 25 MART, SIGNER-Marth Berlin, Strate, London 992
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 29 WART NOW, WY LOWEN, Jammic 2230
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 25 GARS 70 A GOAD-MARVIEITER, Tamia 54129
 26 HUSBANDS AND WY LOW-TO-MARVIEITER, Tamia 54120
 27 TAM TAW, MAN WY LOW-T-MARVIEITER, Tamia 54129
 29 HORT MASS WITH BILL-MARVIEITER, Sama 2024
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 Co & Ce 235 34 40 AT THE SCENE-Dave Clark Five, Epic 9882 35 36 DEDICATION SONG-Freddy Cannon, Warner Bros. 36 37 SOMEWHERE THERE'S A SOMEUNE-bean mar Reprise 0443 BATMAN THEME-Marketts, Warner Bros. 5696 DEAR LOVER-Mary Wells, Atco 6392 SATISFACTION-Otis Redding, Volt 132 - BANG BANG-Cher, Imperial 166160 - STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 38 39 - BABY SCRATCH MY BACK-Slim Harpo, Excello 2273 40 Billboard SUBSCRIPTION ORDER Billboard

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NATURE OF BUSINESS		Asia and Pacific (via Air Jet)
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DEAN COUNTRY AWARDS SHOW Response to Poll Called Terrific



SELLERS

MARKETS

IN TOP

TOP

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

MIAMI

- TW LW
- 1 BALLAD OF THE GREEN BERETS—5/5gt. Barry Sadler, RCA Victor 8739. 2 THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra, Reprise 0432. 3 CALIFORMIA DREAMIN"—Mama's & the Papa's, Dun-
- hill 4020
 LISTEN PEOPLE-Herman's Hermits, MGM 13462
 LISTEN PEOPLE-Herman's Hermits, MGM 13462
 19th NERVOUS BREAKDOWN-Rolling Stones, London

- LISTEN PEOPLE-Herman's Hermits, muon 13402 How REVOUS BREAKDOWN-Balling Stones, London LIGHTINH'S STERKES-Louc Christie, MGM 13412 THE CHEATER-Bob Kuban, Munchland, U.S.A. 20,001 BABY, SCRATCH MY BACK-Slim Hargo, Excelle 223 BATPERAM-Louin's Sponful, Amas Sufra 208 HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511 26
- 27

- DATUREAM-Lowin Sobontul, Kama Suitz 208 INFORMATION CONTROL REPORT AND A Control of Columbia STATE SOURD-Simon & Garlunkel, Columbia STATE SOURD-Simon & Garlunkel, Columbia WI LOVT-Detulo Clark, Warne Bros, SoB4 MY LOVT-Detulo Clark, Warne Bros, SoB4 MY LOVT-Detulo Clark, Warner Bros, SoB4 MY LOVT-Detulo Clark, Warner Bros, SoB4 MY LOVT-Detulo Clark, Warner Bros, SoB4 MALKIM, MY CAT MANED DOG-Norma Tanega, NORKING MY MAY BACK TO YOU-4 Season, POWH-LTB G GIRL-Gollowogs, Scorpio 404 I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014 UP TGHT-Streis Wonder, Lama Sa124 IT'S TOO LATE-Bobby Goldstors, United Aritis 960 YOU BABY-Goldstore, United Aritis 960 YOU BABY-Goldstore, Clark Five, Epic 9882 URTY WITER-Sandelli, Tower 185 FIVE GCLOCK WORLD-Vagues, Co A Ce 232 FIVE GCLOCK WORLD-Vagues, Co A Ce 232 FIVE SCLOCK WORLD-Vagues, Co A Ce 232 FIVE-Sandelli, Green Bs 514 UST LILE MC-Paul Recer B the Raiders, Co-BATMAN, Co A Dan, Liberty, SS800 ELISIVE BUTTER DAN, LIBERTY, SS800 ELISUE BUTTER DAN, LIBERTY, SS800 ELISIVE BUTTER DAN, L 17
- 18 18 19 28
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- 19 17 22 15 26 27 28 29
- 30 31 32 23 30 33
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- Jost Like ME-Paul Kevere & the Kaiders, Co-BattMan-Jair & Dean, Liberty 5580 ELUSIVE BUTTERTY-Bob Lind, World Pacific 77080 ELUSIVE BUTTERTY-Bob Lind, World Pacific 77080 ENNY TAKE A RIDE-Micht Mydre & the Detroit Wheels, New Vaice 800 EXTEMA THAN-MARCHT, Wynner Bros, 5596 EXTEMA THAN-MARCHT, Wynner Bros, 5596 EXTEMA THAN-MARCHT, Wynner Bros, 5596 TEAMS-Bobby Vinton, Epic 0994 MOUTT-Bartania, Laurie 320, 2320 LOYE MAKES THE WORLD GO ROUND-Deon Jackson, Carla, 2326 33 34 35

Carla 2526 THIS OLD NEART OF MINE-Isley Brothers, Tamla 54128

36 37 38 39 36

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CHICAGO

1.64	LW		
1	5	CALIFORNIA DREAMIN'-Mama's and the Papa's,	1
2	1	Dunhill 4020 THESE BOOTS ARE MADE FOR WALKIN'-Nancy	2
3	3	Sinatra, Reprise 0432 LISTEN PEOPLE—Herman's Hermits, MGM 13462	3
4	2	LIGHTNIN' STRIKES-Lou Christie, MGM 13412	4
5	4	BALLAD OF THE GREEN BERETS-S/Sgt. Barry	5
6	7	Sadler, RCA Victor 8739 UP TIGHT-Stevie Wonder, Tamla 54124	6
7	6	I FOUGHT THE LAW-Bobby Fuller Four, Mustang	7
8	15	GLORIA-Shadows of Knight, Dunwich 116	8
9	32	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526	9
10	13	DON'T MESS WITH BILL-Marvelettes, Tamla 54126	10
11	23	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273	11
12	17	GOING TO A GO-GO-Miracles, Tamla 54127	12
13	25	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823	13
14	19	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511	14
15	24	634-5789-Wilson Pickett, Atlantic 2320	16
16	16	CLEO'S MOOD-Jr. Walker & the All Stars, Soul 35017	17
17	9	MY LOVE-Petula Clark, Warner Bros. 5684	18
18	18	I SEE THE LIGHT-Five Americans, HBR 454	19
19	20	AT THE SCENE-Dave Clark Five, Epic 9882	20
20	26	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808	21
21	35	GET OUT OF MY LIFE, WOMAN-Lee Dorsey, Amy 945	22
22	34	NOWHERE MAN-Beatles, Capitol 5587	23
23	8	BARBARA ANN-Beach Boys, Capitol 5561	24
24	11	LIES-Knickerbockers, Challenge 59321	25
25	31	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048	26
26	10	I CONFESS-New Colony Six, Centaur 1201	
27	14	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089	27
28	40	MAGIC TOWN-Vogues, Co & Ce 234	28
29		ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129	29
30	39	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350	30 31
31	37	DEAR LOVER-Mary Wells, Atco 6392	32
32	22	SOUNDS OF SILENCE—Simon & Garfunkel, Columbia 43396	33 34
33	33	SAY YOU-Monitors, V.I.P. 25028	
34	12	WE CAN WORK IT OUT-Beattles, Capitol 5555 DAYDREAM-Lovin' Spoonful, Kama Sutra 208	35
35	36	AIN'T THAT A GROOVE-James Brown & the Famous	36
	-	Flames, King 6025	37
37	38	FUNNY (Not Much)-Walter Jackson, Okeh 7236	
38	-	SHAKE ME, WAKE ME-Four Tops, Motown 1090	38
39		(I'm Just a) FOOL FOR YOU-Gene Chandler,	20

40 - YOU BABY-Turtles, White Whale 227

ST. LOUIS

TW	LW		TW	LW	
1	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412	1	1	THE
2	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432	2	3	C/
3	3	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048	3	2	84
4	4	DON'T MESS WITH BILL-Marvelettes, Tamla 54126	4	6	15
5	9	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808			
6	5	GOING TO A GO-GO-Miracles, Tamla 54127	5	10	LE
7	7	THE DUCK-Jackie Lee, Mirwood 5502	6	9	I'N
8	6	UP TIGHT-Stevie Wonder, Tamla 54124	7	12	w
9	32	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739	8	4	GO
10	13	DARLING BABY-Elgins, V.I.P. 25029	ŝ	5	M
11	18	634-5789-Wilson Pickett, Atlantic 2320	10	28	
12	12		11	7	8/
12	12	THE CHEATER—Bob Kuban & the In-Men, Musicland U.S.A. 20,001 MY LOVE—Petula Clark, Warner Bros, 5684	12	17	EL B/
14	8 23	MICHELLE-Bud Shank, World Pacific 77184	14	14	D
16	19	ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129 NO MAN IS AN ISLAND-Van Dyke, Mala 520	16	18	Y
17	31	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020	17	13	ï
18	38	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526	18 19	11	H
19	-	GET READY-Temptations, Gordy 7049			
20	5	54126	20 21	37	Z
21	11	Motown 1089	22	20	LC
22	24	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic	23	25	M
23	26	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273	24	34	H
24	36	LISTEN PEOPLE-Herman's Hermits, MGM 13462			
25	15	BARBARA ANN-Beach Boys, Capitol 5561	25		63
27	16	FIVE O'CLOCK WORLD-Vogues, Co & Ce 232 NO MATTER WHAT SHAPE (Your Stomach's In)-	26	-	u
11	21	T-Bones, Liberty 55836	27	27	TH
28	17	THE SOUNDS OF SILENCE-Simon & Garfunkel,	28	23	C
		Columbia 43396	29	26	Ű
29	37	SOMEWHERE THERE'S A SOMEONE-Dean Martin, Reprise 0443	30 31	22 31	C/ M
30	30	PHILLY DOG-Mar-Keys, Stax 185			
31	20	ARE YOU THERE-Dionne Warwick, Scepter 12122	32	33	TI
32	22	CALL ME-Chris Montez, A&M 780	33	39	0
33	33 35	CRYING TIME-Ray Charles, ABC-Paramount 10739	34	36	SA
34	33	19TH NERVOUS BREAKDOWN—Rolling Stones, London 9823	35	38	GI
35	-	HOMEWARD BOUND—Simon & Garfunkel, Columbia 43511	30		(1
36		NOWHERE MAN-Beatles, Capitol 5587			1.
37		SOUL AND INSPIRATION-Righteous Brothers, Verve 10383	38	-	IT
38		YOU DON'T KNOW LIKE I KNOW-Sam & Dave.	39	40	W
39	39	Stax 180 I SEE THE LIGHT—Five Americans, HBR 454	40		W
40	-	MY ANSWER-Jimmy McCracklin, Imperial 66147			

March 12, 1966, BILLBOARD

CLEVELAND

- TW
 LW

 1
 TIME WON'T LET ME-Outsiders, Capital 5573

 6
 AAADAT PHIC GREEN BERETS-5/59:. Barry Sadler, RCA Vetor 2730

 3
 THESE BOOTS ARE MADE FOR WALKIM--Nancy Sinatra, Reprise 0432

 4
 LISTEN HOPEL-B-marks Hermits, MCM 13462

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 B CALIFORNIA DELAMIN'--Manarks & the Papa's, Dubilit 4030

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 7 TOU BARY-Touries, White Whale 227

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 HISTEN HERVOUS BARADOWN-Aolling Stones, Carla 2320

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 IO LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2320

- Carla 2526 13 WORKING MY WAY BACK TO YOU-4 Seasons, Philips 11 17
- WORKING MY WAY BACK TO YOU-4 Seasons, Philps BATMAN THEME-Markett, Warner Bros. 50-90 WHAT NOW MAY LOVE-Sonny & Cher, Atoo 5395 534-5789-WINTER MAN-Basite, Capitol 5587 I POURT THE LAW-Boby Floit Four, Mustang 3014 GOING TO A Go-GO-Miracles, Tamis 31/24 CUISUE BUTTERTY-Bob Lind, World Pacific 77808 I SEE THE LIGHT-Five Americans, HBR 454 LIGHTHIN STERTY-Bob Lind, MORI 31/21 HOMEWARD BOUND-Simon & Garfunde, Columbia 4331 19 5 27

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This issue of Billboard is being distributed at the Miami Beach Convention of

V. A. **R**. A

at the Fontainebleau Hotel March 6 - 10

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- 2 22
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- 25 32
- HOMEWARD BOUND-Simon & Garfunkel, Columbia 43311 WOMAN-Peter & Gordon, Capitol 5579 GET READY-Impatians, Gordy 7049 CRTING TIME-Ray Charles, A&C-Paramount 10739 WT LOVE-Petula Clark, Warter Bros. 5504 ONE MORE HARTACHE-Marvin Gaye, Jamia 5129 AT THE SCIENCIA Clark, Warter Bros. 5504 ONE MORE HARTACHE-Marvin Gaye, Jamia 5129 AT THE SCIENCIA Clark, Warter, Brois 9030 EVE BYE BLUES-Bert Kaemplert, Decca 31802 SCIENT AGENT MAN-Venture, Dolton 316 BOOGALOD PARTY-Flamingo, Philips 40347 LONG LIVE OUR LOVE-Shargin-Lark Red Bird 048 IABBARA, ANN-Bauch Bory, Copitol, 5511 STOP HER ON SIGHT (50.5),-Edwin Starr, Ric Tic Tion Deck Red Warter, Walth Are, 40329 34 31 23 30 38
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SAN FRANCISCO

- SE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432 LIFORNIA DREAMIN'-Mama's and the Papa's,
- LLIFORNIA DELANIN-MAINAS and ine ray Dunhill 4020 LLLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739 TH NERVOUS BREAKDOWN-Rolling Stones, Lowing, 0823

- PTH NERVOUS BERANDOWN-Rolling Stones, London 9823 STEN FOOLL-Herman's Hermits, MGM 13462 451 ON1204 L COULC & CH-E, J. Thomas, 451 ON1204 L COULC & CH-E, J. Thomas, 451 ON1204 L COULC & CH-E, J. Thomas, New Yoice BOOT NING CA GO-GO-Miracles, Tamia 54127 U OVER-Folus Clark, Warner Bros, 5606 ATMAN THEME-Marks, World Pacific 72008 ATMAN THEME-Marks, World Pacific 7208 ABAY, SCRATCH MY BACK-Slim Harpo, Excelo 2273
- ABY, SIKATCH MIT BOLL-Marvalettes, Tamla 54126 ARLING BABY-Elgins, V.I.P. 25029 DU BABY-Turtles, White Whale 227 FOUGHT THE LAW-Bobby Fuller Four, Mustang
- 3014 HTNIN' STRIKES—Lou Christie, MGM 13412 E CHEATER—Bob Kuban, Musicland U.S.A.
- 20,001 VOBEAM-Lovin' Spoonful, Kama Sutra 208 NEBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787 VE MAKES THE WORLD GO ROUND-Deon Jackson,
- R. MOON-Coachmen, Bear 1974 DMEWARD BOUND-Simon & Garfunkel, Columbia
- OMEWARD BOUND-SIMP of Allantic 2320 43511 Million Pickett, Atlantic 2320 Detroit Million Pickett, Atlantic 2320 HE Raihs CAME-Sir Douglas Guinter, Tribe 8314 EVINO TIME-Ray Charles, ABC/Paramount 10739 P TIGHT-Stevie Wonder, Tamla 54124 LAL ME-Chris Monter, ABA 780 Y BABY LOVIS ME-Martha & the Vandellas, Condor 7048
- Gordy 7048 Mi-Free-Seco Singery, Columbia 43437 Mi-Free-Seco Singery, Columbia 43437 ITSFACTION-One Redding, Volt 12 TREAD-Temption, Gordy 7049 MT TNAT & GROOVE-James Brown & Famous MT TNAT & GROOVE-James Brown & Famous Browner, Verve 10383 Browner, Verve 10383 Group Steeler-Jefferson Airplane, RCA Victor

- 9 ING MY WAY BACK TO YOU-4 Seasons, Philips 38 38 40350 HEN LIKING TURNS TO LOVING-Ronnie Dove, Diamond 195

- DETROIT
- TW LW 1 1 BALLAD OF THE GREEN BERETS-5/Sgt. Barry 2 4 THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432 3 3 CALIFORNIA DREAMIN'-Mama's and the Papa's, CALIFORMIA DERAMIK-Mama's and the Pepa's, 2 STOP HER DO SIGHT 50.5.1-Edvin Stars, RECTE 109 9 DEAR LOVER-Mary Wells, Atco 6992 7 THIS 0.0L REART OF MHER-Sley Brothers, Tamla 54/38 15TER PEOPLE-Herman's Hermits, MGM 13462 9 ITS 100 LATE-Boby Coldsborn, United Artist 980 143571876 BOUNDE-Simon & Gartinaka, Columbia 14357187 22 HOMEYMARD BOUND-Simon & Garfunkei, Columbia 42511 BABY SCATCH MY BACK-Slim Harpo, Excello 2273 UISTVE BUTTRERIY-Bob Link World Pacific 72608 ONE MORE HARTACHE-Marvin Gaye, Tamla 54129 Washington Pickett, Atlantic 2320 GET READY-Templations, Goryd 7049 1946. HERVOUS BEEAKDOWN-Rolling Stones, London 9223 NOWHER MAN-Beatles, Capitol 5587 LINAM THEME-Markett, Warner Bros. 5090 L FOUCHT THE LAW-Bobby Foller Four, Mutang 1148 WONT LET MI-Duritabe. Capitol 5573 10 11 13 12 24 33 31
- Image: Second 20 34 21 14 22 20 23 17

 - SOUL AND INSPIRATION-Righteous Brothers, Verve 10383 18 LOVE MAKES THE WORLD GO ROUND-Deon Jackson,

SEATTLE

- Image: Control of the cartery sector and the cartery an 8 10 11 12 13 14 15 16 43511 634-5789-Wilson Pickett, Atlantic 2320 ZORBA THE GREEK-Herb Alpert & the Tijuana Brass A&A 787 SURE GONDAR MSS HER-Gary Lewis & the Playboys, - 9 17 18 19 20 21 1.00 Liberty 55865 15 JUST LIKE ME-Paul Revere & the Raiders, Columbia 15 JUST LIKE ME-Paul Revere & the Raiders, Columbia 4364). 16 FVE OCLOCK WORLD-Vogue, Ca & Ce 232 30 Double 1022 31 CONFESS-New Colony Six, Centeur 1201 32 CONFESS-New Colony Six, Centeur 1201 32 Certing TIME-Ray, Charles, ABC-Paramount 10/39 30 HM AT ROOM-Vrdeile Smith, Capital SS7 30 HM Capital State WORLD GO ROUMD-Deon Jackcong Carla S250 30 HM CHARLES CAME-Site Soon 40,000 31 HTLE SMITH OF SS0AP-Statistics, Same 30,000 31 LITTLE 10 F SS0AP-Statistics, Bang 30,000 22 23 24 25 26 26 27 28 29 30 28 22 20
- 29 30 31 32 WALKING MY CAT NAMED USU-Norma lanega, New Voics 807
 LITTLE BIT OF SOAP-Exciters, Bang 60,000
 KEEF ON KUNNING-Spencer Davis Group, Aito 6400
 TIME-Pero Seco Singers, Columbia 43437
 SMG4Y D0F5 LA La-Googia Rene Combo, Clara

 - 1517 BOOZE IN THE BOTTLE-Carter Brothers, Jewel 754 FOLLOW ME-Lyme & Cybelle, White Whale 228 33 JENNY TAKE A RIDE-Milch Ryder & the Detroit Wheels, New Voice 806 37 WE CAN WORK IT OUT-Bearles, Capitol 5555

LOS ANGELES

- P CALIFORNIA DREAMIN'-Mama's and the Pape's, Dunhill 4020
 2 LOVE (Makes Me De Foelish Things)-Martha & the Vandelas, Gordy 7045
 3 S LISTEN PEDPLE-Herman's Hermits, MGM Deco Jackson
- Vandellas, Gordy 7045 LISTEN PEOPLE-Herman's Hermits, MGM 13462 LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Jackson, Carla 2520 DON'T MESS WITH BILL-Marvelettes, Tamla 54126 3 4 5 6 7
 - 6 DON'T MESS WITH BLL-Marvelettes, Tamla 54126 DARLING BART-Edings, V.J.P. 25029 7 THESE BOOTS ARE MADE FOR WALKIN-Nancy Signatra, Reprise 0432 12 NOWHERE MAN-Bealtes, Capitol 5587 8 CRYING TIME-Ray Charles, ABC-Paramount 10739 29 BALLAD OF THE GREEN BERTS-J.Sgt. Barry Sadler, RCA Victor 8720 24 19TH NERVOUS BERAFDOWN-Rolling Stones, 10 Condon 9923, Blaktar, Allardt, 2320
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- London 9923 634-5789-Wilson Pickett, Atlantic 2320 MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048 THIS CANT BE TRUE-Eddie Holman, Parkway 960 HOMEWARD BOUND-Simon & Garfunkel, Columbia 4341 14
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- 20 21 22 23 24
- 10 THIS CANT BE TRUE-ECOLE Format, Columbia 40511 30 DATOREAM-Lovin' Spoonful, Kama Suita 208 11 ZORRA THE GREEN-Herb Alpert & the Tiuana 13 THIS GOL BEART OF MINE-Liley Brothers, Tamia 54128 14 JAINT CONNA EAT OUT WY HEART ANYMORE-99 STOOME Research, Atlantic 2312 70000 Research, Atlantic 2312 70000 Research, Atlantic 2312 70000 Research, Atlantic 2312 70000 Research, Atlantic Callo 10 BARY, SCATCH WY BACK-Sim Herpo, Kacello 2373 18 BARS SANG-Cher, Imperial 66160 18 WOMAN-Peter & Gordon, Capitol 5577 19 WOMAN-Peter & Gordon, Capitol 5577 19 WOMAN-Peter & Gordon LOUD CRY-8. J. Thomas, Scepter 12129 10 TGATE-Serve Monder, Tamia 54124
- 26 27 28 29 30 31
- Septer 12/12 Sector 12/12 FAT MAN-12vie Wonder, Tamla 54124 FAT MAN-12vie Ster 104 A WELL RESPECTED MAN-Linkx, Reprise 0420 ONE MORE HEARTACHE-Marvin Gaye, Tamla 34129 HURT SO BAD-Willie Book, Verve 10374 JUST LIKE ME-Paul Revere & the Raiders, Columbia 21 16 28 30 17
- 43461 YOU BABY-Turtles, White Whale 227 HAPPINESS IS ALL INEED-Z. Z. Hill, Kent 439 I'M TOO FARE COME-Bobby Bland, Duke 393 THE CHEATER-BOB Kuban, Musicland U.S.A. 20,001 BATMAN THEME-Neal Heft, RCA Victor 8755 WALKIN' MY CAT HAMED DOG-Norma Tanega, New Voice 807 32 33 34 35 36 37 19 20 23 34 36
- KEEP ON RUNNING-Spencer Davis Group, Atco 6400 WORKING MY WAY BACK TO YOU-4 Seasons, Philips 38 39 12 40
 - WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
 - WASHINGTON
- TW LW 1 THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432 2 CALIFORNIA DELAMIN'-Mama's and the Papa's, 3 data-9579--Willow Fickett, Atlantic 2320 4 BALLAD OF THE GREEN BERTS-5/591. Barry Salder, RCA Victor 6739 5 16 NOWREE MAN-Beatles, Capitol 5597 6 14 LISTEN FPOFE-In-mar's Hermis, MCM 13462 7 15 1 FOUCHT THE LAW-Bobby Fuller Four, Mustang 5 10-4

 - 3014 7 UP TICHT-Stevie Wonder, Tamla 54124 7 19TH NERVOUS BREAKDOWN-Rolling Stones, London 7923 10 LOVE MAKES THE WORLD GO ROUND-Deon Jackson,
 - 13

 - Carla 2526 I WANT SOMEONE-Mad Lads, Mad Lads 131 ELUSIYE BUTTERFLY-Bob Lind, World Pacific 77808 LIGHTNIN' STRIKES-Lou Christie, MGM 13412 HOMEWARD BOUND-Simon & Garfunkel, Columbia 4311 25

 - HOMEYARAD BOUND-Simon & Garfunkel, Columbia 43511 GET READT-Temptations, Gordy 7049 AINT TMAT & GEOVE-James Brewn & Famous DEAR LOVER-Mary Wells, Atco 4392 WHAT & GEL CANT DO-Hangmen, Monument 910 NO MAN IS AN ISLAND-Van Dykes, Male 320 DON'T MESS WITH BLL-Avravieltes, Tamla 54126 Motown 1009 Clark, wrene Bros. 5564 ONE MORE HARTACH-Marvin Gaye, Tamla 54129 GOING TO A 06-00-Winzer, Tamla 54129 GOING TO A 06-00-Winzer, Tamla 54129 WORKING MY WAY BACK TO YOU-4 Seasons, WORKING MY WAY BACK TO YOU-4 Seasons, SMARE MC, WAKE ME-Four Jong, Motown 1090 21 18 19

Philips 40350 SHAKE ME WAKE ME-Four Tops, Motown 1090 AT THE SCENE-Dave Clark Five, Epic 9882 AT VELL RESPECTED MAN-Kinks, Reprise 0420 MY SABY LOVES ME-Martha & the Vandellas,

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39 40 -

AT BARY LOVES ME-Martha & the Vandellas, Gordy 7048 BABY, SCRATCH AY BACK-Sim Harpo, Excello 2273 PHLIV DG-Martery, Jax BSG 188, 254, 1555 MT HELMET Harpo, Martin SCA Victor 8755 IST MT-Databar Amson, Arctic 116 SATISFACTION-Oris Redding, Volt 132 VOU BARY-Duries, White While 227 Ipuan BARY TOPE, White Warre Bros. 5090 STOP HER ON SIGHT (5.0.5.)-Edwin Starr, Ric-Tic 107

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Billboard TOP 40)
EASY	
LISTENING	G
These are best selling middle-of-the-road singles compiled fr	om
These are best selling middle-of-the-road singles compiled fr national retail sales and radio station air play listed in ronk ora	ler.
OBY :: NM OBY :: NM OBY :: NM STREAM STREAM	Weeks On Chart
1 3 5 BALLAD OF THE GREEN BERET S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Meta Music, Ascal	s 5
(2) 3 4 7 CALL ME Chris Montez, A&M 780 (Duchess, BM	12
3 6 9 14 SOMEWHERE THERE'S A SOMEONE Deam Martin, Reprise 0443 (Hill & Range, BM	5
4 2 1 1 CRYING TIME. Ray Charles, ABC-Paramount 10739 (Bluebook, BM	. 16
5 7 9 BYE BYE BLUES Bert Kaempfert & His Orchestra, Decca 3188 (Bourne, ASCAL	9
6 8 10 19 WHERE AM I COING?	. 6
Roger Miller, Smash 2024 (Tree, BM	12
Herb Alpert & the Tijuana Brass, A&M 78 (Miller, ASCAL	7
Eddy Arnold, RCA Victor 8749 (Pamper, BM 10 7 5 4 MY LOVE Petula Clark, Warner Bros. 5684 (Duchess, BM	12
11 14 17 23 BIG SPENDER Peggy Lee, Capitol 5557 (Notable, ASCAI	. 7
12 17 20 20 PROMISE HER ANYTHING Tom Jones, Parrot 9809 (Famous, ASCAI	. 5
13 15 18 25 ONE OF THOSE SONGS	
(14) 13 12 12 IT WAS A VERY COOD YEAR. Frank Sinatra, Reprise 0429 (Dolfi, ASCAI	. 12
(15) 10 6 6 WHEN LIKING TURNS TO LOVING Ronnie Dove, Diamond 195 (Tobi-Ann & Unar BM	. 8
16 12 8 3 MICHELLE David & Jonathan, Capitol 5563 (Macien, BM	. 9
1) 28 35 - THINK I'LL CO SOMEWHERE AND CRY MYSELF TO SLEEP. Al Martino, Capitol 5598 (Moss Rose, BMI	. 3
18 21 28 30 BATMAN THEME Neal Hefti, RCA Victor 8755 (Miller, ASCAN	. 4
19 23 23 24 FEELINC GOOD Joe Sherman & the Arena Brass, Epic 987 (Musical Comedy Productions, BM	. 10
20 16 13 11 SPANISH EYES Al Martino, Capitol 5542 (Roosevelt, BM	. 16
(21) 20 21 27 THE WEEKEND Jack Jones, Kapp 736 (South Mountain, BM (22) 22 32 37 BYE BYE BLUES	, 6 , 5
(22) Andy Williams, Columbia 43519 (Bourne, ASCA (23) 18 14 10 A HARD DAY'S NIGHT. Ramsey Lewis Trio, Cadet 5525 (Maclen/Unart, BM	P)
24 32 39 - SONG FROM "THE OSCAR". Tony Bennett, Columbia 43508 (Levine, ASCA	
(25) 19 16 13 MICHELLE Bud Shank, World Pacific 77814 (Maclen, BM (26) 24 25 29 THE WEEKEND	
Steve Lawrence, Columbia 4348 (South Mountain, BM	
(27) 27 29 38 TEARS Bobby Vinton, Epic 9894 (Shapira-Bernsteil ASCAI	. 4 B)
(28) 30 31 36 THERE'S GOTTA BE SOME- THING BETTER THAN THIS Sylvia Syms, Columbia 43475 (Notable, ASCA)	. 7 P)
(29) 25 27 33 LOVE IS ALL WE NEED Mel Carter, Imperial 66148 (Travis, BM	. 8 n
Won't Forget) Tony Paster Jr., Tower 204 (St. Louis, BM	. 3
(31) 39 — YOU'RE CONNA HEAR FROM ME Andy Williams, Columbia 43519 (Remick, ASCA	2
32 29 30 34 SOMEWHERE THERE'S LOVE . Margaret Whiling, London 1081 (Silve Balloon, SM	7
33 34 34 39 FLOWERS ON THE WALL Mariachi Brass, World Pacific 778 (Southwind, BM	
(34) 40 WHAT DID I HAVE THAT I DON'T HAVE?	. 2
Evdie Gorme, Columbia 43542 (Chappell, ASCAI 35 35 36 - CUSTODY Patti Page, Columbia 43517 (Screen Gems- Columbia, BM	2)
31 33 35 ANCELS	6
38	
(38) — — SPANISH FLEA Herb Alpert & the Tijuana Brass, A&M 7	
39 — — YOU WANNA BET Earbra Streisand, Columbia 43518 (Notable, ASCA	. 1
40 OH, YEAH Skitch Henderson, Columbia 43518 (Notable, ASCA Skitch Henderson, Columbia 4344 (Weltheim, ASCA	1
(Weizheim, ASCA	

'From Russia With Love.'
'Goldfinger.' 'Thunderball.'
And now... the man with the James Bond sound scores big again!
John Barry follows his hard-hitting James Bond arrangements with a sensational original score for a blistering new motion picture drama.



Also available as a new John Barry single, "The Chase"...."Saturday Night Philosopher"

ON COLUMBIA RECORDS

SPOTLIGHT SINGLES

POP SPOTLIGHTS

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

- LOU CHRISTIE-RHAPSODY IN THE RAIN (Prod. by Charles Calello) (Rambed, BMI)—Exciting pro-duction and excellent Christie vocal should boost this as fast as his million seller, "Lightnin' Strikes," Flip: "Trapeze" (Rambed, BMI). MGM 13473
- PAUL REVERE & THE RAIDERS—KICKS (Prod. by Terry Melcher) (Screen Gens-Columbia, BMI)— Hot follow-up to their "Just Like Me" smash is this emotional rhythm rocker. Flip: "Shake It Up" (Daywin, BMI). Columbia 43556
- HERB ALPERT & THE TIJUANA BRASS-SPAN-**ISH FLEA (Almo, ASCAP)**—Sure to equal his "Taste of Honey" and "Zorba" hits, this catchy novelty has already hit the top of the British charts.

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

- CAROLE KING-A ROAD TO NOWHERE (Prod. by Gerry Goffin) (Screen Gems-Columbia, BMI)— A fine Cher-style vocal by the female half of the A fine cherskyle vota by the reliant and of every offin-King songwriting team on their own cleverly written off-beat rhythm tune, Flip: "Some of Your Lovin'" (Prod. by Gerry Goffin) (Screen Gems-Columbia, BMI). Atco 7502
- TOMMY EDWARDS-I CRIED I CRIED (Prod. by MMY EDWARDS—I CRIED I CRIED (Prod. by Teddy Randazzo) (South Mountain, BMI)—Ed-wards has a hot chart entry in this soft rhythm ballad written und produced by Teddy Randazzo. Flip: "I Must Be Doing Something Wrong" (Prod. by Teddy Randazzo) (South Mountain, BMI). Musicor 1159 Musicor 1159
- Musicor 1159 THE T-BONES—SIPPIN' 'N' CHIPPIN' (Prod. by Joe Saraceno) (C-Hear, BMI)—Another "commer-cial" success for the group is this big beat dance tune sure to equal their "No Matter What Shape (Your Stomach's In)." Flip: "Moment of Softness" (Metric BMI)
- (Your Stomach's In)." Flip: "Moment of Softness" (Metric, BMI). Liberty 55867 WE FIVE—YOU LET A LOVE BURN OUT (Prod. by Frank Werber) (S.F.O., BMI)—Good dance beat, solid lyric and excellent production makes this another top of the chart winner for the quintet. Flip: "Somewhere Beyond the Sea" (Chappell, ASCAP). A&M 793 LEN BARRY SOMEWHERE (Prod. by Madara-White) (Schirmer, ASCAP). An actione Party
- White) (Schimer, ASCAP) An exciting Barry vocal on the "West Side Story" sung in a solid dance beat version should equal his "Like a Baby" hit. Flip: "It's a Cryin' Shame" (Champion, BMI)
- JOHNNY RIVERS—SECRET AGENT MAN (Champion, BMI). Decca 31923 JOHNNY RIVERS—SECRET AGENT MAN (Prod. by Lou Adler)—The TV theme by Rivers was recorded and released by popular demand. Swinger should hit hard and fast in the teen market. Flip: "You Dig" (Ribers, BMI). **Imperial 66159** MIKE DOUGLAS—HERE'S TO MY JENNY (Prod. by Manny Kellem (Joy, BMI)—The TV star's hot follow-up to his "Men in My Little Girl's Life" smash is a warm emotional ballad that should hit the chart with impact. Flip: "While We're Young" (Regent, BMI). **LORRAINE ELLISON—CALL ME ANN PROCESSION**
- (Regent, BMI). Epic 10002 LORRAINE ELLISON—CALL ME ANYTIME YOU NEED SOME LOVIN' (Prod. by Lambert-Court-ney) (Filng, BMI)—More potential than her "I Dig You Baby" in this exciting production with exceptional Ellison vocal. Could be a big one. Filip: "Please Don't Teach Me to Love You" (Black-wood, BMI). Mercury 72534 THE DRIFTERS MEMORIES ARE MADE OF THIS (Pred by Berl Derey) (Blackerder BMI).
- THE DRIFTERS MEMORIES ARE MADE OF THIS (Prod, by Bert Berns) (Blackwood, BMI)— Exciting revival of the Dean-Martin goldie with top Drifters vocal backed by Mariachi brass, aimed right at today's pop market, Flip: "My Islands in the Sun" (Pronto, BMI). Atlantic 2325 DIONNE WARWICK—HERE WHERE THERE IS LOVE Oracl by Burg Log Board (Jac ASCAD)
- DNNE WARWICK—HERE WHERE IHERE IS LOVE (Prod. by Blue Jac Prod.) (Jac, ASCAP)— Hot on the heels of her hit "Are You There," comes this pretty rhythm ballad with strong back beat. Flip: "Message to Michael" (U. S. Songs, ASCAP). Scepter 12133

CHART Spotlights-Predicted to reach the HOT 100 Chart KATHY KIREY-Spanish File (Almo, ASCAP), PARROT 9827 THE FOUR PEEPS-Something to Remember You By (Harms, BMI), CAPITOL 5059 MANTOVANI-Testeralay (Maclen, BMI), LONDON 9824 THE BRANDYINE SINGES-Stop the World, I've Lost My Ye-Yo (Apple-THE SKAINS-Diday Wah Diday (Savoy, BMI), EPIC 10001 RURL IVIS-Don's Foregy Your Paddle'D (Actof-Rose, BMI), DECCA 31918 TONI BASIL-I'm 28 (Man-Ken Music, BMI), A&M 791 DAN FOLGER-Go Gh Back (To Where You've Been) (Acufi-Rose, BMI), DAN FOLGER-Go Gh Back (Darker), DECCA 31918 TONI BASIL-I'm 28 (Man-Ken Music, BMI), A&M 791 DAN FOLGER-Go Gh Back (Darker), DECCA 31918 TONI BASIL-I'm Dan (Marine, ASCAP), COLUMBIA 43555 PATTI SEYMOUR-The Silencers (Colgems, ASCAP), SOLLY 929

- Flip: "What Now My Love" (Remick, ASCAP). A&M 792
- ELVIS PRESLEY—PLEASE DON'T STOP LOVING ME (Presley, BMI)—FRANKIE AND JOHNNY (Gladys, ASCAP)—Two exceptional Presley sides. Top is an emotional ballad while flip is the swing-ing title tune from the forthcoming film. RCA Victor 8780
- THE KNICKERBOCKERS ONE TRACK MIND (4-Star, BMI)—With all the hit ingredients of their "Lies" smash, this solid dance beat rhythm number should fast hit the top of the chart. Flip: "I Must Be Doing Something Right" (4-Star, BMI). Charlemer 6236 Challenge 59326

DONOVAN-THE LITTLE TIN SOLDIER (Manger, BMD—Cute lyric ballad in the unique (Dano-van style will prove equal to his "Universal Soldier" hit. Flip: "You're Gonna Need Somebody on Your Bond" (Southern, ASCAP). Hickory 1375

- THE KINGSMEN-KILLER JOE (Prod. by R.A.T.
- IE KINGSMEN—KILLER JOE (Prod. by R.A.1. Prod.) (White Castle, BMI) A hard-driving rhythm rocker that should rapidly hit the chart for the wailing group. Flip: "Little Green Things" (Flomar, BMI). Wand 1115 IE TOKENS I HEAR TRUMPETS BLOW (Bright Tunes, BMI)—Solid lyric rhythm rocker with unique sound will quickly put the group back on the charts. Flip: "Don't Cry, Sing Along With the Music" (Chardon, BMI). THE With the Music" (Chardon, BMI). B. T. Puppy 518
- PEGGY LEE—THAT MAN (Prod. by David Cava-naugh) (Denslow, BMI)—Catchy novelty with camp lyric and strong rhythm support will prove a solid hit for Miss Lee. Flip: "You Don't Know" a solid hit for Miss Lee. Flip: "You Don't Know"
- (Roosevelt, BMI). Capitol 5605 KINGSTON TRIO—NORWEGIAN WOOD (Prod. by Frank Werber) — The well-written Lennon-Mc-Cartney ballad gets an exceptional folk-rock treat-ment by the trio. Strong top of the chart entry. Flip: "Put Your Money Away" (S.F.O., BMI). Decca 31922
- Decca 31922 RAY ANTHONY IT'S SUCH A HAPPY DAY (Prod. by Al de Lory) (Songsmiths, ASCAP)—The Jackie Gleason TV theme gets a solid brass finish-ing from the horn man with good choral backing for a left field winner. Flip: "Bah-Yoop" (Knight, BMI). Capitol 5589 THE REFETTY THINGS MIDNICHT TO SUM MASK
- BMI). Capitol 5589 THE PRETTY THINGS—MIDNIGHT TO SIX MAN (Southern, ASCAP)—Solid sound from the Eng-lish group on this big beat rhythm rocker with teen-aimed lyric. Watch this one. Flip: "Can't Stand the Pain" (Southern, ASCAP). Fontana 1540 PULL HUEPPE NAVICATION PULLES (Dead Art
- Stand the Fail Fontana 1540 BILL HJERPE—NAVIGATION BLUES (Prod. by Morgan-Cooper (Albert, BMI)—Unique vocal style of Hjerpe makes this an impressive disk debut for the Dylanesque folk-rocker on his own well-written talking-blues number. Flip: "Not for Sale" (Albert, BMI). Epic 9897
- THE KOOBAS-TAKE ME FOR A LITTLE WHILE
- THE KOOBAS—TAKE ME FOR-A LITTLE WHILE (Lollipop, BMI)—Group of four from England make their exciting debut on Kapp in an up-beat version of the Trade Martin tune, Flip: "Somewhere in the Night" (Cheshire, BMI). Kapp 737 TOMMY VANN—TOO YOUNG (Prod. by Tommy Kaye) (Jefferson, ASCAP)—Up-tempo, wailing ver-sion of the Nat Cole smash supported by hard rock dance beat will prove a fast chart winner. Flip: "Give a Little Bit" (Drury Lane, BMI). Academy 118
- Academy 118 BILLY GIBSON—WHAT I NEED NOW IS LOVE (Prod. by Steve Duboff) (Chardon, BMI). — An exciting Gibson vocal with strong rhythm and choral support on a fine production for a hot chart contender. Flip: "You Got It, I Want It" (Chardon, BMI). MGM 13469

Ed Cobb) (Screen Gems-Columbia, BMI)-Strong Ed Cobb) (Seren Gens-Counna, BAT-Stong råb chart entry for Miss Jones on this solid dance beat number with good lyric and wailin' vocal. Flip: "Run One Flight of Stairs" (Equinox, BMI). Uptown 724

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

THE CHESSBEEH-Why Can't I Be Your Man (Cheric Music, BMI), CHESS 1950 SENCER.-You Don't Know What Tow're Griff' (Port, BMI), MDTOWN 3502 THE VALENTINDS-What About Me (Trace Bob, BMI), CHESS 1952 TERELL REDUE-Boiler Maker JMI (Tangering, BMI), TANGERINE TER 295 NATHANIEL MAYER WITH THE FORTUNE BRAVES-From Now On (Trianon, BMI), FORTUNE 567

THE RATTLES-Sha-La-La-Lee (Hill & Range, BMI), MERCURY 7254 JOEY GEL-It's More Than I Deserve (South Mountain, BMI), ABC-PARAMOUNT 1020 Den't Want to Talk About It (Columbia, BMI), ASCOT 2201 THE KIM SISTERS-No Sad Songs for Me (Chappell, ASCAP), MOHUMENT 914 SIR WALTER RALEIGH-I Door Want to Cry (Lucis-Gelalion), TOWER 220 STRINGS & THINGS-Chargel Cloven Hood, BMI), JETSET 1007 DEL CHRISTIAN-Somewhere in This World (Collipop, BMI), ABC-PARA-KATHY PESTOM-How Many Times (Image, ASCAP), EXCHANGE 100 THE SHILLING-Jost for You, Baby (Screen Gems-Columbia, BMI), FONTANA 1547 VICTOR & THE SPOILS-I Wish That I Could Make You Love Me (SF.R., BMI), PHILIPS 40346 MILT SEALT PTIO-Dominique's Discothegue (Hebam, ASCAP), CLOUD 506 GARY MEFARLAND-South of the Border (Shappin-Bernstein, ASCAP), INTUIS GAL 211 THE JOBEN THIO-Dominique's Discothegue (Hebam, ASCAP), CLOUD 506 GARY MEFARLAND-South of the Border (Shappin-Bernstein, ASCAP), IMPLUSE 243 THE JAGES-GBABY I'M BY Your Side (Chardon, BMI), VERVE 10385 CASAP-STAPA

COUNTRY SPOTLIGHTS

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

- DEL REEVES—ONE BUM TOWN (Prod. by Kelson Herston) (Moss Rose, BMI)—A No. 1 country chart contender for the vocalist in this clever lyric ballad. Stronger than his "Woman Do Funny Things to Me." Flip: "Dead and Gone" (Yonah, BMI). United Artists 50001 CHARLIE LOUVIN—TO TELL THE TRUTH (Prod. by Marvin Hughes) (Screen Gens-Columbia, BMI) —A fine Louvin vocal performance on this emo-tional ballad which will fast replace his "You Fi-nally Said Something Good" hit. Flip: "That's What Your Leavin's Done to Me" (Euclid-Five L, BMI). Capitol 5006 BMI). Capitol 5606
- DICK CURLESS HIGHWAY MAN (Bluebook, BMI) Another travelin' tune to follow up his "Travelin' Man" hit. Exceptional booming bass vo-cal from Curless. Flip: "Please Don't Make Me Go" (Aroostock, BMI). Tower 219
- HANK LOCKLIN INSURANCE (Prod. by Chet Atkins) (Western Hills, BMI)—I FEEL A CRY COMING ON (Coldwater, BMI—Top side is a clever novelty while flip is a soft lyric ballad with warm Locklin vocal. RCA Victor 8783

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart CHART

- CHET ATKINS-From Nashville With Love (Acuff-Rose, BMI). RCA VICTOR CURTIS LEACH-Wheelin' and Dealin' (Deepcross Music, BMI). LONGHORN
- LEACH-Phreema and usering (Dreppictos mostic, umir, Cententering and Usering (Dreppictos mostic, umir, Cententering and Usering (Dreppictos mostic, umir, Cententering MMI), COLUMBIA 43551
 DOTS TILL-Thank Toy Very Much (Law, BMI), CAPA 131
 HOWDY KEMPF-Go Find Another Fool (Starday, BMI), STARDAY 733
 TOMMY COLLINS-To the Good Old Days (Central Songs, BMI), TOWER 215
 DURWOOD RADDOCK-The Lady of My House (Wrstec-Haddock, BMI), CIMAR 215
 TOM TALL-HII Anone Bioscom Special (Lends, ASCAP), DECCA 31915
 LIZ AMDERSON-Go Now Pay Later (A Star Sales, BMI), CHCR 215
 JIMMY MARTIN-I Can't Quit Cigarettes (Champion, BMI), DECCA 31921

R&B SPOTLIGHTS

TOP 10

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

- LOU JOHNSON—ANYTIME (Prod. by Giant-Baum Prod.) (Hill & Range, BMI)—Hot follow-up to his "A Time to Love—A Time to Cry" hit with equal potential for the pop market, with strong Johnson vocal, Flip: "What Am I Crying For." (Aberbach, BMI). Big Top 103
- JAY W. KING-I DON'T HAVE TO WORRY (Prod. by Holton Prod.) (Jitters, BMI)-I'M SO AFRAID (Jitters, BMI)-Two solid blues sides with strong (Jitters, BMI)—I wo solid blues slues with surger rhythm support will quickly establish King on the r&b chart. Skyscraper 6001
- THE ARTISTICS SO MUCH LOVE IN MY THE ARTISTICS — SO MUCH LOVE IN MY HEART (Prod. by Carl Davis) (Baker, BMI)— Wailin' romantic blues ballad with good r&b beat makes this a hot chart entry for the group. Strong pop possibilities. Flip: "Loveland" (Jalynne, BMI). Okeh 7243 GLORIA JONES—FINDERS KEEPERS (Prod. by





KRUPA & VSPG

MER

VSP/VSPS-4

Inter I

VSP/VSPS-9

VSPO

VE:

VSP/VSPS-5

VSP/VSPS-10

VSPO

USEG!

BILLIE HOLIDAY IS

CANNONBALL RAY BROWN



GERRY MULLIGAN 🗆 GERRY'S TIME

VSP/VSPS-1

USPE

VSP/VSPS-6

11:1-2-2 stage 'ign

9

Perdido

VSP/VSPS-11



















VSP/VSPS-12

IFE



JOHNNYHODCESANI ALLTHEDUKESMER

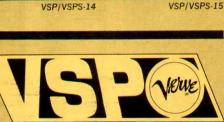
VSP/VSPS-3

ad flute they fully US 200

VSP/VSPS-8









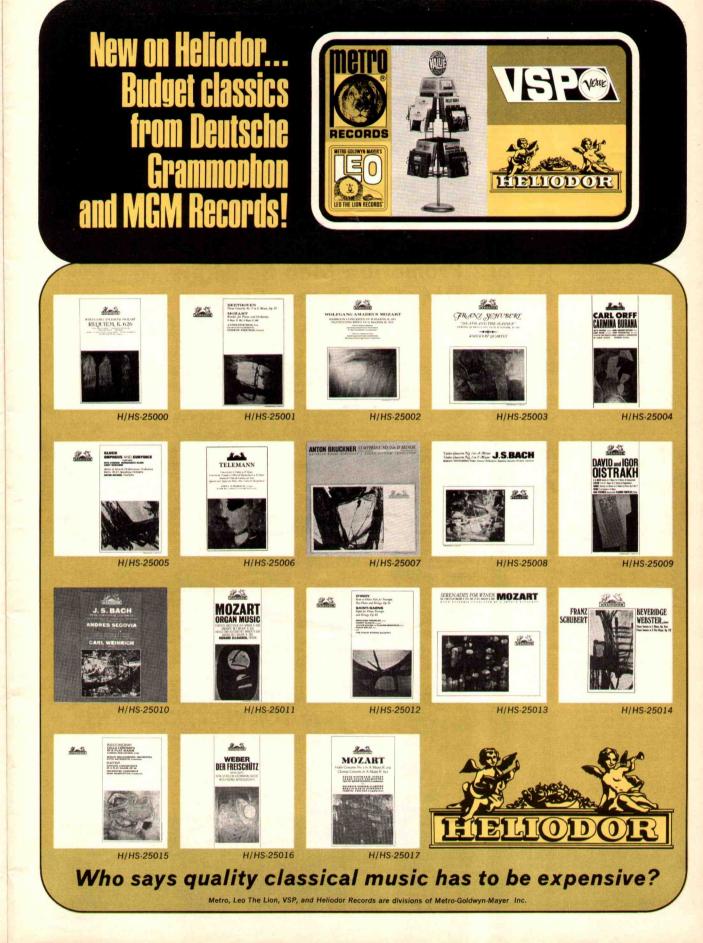
VSP/VSPS-16

VSP/VSPS-17

The Art, Ballad

VSP/VSPS-18

Who says jazz albums have to be expensive?



RADIO-TV programming

Country Haywagon Rolls to 83G Gross

NEW YORK — Country music talent had one of its big-Country gest concert weeks in history last week—Gerald W. Purcell Associates launched nine country music shows as radio station promotions between Feb. 24 and March 2, all within major markets. Gross was \$83,260.

markets. Gross was \$83,260. A package headlined by Eddy Arnold, Don Bowman, Dottie West, Jim Edward Brown and George Hamilton IV performed Feb. 24 for KUZZ, Bakersfield, Calif.; Feb. 25 for KFOX, Los Angeles; Feb. 26, KSAY, San Francisco; Feb. 27, WGNU, St. Louis; March 1, WIJD, Chi-cago; and March 2, WEXT, Hartford. Hartford.

In addition, shows headlining Marty Robbins, Norma Jean, Hank Cochran, and Little Jimmy Mark Coonstant, and Feb. 25 for WJRZ, New York; Feb. 26, WJRZ, Brooklyn; and Feb. 27, WJRZ, Newark, N. J.

More than 31,000 saw the nine concerts. Purcell said it was one of the biggest weeks country music has had to date in urban areas. The show for KFOX in Los Angeles drew 6,500. All of the shows were 6,500. All of Purcell in co-oper-ation with the stations, except for WJJD which Purcell pub-licized on the station. In all, Purcell promoted 14 concerts during the week; four others featured Al Hirt, one featured Carmel Quinn. The WJRZ shows were all

The WJRZ shows were all sellouts, including the Brook-lyn performance, one of the first major country shows ever done in the area that was a success. The show in Brooklyn, according to a spokesman close to the country music scene, demonstrates completely the appeal of country music and the effectiveness of WJRZ in reaching not only a vast audience throughout the New York metropolitan area, but all age groups; there were many teenagers in the audience as well as adults.



JIMMY SAVILLE, ONE OF GREAT BRITAIN'S leading air personalities, chats on BBC's "Top of the Pops" TV show with Eddy Arnold, right, RCA Victor Records artist. Arnold recently made several TV and personal appearances in England

Record Promotion Men Speakers For WSDM, Chi Stereo Station

By RAY BRACK

CHICAGO — Local record promotion men had good things to say last week about L&P Broadcasting Corp.'s year-old multiplex stereo property, WSDM-FM—indication of the growing national importance of stereo stations.

"I think WSDM is the most important FM station in the country," said Capitol's George Williams.

"SDM is a real factor. They're helping us an awful lot," Columbia's Jim Scully. said

"One of the best things to hit Chicago in recent years. Wish it had happened earlier," said Art Smith, M.S. Distributors.

"A valid voice and a mover of product, that's SDM," com-mented Rick Blackburn, Con-solidated Distributors.

All was not quite this enthusi-astic among record men a year

ago when SDM went on the air with a 100-album library, a gaggle of girl deejays called "Den Pals" and "I've-never-programmed-a-failure" head man Mickey Shorr.

"SDM came along at the right time," said Scully. "AM radio in Chicago was in an unsettled state.

WBBM (CBS) at that point was expanding conversationally, (Continued on page 26)

KGFJ Is L.A.'s Sole Soul King

Foreign Radio Is Spotlighted

programming to foreign radio stations. More than 80 broadcasting organizations outside the U. S. have each been invited to send the New York station 12 hours of radio programs repre-senting what listeners in their lands hear on an average day. The New York station will

suspend its regular programming suspend its regular programming from noontime on in order to devote a day to each of these stations. Stations in Britain, Germany, East Germany, Hol-land, Israel, Norway, Puerto Rico, Sweden and Yugoslavia have already volunteered to par-ticipate. The idea for this "In-ternational Broadcasting Month" project was conceived by WRVR-FM program director Dr. Walter P. Shennard. P. Sheppard.

WADO GOES TO LATIN MUSIC

NEW YORK — WADO, a 24-hour 5,000-watt station here, has dropped all Negro-aimed programming and jazz to con-centrate strictly on Latin Ameri-can music programming. The station launched the new full-time programming policy Feb. 28.

KRLA's Hull Single Power in L.A., Natch!

LOS ANGELES — The fact that Billboard's Radio Response Rating survey of the nation's third radio market revealed Dave Hull of KRLA as the power-house air personality for influencing sales of single records wasn't too surprising to KRLA station manager John Barrett. "I don't doubt it at all. Hull is a "I don't doubt it at all. Hull is a very strong personality . . . a zany personality who uses funny lines. . . I can't even think how to describe him." But, to illustrate how effective Hull is at swaying his audience, last summer one of the local ice cream companies named a fla-vor after him. Two werks after vor after him. Two weeks after the ice cream hit the market, it became the fastest-selling ice cream in Los Angeles, said Barrett. "Hull's a tremendous salesman

KRLA was voted the No. 1 influence on single record sales with 44 per cent of the votes of record dealers, distributors, onestop operators, and local and national record company execu-tives. Hull of KRLA received 29 per cent of the votes in the

Capitol Will Wax WJRZ's Special

NEW YORK—Capitol Rec-ords will record live the WJRZ country music spectacular here March 25-27. Buck Owens of Capitol will headline the show. Other artists on the show, co-sponsored by the country music outlet with Gerald W. Purcell Associates, include Johnny Pay-check, Marion Worth, Dick Curless and Archie Campbell.

air personality category for in-fluencing singles sales.

The nearest competitor to KRLA in influencing singles sales was KHJ with 31 per cent of the votes; KFWB had 25 per cent. Last year KRLA placed second behind KFWB.

KRLA limits commercials to NRLA influe commercials to 12 minutes per hour and is "nor-mally sold out. For instance," said Barrett, "we're sold out through March... and I knock on wood." Dick Moreland is the music director at the 24-hour operation and Barrett feels "he's one of the sharpest in the busi-(Continued on page 24)

LOS ANGELES-KGFJ influences a vast majority of the r&b record sales here, the na-tion's third radio market. The 24-hour station received 82 per cent of the votes of record dealers, distributors, one-stops, and local and national record com-pany executives in Billboard's latest Radio Response Rating survey of the market. Last year the station had only 58 per cent of the vide of the votes.

The station has other thermometers that also show its impact and effectiveness in influencing its listening audience. "We've gone quite a bit into booking shows," said program director Cal Milner, "not only for their money-making poten-tial, but as a test of how the station is doing. We only publi-cize the shows on our station." To show how well the station achieves its purpose, a James Brown concert Jan. 1 drew 11,500 fans. The station has just contracted to bring in a series of Motown Records artists each month. These shows have been a special drive on the station for the past year, said Milner. All air personalities are at the shows, giving them a chance to mingle with the audience; the deejays share in the profits.

share in the profits. KGFJ keeps as pure r&b as possible, said Milner, and the re-sult is reflected in a Negro Pulse rating of 60, with high general market ratings that show the station is also being listened to "by the white kids in order to hear r&b records early...we're

playing them about 10 days earlier than the rock stations." The station, incidentally, has an integrated air staff. Both Hunter Hancock and Jim Wood ore blue ared soul designs. Jim Hunter Hancock and Jim Wood are blue-eyed soul deejays. Jim Randolph was the leading dee-jay influence on r&b record sales in the market with 38 per cent of the votes; Magnificent Montague, who has deserted his "Burn, Baby, Burn" phraseology for the term "Have mercy, Baby," was second with 27 per cent; Hancock was third with 19 per cent. Milner said Han-cock sounds "ethnic" on the air; Montague sounds like a preach-Montague sounds like a preacher.

Arnold Schorr, vice-president and general manager of the sta-tion, and Milner pick all new (Continued on page 24)



PHILADELPHIA STEREO STATION WDVR-FM was presented an award —the first annual—by the 101 Strings Orchestra for musical achieve-ment recently in Hamburg, Germany. From left, Richard Muller, Lampertz, conductor of the orchestra; Jerry Lee, general manager of WDVR-FM, and Dave Miller, president of Stereo Fidelity Records.

INDEX WHEELS SPIN FOR KRLA, KLAC KHJ

LOS ANGELES-Fates and fortunes are on the move in broadcasting ranks as evidenced by the latest Pulse and Hooper indexes. KRLA, according to the November-December Pulse, remained

KRLA, according to the November-December Pulse, remained the afternoon and evening front runner, but was tied with KLAC in the morning. In third place mornings was KMPC, followed by KNX and XTRA. Afternoons, it was KRLA, KHJ, KNX, KPOL and XTRA. Evenings, Pulse registered KRLA, KHJ, KLAC, with KFWB and KGFJ tied for fourth place. In the Hooper book, the morning ratings were topped by KLAC, followed by KMPC, KRLA, KHJ and KABC. Afternoons, KHJ took over, followed by KRLA, KMPC, with KNX-KPOL tied for fourth. Evenings, it was KHJ, KRLA, KPOL, KLAC and KABC. Saturday from 10 a.m. to 6 p.m., KHJ dominated, with KRLA second, KGFJ third, KPOL fourth and KMPC-KABC tied for fifth. Sunday during the same time, it was KHJ, KRLA, KFWB, KPOL and KGFJ.

and KGFJ.

KLAC's strong Pulse showing was based on its controversial phone jockey Joe Pyne. Significant in the Hooper index was the high ranking for KGFJ, a rhythm and blues outlet, which finished third Saturday and fifth Sunday during sunshine hours.



Proudly Presents with a two-sided smash sincl

A Well-Remembered **Highly Thought of** Love Affair

Produced by Tony Hatch

It Seems Like Yesterday 16836





3068

MNS WE LOVE



3071

PAT'S GREAT HITS







PAT'S BEST-SELLING ALBUMS



3504



THE GOLDEN ERA OF COUNTRY HITS 3626



RECORDS

3650



WINNERS OF THE READER'S DIGEST POLL 2667

AND ALL-TIME HITS

ROSES

Moody River / Speedy Gonzales	7 Side By Side / Pat and Shirley Boone		
Ain't That A Shame / Friendly Persuasion 108			
Don't Forbid Me / April Love	I'll Be Home / I Almost Lost My Mind 151		
Love Letters In The Sand	The Exodus Song / (Welcome) New Lovers 242		

THE GREATEST TALENT ON RECORD



RADIO-TV PROGRAMMING



RADIO

RESPONSE

RATING

LOS ANGELES, CALIF. . 3rd Cycle

MARCH 12, 1966

By CLAU Besides playing country music, WEET in Richmond, Va, is more deeply involved in the field. Gen-eral manager Chuck Sweeney was at one time a licensed booking agent and promoter for country music spectaculars; assistant mana-ger Gus Thomas has promoted shows, too, and, in addition, has appeared as a performer on the wWVA Jamboree; DJ Bill Moss is an organist and does personals around Richmond; Don Reno is a recording artist on Monument Records and his latest record is "A Soldier's Prayer in Vietnam"; and girl Friday Irene Lancaster has a weekly show on WXEX-TV with the Country Cavaliers. Frank Goerg has been named program director at KNX. Los Angeles, replacing John Hocum, who recently resigned. Goerg was

with WCFL, Chicago. T. (Tom) Michael Jordan is now with KFIF, the 50,000-wait Tucson, Ariz. outlet; he was formerly with WGNE, Panama City, Fla. Tom, please put me on your mail-ing list for your newspaper.

* * *

Earl Thomas has been named program director of WHUC, Hud-son, N. Y., and will also handle a morning air slot . . . **Ron Dini** is now with KAYO, Seattle—the all night man. . **Ruth Shook of the** Decca branch in Kansas City and **Don Burley**, air personality at KCKN, teamed up to plant bag of drops (for listeners to find) all over town to promote **Bill Ander-son's** Decca Records single "I Love You Drops." son's Decca Rec Love You Drops.

(Continued on page 26)

KLAC KFI XTRA KMPC KBIG KABC KIEV KGRB

KFAC-FM KNX-FM KKOP-FM KPOL-FM KGGK-FM KVFM-FM KLAC-FM KRHM-FM

Double Barrels' Hit for KMPC

LOS ANGELES-"The principal elements we have to offer," said KMPC program direcfer," said KMPC program ource-tor Russ Barnett, "are our personalities and the music we play." And, to a large extent, both elements mesh. For ex-ample, KMPC was named the No. 1 station by a heavy major-ity of record dealers, distrib-utors, one-stops, and national and local record men in influ-encing sales of albums—57 per and local record men in influ-encing sales of albums—57 per cent of the votes. This repre-sents an increase in their effec-tiveness at selling records; last year the station, though No. 1, had 48 per cent of the votes. To show how well the Easy Listening station is doing, their nearest competitor in Billboard's latest Radio Response Rating latest Radio Response Rating

KHJ KFWB KGBS KNX KRLA KRLA KRKD

KABC-FM

KEZR-FM KRKD-FM KWIZ-FM KFMU-FM KNOB-FM KSGV-FM KCBH-FM

92.3 93.1 93.5 93.9 94.3 94.3 94.7 94.7

LOS ANGELES, CALIF. (including Anaheim, Avalon, Burbank, Glendale, Inglewood, Long Beach, Pasadena, Pomona, Redondo Beach, Sam Fernando, San Gabriel, Santa Ana, Santa Monica, West Covina: Country's 3rd Radio Market (30 AM, 32 FM).

KABC: 5,000 watts. ABC affiliate. On the air 24 hrs. a day. Vice-Pres. & Gen'l mgr., Ben Hoberman. Prog. mgr., Jack Meyers. 3321 S. LaClenega Blvd., Los Angeles, Calif. 90016. Phone: (213) 63-3311.

KABC-FM: ERP 74,000 watts. On the air 7-1 a.m. M-Sat., 10 a.m.-midnight, Sun. Same address & personnel as KABC.

KALI: 5,000 watts. A Tele-Broadcasters Station. On the air 24 hrs. a day. Pres. H. Scott Killgore. Vice-Pres. & Gen¹ mgr., Jim Coyle. 5723 Melrose Ave., Hollywood, Calif. 90038. Phone: (213)

KBBI-FM: ERP 34,000 watts. On the air 6 a.m.-midnight. Station mgr., T. E. Steele. Production mgr., Don Ranson. 558 S. Hope St., Los Angeles 17, Calif. Phone: (213) 628-3695.

KBCA-FM: ERP 18.000 watts. On the air 24 hrs. a day. Music format: Jazz. President, Paul R. Levine. Gen'l mgr., Bob Mayfield. 6333 Wilshire Bird., Los Angeles 48, Calif. Phone: (213) 653-3940.

KBG: 1000 withs. Indexed (12) 0:20570. KBG: 1000 withs. Indexed for the second (100%). Editorializes occasionally. Head-lines on the half-hour. Some extended news. New records are selected for air-play by committee of station personnel. Record promotion people are seen M-F. Gen'l mgr., Alan Fischler. Prog. dir., Johnny Guns. Send 1 copy of 45% and 1 copy of LP's to Mr. Gunn, 6540 Sum-set Bivd., Los Angeles, Calif. 90028, Phone: (213) HO 3-3205.

KBIG-FM: ERP 110,000 watts. On the

notu-rMi ERP 110.000 watts. On the air F-1 am. Music Format: Jazz (100%), "Sunday Night Special" with Jim Gosa, interviews with composers and artists whose music is featured. 8-10 pm, Sun, Send 1 cony of 45% and 1 cony of LPV to Mr. Jim Gosa, program director. Address and other information same as KBIG-AM.

KBLA: 10,000 watts. A George Cameron Station. On the air 24 hrs. a day. Musie format: Contemporary (10%). Special programming: "Face-to-Face", with Dick Spangler, news. sports, political inter-views, 10-11 pm. Sun. "Campus a Go Go." discussion, guest DJs. artists, local HS students 8-10 pm. Sun. Dick Spangler is director of 4 man news dept. Special equivents: 3 monitor the hour. New records are selected for air-play by prog. dir. Station publishes a play list called "The In 30," weekly. Station programs approx. 5 new records weekly. Record promotion people are seen M-F. Gerl mar, Duffy Biabon. Prog. dir., Brace Wendell. Seen 3 copies of 45's and 3 copies of LP's to Mr. Wendell, 131 E.

survey was KGIL with 25 per cent of the votes in influencing album sales.

Johnny Magnus of KMPC was voted the No. 1 air personality influence on album sales with 35 per cent of the votes; Dick Wittinghill and Roger Carroll, also of KMPC, placed second and third respec-tively. Wittinghill had a very respectable 22 per cent of the votes. (See RRR chart in this section.)

As an example of how the music and the personalities blend into a verisimilitude, Magnus is a music expert; he studied at the Juilliard School of Music. He often points out the things the audience should listen for in a

record.

1220 1230 1240 1260 1280 1300 1330 KGER KALI KTYM KWIZ KBLA KPOL KDAY

99.5 100.3 101.1 101.9 102.7 103.1 103.5 103.9

Magnolia, Burbank, Calif. Pho 849-3356.

Ary-Jobo.
KBMS-FWI: ERP 72,300 watts, Independent. On the sir 24 hra, a day. Music format: New Standard (100%). Editorial: Concert in Miniature" with Dick Gorion, 4-5 p.m. Sun, New records are selected for airchar by prog. dir. Approx. 10 new records programmed each week. Record promotion people are seen M-F. Gen1 mgr., H. R. Gillespie, Send 2 copies of 45% sna 2 copies of LP's to Atta. Prog. Dir., 635 West Colorado, Glendale, Calif. 91204. Phone: (213) 244-8444.

(213) 244-8444.
KCBH-FM: ERP 75,000 watts. Independent. On the air 6 a.m. to Midnight.
Music format: Classical (80%)-Standard (20%). Comedy LP's featured on "Coynic's Choice," Sun, a.m., (British humor only). Folk Music featured on "Coik Music Concert," Sat. 7:45-Noon. New records are selected for air-play by prog. dir. Approx. 10 new records scheduled each week, Record promotion people are seen M-Thurs. Gen? mgr. A. A. Crawford, Prog. dir., Hango Gen? mgr. A. A. 2555 Briar Crest Road, Beverty Hills, Calif. Phone: (213) 272-7105.

KDAY: 50,000 watts. A Rollins' Group Station. Daytimer. Music formatic Rhythm & Blues. President, O. Warne Rollins. Vice-Pres., Albert R. Lanphear. 1549 Vine St., Hollywood, Calif. 90028. Phone: (213) 461-9981.

Phone: (213) 461-9961. KEZY: 1.000 watts. Independent. On the air 6 am. to Midnight. Music for-mat: Pop Standard (109%). Editorializes occasionally. Special programming: Sc-lected games from 36 H.S.'s, 3 Jr. Colleges, and 3 4-year colleges. Foot-ball and Basketball. "Jim Cooper Show." discussion, 9-10 p.m. M-F. Ed Nix is director of 3 man news dept. Special at 55 past each hour. Headlines on the half-hour. Folk Music programmed oc-casionally on las shows. New records are selected for air-play by prog. dir. Approx. 10 new singles and 10 new albums are scheduled each week. Record promotion people are seen M-F. Gent/ mark, Howard Kester. Prog. dfr., Tom Thacker. Send 2 copies of 45's and 2 copies of LP's to Mr. Thacker, Disney-liand Hotel, Anahelm, Call. Phone: (T10) 776-119.

KEZR-FM: ERP 650 watts. Music for-mat: Contemporary (100%). Editorializes occasionally. Address and all other in-formation same as for KEZY.

KFAC: 5,000 waits. Owned by Cleve-land Broadcasting Co. On the air 24 hrs. a day. Music formati: Classical (75%)-Conservative (25%). Special pro-gramming: "Boston Pops Concert" 12:30-2:30 pm. Sun. "Philadelphia Orchestra Concert" in season, 7-9 pm. Sun. Dick. The season of the season 11 am. pm. Sat. "Near In season 1-9 pm. Sun. Oncert" in season, 3-9 pm. Sun. Dick. Joy is director of 3 man news dept.

(Continued on page 26)

KBIG-FM KBCA-FM KLFM-FM KBMS-FN KSFV-FM KYMS-FN KPPC-FM KBBI-FM

104.3 105.1 105.5 105.9 106.3 106.3 106.7 107.5

(213)

STATIONS BY FORMAT

AM RADIO FREQUENCIES

FM RADIO FREQUENCIES

95.5 95.9

96.3 96.7 97.1 97.9 98.3 98.7

KKAR KGFJ KPPC KGIL KFOX KWKW KFAC

KHOF-FM KFOX-FM KHJ-FM KUTE-FM KRHM-FM KSRF-FM KGLA-FM KTYM-FM

as Wittinghill, make effective
use of comedy in their patter;
the station also received 90 per
cent of the votes in the RRR
survey for influencing comedy
record sales. "Wittinghill is a
very humorous morning man-
naturally funny the thing
radio stations everywhere are
looking for but we're lucky
enough to have," Barnett said.
To feed the deejay staff mate-
rial, KMPC has a full-time
writer, Bob Arbogast, who also
works as a deejay on weekends
and fills in as a comedy voice
for various spots. Arbogast can
do 30 different voices, Barnett
said.

The station's personalities, such

said. Another contributing factor to the effectiveness of the sta-tion in influencing its audience lies in the longevity of the air staff. "The average tenure of the staff is anywhere from eight to 15 years. People have got into the habit of listening to them ... and keeping tuned to them."

The air personalities have un-limited freedom to talk about their product, whether it's a record or a commercial product. They generally do so well at selling product the station is usually "sold out," said Barnett. But the air staff also gets out to meet the public. Their con-tract calls for 52 appearances a year, whether paid or non-paid. "The station feels these appear-ances are not only important to The air personalities have unances are not only important to the deejays, but important to the station," Barnett said.

KRLA's Hull Single Power • Continued from page 22

ness." Moreland was named, along with Bill Wheatley of KFWB, as being co-operative in exposing new records. Moreland has been responsible for select-ing new records for KRLA for some while. From the playlist, deejays are given free reins to build up their own show. Moreland said that he mails

out a questionnaire each week to 120 record stores. This list often includes some records that KRLA is not playing at the mo-ment "to see what sales reaction the stores have had," Moreland said. The station takes pride in exposing new product by Cali-fornia artists "because the kids in our audience get to see these artists in person and there's a lot of good talent out here." But lot of good talent out here. Due other artists that the station has broken records on include the Lovin' Spoonful and the Young Rascals. A recent audience rat-ines survey showed the staings survey showed the sta-tion with 620,300 unduplicated homes and "this obviously goes up when you add the duplicated homes. Those unduplicated people, though, are our listeners, said Barrett.

KGFJ Soul King

Continued from page 22

records for airplay in a listening session each Wednesday. March and April already show indica-tions of being the biggest billing months in the station's history, said Milner.

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

March 12, 1966, BILLBOARD

Call Rank Letters	TATIONS	TOP DISK JOCKEYS	
Kank Lerrers	% of Total Points	Rank Disk Jockey Call % of	Tot. ints
* POP SI	ngles	* POP Singles	
. KRLA (Pasad	lena) 44%	1. Dave Hull KRLA 299 2. The Real Don Steele KHJ 189	6
2. KHJ	31%	2. The Real Don Steele KHJ 189 3. B. Mitchell Reed KFWB 169	0
. KFWB	25%	4. Bob Hudson KRLA 159	6
POP LP	's	0 Others 22° (Dick Biondi, KRLA Reb Foster, KFWB Casey Kasem, KRLA Gary Mack, KHJ Wink Marindale, KFWB Charlie O'Donnell, KRLA)	6
KMPC	57%	Reb Foster, KFWB	
KGIL	25%	Gary Mack, KHJ	
KRKD	10%	Wink Martindale, KFWB	
. KFI	8%	Charlie O'Donnell, KRLA)	
R&B		BY TIME SLOT	
KGFJ	82%	Morning	KRL
KDAY	18%	Mid-Morning	KRL
		Traffic Man	KRL
JAZZ		Mid-Morning Wink Martinealle, Early Afternoon Casey Kasem, Traffic Man Lord Tim Hudson, KFW Johnny Mitchell, KH Late Evening Johany Mitchell, KH Late Evening Garage State State State All Night Bill Slater, RRA. Gene Weed, KFWI	B (ti)
Les Carter, K	BCA-FM 37%	Late Evening	KRL
Tommy Bee,		All Night	(tie
	KBIG-FM 20% (tie)	Gene weed, KFWE	(1)
KNOB-FM	20% (tie)		-
		* MUSIC DIR., PROGRAM D	ID
COUNTR			IR.
. KFOX (Long Beach)	52%	OR LIBRARIAN	
KGBS	33%	(Most co-operative in exposing new record	5)
KIEV	15%	Dick Moreland, KRLA	nage
(Glendale)			-
CONSER	VATIVE		
		* TOP TV BANDSTAND SH	on
KPOL	71%	"9th Street West," (Sam Riddle) KHJ-TV, 5-6	p.m
KBIG-AM	29%		
COMEDY	()	"Shebang," (Casey Kasem) KTLA-TV, 5-6 p.m., "Top 40," (Burt Jacobs) KCOP-TV, 5-6 p.m., (To be discontinued 3-26)	Sat
KMPC	90%	(To be discontinued 3-26)	
KRKD	10%		
		* POP LP's	
FOLK			
KRHM-FM	80%	1. Johnny Magnus KMPC 35% 2. Dick Wittinghill KMPC 22%	2
(Les Claypool KMPC	12%	3. Roger Carroll KMPC 149	10
KMPC KCBH-FM	8%		•
(John Davis)	6%	(Ira Cook, KMPC	
		(Ira Cook, KMPC 277 Rege Cordic, KNX Doug James, KGIL Rod McKean, KRKD Gary Ovens, KMPC)	
		Rod McKean, KRKD	
CLASSIC	86%	Gary Owens, KMPC)	
KFAC	7% (tie)		-
KFAC KCBH-FM			
. KFAC	7% (tie)		
KFAC KCBH-FM		* PROGRAM DIR., MUSIC	DIR
KFAC KCBH-FM		OR LIBRARIAN	
KFAC KCBH-FM KFMU-FM	7% (tie) ESPONSE RATINGS	Most co-operative in exposing new LP's)
KFAC KCBH-FM KFMU-FM THE RADIO R	7% (tie) ESPONSE RATINGS Individual air per-	Most co-operative in exposing new LP's)
KFAC KCBH-FM KFMU-FM THE RADIO R f stations and ponalities have b	7% (tie) ESPONSE RATINGS individual air per- een determined by	OR LIBRARIAN)
KFAC KCBH-FM KFMU-FM THE RADIO R f stations and onalities have b prvey of local a	7% (tie) ESPONSE RATINGS individual air per- een determined by ind national record	Most co-operative in exposing new LP's)
KFAC KCBH-FM KFMU-FM THE RADIO R stations and ponalities have b prvey of local a romotion perso	7% (tie) ESPONSE RATINGS individual air per- een determined by ind national record nnel, distributors	OR LIBRARIAN (Most co-operative in exposing new LP's Russ Barneth, KMPC)
KFAC KCBH-FM KFMU-FM THE RADIO R stations and stations and stations and irvey of local a ormotion perso nd record man	7% (tie) ESPONSE RATINGS Individual air per- een determined by and national record mnel, distributors ufacturers. Not a	Most co-operative in exposing new LP's)
KFAC KCBH-FM KFMU-FM THE RADIO R f stations and onalities have b urvey of local a romotion perso nd record man opularity poll,	7% (tie) ESPONSE RATINGS individual air per- cen determined by und national record mnel, distributors ufacturers. Not a the ratings are	CR LIBRARIAN (Most co-sperative in exposing new LP's Buts Barnett, KMPC)
KFAC KCBH-FM KFMU-FM THE RADIO R f stations and onalities have b orvey of local a romotion perso nd record man opularity poll, rictly on the c	7% (tie) ESPONSE RATINGS individual air per- een determined by ind national record mel, distributors ufacturers. Not a the ratings are comparative ability	OR LIBRARIAN (Most co-sperative in exposing new LP') Russ Barnett, KMPC)
KFAC KCBH-FM KFMU-FM THE RADIO R stations and monities have b privey of local a comotion perso di record man opularity poll, rictly on the c	7% (tie) ESPONSE RATINGS individual air per- een determined by nd national record nmel, distributors viacturers. Not a the ratings are comparative ability of air personalities	CR LIBRARIAN (Most co-speritive in exposing new LP's Russ Barnett, KMPC)
KFAC KCBH-FM KFMU-FM THE RADIO R f stations and onalities have b rovey of local a romotion perso and record man opularity poll, rictly on the c f the stations ar	7% (tie) individual air per- een determined by nd national record mnel, distributors ufacturers. Not a the ratings are comparative ability of air personalities r listeness to pur-	CR LIBRARIAN (Most co-operative in exposing new LP's Russ Barnett, KMPC Program Di Charles E. James, Koll Program Di Alene McKinney, KMPC Music Lib * R&B 1. Jim Randolph KGFJ 38% 2. Magnificent Montague KGFJ 27% 3. Munter Hancock KGFJ 19% Officers Geffith Cell 18%)
KFAC KCBH-FM KFMU-FM THE RADIO R istations and imalities have b invey of local a comotion person of record man oppolarity poll, influence their influence their influence their influence their influence their influence their influence their	7% (tie) ESPONSE RATINGS individual air per- een determined by nd national record nmel, distributors viacturers. Not a the ratings are comparative ability of air personalities	CR LIBRARIAN (Most co-operative in exposing new LP's Russ Barnett, KMPC Program Di Charles E. James, Koll Program Di Alene McKinney, KMPC Music Lib * R&B 1. Jim Randolph KGFJ 38% 2. Magnificent Montague KGFJ 27% 3. Munter Hancock KGFJ 19% Officers Geffith Cell 18%)
KFAC KCBH-FM KFMU-FM THE RADIO R stations and motion perso motion perso motion perso motion perso and record man polarity poll, di record man polarity poll, citty on the c the stations ar influence theil ase the singles the impe	7% (tie) ESPONSE RATINGS individual air per- een determined by und national record mmel, distributors the ratings are comparative ability of air personalities r listeners to pur- and album played e ratings likewise	CR LIBRARIAN (Most co-speritive in exposing new LP's Russ Barnett, KMPC)
KFAC KEBH-FM KFMU-FM THE RADIO R stations and natifies have b revey of local a omotion perso di record man upularity poll, ricitly on the c di record man upularity poll, ricitly on the stations ar influence theirs the stations ar influence theirs the singles the air. The int up the implicit of types in build	7% (tie) ESPONSE RATINGS individual air per- cen determined by and national record mel, distributors ufacturers. Not a the ratings are comparative ability are ability and air personalities r listeners to pur- and abiums played o ratings likewise ortanes of music of img audiences and	OR LIBRARIAN (Most co-sperative in exposing new LP') Russ Barnett, KMPC)
KFAC KGBN-FM KFMU-FM THE RADIO R stations and molities have be prove of local a comotion perso and record man opularity poll, d record man opularity poll, d record man polarity poll, influence the issue the singles in the singles in the fram.	7% (tie) ESPONSE RATINGS individual air per- een determined by und national record mmel, distributors the ratings are comparative ability of air personalities r listeners to pur- and album played e ratings likewise	CR LIBRARIAN (Most co-operative in exposing new LP's Russ Barnett, KMPC Program Di Charles E. James, Koll Program Di Alene McKinney, KMPC Music Lib * R&B 1. Jim Randolph KGFJ 38% 2. Magnificent Montague KGFJ 27% 3. Munter Hancock KGFJ 19% Officers Geffith Cell 18%)

1. Biff Collie 2. Dick Haynes Gordon Calcote 3. Hugh Cherry KFOX 20% (tie) 20% (tie)

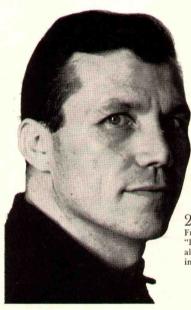
other products and services adver-tised on radio stations.

Anna Moffo and Georges Prêtre... two of 6 good reasons your customers will want this new recording of "Lucia di Lammermoor"





1. Anna Moffo not only sings Lucia, she offers a fascinating *character* study of the *two* Lucias – the romantic and the tragic.



2. Georges Prêtre, the young French conductor, who gives this "Lucia" an electrifying reading, already commands a big following of his own.



3. Bergonzi, Sereni and Flagello, heading a first-rate cast, each with a large and loyal audience in his own right.





6. This album will be nationally advertised in HiFi/Stereo Review, Saturday Review, Opera News, Schwann, American Record Guide.

LM/LSC-6170

LACIA DI

Dunisetti LAUCHA DI LKAMMERMOOOR Moffo-Bergonzi-Sereni-Flagello RCA Italiuna Upera Orchestre and Chous Georges Prêtre, conductor

4. "Lucia di Lammermoor" is one of the most popular operas. A new recording, especially of this caliber, is sure to attract record lovers.

5. This distinguished 3-record album is the *complete* opera with libretto and includes sections of the opera often omitted in other versions.



RADIO-TV PROGRAMMING

WSJS, 2 Dealers **Plan Own Grammys**

WINSTON-SALEM - Two dealers here have joined with radio station WSJS in a contest to select their own Grammy winners Ballots have been printed of the first 11 categories in the nominations of the Na-tional Association of Recording Arts and Sciences. These will be distributed in the two record stores operated by Joe Reznick and the Bocock-Stroud store.

The contest will be heavily promoted between March 7-14 on the radio station. WSJS will not only talk about the ballots, the nominees, and the awards ceremonies, but play the musical selections that'll be voted upon.

Bill Brown, station's program director, attributed the idea to Reznick, but added, "He got the idea from reading a Billboard story about the awards.

Record distributors have volto make up secondary prizes, but the major prizes to the two top guessers who come closest to actual winners announced March 15 will be contributed by the record dealers-two albums of their choice per month for a year

This Winston-Salem version of the Grammy Awards will be climaxed in a live show scheduled for March 18 on WSJS,

NAB SLATES SIX CLINICS

WASHINGTON -- Six radio wASHINGTON — Six radio program clinics will be con-ducted this spring for personnel of National Association of Broadcasters member stations. The clinics will be. May 9-10 at the Portland Hilton, Portat the Portland Hilton, Port-land, Ore.; May 12-13, America Hotel, Houston; May 23-24, Mayfair Lennox Inn, St. Louis; May 26-27, Radisson Hotel, Minneapolis; June 6-7, Hilton Inn, Tarrytown, N. Y.; and June 9-10, Sheraton Hotel, Ft. Lau-erdale Fia. erdale, Fla.

when the local winners will be presented their awards.

Record Promotion Men Speakers for Chi Station

• Continued from page 22

WMAQ (NBC) (its record programming directives emanating from. New York) was left. of Easy Listening and WCFL had just launched its Hot 100 of-fensive under Ken Draper.

"We were looking for places to get albums played," recalled Scully, "and SDM looked prom-ising. We were able to view SDM with interest because Shorr was smart enough to tell us exactly what he was going to do.

"Here's what we planned to ," said Shorr. "Reach everydo," one too old for the Rolling Stones and too young for Law-rence Welk. Our record pro-gramming formula is this: Pop---------------

are selected. for air-play by prog. dir. Station publishes a play list -weekly, Approx. 10 new records programmed each week. Record promotion people are seen M-F. Gen'n mgr. W. J. Beaton, Prog. dir., Gordon Calcole, Send 4 coples of 45% and 2 coples of 1.P% to Mr. Calcote, 106 N. Glendale Ave., Glendale, Calif. 91206; Phone: (213) CH 5-2388.

KKAR: 250 watts. Daytimer. Pres. & Gen¹⁺mgr., Abbott London. Prog. dir., Bill Schubert. 1430 E. Phillips Blvd., Pomona, Calif. 91766. Phone: (714)

623-3434. KK0P-FMI 3,000 watts. Owned by Cop-ley Newspapers. On the air 24 hrs, a day. Music formati Pop Standard. (100%). Editorializes bi-weekly. Special programming: "California Legend," story of old California Paul Snider, 7-7:05 p.m. M-Sat. "Showtime on Chan-nel 228," complete Broadway show, Steve Edwards hosts, 7-8 p.m. Sun. John Moon is director of news dept. 5-min. news on the hr. Cuts from Comedy LP's included in all regular program-ming. Folk Music occasionally pro-grammed in eve. New records are selected for air-play by committee of station personnel & on-the-air contest. 15-20 new records programmed each week. Record promutin pept are seen The Gry Salmer State, Recordo Beach, Calif. Phone: r(213) 371-5551.

KLAC: 5,000 watts. A Metropolitan Broadcasting Station. On the air 24 hrs. a day. Vice-Pres. & Gen'h mgr., Jack G. Thayer. Prog. dir., Willis Duff. 5228 Wilshire Blvd., Los Angeles, Calif. 90036. Phone: (213) 937-0110.

KLAC-FM: ERP 58,000 watts. On the air 24 hrs. a day. Same address and personnel as KLAC.

KLFM-FM: ERP 1,000 watts: On the air 6 a.m.-midnight. President, Burt 1. Harris. Station mgr., Dean F. Ellison. 291 S. La Cienega Blvd., Beverly Hills, Calif. Phone: (213) 655-8378.

Callf. Phone: (213) 655-6378. KMPC: 50,000 waits. Owned by Golden West Broadcasters. On the air 24 hrs. a day. Music format: Pop Standard (100%). Editorializes occasionally. Spe-cial programming: California Angels, baseball: Los Angeles Rams, football: UCLA, football and basketball. Val Chenard is director of 12-man news dept. Special equipment: 2 helicopters, 2 air-planes, 5 mobile units. Sminute news on the hour, headlines on the half-hour, extended news 6 times daily. Comedy LP's and Folk Musie included occasion-ally in any show. TV outlet is KTLA-TV. Channel 5. New records are selected for air-play by committee of station per-sonnel. As many new records as possible are programmed each week. Record promotion people are seen M-F. Gen't marnett. "Statum, Attem Neg-Sopies of LP's to Miss McKinner, 5999 sunset Bird., Hollywood, Callf. 90028. KNOB-FM: ERP 80.000 waits. Inde-

Frome: (215) HO 9-5541.
KNOB-FWI: ERP 80,000 watts. Inde-set of the air 24 hrs. a day. Ma-de format: Development of the set of the set of the tertainment. Calendar, "I times daily, New records are selected transmiss." En-by committee of station personnell, 1-35 new records programmed each week. Record promotion people are seen M-F, Gen'l mer., & prot. dtr., Ray Torian. Send I copy of 45's and I mone & I Stere copy of 45's on Mr. Torian, 1540 N. Highand Ave., Holtywood, Calif. 90028. Phone: (213) 466-6388.

KNX: 50,000 watts. CBS affiliate. Owned by CBS Radio. On the air 24 hrs. a day. Music format: Pop Standard (Continued on page 81)

oriented jazz and jazz-oriented pop.

Station owners Leonard and Phil Chess, founders 20 years ago of Chess Producing Corp., are reported to have suggested in SDM's early days: "Sell one in DDM's early days: Sell one album, Have the girls say This is a great album. Go out and buy it." The system is said to have sold a lot of Goulet and it is the type of "concentrated play" that delights promotion men.

"SDM was influential in the sale of 60,000 of Nat Cole's 'Love' album locally," reported Williams.

Williams. "We felt SDM strongly in the breaking of 'Quincy Plays for Pussycats," said Blackburn: At a. 15-side-per-hour, 24-hour-per-day pace, WSDM is showcasing a lot of streeo prod-uct and has been forced to mix is ownerties ainders are norm. its own stereo singles on occasion.

"We can use stereo singles that

"We can use stere angres and fit our bag," said music director Bert Berdean. "Much of the WSDM effec-tiveness can be attributed to Bert Berdean's ability to gauge album product," declared Wil-liame liams

Audience ratings indicate SDM is now the second-most-heard FM station in town be-hind fine-arts WFMT. SDM is currently ahead of the town's leading jazz-oriented AM sta-tion in audience.

Billings are rising steeply on the strength of such accounts as the Ford Motor Co., Anheuser-Busch, Inc., Capitol Records, Columbia Records and Mercury Records.

"We have no imitators yet," said Shorr, "but we have been approached by two different companies for syndication. And we're seriously considering the offers.



Continued from page 24

* * *

New program director of KHJ-FM, Hollywood, is **Bud Talbot**; he was formerly program director at KOCM-FM, Newport Beach. ... Dan Ellington, who uses the nome-dr-aero of Dan Dark, has become music-production director of KDBS, Alexandria, La. Jim Jenitte, who was formerly music-production director of KDBS, has left to join KWBE-AM-FM, Beatrice, Neb:

* * *

Dave Diamond, KBLA, Holly-wood, personality, holds down an emcee chore at the Lazy X night-club each Thursday, where he presents guest stars; on Tuesday night, he does the same at Holly-wood's The Action. Maurice Essam has been appointed music director of WNCN-FM, the classi-cal enviro enulate in New York: he cal music outlet in New York; he was formerly record librarian of the station.

STATIONS BY FORMAT

Continued from page 24

5-minute news on the hour, and on the half-hour during drive time. New rec-ords are selected for air-play by prog. dir. Station programs all new classical releases. Record momentum dr. Joacon programs an income classes. releases. Record promotion people are seen M-F. Gen't mgr., Ed Stevens. Prog., dir., Howard Rhines. Music dir., Grace Sperry, Srad 4 copies of LP's to Miss Sperry, 5773 Wilshire Bird, Los Angeles 36, Calif. Phone: (213). WE 8-0161.

KFAC-FM: ERP 64,000 watts. Simulcast with KFAC.

with KFAC.
KFI: 50,000 watts. NBC affiliate. On the air 24 hrs, a day. Music format: P op 5 ta n d a r d (47%)-Contemporary (22%)-Standard (22%)-Other (9%). Edi-torializes weekly. Special programming: Los Angeles Dodgers. "Other Side of the Day" with Ron McCoy, nightime call-in, Midnight to 5 a.m. "Farm and Home Journal" with Jim Todd, farm, aviation, food, 56 a.m. daily. Pat Kelly is direc-tion of the state of the state of the state Journal" with Jim Todd, farm, aviation, food, 55 a.m. daily. Pat Kelly is direc-tion of the state of the state of the state Journal with Jim Todd, farm, aviation, food, 55 a.m. daily. Pat Kelly is direc-tion of the state of the neuron model of the state of the state of the casionally programmed. New records are scheduled weekly. Record promotion people are seen M-F. Gen" Juer, George A. Wagner, Prog. Manager, Pat Kelly. Send 4 copies of 45% and 6 copies of LPS to Library, 141 North Vermont A Los Angeles, Call, 9065, Phone: (213) DU 2-2121.

KFMU-FM: ERP 58,000 watts. On the air 24 hrs. a day. Music format: Classi-cal. Gen'i mgr., & Prog. dir., Dennis King, Jr. 6295 W. Third St., Los Angeles 36, Calif. Phone: (213) 933-9491.

36, Calif. Phone: (213) 931-9401.
KFOX: 1.000 watts. On the air 24 hrs. a day. A Sondering Station. Music format: Country (100%). Special programming: "Grand Ole" Opry: specially recorded version, 9-10 p.m. M-F. Store openings. & Shopping centre celebrations with DJ's, bands, artists, frequently Sat. or Sun. afternoons. Richard Provenson is director of 3 man news dept. Special quipment: Paralle Figs. Sminte news on the hour, headlines on the half-hour. Comedy LP's and Folk Musie included occasionally in regular programming. New records are selected for air-play by committee of station personnel. Station programs approx. 20 new records weekly. Record promotion people are seen Thurs. Gerkammer, Dick Schoffeld, Record Ii-Grands, Calif. Phone: (213) HE 6-2281.
KPOX-FM: ERP 40000 watts. Smath.

KFOX-FM: ERP 60,000 watts. Simul-cast with KFOX.

cast with KFOX: KFWill: 5,000 watts. Owned by Crowell-Collier Broadasting CO. On the air 24 hours a day. Music format: Contempo-rary (100%). Al Wiman is director of 5 man news dept. Special equipment: mobile units. 5-minute news at 55 past the hour. Headlines on the half hour. Cuts from Comedy LP's included occa-sionally in regular programming. New records are selected for airchigh by prog. dir. Station publishes a play list weekly. Approximately 6-8 new records are scheduled each week, Record promotion people are seen Tuesday. Gen'l mgr. J. J. Bernard. Prog. dir., Wm. J. Wheat ley. Send 15 copies of 455 and 1 copy. dir. J. Jaernard. Hollywood, Calif. 9028, Phone: (213) HO 36151.

KGBS: 50,000 watts. Owned by Storer Broadcasting Co. Daytimer. Music for-mat: Country (100%). Special program-

ming: Big Ten Football, "Topic," with Ray Miller, controversital discussion, 9:30 pr.m. Sun. Inquiry-Discussion pro-gram with Frank Evans, 10 p.m. Sun. Frank Evans is director of 4 man news dept. Special equipment: mobile unit, L. A. P. D. Sigalett for traffic.informa-tion. 5-min. news at.10 past the hour, sports at twenty before the hour, weather Comedy LPS featured on a 5-minute segment of Pat Buttram Show. New rec-ords a reselected for airplay by com-mittee of station personnel. Station pub-lishes a play list weekly. Necord pro-motion people are seen M-F. Gent' mer, Dale Peterson. Prog. dir., Bill Thompson. Send 4 copies of 45% and 2 copies of LP's to Mr. Thompson, 338 5. Western Avenue, Los Angeles, Calif. 90005. Phone: (213) DU 8-2245.

KGER: 5,000 watts. On the air 24 hrs. a day. Pres., Dr. John E. Brown, Vice-Pres. & Gen'i mgr., Clinton H. Fówler. 3759 Atlantic Ave., Long Beach, Calif. 90807. Phone: (213) 427-7907.

90807. Phone: (213) 427-7907.
RGF3: L000 watts. Owned by Tracy, Broadcasting Co. On the air 24 hrs, Music format: Rhythm & Blues (100%), Editorializes monthly. Special program-ming: "KGFJ Hotline," with Ray Williams, I on D. T. Minghi, audience call-in, discussion. "This is Progress." with Hugh Williams, S minutes at 10:35 a.m., 2:35 p.m., 9:35 p.m., M-Sat. docu-mentary on leading Negroes. "Educa-tional Roundtable," with Tom Hawkins, 5:30 p.m. Sun., public service topics. "Teens in School" with Tom Hawkins, 5:304 p.m., Med./Fri. Teens discuss need for staying in school. Ray Williams is director of 4-man news dept. Special equipment: mobile units. 3-minute news at 15 and 45 path the hour. New records are selected for air-play by committee of station presonnel & research of local weekly. Record new records scheduled weekly. Record new records scheduled weekly. Record new records scheduled are selected for air-play by committee of station presonnel & research of local weekly. Record new records scheduled are seen dr.F. Gerl mer, Arnold Dir, are prog. dir. Cal Miner, Carol King. Librarian. Send 7 copies of 45% and 2 opies of LP% to Miss King, 4550 Met-cus Ave., Los Angeles 29, Callf. Phone; (213) NO 3-3181.

(213) NO 3-3181.
KGK-FM: 1,000 watts. Independent. On the air 24 hrs. a day. Music format: Pop Standard (98%)-Polka, German & Spanish (2%). Editorializes occasionally, Special programming: Local H.S. foot-ball, college basketball. Bill Magee is director of news dept. S-minute news on the hour, headlines on the half-hour. Cumedy LP's featured on "Lee Clark Show," cuts from Comedy LP's included occasionally on the "Geo Burton Show," Folk Music included occasionally in regular programming. New records are selected for air-play by committee of station personnel, Station publishes play lat weekly. Approximately 10 new rec-ords are scheduled weekly. Record pro-motion excheduled bar and a copies of the source excheduled bar and a co

KGIL: 5000 watts. A Buckley-Jaeger Bradcasting Corp. of Cal. Affil. On the main PRO am. to 12:30 a.m. Music orders, PRO am. to 12:30 a.m. Music alizes occasionilly. Sin Guey Antwick is di-rector of 8 man new Varwick is di-rector of 8 man new Varwick is di-rector of 8 man new Yarwick is di-rector of 8 man new Yarwick and are selected for air-play by Prog. dir. Approx. 20 new records programmed each week. Record promotion people are seen M-F, Gen'l mer, Richard D. Buckley, Jr. Prog. dir., Charles E. James, Send 4 coples of 455 and 2 coples of LP's to Mr. James, 14800 Lassen Street, San Fernando, Calif. Phone: (213) 894-9191.

KGLA-FM: 13,500 waits. Owned by Certified Broadcasting Co. On the air 24 fris. a day. Music format: Pop Stand-ard (36%-Comervaltvee(36%); Comedy LP's featured & Folk Music programmed. on "After Hours Show." Midnight-3 a.m. New records are selected for air-play by committee of station per-sonnel. Approx. 10 new records pro-grammed each week. Record promotion people are seen M-F. Genl'mgr., Burt Bauer, Prog. dir., Cary Pitts. Send 2: copies of 45% and 2 copies of LP's to Mr. Reid, 5670 Wilshire Bird., Los Angeles 36, Calif. (Phone: (213) 937-1035. KGRB: 250 watts Owned by Robert

KGRB: 250 watts. Owned by Robert Burdette & Assoc., Inc. dba. Davimer. Music format: Pop Standard (59%)-Standard: (40%)-Conservative (10%). Edi-torializes occasionally. Special program-ming: Various schools football and baa-ketbalt; "De Still and Know," religious thought. 2 mins., 7:50 a.m. M.Sun; "Citizens Council Forum," public at furst. And the still and Know, "religious thought. 2 mins., 7:50 a.m. M.Sun; "Stortssene", sports. 4 mins., 4:05 p.m. M.FF; "World Wide," news 4:05 p.m. Sun: Rahn Harris is director of 3 man news dept. Special Equipment: Mobile units & remote equipment. S-minute news on the hour, headlines on the half-hour. Folk Music include occasionally in regular programming. New records are selected for air-play b Gen1 mgr. Approx. 25 new records are scheduled each week. Record promotion people effete. Send 2 copies of 455 and 2 copies of L9: to Mr. Rurdette, 751 Echelon Ave. City of Industry, calif.. 91744. Phone; Ci130 661-0300. KHJ: 5:000 watts. An. RKO General

91744. Phone: (213) 686-6309.
KHJ: 5.000 watts. An. RKO General Station. On the air 24 hrs. a day. Music format: Contemporary (100%). Special programming: "KHU Closeup." Scotty Brink interviews personalities and experts on subjects of interest to young people. 10 pm-midinght, Sun. TV outlet is director 0 / man news dept. Special equipment: Three mobile units cruising 14 hrs. daily. KHJ '20,20," news at 40 past the hr. New records are selected for air-play locomittee of station performed. Approx. 3-6 new records programmed cachewed, Station publishes a play list weekly. Record promotion people are seen. Mon. & Thurs. Gent magr., Ken DeVaney, Prog. dir, Ron Jacobs. Librarian, Betty Breneman. Stis Metrose Ave, Hollywood, Calif. 90038, Phone: (215) HO 2-2133.

KHJ-FM: ERP 60,000 watts. Music format: Pop Standard (100%). Send 2 copies of LP's to Shelley Gordon. Ad-dress & other personnel same as KHJ.

dress & other personnel same as KHJ, KHOF-FM: ERP 100,000 watts. Inde-pendent. On the air 6 am.-Midnight. Music format: Sacred (80%)-Classical (10%)-Conservative (10%)-Editorializes daily. Special programming: Los Angeles City College Football. 'Let's Talk Bible', 'call-in forum discussion, 7.8 pin: Sat, with Ralph Sanford. 'The Bible', 'call-in forum discussion, 7.8 pin: Sat, with Ralph Sanford. 'The forum and discussion with call-ins, Sat, afternoon. V. Dale Smith is director of 3 man news dept. 5-minute news on the half-hour. 3 daily 15-minute in depth reports. Folk Music included occasion-ally on 'The Bright Sound.'' "Saurday Sing.'' TV outlet is KITR-TV, Channel 30 (on the air June 1, 1966). New records are programmed as available. Gent mitte of station personnel. New records are programmed as available. Gent Mitt, P. O. Box 196, 'La's Amer, California 90641, Phone: (213) 245-7575.

KIEV: 250 watts. Independent Day-timer. Music format: Country (100%). Editorializes occasionally. Hollis C. (Doc) Hull is director of 2-man news dept. 5-min. news at 55 past the hr., headlines on the half hr. New records





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Billboard

7	C SIA	K performer—Sides	registering g	reatest prop	portionate up	ward progress	this week.
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LOT 1

THIS		Wk. Ago	Wks. Ago	OBY TITLE Arrist, Label & Number	Weeks On Chart	
1)	1 :	3 10	BERETS S/Sgt. Barry Sadler (Andy Wiswell), RCA Victor 8739	6	۲
2)	2 1	1 2	THESE BOOTS ARE MADE FOR WALKIN'	8	(3)
3) 4	4 13	3 41	Nancy Sinatra (Lee Hazlewood), Reprise 0432 LISTEN PEOPLE Horman's Hermits (Mickie Most), MGM 13462	4	S.
•) 5	5 8	3 16		10	
5) 6	5 5	20	ELUSIVE BUTTERFLY Bob Lind (Richard Bock), World Pacific 77808	8	
6	12		·	19TH NERVOUS BREAKDOWN Rolling Stones (Andrew Loog Oldham), London 9823	3	
1	25		-	NOWHERE MAN Beatles (George Martin), Capitol 5587	2	
(8)	3			LIGHTNIN' STRIKES	12	۲
(9)	11	14		Bobby Fuller 4 (Bob Keene), Mustang 3014	7	
10	16		54	Simon & Gartunkel (Bob Johnston), Columbia 43511	5	
	9	10	15	TO YOU	7	
12	17	20	25	4 Seasons (Bob Crowe), Philips 40350 THE CHEATER Bob Kuban & the In-Men (Mel Friedman), Musicland, U.S.A. 20,001	7	
(13)	8	4	3	Bob Kuban & the In-Men (Mel Friedman), Musicland, U.S.A. 20,001 UP TICHT Stevie Wonder (Cosby-Stevenson), Tamla 54124	13	
(14)	. 7	6	4	MY LOVE Petula Clark (Tony Hatch), Warner Bros. 5684	12	
1	27	36	38	LOVE MAKES THE WORLD CO	0	
(16)	10	5	5	ROUND Deen Jackson (Ollie McLaughlin), Carla 2526 MY WORLD IS EMPTY	8	
0				Supremes (Holland & Dozier), Motown 1089	9	
1	20	25	48	BATMAN THEME Marketts (Dick Glasser), Warner Bros. 5696	6	
(18)	19	21	24	AT THE SCENE Dave Clark Five (Dave Clark), Epic 9882	6	
(19)	13	7	8	DON'T MESS WITH BILL	11	
(20)	18	18	21	WHEN LIKING TURNS TO LOVING Ronnie Dave (Phil Kahl & Ray Vernon), Diamond 195	8	
(21)	14	16	19	WHAT NOW MY LOVE.	7	
1	28	41	53	BABY SCRATCH MY BACK Slim Harpo (Not Available), Excello 2273	7	
(23)	23	28	35	YOU BABY Turtles (Banes Howe), White Whate 227	6	
-	32	42	58	634-5789 Wilson Pickett (Jim Stewart & Steve Cropper), Atlantic 2320	5	
25	53	76		Aflantic 2320 DAYDREAM Lovin' Spoonful (Erik Jacobson), Kama Sutra 208	3	
26	43	55	61	WOMAN Peter & Gordon (Net Available) Capitol 5579	5	
21	29	30	36	Martha & the Vandellas (Hunter & Stevenson), Gordy 7048	8	
28	15	12	6		14	
29	40	50	74	HUSBANDS AND WIVES. Roger Miller (Jerry Kennedy), Smash 2024	4	
30	44	56	75	IT'S TOO LATE Bobby Goldsboro (Jack Gold), United Artists 980	4	
31	46	72	87	I'M SO LONESOME I COULD	4	
				CRY B. J. Thomas and the Triumphs (Charlie Booth) Scepter 12129	4	

Award

t proportionate upward progress this week.	15
22 22 28 CALL ME	10
(32) Chris Mantez (Herb Alpert), A&M 780	10
(33) 30 47 57 SOMEWHERE THERE'S A SOMEWHERE THERE'S A SOMEWHERE THERE'S A	5
39 49 59 THE RAINS CAME	7
37 48 52 BATMAN THEME	5
▲ 55 67 86 SHAKE ME, WAKE ME (When	
It's Over) Four Tops (Holland & Dozier), Motown 1090	4
(37) 20 27 34 I SEE THE LIGHT. Five Americans (Dale Nawkins). HBR 454	11
49 59 84 I WANT TO CO WITH YOU. Eddy Arnold (Chet Atkins), RCA Victor 8749	6
Marvin Gaye (Smokey), Tamla 54129	4
40 24 15 7 BARBARA ANN Beach Boys (Brian Wilson), Capitol SS61	11
(41) 47 52 79 THE DEDICATION SONG	4
64 81 99 THIS OLD HEART OF MINE	4
43 21 11 12 ZORBA THE CREEK. Herb Alpert & the Tijuana Brass (Herb Alpert), A&M 787	12
A&M 787	3
A 90 (You're My) SOUL AND	
INSPIRATION	2
46 52 62 68 UP AND DOWN. McCoys (Feldman, Goldstein, Getteher Pred.) Bang 316	5
(47) 34 26 22 JUST LIKE ME. Paul Revere & the Raiders (Terry Melcher), Columbia 43461	15
(48) 30 23 11 COINC TO A CO-CO. Miracles (Meere-Robinson), Tamia 54127	12
(10) 31 33 37 BREAKIN' UP IS BREAKIN' MY	
Roy Orbison (Not Available), MGM 13446	8
50 Shangri-Las (Shadow Morton), Red Bird 04B	6
69 87 - WALKIN' MY CAT NAMED DOG Norma Tanega (Herb Bernstein), New Voice 807	3
(52) 41 43 43 ANDREA Sunrays (Raike-Wilson Prod.), Tower 191	8
67 84 - CET READY	3
	2
78 - AIN'T THAT A CROOVE James Brown & the Famous Flames (James Brown Prod.), King 6025	-
BAT - SURE CONNA MISS HER Gary Lewis & the Playboys (Snuff Garrett) Liberty \$5865	2
12 96 - INSIDE-LOOKING OUT	3
59 60 60 THIS CAN'T BE TRUE. Eddic Holman (Harthon Prod.), Parkway 960	9
A 73 83 - THE ONE ON THE RICHT IS	3
Johnny Cash (Don Law & Frank Jones), Columbia 43494	5
(59) 50 51 51 LOVE IS ALL WE NEED	8
88 - LITTLE LATIN LUPE LU Mitch Ryder & the Detroit Wheels (Beh Crewe), New Voice 808	2
(61) 70 78 88 STOP HER ON SIGHT (S.O.S.). Edwin Starr (Al Kent & Richard Morris), Ric-Tic 109	4
62 65 74 83 DEAR LOVER Mary Wells (Carl Davis & Gerald Sims), Atco 6392	5
63 68 75 - TEARS Bobby Vinton (Bob Morgan), Epic 9894	3
A 79 SATISFACTION	2
	4
Outsiders (Tom King), Capitol 5573	5
(66) 66 70 78 BATMAN Jan & Dean (Jan Berry), Liberty \$3860	~

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

e, BMI)	52	I'm So Lonesome I Could Cry (Acuff-Rose, BMI) In My Room (Robbins, ASCAP) Inside-Looking Out (Ludlow, BMI)	31 69
Horec, BMI)		It Won't Be Wrong (Tickson, BMI)	20
he (Music, Music,	**	it's Too Late (Unart, BMI)	67
ie (meric, music,		Juanita Banana (Tash, BMI)	30
BMI	75	Juanira Banana (Tash, BMI)	
ousins, BMI)		Just Like Me (Daywin, BMI)	47
		Kerp on Running (Essex, ASCAP)	76
Gems-Columbia, BMI)		Lightnin' Strikes (Rambed, BMI)	8
ASCAP)	35	Little Latin Lupe Lu (Maxwell-Conrad, BMI)	60
er, ASCAP)	17	Listen People (New World, ASCAP)	3
Heart (Acuff-Rose,	100	Long Live Our Love (Trio-Tender Tunes 8MI)	50
	49	Love Is All We Need (Travic, BMI)	59
BMI)	4	Loves Makes the World Go Round (McLaughlin,	
	32	BMI)	15
	12	Love You Save, The (Tree, BMI)	85
	28	Luilaby of Love (Tree, BMI)	83
AI)	75	Magic Town (Screen Gems-Columbia, BMI)	44
	10	Mouity (Elmwin, Roznique, BMI)	01
BMI	02	My Babe (Arc, BMI)	99
BMI)	10	My Baby Loves Me (Johete, BMI)	99
	19	My Love (Duchess, BMI)	2/
	5	My World Is Empty Without You (Johete, BMI)	
	53	19th Nervous Breakdown (Gideon, BMI)	16
	48	Nert Hervous Breakdown (Gideon, BMI)	6
	86	Nowhere Man (Maclen; BMI)	7
	87	One More Heartache (Jobete, BMI)	39
BMI	71	One on the Right is on the Left The (lack Basi)	58
AI)	10	Outside the Gates of Heaven (Unart, BMI)	90
1)	29	Philly Dog (East, BMI)	98
	29	Phoenix Love Theme, The (Ludlow, BMI)	98
herry Tree (April		Fromise Her Anything (Famous, ASCAP)	**
Provide and the second second	96	Put Yourself in My Place (Jobete, BMI)	74
d Int., BMI)	80		95
BMI)	9	Rains Came, The (Crazy Cajun & Corrett, BMI)	34
	37	Satisfaction (Immediate, BMI)	64
	88	Secret Agent Man (Trousdale, BMI)	78
er, BM1)	38	Shake Hands (Acuff-Rose, BMI)	92
	100-1		

Shake Me, Wake Me (When It's Over) (Jobete,	
BMI)	36
634-5789 (East-Pronto, BMI)	24
Smokey Joe's La La (Recordo, BMI)	77
Somewhere There's a Someone (Hill & Range, BMI)	33
Stop Her on Sight (S.O.S.) (Myto, RMI)	61
Superman (Morris, ASCAP)	94
Sure Gonna Miss Her (Viva-Tennessee, BMI)	55
Take Me for What I'm Worth (Trousdale, BMI)	79
Tears (Shapiro-Bernstein, ASCAP)	63
These Boots Are Made for Walkin' (Criterion,	
ASCAP)	2
Think I'll Go Somewhere and Cry Myself to Sleep	
(Moss Rose, BMI)	81
This Can't Be True (Cameo-Parkway, Stillran, BMI)	57
This Golden Ring (Mills, ASCAP)	82
This Old Heart of Mine (Jobete, BMI)	42
Time (Regent, BMI)	73
	65
Tippy Toeing (Window, BMI)	93
Up and Down (Fling, Dayshel-Grand Canyon, BMI).	46
Up Tight (Jobete, BMI)	13
Wait a Minute (Palmer, BMI)	84
Waitin' in Your Welfare Line (Central Songs, BMI)	70
Walkin' My Cat Named Dog (Starday, BMI)	51
What Goes On (Marlen, BMI)	89
What Now My Love (Remick, ASCAP)	21
When Liking Turns to Loving (Tobi-Ann & Unart,	
BMI) Whenever She Holds You (Unart, BMI)	20
Whenever she Holds tou (Unart, BMI)	68
Why Can't You Bring Me Home (Picturetone, BMI) Woman (Maclen, BMI)	72
Working My Way Back to You (Saturday & Seasons	26
4, BMI)	11
You Baby (Trousdale, BMI)	23
(You're My) Soul and Inspiration (Screen Gems-	23
Columbia, BMI)	45
Zorba the Greek (Miller, ASCAP)	43
harden provers harden i statistications	42

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(8	5)	98		-	THE LOVE YOU SAVE	
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1	97	-			WHAT COES ON. Beatles (George Martin), Capitol 5587	J
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(96)				I CAN'T GROW PEACHES ON A CHERRY TREE Just Us (Taylor-Gordoni), Minuteman 203	1
(97	0	-	-	- '	THE PHOENIX LOVE THEME.	1
98	0	100	- 1		PHILLY DOG Mar-Keys (Steve Cropper), Stax 185	2
(99)				MY BABE Roy Head (Roy Head), Back Beat 560	1
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133. HAWG JAW Charlie Rich, Smash 2026 134. ONLY A GIRL LIKE YOU Brook Benton RCA Victor 8748	132.	LOVE IS ME, LOVE IS YOU Connis Francis MGM 13470
134. ONLY A GIRL LIKE YOU Brook Benton BCA Victor 8769	133.	HAWG JAW Charlis Rich Smith 2026
135. RAGS TO RICHES	134.	ONLY & GIRL LIKE YOU Brook Baston BCA Mistor 8768
Lenny Weich, Kapp 740	135.	RAGS TO RICHES
		HAD TO HIGHES CONTRACT TO HIGH WEICH, Kapp 740

Connie Francis

Hit Is This:

Love Is Me, Love Is You b/w I'd Let You Break My Heart All Over Again K-13470

INTERNATI NAL news reports

Spectacular Development of Disk Market in France Seen by Souplet

By MIKE HENNESSEY

PARIS—A "spectacular de-velopment" of the French disk market was forecast by Jacques Souplet when he gave Billboard the first interview since he took over as President Directeur General of CBS-Arteco four months

Souplet said, "At present, the dustry is getting its breath industry is getting its breath back after the ye-ye boom. The situation is good but I am sure in a few years the industry will double its turnover.

'France has become a verv young country—there is a con-tinually increasing 'bulge' in the record-buying age group and, in addition to this, living stand-ards are improving all the time and there is a tremendous growth in leisure activities."

Souplet emphasized that a prelude to any big expansion of the disk industry would have to be a streamlining of the dis-

"I am going to the United States to study the disk industry there and I will pay particu-lar attention to distribution. I am sure that France is bound eventually to follow the U. S. pattern, and that we shall see a concentration of distribution and the emergence of more and more independent labels. "At present, every major disk

LONDON - Philip Solomon

is selling his considerable song

publishing interests to concen-trate on the pirate station Radio Caroline in which he has bought

Caroline in which he has bought the largest single interest. The most likely prospect is Dick James on behalf of the Beatles' Northern Songs which has just added most of the songs to its catalog made famous by the late Nat King Cole.

Solomon's companies are 142 Music, Favorite Music, Hyue Park Music, Belgravia Music and in America Bernice Music. In

company in France has its own distribution system — this will have to be changed if largescale expansion is to take place. All methods of getting records to the public will have to be harnessed—including the crea-tion of record clubs and mail order schemes. And there will have to be more and more re-tail outlets for disks—in stores and supermarkets, for example.

Souplet said that his first task in taking over was to build a catalog of French artists—a policy reflected in the recent signings of Pepino, Rosy Armen, Dorin, Les Provinciales Madeleine Pascal, who represents Swiss TV in the Eurovision contest, and Abrial. CBS-Arteco has also signed the famous Compagnons de la Chanson whose first disk for their new

whose first disk for their new label will be released in the latter half of June. **Local Catalog Needed** "A good local catalog is what the company has been weak in —we have a fine catalog of overseas artists and are, of course, particularly strong in the classical field," said Scoujet. classical field," said Souplet. "Once we have a stronger local catalog, I have plans to open up the East European market to French product since I think that French songs have a great potential in that area." The CBS-Arteco company is

elors, whom his wife manages.

the late Jim Reeves and girl singer Twinkle who had a major

Solomon is believed to have injected badly needed finance into Caroline in return for 20 cent of Planet Productions

-the company which runs the pirate radio ship.

pirate radio ship. A Shot for Caroline In a statement, he said: "I am selling my other interest to join Radio Caroline so that I can devote all my time to the exciting prospect of contribut-ing to the growth of this com-pany. We are almost to put into effect a new development which we feel will give Caro-line such a boost that it will look as if we have started all over again." The station already lays claim

The station already lays claim to 9 million listeners to its off-shore, unofficial broadcasting of

Solomon's discussions with

Solomon's discussions with Dick James are in line with Northern Songs' acquisition of other catalogs to add bulk to the list of Lennon-McCartney songs which the public com-pany owns exclusively.

James has announced his pur-

chase of two U. S. music companies-Sweco Music Corp.

and Cole and Gale Music Inc., and British rights to a third,

Comet Music. Between them the

three companies have a cata-log of well over 100 songs, many of which were made famous by

Northern Songs is expected to make a \$1,568,000 profit this year—this is nearly \$450,-000 more than predicted last

August. Its shares, placed on the market a year ago at \$1.08, recently reached \$2.50.

more than predicted last

nonstop pop.

Cole.

composition.

her

Solomon Selling Pub Lines

For a New Love, Caroline

hit with 'Terry."

also planning to change premises in July.

As far as new signings are As far as new signings are concerned, Souplet said he was not a believer in signing artists in the hope that one might make the grade. "It is always a gamble," he said, "and that is one of the delights of the business-but I prefer to concen-trate on a few artists at a time rather than spend heavily on mass signings."

One recent blow to the company was the loss of the Parlo-phone label-and with it, the Beatles — to Pathe-Marconi. "But," said Souplet, "we still have the Odeon French catalog and its sales are far better than I had imagined."

Big Publicity Pans Once the local catalog is built up. Souplet has big plans for publicity and promotional campaigns and meanwhile, on the classical front, CBS-Arteco is planning a campaign in April to launch a new de luxe series of popular classical recordings.

On the subject of the recent album price cuts introduced by Philips, Souplet had reserva-tions; "I think it may have been a little premature."

"I understand that Philips is bringing album prices into line with the American market, but what puzzles me is how this can French market is so much small-er. Admittedly the American record dealer gets a bigger profit record dealer gets a bigger profit margin than the French re-tailer, but, on the other hand, disks in America are not sub-ject to 25 per cent purchase tax as they are in France.

"If, however, Philips succeeds in selling three times as many albums as formerly, then this will unbalance the market and appearing in France. In fact, (Continued on page 36)

Spanish Group Elects Officers

BARCELONA-The Spanish National Group of the International Federation of the Phonographic Industry elected new of-ficers at a meeting here. The group comprises all leading record firms in the industry.

Julio Sampedro, head of Fonogram, was elected president; George Alexander of EMI's affiliate, vice-president; and Este-ban Garcia-Morencos of Zafiro, secretary. In addition, the group appointed Juvenal Iglesias til recently a director of EMI's Spanish company, and an expert on copyright matters, as its general counselor.

NORWAY DISK TRADE BOOMS

OSLO-The record business in Norway is in high gear. Not only was 1965 a peak year with a 30 per cent increase over last year, but also 1966 is beginning very well. Bendiksen's managing director, Arne Bendiksen, and Totto Johannessen, managing director of Nor-Disc, both claim sales 50 per cent over last year.



AT A RECENT recording session of the Yiddish original cast album of All A RECENT recording session of the riddish original cast abuilth of "Fiddler on the Roof" were, left to right, Ettore Stratta of CBS Records International artists and repretoire who supervised the recording; Shmuel Rudensky, star of the production, and Simon Schmidt, manag-ing director of CBS Records Israel, Ltd. The album, recorded in Tel Aviv, will go on sale in the U. S. later this year.

Monument Talks Swing to Continent

LONDON-Monument President Fred Foster and Interna-tional Director Bobby Weiss have concluded their U. K. visit in London with two of their artists, Boots Randolph and Ray Stevens. A week of meet-ings and talks were held with Boots Randolph and Ray Stevens guested on several of the top BBC and Luxembourg radio and BBC-TV shows, as well as taping interviews for Radio London, Radio Caroline a British Forces Network radio and AFN's "Weekend Round-up." Foster, Randolph and Stev-ens returned to the U. S. last week and Bobby Weiss con-tinued his European swing week and Bobby Weiss con-tinued his European swing through the major capitals on the Continent. He expects to be traveling for the next three weeks, covering Hamburg, Ber-lin, Cologne, Paris, Milan, Ma-drid, Brussels and Amsterdam. British Decca, who handles Monument product for the countries outside the U. S., heard Foster reveal plans for the company's expansion and talked with Sir Edward Lewis, Bill Townsley, S. A. Beecher

Bill Townsley, S. A. Beecher Stevens, Geoff Milne (label manager) and international manager Marcel Stellman. Decca's contract with Monument runs until October.

Monument plans to step up artist repertoire on c&w material. Foster reported that a new country division was being set up in Nashville, with spe-cial promotion for artists Bobby Walker (ex-Columbia) and r&b artist Arthur Alexander (from artist Arthur Alexander (from Dot), who will shortly be coming to the U. K. Monument's r&b label, Sound Stage Seven, ex-pects to have new material available soon for world dis-tribution via British Decca. Foreign artists acquired for Monu-ment's U. S. domestic market will be released on that label called "LTD International."

When asked what LTD stood for, Foster said this may be the subject of a competition to be announced. Weiss reported they would be acquiring inde-pendent producers' material for pendent producers' material tor release in the U. S. Foster told Billboard he is sure the trend in the pop field is now show-ing itself to be that of a more basic form of music, that the dealers of groups from the pop decline of groups from the pop music scene in the U. S. is showing up here in the U. K. "There will be more American artists showing up on British charts now," he said. No firm plans have been set for a London-based office, but Foster suggested this may be a pos-sibility.

DROP THE BAN?

the catalog are many of the songs recorded by the Bach-

union here is withdrawing its ultimatum on lip synching on TV in the light of the TV companies' apparent refusal to take the proposed ban seriously. The ban could deal another blow to dwindling singles sales, for whereas pirate radio is consid-ered to be damaging over-exposure, the record companies have a high regard for the sev-eral TV shows.

The union gave ITV until March 31 or face the conse-quences. A similar ultimatum was to be issued to the BBC.

Television companies, however, considered that the union has gone too far this time. The general attitude from executives is that they will carry on, regard-less. This is in the face of knowledge that the powerful union could restrain its members from taking part in any other shows as a retaliatory move.

30

MUSICIANS TO

LONDON - The musicians

Disques Barclay Is Cutting Impressive Growth Figure

PARIS-In a review of 1965, Disques Barclay reports a steady growth of activity both at home and abroad.

growth of activity both at nome and abroad. In France, Charles Aznavour and Jacques Bres have con-tinued to figure among the oppany's top selling artists and there has also been a consoli-dation in the sales of singers like Dalida, with her hist "Zorba the Greek" and "II Silencio"; Ferrat, the young songwriter-singer whose successes include "La Montagne" and "Nuit et Brouillard," folk singer Hugues Aufray, Monty and the new discovery Henry Tachan. In addition, the Barclay-reated dance, the Sirtaki, launched in conjunction with the

Zorba theme, was as big a success as the Letkiss, which Barclay promoted at the end of 1964.

New overseas outlets for the Barclay catalog were obtained in 1965, in particular in South Africa and a number of South American countries.

Charles Aznavour made tri-umphant appearances in Mos-cow and the U. S. (where several LP's have been released on the Reprise label) and sales of his records in Spanish were particularly impressive in South America. Dalida, too, is a big-selling artist in South America countries. Jacques Brel also scored in

Continued on page 36

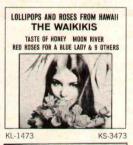
March 12, 1966, BILLBOARD

You don't have to be Jewish to see that it's even funnier than "You Don't Have to Be Jewish?"



KRL-4506



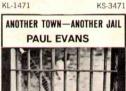






WARREN BEATTY AND LESLIE CARON

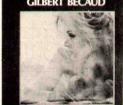
Promise Her Anything





KS-3475







KL-1469

KS-3469

KL-1475

A HANDFUL OF GEMS JEWEL / PAULA



Off and running . a great new LP by THE UNIQUES Paula LP 2190

A great follow-up to "C. C. Rider" **"DO SOMETHING** FOR YOURSELF" **Bobby Powell** Whit 715

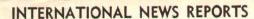
Great song . . . Great delivery . . . NAT STUCKEY'S "DON'T YOU **BELIEVE HER'** Paula 233

As she performed it on the Jimmy Dean TV show 66I FEEL LIKE **CRYING**" **Peggy Paxton** Paula 229



HOT COUPLING! **"CAN'T I GET** (A WORD IN)" John Fred Paula 234







ATTENDING PEER-SOUTHERN'S recent salute, in Hamburg, to Theo Seeger were, left to right: Mrs. Erni Bilkenroth (Edition Marbot, Ham-burg), T. F. Ward (assistant European co-ordinator, London), R. C. Kingston (Southern, London), Albert Brunner (Southern, Zurich), Mrs. Pat Seeger (Peer, Hamburg), Th. O. Seeger (Peer, Hamburg), Josef Hochmuth (Southern, Brussels), J. Han Dunk (Holland Music, Amster-dam) and Dennis A. Berry (Southern Library, London). Seeger, chief of Peer-Southern's Hamburg affiliate, is a 30-year veteran of the German music industry. music industry.

Chile Fest a Humdinger; 'Burrerita' Winner in Folk

VINA DEL MAR, Chile-The seventh Vina del Mar Song Festival was held here Feb. 11 The seventh vina dei Mar sofig Festival was held here Feb. 11 through 21 with an attendance of more than 100,000, which surpassed the success of the previous festivals. Special guests were Italian artist Ennio San-giusto, Spanish singer Federico Cabo, duet Duo Dinamico, and Chilean disk jockey Raul Matas, currently living in Spain. Twenty songs (10 folk and 10 pop) were selected and presented twice a day by folk groups Los Paulos and Los 4 de Chile and pop artist Isabel Adams, Luz Eliana, Carlos Contreras and Fernando Montes. "Burrerita," written by So-

"Burrerita," written by So-fanor Tobar Carvajal, won top honors in the folk series, while "Por Creer en Ti," composed by Jaime Atria and Marco Auby Jaime Atria and Marco Au-relio Gatica, won the Interna-tional award. Isabel Adams, who sung it, was also named "best artists," and will perform at the Benidorm Song Festival, in Spain, in July. Other awards were given to "A la Madre," written by Herman Enrique Al-varez and "La Enredadera" (Carlos Vera-Oscar Olivares) in the folk category, and "Tu

Bacharach Moves On U. K. Scene

LONDON - Burt Bacharach arrived here recently for a busy stay. Within hours of his ar-rival, he was musical director when Cilla Black waxed his title song for the new film, "Alfie," which will debut here March 24.

Miss Black's recording will be issued by EMI March 25. She flys to New York on the same day for an appearance two days later on Ed Sullivan's TV show (27).

Bacharach is in Britain principally to work on his score for the next James Bond film (the only one which doesn't have Sean Connery as 007), "Casino Rovale.

The composer returns to the U. S. for the Academy Award dinner in Hollywood on April 18. Bacharach has invited Tom Jones, who sang the nominated "What's New Pussycat" in the picture and into several inter-national hit parades, to attend the event with him. If his schedule permits Jones will accept.

Nombre" (Maria Angelica Ramirez) and "El Sauce," written h authors Amado Spanish authors Regeno and Eduardo Bertia in the pop field. Publishing rights of the winning songs were seor the winning songs were se-cured by Alguero Publishers of Spain. This year, voting was by the National Jury, in Vino, the spectator's ballots and 12 regional panels in the biggest cities of the country.

During the last days of the festival, local record companies were busy recording the winners. First in the market were Los Paulos with "Burrerita" and Paulos with "Burrerita" and ""Para que Asi que Asi te Hagas Hombre," and Carlos Contre-ras with "A Primera Vista" and "La Feliciad." also appearing among the 20 tunes selected. The Los Gatos recorded "Seis Besitos" for the Demon label.

FROM THE MUSIC CAPITALS **OF THE WORLD**

BARCELONA

Numerous releases of San Remo numbers have been issued in Spain. The most popular titles chosen for local recording in Spai-ish are "Nessuno mi puo giudicare" and "In un fiore." Both have been recorded by EMI's Los Mustang and Gelu. ... Pino Donaggio flew to Barcelona to collect the trophy awarded to him by the Radio Juventud Network as author of the best song of 1965 "Si chiama Maria," presented by Donaggio at the Festival of Mediterranean Song last. September. last September. CARLOS MARIMON

BOSTON

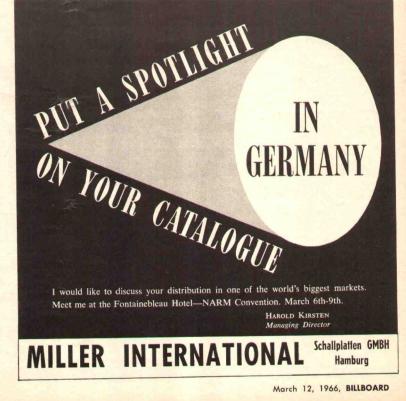
BOSTON The Boston Winterfest, which stoogood March 27, drew more than stoogood and seemed to underscore the Hub's claim to the City of Culture. The 10-day festival at um brought musicians, record art-uists and ballet dancers. Exhibits filled the hall, as well as European and U. S. movies. Notable guests were Leonard Bernstein (conduct-ing the Boston Symphony, the York City Ballet Co. and many others, including 5gt. Barry Sadler. The RCA recording artis held a poston Hotel and disclosed that be whether and the Sheraton Boston Hotel and disclosed that en fame. Most local record deal-ers keyed advertising to Sadler's visit and did well. He gave a per-formance in the vast auditorium alorg with the Folksingers that foresonse to the firm's new venture much of the local success to color response to the firm's new venture into the guitar trade, attributes much of the local success to color ads in Billboard... **Don Dumont** of Dumont Distributors, and **Ruth** Clenott, record publicist, have opened a collegiate, non-alcoholic discotheque called "Where It's At" in Kenmore Square and seem to have bit the end.

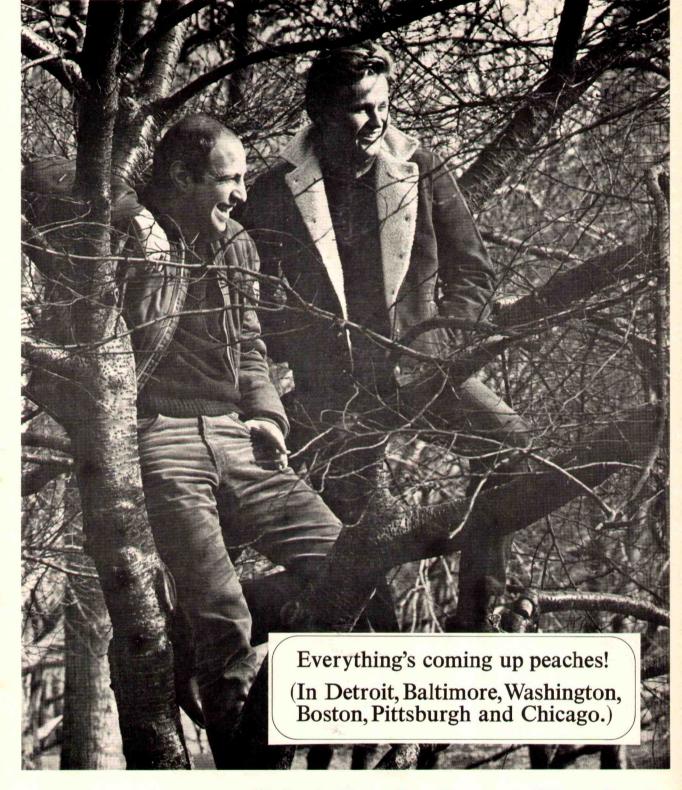
have hit the spot. Tony Congliaro, Red Sox star and RCA recording artist, is selling

well in the Boston area and attrib well in the Boston area and attrib-utes his success to picking the right agent. He's **Ed Penney**, former Hub deejay and record promoter. . . . Another ex-Boston disk jockey, **Ken Mayer**, has become a Boston newspaper columnist and has just begun a talk show on entertain-ment around town on WBOS from midnight to 2 a m Boston ment around town on WBOS from midnight to 2 a.m. - Boston has taken Caterina Valenta to its heart, judging from the reserva-tions at Caesar's Monticello in Farmingham. - Wayne Newton so impressed the Hub that the mayor declared a "Wayne Newton Day" for the Capital star who was a sellout for 10 days at Binstrub's Village which seats 1,700. CAMERON DEWAR

CHICAGO

... The new name-talent policy at Le Bristo has brought in Aretha Franklin, Roberta Sherwood and Frances Faye in recent weeks... Returning from his Washington State fish-in, Diek Gregory found a stack of letters from teen-agers offering to help him start a national (Continued on page 34)





"I Can't Grow Peaches on a Cherry Tree" by <u>Just Us</u>

on Minuteman Records.

A Division of Columbus Records Inc., Boston, Mass. Tel.: (617) 442-1655 Written by C. Monte and Estelle Levitt for April Music Inc. Produced by Chip Taylor and Al Gorgoni.

INTERNATIONAL NEWS REPORTS

FROM THE **MUSIC CAPITALS OF THE WORLD**

• Continued from page 32

record-act magazine called The Word. Teens will serve as cor-respondents for the new publica-tion.... Eva Dolan's Newsmakers is now handling Le Bistro.... Had new Four Seasons basisit Joe Long not injured a hand in high school, he'd probably still be play-ing accordion. . . . Roger Miller ing accordion. . . . Roger Miller is scheduled for two shows at Clowes Hall in Indianapolis, Ind., on March 16. . . The Smart Set opened at the Playboy club March reportedly taken fondly to Ballad Records release by the Gifts called "Lovin You" c/w "Rock My Soul." RAY BRACK

HOLLYWOOD

A 15-minute radio drama based on "The Shamer," created by KMPC disk jockey Gary Owens was aired over the weekend. In the cast were Owens, Bob Arbo-gast, Roger Carroll, Pete Smith,



Russ Barnett, Scott Shurian and Andy Park, all staffers. New York vocalist Jay Saunders,

New York vocalist **Jay Saunders**, who has been playing local gigs since arriving on the Coast, makes his Las Vegas debut at the Thun-derbird Lounge March 11 for two weeks. He is working with the **Michay Katz** troupe Mickey Katz troupe.

NBC has slated "The Jimmy Dean Show" with a rotating list of stars as Dino's replacement during the warm weather months. In place of "The Sammy Davis Show," which is not being renewed after its first 13 weeks, are reruns of the Mitch Miller "Singalong"

the Mitch Miller "Singalong show. The Byrds play 19 one-nighters on their first national cross-coun-try junket, beginning March 1 and ending March 30 in Newark, N. J. The Lively Set, seven UCLA students who have been playing in Vegas, are looking for a re-cording contract, reports their manager, Douglas Lyon, of Bur-bank, Calif. Group includes twins Diane and Susanne Roshay, Jerry McCaskill, Terry Smith, Dave Fractman, Jerry McClain and Chuck Stokes. Dot president Randy Woods' son John co-produced the LP "Herb Elis, Man With the Gui-tar," along with his dad.

Sammy Cahn and Jimmy Van Heu-sen are writing the score for the mu-sical version of the fairy tale, "Jack and the Beanstalk," for NBC-TV, Project is their first TV re-union since collaborating on "Our Town," which aired in 1955. "Jack" will incorporate live action and animation. Gaiety Records is asking DI's

and animation. Gaiety Records is asking DJ's to rate its new singles via re-turn mail postcards. The label's main artist is Jerry Palmer, repre-sented with "Walking the Dog." Don Grashey, president, and Chuck Williams, v.-p., along with Palmer, are all formerly from Canada. The label is located at 6153 Lexington Avenue.

Canada. The label is located at 6153 Lexington Avenue. San Gabriel label Corby Produc-tions has signed the Deuces Wild, and their debut single is "Keep On."... Action Records has been formed in San Carlos, with Fred and Rosaline Cohn and Ray Tur-ner directors. The Cohn's address is 2250 Sheraton Place. ELIOT TIEGEL

LONDON

"AIR CHARTER"

NAABMH

AVAILABLE ANYWHERE

American hit parader Bob Lind American hit parader **Bob Lind** due here this week to promote his usued in Britain a fortnight ago by Philps on the Fontana label. But he faces a battle from **Val Doonican** whose British cover was issued by Decca last week. Another American hit covered on a new Decca release features the a new Decca release features the Bachelors' version of Simon and Garfunkel's recent U. S. No. 1 "The Sound of Silence." . . . Paul

1

FOR

AIR TRANSPORTATION:

-ON YOUR SCHEDULE

DIRECT TO & FROM

PERSONALIZED

-OFF LINE CONNECTIONS

SERVICE



ROLAND RENNIE, left, managing ROLAND RENNIE, left, managing director of Polydor Records Ltd. of Great Britain, looks on as Nesuhi Ertegun, vice-president of Atlantic Records, signs contract for Polydor to issue Atlantic Recin Great Britain starting ords April 1.

Simon of the Simon and Garfunkel team has signed a songwriting con-tract with a British pubbery—Alan Paramor's Lorna Music. His latest composition waxed by the duo, "Homeward Bound," has just been issued here by CBS.... And an-other new CBS release is Ameri-



can TV personality Mike Douglas' "The Men in My Little Girl's Life." The disk is issued on Epic in the U.S., and that label is nor-mally released here by EMI. But, CBS took up its option on this record. -. Polydor's promotion department has been preparing for this week's quick return to London of German Bert Kaempfert to pro-mote another single following the chart airing he gave the label with "Bye Bye Blues." The new one is "Th Beginning to See the Light."

MILAN

Carisch, Italian distributor of the **Beatles'** records, announced that a complete TV show will be dedicated to "the group from Liv-erpool, probably this month. It will be the first time the Beatles appear on TV. The whole show will be video timed in London. The on TV. The whole show will be video-taped in London... The Beatles won last week's edition of the teen-agers' radio contest, "Yellow Flag," thanks to their latest release, "We Can Work II Out.". **Peppino Di Capri**, also Carisch, prepared to ride on the Beatles' wave by recording "Girl," penned by Lennon and McCariney, to be released this month... Meazzi released this month. . . . Meazzi

Michael Enters Price War

DUISBURG — Hans-Georg Michael, owner of West Ger-many's biggest disk distributor organization, is joining the price-cutting war unleashed by U. S. disk producer Dave Miller.

Michael's Richter KG firm is bringing out the Luxor label of low-priced LP's. Michael said the initial production program will consist of 12 LP's to be priced at \$2.45.

Gietz Quits Electrola to Go **Free Lance**

COLOGNE -Heinz Gietz has cancelled his contract as an exclusive producer with Electrola and henceforth will Electrola and henceforth will work as a freelance producer. He, thus, is following the paths of two other prominent pro-ducers, Gerhard Mendelson and Kurt Feltz.

Gietz took charge of Electrola's German production in 1961, along with Guenter Ilgner. trola's When Ilgner left Electrola last September, Gietz extended his own contract until September 1966; but he gave notice at that time he would leave at the end of that time. Instead, Gietz left unexpectedly, effec-tive Jan. 31.

Meanwhile, Rolf Engleder, formerly with Ariola-Eurodisc,

formerly with Ariola-Eurodusc. has joined Philips in the central production at Hamburg. Teldec has appointed Dr. Gerhard Paetzig to assist Dr. Gerhard Slavik, chief of classi-nel cerduction who is in ill cal production, who is in ill health. Paetzig has been Tel-dec's production chief for classi-cal and folk music in south Germany. His position there will be taken by composer Franz-loger Bruter. Josef Breuer.

Finally, Teldec has signed Ernst Verch to a producer's contract. Verch was formerly producer at Philips for top stars Heidi Bruehl and Gerhard Woodlowd Wendland.

Records signed new contracts for distribution of its catalog in Ger-many, through Italia Schallplaten of Munich, and in Argentine, through Discos Alanicky of Buenos Aires.... Ennio Sangiusto, Meaz-



zi, started for a Southern America

Giudicare" (No. 1 in Italian charts), recorded her spring release, "L'Uomo D'Oro" (The Golden Man), to be rush-issued, ... Or-nella Vanoni, Ricordi, will star in five consecutive evenings of the top Saturday's TV show "Studio Uno." Vanoni recorded an album with all the songs she will sing at "Studio Uno," among which is to

While this is well over Miller's lowest price, it is in the lower levels of the German disk trade and establishing Richter as a potential force in the develop-ing disk pricing war. Moreover, Richter's move ap-parently represents a reaction to the policy instituted by Elec-trola and other big German disk firms of handling their own diskribution at the wholesaler level.

Richter is turning the tables by entering disk production. The Duisburg firm has been experi-menting for some time with disk production, and Michael is satisfied that Richter's produc-tion can compete in quality as

tion can compete in quality as well as price with product from the major companies. In fact, Richter is promising retailers that Luxor LP's will compare in quality with major disk firms' releases at \$4,50.

Nor-Disc Names Johannessen Mar.

OSLO - Totto Johannessen has now been appointed sole managing director of the disk and publishing firm Nor-Disc A-S. Sverre Dahl will continue as the director of the classical music denactment music department.

music department. This was decided in the com-pany's last board meeting. The disk firm that today bears the name of Nor-Disc will merge with Siemens Norge and the previous Nor-Disc, founded by Egil Monn-Iversen. The merger was completed when Siemens boundt Nor-Disc

bought Nor-Disc. The present Nor-Disc repre-sents Decca, Polydor, DGG, Karusell, Metronome, Atlantic, Verve, and other leading labels.

Jackson Disk Out

LONDON — A single, "The England Football Song," pro-duced by the John Jackson Record Co., marks the initial re-lease of a new label by that company—the Jackson label. It is hoped that song will help England win the World Cup in July

The record will be marketed in full color sleeve and will retail at the usual singles price of just under \$1. It is published by the Jackson Music Co.

"Gente," the Italian version of Barbra Streisand's hit "People," and "Questo E' Il Momento" and "Tutta La Gerte," opening and ending themes of the show. ... The first record by Equipe 84, under the new Ricordi banner, was released. Titles are "Resta" b/w "lo Ho In Mente Te.". ... Durium issued an EP by Los Marcellos Ferial dedicate to "love." Titles are "My Special Angel," 'Love Is a Many-Splendored Thing," "No Arms Can Ever Hold You" and "Hymme a L'Amour." These rec-ords are not normally released in "Hymme a L'Amour." These rec-ords are not normally released in as EPs..., Durium marketed a single by Mario Zelinotti with "Quando Mi Saluti" b/w "Lei Se N'E Andata," which will score the movie soundtrack of "Lo Scippo," starring Enrico Maria Salerno, Maria Volonte and Anette Stroy-berg... Ricordi is swinging with its new releases under the recently launched R-International label cre-ated to embody various recordings launched R-International label cre-ated to embody various recordings from foreign catalogs. New Yard-birds' record, produced by Giorgio Gomelsky, is "Tm a Man" b/w "Still I'm Sad." Singles "Hang on Sloopy." by the McCoys, and "I Want Candy" by the Strangeloves, from Bang Records catalog, are being followed by albums. GERMANO RUSCITTO

Continued on page 36

MODERN

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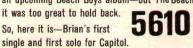
2 SMASH SINGLES FROM THE BEACH BOYS!



Brian Wilson Solos! CAROLINE, NO b/w Summer Means New Love

Brian Wilson wrote and recorded this number for an upcoming Beach Boys album-but The Beach Boys knew

it was too great to hold back. So, here it is-Brian's first



The Beach Boys! **SLOOP JOHN B.** b/w You're So Good To Me

An exciting folk song? You know it! The Beach Boys take "Sloop John B." and give it an up-tempo production sound that'll be heard 'round The Horn. 5602 it an up-tempo production sound







INTERNATIONAL NEWS REPORTS



FROM THE MUSIC CAPITALS **OF THE WORLD**

Continued from page 34

TORONTO

TORONTO RCA Victor in the U.K. has picked up the Canada-International label's LP, "The Flying Scotsman" by Stan Hamilton and the Flying Scotsmen, who'll be touring Scot-land this summer. . . . RCA Vic-tor Mexicana is releasing the Can-ada-International album by Les Excentriques, RCA Victor's top French-Canadian ye-ye group, which was a big bit in Mexico City and is now appearing in Brazil. . . Columbia has signed the Sparrow, one of Canada's top rock groups, with a recording see-sion set for the near future. Co-

Disk Market In France • Continued from page 30

If I had enough artists with single sales potential I would already have launched singles here. I know that attempts have already been made and have failed, but now there are so many more young people in France that I am sure a new singles offensive would succeed. I don't think that EP's will disappear altogether, but I am sure that France will eventually countries where singles are come into line with most other

concerned." Jazz Stationary Of the jazz market (CBS dis-tributes Blue Note in France), Souplet—who has a special in-terest in jazz through his or-ganization of the annual Jazz Festival at Antibes—said that it was virtually stationary. "One thing I have discovered, how-ever, is that EP's sell very well ever, is that EP's sell very wellespecially by such musicians as Brubeck and Miles Davis. I had though that sales in this field were almost completely re-stricted to albums." Although Souplet is planning

extensive promotion with top CBS American artists like Bob Dylan and Barbra Streisand (her first EP in French is already on the market) he is also in-tending to boost the sale of French artists in the States, and will have this in mind during his visit there this month.

Disques Barclay

• Continued from page 30

Moscow and New York (at the Moseow and New York (at the Carnegie Hall) and Marjorie Noel was successful in Japan with her record, "Dans la Meme Wagon." King Records, who distribute the Barclay label in Longer will, chorthy relevant stereo LP of Marjorie Noel which will include Japanese versions of her hit songs.

Further export business is ex-pected to result from the recent visit paid by Eddie Barclay, his new director general Hubert Ballay, M. Desherbet, director general of Riviera Records, and Barclay export director Henry Rossi to Prague.

The party was received by M. Kotrly, director general of Artia Records; M. Smola, di-rector of Artia's export service,

and M. Sulc. During his trip, Eddie Bar-clay had the opportunity of hear-ing the young Czechoslovakian singer Karel Gott and Yvonna Prenosilova, and was surprised at the keen interest shown in jazz.

labels. The association is off and running with Bob Lind's. "Elusive Butterfly" on World Pacific, high on the charts across the country.

on the charts across the country. **Bing Crosby** headlines the 1966 Easter Seal Show, 20th annual coast-to-coast benefit variety show aiding crippled children. It was taped and videotaped last week at the Queen Elizabeth Theatre in Toronto for telecasting on the CTV network and other TV sta-tions (27) and on the CBC Radio Network April 3. Donating their talents and appearing with Crosby on the hour-long TV'er were **Gor**- **don Lightroot**, **Juliette**, **Robbie Lane** and the **Disciples**, comedian **Jackie Vernon**, who appeared. at don Lightfoot, Juliette, Kobbie Lane and the Disciples, comedian Jackie Vernon, who appeared, at the Royal York that week, and the Brian Browne Trio. . . Bartholo-mew Plus Three, Montreal-based pop group whose last single made small waves in the U. S. as well as at home, try again with "Cause I'm Alone" and "On a Wintry Night," just released on Quality here. . . . Joey Hollingsworth de-buts on Apex with "That's Why I Love You Like I Do," written by Roger Miller, and "Little Dande-lion," and gives the new disk na-tional exposure via appearances on CBC-TV's "Music Hop" and "Juli-ette" shows, with other TV'ers in the offing. . . . Grammy nominee Oscar Peterson, with his "Canadi-

ana Suite" nominated, was profiled on the CBC Radio Network show "Project" (6). After rehearsals in Toronto, the new Oscar Peterson Toronto, the new Oscar Peterson Toronto, the new Oscar Peterson Trio with **Sam Jones** on bass (re-placing **Ray Brown**, now settling in California) made its debut in concerts at Wesleyan and Mar-quette University last month, and appeared this month at Carnegie Hall (4) and will appear in con-certs with Duke Ellington in Bos-ton, Newark and Washington (18, 19, 20) before leaving (22) for a month-long tour of Europe. **Bobby Solo**, on Columbia here, Arch Sound has signed Margu Lain American tour and the U. S. ... Arch Sound has signed Margu Arch Sound has signed Marg Osborne, a favorite with the big TV audience of CBC-TV's coun-try music rating-topper, "Don try music rating-topper, "Don Messer Show," with an album to be recorded in Halifax soon.

ANOTHER BIG HIT FROM BOONE RECORDS! I "THE SOUND THAT MAKES ME BLUE" ("MR. JUKE BOX") MAX FALCON BOONE #1038 in U.S.A. in Canada Published by BMI CANADA LIMITED, TORONTO

LP's by the Jubiles Singers featur-ing Catherine, for a French-Ca-nadian release. Arc is instituting a policy of two new Canadian songs per al-bum whenever possible, and hopes to jump the content to four as more Canadian material becomes available and accepted by the pub-lic. **Baibh Harding** Arc's custom lic. Ralph Harding. Arc's custom ic. Kaipi Harding. Arcs custom recording department manager, is now also in charge of the com-pany's music publishing subsidi-aries, Bay Music (BMI) and Canint (CAPAC). KIT MORGAN

proven album overwrap brings sales pavoff!

TIME RECORDS knows it pays off to pick the proven overwrap for albums (Cryovac Y-Film). The payoff is increased impulse sales in the highly competitive selfservice market. Strong, crystal-clear Cryovac Y-Film stands up to the rough and tumble rack selling. And over 300,000,000 albums in this film prove it is the right overwrap. Final point: the only proven program to wrap up self-service sales is Cryovac Y-Film. Check the economies of this payoff program today!



the impulse package for self-service sales! W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.







THE 4 SEASONS

WORKING MY WAY BACK TO YOU #40350 A power-packed album produces a Top 5 Single

> THE FLAMINGOS THE BOOGALOO PARTY #40347 The new dance craze by the perennial toppers of all times.





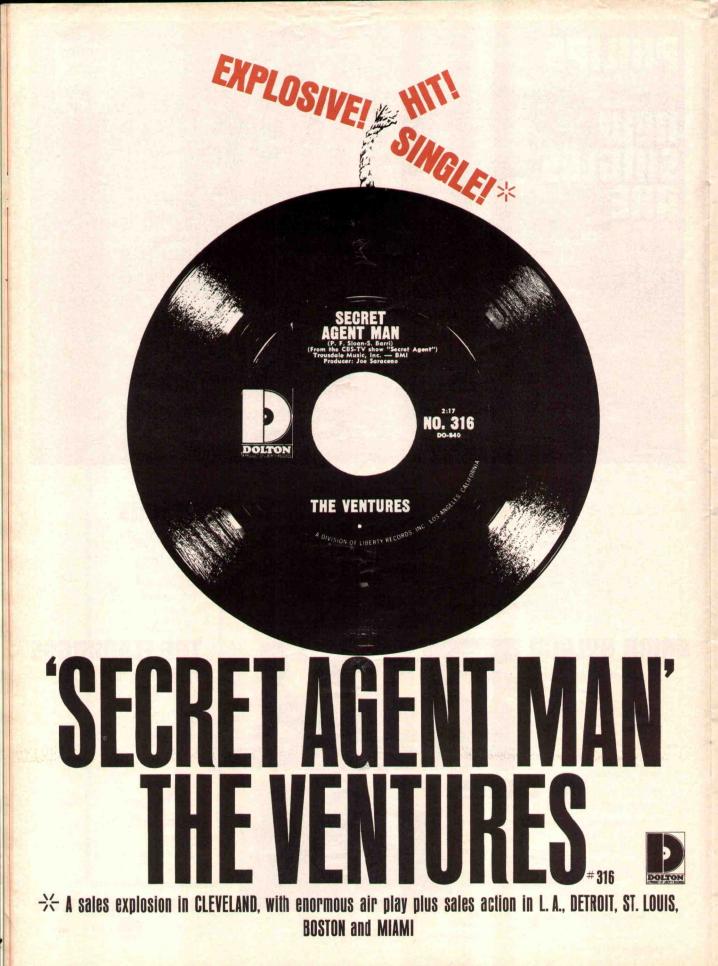
The A & R know-how of Snuffy Garrett creates a hit sound for Brian Hyland



Three northern California newcomers breaking out with an explosive hit.









Billboard

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17

HITS OF THE WORLD

12 SHA-LA-LA-LA-LEE-*Small 6 ARGENTINA INS *Denotes local origin 10 eek LA PLAYA-Claude Chiari (Odeon); Aldo Perricone (RCA); 'Nancy Li (CBS); *Lucio Miena (Disc Jockey); *Dany Montano (Music Hall)-Koru El TU NO FUERAS TAN LINDA-Fred Bongusto/ Gianni Ferrio (Fermata); Aldo Perricone (RCA); *Carlos Guillermo (CBS)-Fermata 17 BAL LO 9 6 10 MU 11 0 SP Canas Gumerno (Cas)² Fermata AVEC--Charles Aznavoir (Spanish Version) (Barclay); Franck Plarea (Disc Jockey); Franck Plarea (Disc Jockey); File Rock (Polydor)--Korn EL CORRALERO--FEI Chango Nieto (CBS); *Los Cantores de Quilla Huasi (Philips); Ginette Acevedo (RCA); *Herman Figueroa Reyes (Odeon); *Los Trovadores del Norte (Music Hall)--Korn GUANTANAMERA--Pete Seeger (CBS); Marfil (Music Hall)-, Luis Bravo (Philips); AL LADO--Palito Ortega (RCA)--Korn HELF)--Beatles (Odeon); Los Butos (CBS); *Violan Rivas (RCA)-Form AL ADO--Palito Ortega (RCA)-Korn Cuarteo Imperial (CBS)--Melograf ESO SERIA HERMOSO--Richard Anthony (Odeon) Fermata AVEC-Charles Aznave 12 27 BA 13 10 TO 14 13 UP 7 15 MI 19 GI 16 17 LIC 26 18 M 20 19 14 SI 20 21 23 22 29 Richard Anthony (Odeon) SI FA SERA—*Juan Ramon (RCA) 23 AUSTRALIA 22 16 *Denotes local origin 25 DAY TRIPPER-The Beatles (Parlophone)—Leeds THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)—Bosey & 26 27 Hawkes BARBARA ANN—The Beach Dorothy Solomon Associated Artists - I CAN'T LET GO-*Hollies (Parlophone)-April Music 24 LIKE A BABY-Len Barry (Brunswick)-Leeds Music - I GOT YOU-James Brown (Pye Int.)-Lois Music Boys (Capitol) AS TEARS GO BY-The 28 Rolling Stores (Decca)-Essex LINDY LOU--The Id (Spin) SECOND HAND ROSE-Barbra Streisand (CBS) WOMEN--The Easybeats (Parlophone)--Alberts LOVE LETERS--Billy Thorpe (Parlophone)-A MUST TO AVOID-Herman's Hermits (Columbia) THE CARNIVAL IS OVER--The Seekers (Columbia)-Chappells Rolling Stones (Decca)-29 30 This Last Week Week 2 AUSTRIA 3 4 CANZ IN WEISS—Roy Black (Polydor)—Wien Melodie NATASCHA—Bearniks 62 (Ligophon)—Wien Melodie BELISSA—Peter Thomas (CBS)—Wien Melodie ER IST WIEDER DA— Marion (Ariola)—Heibling NUR EIN BILD VON DIR— Bambies (Atlantik) 5 Bambies (Atlantik)— Weltmusik CH WILL NICHT FRAGEN —The Hubbubs (Ariola) Hofmeister) 8 12 9 4 10 5 Hofmeister) YESTERDAY MAN-Chris Andrews (Vogue)—Intro MARMOR, STEIN UND EISEN—Drafi Deutscher (Decca)—Helbling JAHR, BLONDES HAAR —Udo Juergens (Vogue)—

Montana 10 SPANISH EYES—Al Martino 10 (Capitol)

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin This Last Week Week BREAKDOWN—*Rolling Stones (Decca)—Mirage Music Music THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra (Reprise)-Mecolico A GROOVY KIND OF LOVE 2

- -*Mindbenders (Fontana)-Screen Gems-Columbia Music MY LOVE-*Petula Clark
- (Pye)—Welbeck Music YOU WERE ON MY MIND —*Crispian St. Peters (Decca)—Blossom Music
- 40

A-LA-LA-LA-LEE-*Small	
aces (Decca)-Belinda/	
ynch	Th
IDE LOOKING OUT-	We
Animals (Decca)—Essex	1
lusic	
RBARA ANN-Beach Boys	2
Capitol)-Planetary	~
E'S JUST A BROKEN	3
EART-*Cilla Black	
Parlophone)-Belinda	4
RROR, MIRROR-	
Pinkerton's Assorted	
olours (Decca)-King	5
fusic	2
NISH TEA-Herb Alpert	
the Tijuana Brass (Pye	6
nt.)-Burlington	.0
CKSTAGE-Gene Pitney	
Stateside)-Bron Music	7
MORROW-*Sandie Shaw	
Pye)→Glissando	8
TIGHT-Stevie Wonder	0
TIGHT-Stevie Wonder Tamla-Motown)-Belinda	
fusic	9
CHELLE-*Overlanders	
Pye)-Northern Songs	
RL-*Truth (Pyc)-	10
Jorthern Songs	10
HTNIN' STRIKES-Lou	
Christie (MGM)-Debmar	
Ausic	
KE THE WORLD GO	
WAY-Eddy Arnold	
RCA)—Acuff-Rose	1.1
U'VE COME BACK-	T
P. J. Proby (Liberty)-	W
Maribus Music	
COND HAND ROSE-	
Barbra Streisand (CBS)-	
Ceith Prowse	
IS GOLDEN RING-	1 2
Fortunes (Decca)-Mills	
Music	
NNY TAKE A RIDE-	
Mitch Ryder & the Detroit	1.1.1

- Mitch Rvder & the Detroit Wheels (Stateside)—Ardmore & Beechwood 22 GET OUT OF MY LIFE WOMAN—Lee Dorsey (Stateside)—Ardmore &
- (Stateside)—Ardmore & Beechwood LITTLE BY LITTLE—*Dusty Springfield (Philips)— Raintree Music WHAT NOW MY LOVE— Sonny and Cher (Atlantic)— Discree (Blam
- Sonny and Cher (Atlantic)— Blossom/Biem BLUE RIVER—Elvis Presley (RCA)—Marlyn Music YOU DON'T LOVE ME— *Gary Walker (CBS)— Dorothy Solomon Associated

EIRE

st etek THESE BOOTS ARE MADE FOR WALKIN'--Nancy Sinatra (Reprise)--Mecolico JOTH NERVOUS BREAKDOWN--Milnie Stores: VARVIE Stores: VARVIE Stores: VARVIE Stores: VARVIE Stores: VARVIE Music (Pyc)--Northern Sons, Ltd. OLD MAN TROUBLE--Royal Blues (Parlophone)--Tin Pan Alley LOYE'S JUST A BROKEN HEART--Cilla Black (Parlophone)--Beinda COME BACK TO STA'2--Dickie Rock. (Pyc)--Seguag Dickie Rock (Pye)-Segw 1 KNOW WHAT IT'S LIKE -Segway Tom Dunphy (HMV)-Etude IF I CRIED-Jim Farley Showband (Columbia) YOU WERE ON MY MIND —Crispian St. Peters (Decca) FRANCE
 FRANCE

 This Last

 Week Week

 1
 MICHELLE—The Beatles

 (Odeon)—AMI

 2
 LE FOLKLORE

 AMERICAIN—Sheila (Philips)—Bazatelle

 3
 6 ET STL N'EN RESTE QU'UN—Eddy Mitchell

 4
 3 MONSIEUR CANNIBALE— Sacha Distel (Voix de son Maitre)—Prosatis

 5
 15 JAIME—Adamo (Voix de son Maitre)—Pathe

 6
 5 POTEMKINE—Jean Ferrat (Barciay)—Hallelaya

 7
 LES MARIONNETTES— Christophe (A.Z.)—Jacques

 8
 4

JOUET 4 EXTRAORDINAIRE Claude Francois (Philips)-Olympia

8

10

- BOHEME—Charles znavour (Barclay)—French 8 LA
- Music MON COEUR D'ATTACHE —Enrico Macias (Pathe) 9

GERMANY

- is Last eek Week k Week 3 YESTERDAY MAN-Chris Andrews (Vogue)-Intro 11 GANZ IN WEIB-Roy Black
- (Polydor)—Seith IL SILENZIO—Nini Rosso 2 (Hansa)—Intro (Hansa)—Intro MARMOR, STEIN UND EISEN BRICHT—Drafi Deutscher, (Decca)—Intro TO WHOM IT CONCERNS— Chris Andrews (Vogue)— Intro 1
- Intro WE CAN WORK IT OUT-The Beatles (Odeon)-

- The Beatles (Odcon)--Northern Songs 5 BALLA BALLA-The Rainbows (CBS)-April MELISSA-Peter Thomas Sound Orchester (CBS)-Ring Musik DEN AUGEN-ARTIAN-BOby Solo CBS)--WEDER DA--Marion (Hansa)-Intro

HOLLAND

*Denotes local origin

- *Denotes local origin This Last Week Week Week Week This Last Original CHELLE—The Beatles The Cheller T

- Altona MARMOR, STEIN UND EISEN BRICHT-Drafti Deutscher (Decca); *Trea
- Deutscher (Decca); * Dobbs (Decca)-Ed. Portengen THIS STRANGE EFFECT-Dave Berry (Decca)-Ed.
- Altona IK HEB GEEN ZIN OM OP TE STAAN--*Het (Fontana) --Ed. Impala-Basart

HONG KONG

This Last

10

Week DAY TRIPPER-The Beatles (Parlophone) PUPPET ON A STRING— Elvis Presley (RCA Victor) BARBARA ANN—The Beach 2 2 BARBARA ANN—The Beach Boys (Capitol) TURNI: TURNI: TURN-The Byrds (CBS) DO NOT DISTURB—Doris DO NOT DISTURB—Doris BABY TM YOURS—Peter and Gordon (Columbia) TLL REMEMBER—Andy Williams (CBS) A MUST TO AVOID— Herman's Hermits (Columbia) LA BAMBA—The Ventures (Liberty) 5 3 5 6 9 10 6 ITALY

		*Denotes local origin	
This	La	ist	
Week			
1		NESSUNO MI PUO'	
		GIUDICARE—*Gene Pitney (Musicor)	1
2	2	IL RAGAZZO DELLA VIA	
		GLUCK—*A. Celentano (Clan)	
3	3		
		*Domenico Modugno (Curci)	
4	4		
		GIUDICARE-*Caterina	
		Caselli (CGD)	
5	6	MAI MAI MAI VALENTINA	
		-*Pat Boone (Dot)	
6	5	IN UN FOIRE-*Wilma	
		Goich (Ricordi)	
7	7		
		*Gigliola Cinquetti (CGD)	
8	8		
		(Festival)	
9	9	IO TI DARO' DI PIU-	
		*Ornella Vanoni (Ricordi)	
10	10		
		Germani (Jolly)	
11	11		
		Solo (Ricordi)	
12	12		
		(Cetra)	
13	14	UNA CASA IN CIMA AL	

MONDO-*Claudio Villa (Cetra)

13 COSI' COME VIENE-*Remo Germani (Jolly) WE CAN WORK IT OUT-Beatles (Parlophon) JAPAN

14

15

This Week

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This

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PHILIPPINES

WOOLY BULLY—Sam the Sham and the Pharaohs (MGM)—Harcco, Inc. 2 BALLA BALLA—The Rainbows (CBS)—Marcco

MR. TAMBOURINE MAN-The Byrds (CBS)-Mareco, Inc.

Inc. 4 WISHING IT WAS YOU— Connie Francis (MGM)— Mareco, Inc. 5 HANG ON SLOOPY—The Newbeats (Hickory)— Mareco, Inc. 6 LITTLE SPEEDY GONZALES—The Astronauts (RCA)—Filipinas Record Corp. MEMPHIS TENNESSEE—

MEMPHIS TENNESSEE-

Presley (RCA)-Filipinas Record Corp.

Record Corp. LITTLE OLD LADY FROM PASADENA—The Beach Boys (Capitol)—Mareco, Inc. WELCOME, YANKEE WELCOME—Ronnie & Gene (Mabuhay)—Mareco,

SUMMERTIME BLUES-The Beach Boys (Capitol)-

MICHELLE—Billy Vaughn Ork and Chorus (Dot) TO WHOM IT CONCERNS —Chris Andrews (Decca)

(Columbia) MY WORLD IS EMPTY WITHOUT YOU—Supremes (Motown) PUSH, PUSH—*Keith Locke and the Quests (Columbia)

LOVE IS JUST A BROKEN HEART-Cilla Black (Parlophone)

1-2-3—Len Barry (Brunswick) BARBARA ANN—Beach Boys

Spencer Davis Group (Fontana) I GOT A WAY OF MY OWN —Hollies (Parlophone)

SOUTH AFRICA

Andrews (Decca) JIMMY COME LATELY

Four Jacks and a Jill (RCA) GET OFF OF MY CLOUD-

The Rolling Stones (Decca) WE CAN WORK IT OUT— The Beatles (Parlophone) WIND ME UP—Cliff Richard

(Columbia) THE SOUNDS OF SILENCE —Simon & Garfunkei (CBS) 1-2-3—Len Barry (Decca) LET ME BE—The Turtles

(Pye) I'LL STEP ASIDE—Tony Wells (RCA) THE CARNIVAL IS OVER— The Seekers (Columbia)

Eire Gets Three

New Pub Firms

DUBLIN-As the chart en-

tries of locally recorded and written songs increase, three written songs increase, three new Irish publishing companies have been formed, the most in-fluential of which is the

Eamonn Andrews Studios-affil-Earmonn Andrews Studiosanni iated Segway Music. Their cur-rent hit is Dickie Rock's "Come Back to Stay," Ireland's entry for the Eurovision song contest

this year. Etude Music was formed by

Etude Music was formed by Roscommon medical student-songwriter Gay McKeon, whose hits include "Don't Lose Your Hucklebuck Shoes" and "T Know What It's Like to Have Loved." Newest company is Montrose Music, formed by Dublin entrepreneur Tony Bo-land and advertising executive Cyril Joyce.

March 12, 1966, BILLBOARD

This Last Week Week 1 1 YESTERDAY MAN-Chris

(Capitol) KEEP ON RUNNING-Spencer Davis Group

A MUST TO AVOID-Herman's Hermits (Columbia)

Beach Boys Mareco, Inc.

SINGAPORE

*Denotes local origin

Inc.

This Last

1 1

2

8

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This Last Week Week

2 4

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Week Week

*Denotes local origin Last Week FUTARI NO SEKAI— *Ishihara Yujiro (Teichiku)— JASRAC

- AITAKUTE AITAKUTE-*Sono Mari (Polydor)-JASRAC (Watanabe)
- HONEMADE AISHITE--*Jyo Takuya (Toshiba)-JASRAC NAMIDA NO RENRAKUSEN--*Miyako
- Harumi (Columbia)-JASRAC
- TOKYO NAGAREMONO-*Takekoshi Hiroko (King)-JASRAC KIMI TO ITSUMADEMO-
- *Kayama Yuuzo (Toshiba)-JASRAC (Watanabe)
- KARAJISHI BOTAN— Takakura Ken (King)— JASRAC
- DON'T LET ME BE MISUNDERSTOOD—The Animals (Odeon)—Aberba Tokyo
- KOIGOKORO—*Kishi Yoko (King)—Toshiba AKAI GLASS—*Ai George & Shima Chinami (Teichiku)— JASRAC 8

MALAYSIA

*Denotes local origin Last Week

- Week HAPPY HAPPY BIRTHDAY, BABY
 - BABY-Naomi and the Boys (Philips) WIND ME UP-Cliff Richard 2
 - (Columbia) A MUST TO AVOID-6
 - Herman's Hermits (Columbia) OVER AND OVER-Dave
 - 3

 - CVER AND OVER-DAW Clark Five (Columbia) Beatics (Parlophone) I KNOW-*Naomi and the Boys (Philips) PUSH, PUSH-*Keith Locke and the Quests (Philips) MICHELLE-Beatles (Parlophone)

 - MICHELLE—Beatles (Parlophone) TURN, TURN, TURN—Byrds (Columbia) I NEED YOUR HAND IN MINE—Twinkle (Decca) 9
 - 10

NEW ZEALAND

This Last Week Week

- 1 THE CARNIVAL IS OVER-
- The Seekers FLOWERS ON THE WALL-2
- Statler Brothers THE SOUNDS OF SILENCE
- -Simon & Garfunkel A MUST TO AVOID-Herman's Hermits PRINCESS IN RAGS-Gene
- 5
- Pitney WE CAN WORK IT OUT/ DAY TRIPPER-The
- DAY TRIPPER-Ine Beatles 8 SING C'EST LA VIE-Sonny & Cher 7 HERE IT COMES AGAIN-The Fortunes 15 JUST LIKE ME-Paul Revere & Raiders 6 IT'S MY LIFE-The Animals

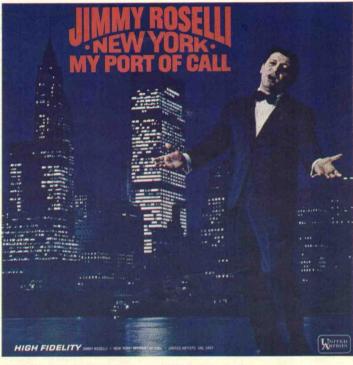
NORWAY

*Denotes local origin

This Last Week Week

- MICHELLE-Beatles 4 (Parlophone)—Edition Lyche YOU WERE ON MY MIND 2
- -Barry McGuire (RCA Victor)-Gehrman HJEM-*Kirsti Sparboe
- (Triola)—Bendiksen MICHELLE—Overlanders
- (Pye)—Edition Lyche 19TH NERVOUS BREAKDOWN—Rolling
- Stones (Decca) MUST TO AVOID-Herman's Hermits A (Columbia)-Sweden Music/
- Stig Anderson MOT UKJENT STED-10 *Vanguards (Triola)— Bendiksen THESE BOOTS ARE MADE FOR WALKINI—Nancy Sinatra (Reprise) KEEP ON RUNNING— Spencer Davis Group (Sonet) SAG INTE NEJ SAG KANSKJE—Sven-Ingvars (Philips)—Seven Bros. Vanguards (Triola)-

Another Hit album ...



STEREO UAS 6467

MONO UAL 3467



For Week Ending March 12, 1966

* STAR performe

Award

er-LP	s on cha	rt 1	weeks	or less	registering	g greatest proportionate	upward progress	this	w
		Wks. on Chart	1	This Week	Lest Week Title	, Artist, Label & No.	Wks. on Chart	I.	3
	BERETS		۲	(51)	33 TH	E VENTURES A GO-GO	; BST 8037 (S) 25		
NCA TRIO	LSP 3547 ((52)	56 LOC	OK AT US		6	

Billboard

Num. Unit. This, Antin, Lakel 2 Nu. Unit. Unit. <thunit.< th=""> <thunit.< th=""> <thunit.< <="" th=""><th></th><th>1</th><th>STAR performer-LP's on chart 15 v</th><th>ve</th></thunit.<></thunit.<></thunit.<>		1	STAR performer-LP's on chart 15 v	ve
Under State Under State Under State Under State 2 WHIPPED CREAM & OTHER Der State 22 WHIPPED CREAM & OTHER Der State 22 3 1 COINC PLACES 22 22 4 3 RUBBER SOLUND. OFF MUSIC 22 22 5 4 THE SOUND. OFF MUSIC 22 23 6 5 SEPTEMBER OF MY YEARS 23 23 7 6 ROGER MILLERA/COUST MINE 51 18 30 8 7 THE BEST OF HERMAN'S HERMITS 17 36 9 THE BEST OF HERMAN'S HERMITS 17 36 9 THE BEST OF HERMAN'S HERMITS 17 36 9 THE ABARYS Tallean Karaa, AMU D' 108 (M) 153 4073 31 36 10 11 THE 4 SEASONS COLD VAULT OF 14 10 THE ABARYS Tallean Karaa, AMU D' 108 (M) 153 4073 31 36 10 11 THE ABARYS Tallean Karaa, AMU D' 108 (M) 153 2073 31 36 11 AMANAD AND HIS MUSIC 16 16 16 </td <td>This Week</td> <td></td> <td></td> <td>1</td>	This Week			1
DELICHTS 444 (F) OELICHTS 444 (F) OINCA PLACES 39 4112 (B) Meth Algert's Tanta Tiguna Brast, AAM IP 119 (M), 19 4110 (B) 22 (F) Image: Comparison of the tiguna Brast, AAM IP 119 (M), 19 4110 (B) 22 (F) Image: Comparison of the tiguna Brast, AAM IP 119 (M), 19 440 (B) 22 (F) Image: Comparison of the tiguna Brast, AAM IP 119 (M), 19 140 (B) 22 (F) Image: Comparison of the tiguna Brast, AAM IP 119 (M), 19 140 (B) 22 (F) Image: Comparison of the tiguna Brast, AAM IP 110 (M), 19 140 (B) 23 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) Image: Comparison of the tigen Brast, AAM IP 110 (M), 19 140 (B) 24 (F) <thimage: (m),<="" 110="" aam="" brast,="" comparison="" ip="" of="" td="" the="" tigen=""><td>D</td><td>53</td><td></td><td>J.</td></thimage:>	D	53		J.
4 3 RUBBER SOUL 12 5 4 THE SOUND OF MUSIC 52 6 5 SEPTEMBER OF MY YEARS 30 7 6 ROCER MILER/COLDEN MITS 30 8 7 6 ROCER MILER/COLDEN MITS 18 8 7 THE BEST OF HERMANN SHERMITS 17 8 9 7 MY NAME IS BARRA, TWO 19 9 9 7 MERAS BARRA, TWO 19 9 9 7 MERAS BARRA, TWO 10 10 10 7 THE ASEASONS COLD VAULT OF HITS 16 11 3 THE 4 SEASONS COLD VAULT OF HITS 14 12 SOUTH OF THE BORDER 104 104 14 13 17 10 10 10 11 12 12 14 15 THE LONELY BULL 40 12 12 12 15 17 16 00 12 12 12 12 12 12 12 12 12 13 14 12	2	2	Nerb Algert's Tijuana Brass, A&M LP 110 (M); SP 4110 (S)	E)
4 3 RUBBER SOUL 12 5 4 THE SOUND OF MUSIC 52 6 5 SEPTEMBER OF MY YEARS 30 7 6 ROCER MILER/COLDEN MITS 30 8 7 6 ROCER MILER/COLDEN MITS 18 8 7 THE BEST OF HERMANN SHERMITS 17 8 9 7 MY NAME IS BARRA, TWO 19 9 9 7 MERAS BARRA, TWO 19 9 9 7 MERAS BARRA, TWO 10 10 10 7 THE ASEASONS COLD VAULT OF HITS 16 11 3 THE 4 SEASONS COLD VAULT OF HITS 14 12 SOUTH OF THE BORDER 104 104 14 13 17 10 10 10 11 12 12 14 15 THE LONELY BULL 40 12 12 12 15 17 16 00 12 12 12 12 12 12 12 12 12 13 14 12	3	1	COINC PLACES	D
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6 5 SEPTEMBER OF MY YEARS	5	4		D
(1) 6 ROGER MILLER/COLDEN HITS. 18 (2) 9 THE BEST OF HERMAN'S HERMITS. 17 (3) 7 MY NAME IS BARBRA. TWO. 19 (3) 7 MY NAME IS BARBRA. TWO. 19 (3) 7 MY NAME IS BARBRA. TWO. 19 (3) 7 HE MIRACLES COINC O A CO-CO 16 (3) 7 THE 4 SEASONS COLD VAULT OF 14 (7) 1 7 SOUTH OF THE BORDER. 36 (11) 1 THE 4 SEASONS COLD VAULT OF 14 (12) 2 SOUTH OF THE BORDER. 36 (13) 10 THUNDERBALL. 312 101 (14) 15 THE ONLEY BULL. 40 11 (15) 11 BARANA ALL 1913 (44 (10), 193 3464 (10) 12 22 (16) 14 MY WORLD 15 23 16 23 (17) 12 FEMPTATIONS 12 27 18 (17) 12 MY CHERIE 14 28 27 (18) 10 10	6	5		Ð
 9 THE BEST OF HERMAN'S HERMITS. 17 More 4 allow 15 BARREA, TWO. 9 THE MIRACLES COINCE MO. CO. 199 (6) 9 THE MIRACLES COINCE MO. CO. 4 CO.CO. 10 THE MIRACLES COINCE MO. 10 A CO.CO. 11 THE 4 SEASONS COLD VAULT OF HITS - Patitise Photo 300-196 (b); 195 300-196 (b); 12 SOUTH OF THE BORDER	1	6		
9 7 MY NAME IS BARRA, TWO. 19 10 8 THE MIRACLES COINC TO A GO.CO. 16 11 3 THE 4 SEASONS COLD VAULT OF A MIR S 2000 16 11 3 THE 4 SEASONS COLD VAULT OF A MIR S 2000 14 12 SOUTH OF THE BORDER. 36 13 THE ADDRT STUDIES Read, Add To 100 (M) ST 100 (M) 36 13 THUNDERBALL. 40 14 THUNDERBALL. 40 15 THE LONELY BULL. 40 16 MY WORLD 22 16 MY WORLD 22 17 TURNER LIVE AT THE COPA. 18 18 A MAN AND HIS MUSIC 12 19 TEMPTIN-TEMPTATIONEL (M) ST 242 (M) 14 19 TEMPTIN-TEMPTATIONEL (M) ST 242 (M) 14 19 DECEMBERS CHILDER 12 19 TURNI TURNI. 16 12 19 TEMPTIN-TEMPTATIONEL (M) ST 240 (M) 14 19 TEMPTIN-TEMPTATIONEL (M) ST 240 (M) 14 19 10 TEMPTIN-TEMPTATIONEL (M) ST 240 (M) 19 <td>8</td> <td>9</td> <td>THE BEST OF HERMAN'S HERMITS 17</td> <td>D.</td>	8	9	THE BEST OF HERMAN'S HERMITS 17	D.
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Inits Pailing Plat 200-196 (M); Plot 600-196 (B) 14 (P) 2 SOUTH OF THE BORDER 36 (B) 1 THUNDERSALL 36 (B) 1 THUNDERSALL 36 (B) 15 THE LONDELY BULL 40 (B) 14 MY WORLD 14 (B) 14 MY WORLD 15 (B) 14 MAN AND HIS MUSC: 12 (B) 14 MAN AND HIS MUSC: 12 (B) 16 MAN AND HIS MUSC: 12 (B) 2 MY CHERIE 27 (B) 2 MY CHERIE 27 (B) 2 MY CHERIE 14 (B) 2 MY CHERIE 13 (B) 2 MY CHERIE 14 (B) 2 MY CHERIE 12 (B) 2 MY CHERIE 14 (B) 2 MY CHERIE 12 (B) 10 10	10	8	THE MIRACLES COINC TO A CO-CO 16 Tamia T 267 (M); ST 267 (S)	
(P) 12 SOUTH OF THE BORDER. 36 (B) 10 THUNDERBALL. 14 (B) 10 THUNDERBALL. 40 (B) 15 THE LONELY BULL. 40 (B) 15 THE LONELY BULL. 40 (B) 16 MY WORLD 512 (B) 10 MANA ADD HIS MUSIC. 12 (B) 11 AMAN ADD HIS MUSIC. 12 (B) 12 MMY WORLD 606 (B) 20 SUPREMES LIVE AT THE COPA. 18 (B) 21 MY CHERIE 27 18 (B) 21 MY CHERIE 27 14 36 (B) 12 MMY CHERIE 27 14 36 (B) 12 MMY CHERIE 14 36 (B) 14 36 36 36 36 (B) 12 MMY CHERIE 36 36 36 36 (B) 14 <td></td> <td>13</td> <td>HITS 14</td> <td></td>		13	HITS 14	
10 THUNDERBALL 14 11 THUNDERBALL 14 14 15 THE LONELY BULL 40 15 THE LONELY BULL 40 16 MY WORLD 1700.05 16 MANA AND HIS MUSC. 12 17 TEMPTIN-TEMPTATIONS 12 18 AMAN AND HIS MUSC. 12 19 TEMPTIN-TEMPTATIONS 16 18 20 SUPREMES LIVE AT THE COPA. 18 18 DECEMBERS CHILDER 1331.06,15 543.05 14 18 DECEMBERS CHILDER 1345.06,15 74.36 14 19 TURN'I TURNI. 14 14 10 TURN'I WARTHER. 144.06 14 10 DECEMBERS, CHILDER 12 14 10 TURN'I WARTHER. 1352.06,15 743.05 14 11 DECEMBERS, VIAL BY WARTHER. 140.05 143.06 17 12 BARCK TO BACK 1400.05 140.05 140.05 12 BARCK TO BACK 1400.05 160	(12)	12	SOUTH OF THE BORDER	
(1) 15 THE LONELY BULL. Her Algens Bran, Akk Up 101 ST 100 (6) ST 100 (6) (7) ST 100 (6) (7) (7) ST 100 (6) (7) (7) ST 100 (6) (7) (7) ST 100 (6)	(13)	10	THUNDEDDALL	
(1) 14 MY WORLD 22 (1) 1 A MAN AND HIS MUSIC 22 (1) 1 A MAN AND HIS MUSIC 12 (1) 1 TEMPTINIC VIET BY TOTIONS 12 (1) 1 TEMPTINIC VIET BY TOTIONS 16 (2) SUPREMES LIVE AT THE COPA 18 (3) 10 DECEMBERS CHILDER 13 (2) MY CHERIE 13 14 (2) MY CHERIE 13 14 (2) 10 DECEMBERS CHILDER 12 (2) 10 PERCENTER CHILDER 12 (2) WHY IS THERE AIR? 11 14 (2) WHY NAME IS BARBRA 1366 (M) HS 51661 13 (2) OUT OF OUR HEADS 1366 (M) HS 51661 13 3 (2) <t< td=""><td>14</td><td>15</td><td>THE LOUISING BUILD</td><td></td></t<>	14	15	THE LOUISING BUILD	
(1) A MAN AND HIS MUSIC. 12 (1) TEMPTIN'-TEMPTATIONS 16 (1) 9 TEMPTIN'-TEMPTATIONS 16 (1) 9 TEMPTIN'-TEMPTATIONS 16 (1) 9 SUPREMES LIVE AT THE COPA. 18 (1) 9 MY CHERIE 27 13 (2) 10 DECEMBERS CHILDER 27 27 (2) 11 Briding Steers, Lived at L3 343 101, 15 443 (1) 14 36 (2) 10 DECEMBERS CHILDER 11 87 14 36 (2) 11 Briding Steers, Lived at L3 341 (00), 15 443 (1) 12 36 36 (2) WHY IS THER HIL GOD (00), 100 Hours of 17 12 36 36 (2) WHY IS THER HIL GOD (00), 100 Hours of 17 12 36 36 (2) 24 HOUSTON 17 36 36 36 36 36 36 36 36 36 36 36 36 36 36	(15)	14		
(1) 19 TEMPTIN'-TEMPTATIONS Gends 291 (MD): 65 914.01 16 (8) 20 SUPREMES LIVE AT THE COPA	(16)	11		þ
(B) 20 SUPREMES LIVE AT THE COPA		19	TEMPTIN' TEMPTATIONS 16	
at Marrine, Capital T 2342 (M) ST 2342 (B) at Marrine, Capital T 2342 (M) ST 2342 (B) belling Shears, London LL 3431 (M) P5 431 (G) at Marrine, Capital T 2342 (M) ST 2442 (B) at Marrine, Capital T 2342 (M) ST 2443 (B) at Marrine, Capital T 2343 (M) P5 431 (G) at Marrine, Capital AL 2343 (M) P5 431 (G) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Capital AL 2343 (M) ST 2443 (B) at Marrine, Status AL 2443 (M) ST 2443 (B) at Marrine, Status AL 2443 (M) ST 2443 (B) at Marrine, Status AL 2443 (M) ST 2443 (B) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443 (M) at Marrine, Status AL 2443 (M) ST 2443	18	20	SUPREMES LIVE AT THE COPA 18	
Billing States, Leade LL 3451 (M); P5 451 (B) (2) 17 TURNI TURNI; TURNI; Byrth, Calenda CL 3451 (M); P5 451 (B) (2) 16 BACK TO BACK Bahtmen Brether, Phillins FILL 4009 (M); P41F 4009 (G) 12 (2) 22 WHY IS THER BAR 1360 (M); P41F 4009 (G) 12 (3) 22 WHY IS THER BAR 1164 (M); P41F 4009 (G) 12 (3) 24 HOUSTON Bean Martin, Reprints B 4181 (M); B5 4181 (M); B5 4181 (M); StonetText, Viste BV 4065 (M); ITER 4026 (B) 17 (3) 23 MARY POPPINS StonetText, Viste BV 4066 (M); ITER 4026 (B) 42 (2) (3) MY NAME IS BARBRA Batters, Stonetal, Calenda L 3459 (M); C5 1343 (B) 43 (2) (3) MY NAME IS BARBRA Batters, Calenda C 1328 (M); C5 1326 (B) 24 (2) (2) (3) 24 Batters, Calenda C 1328 (M); C5 1326 (B) (2) (2) (2) (2) (2) (3) 25 OUT FOUR HEADS 24 (2) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2)	19	21	MY CHERIE	
Image: Earthin, Calmanks C1 2444 (M), C5 9244 (B) (2) 16 BACK TO BACK (2) 16 BACK TO BACK (2) 22 WHY IS THER AIR?. 29 (3) 22 WHY IS THER AIR?. 29 (3) 24 HOUSTON 17 (3) 23 MARY POPPINS 600 (M), 19 184 402 (B) (3) 23 MARY POPPINS 42 (B) (3) 31 MY NAME IS BARBRA 43 (B) (3) 25 OUT OF OUR HEADS. 42 (B) (3) MY NAME IS BARBRA 43 (B) (3) MY PAIR IS LADY. 24 (3) MY FAIR LADY. 24 (3) 11/UANA BRASS 100 100, 105 340 (B) (4) TIJUANA BRASS 100 100, 105 340 (B) (3) 26 HELP 500 100, 100 5360 (B) (4) HELP 501 100, 100 5360 (B) 100 100, 100 5360 (B) (3) 25 DEAR HEART 601 100, 100 100, 100 100, 100 100, 100 100	20	18	DECEMBER'S CHILDREN	<u>.</u>
Bibliose Breihers, Phille PHILe 4009 (M); PHIP 4009 (B) (2) 22 WHY IS THERE AIR: Bill Cathy, Warner Bas, W 1466 (M); BI 5 Strees 29 (3) 24 HOUSTON Date Munity, Bayer & A 181 (M); BS 4181 (D) South Karlin, Bayer & A 181 (M); BS 4181 (D) South Karlin, Bayer & A 181 (M); BS 4181 (D) South Karlin, Bayer & A 181 (M); BS 4181 (D) South Karlin, Bayer & A 181 (M); BS 4181 (D) South Karlin, Cather &	21	17	TURN! TURN! TURN!	
(2) 24 HOUSTON Dem Martin, Reprint R & 111 (M); E5 4181 (M); E5 4181 (M); Severit-rat, Vista BV 4026 (M); STER 4026 (M) Severit-rat, Vista BV 4026 (M); STER 4026 (M); Severit-rat, Vista BV 4026 (M); STER 4026 (M); 31 76 (2) 25 OUT OF OUR HEADS. Barbars Stream, Lander LL 3295 (M); Of 429 (D) AB 51467 Stream, Lander LL 3295 (M); Of 429 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3297 (M); Of 128 (D) AB 51467 Stream, Lander LL 3297 (M); Of 128 (D) AB 51467 Stream, Lander LL 3297 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 51447 Stream, Lander A1457 (D) AB	22	16	Righteous Brothers, Philles PHIP 4009 (M)- PHIP 4009 (S)	
(2) 24 HOUSTON Dem Martin, Reprint R & 111 (M); E5 4181 (M); E5 4181 (M); Severit-rat, Vista BV 4026 (M); STER 4026 (M) Severit-rat, Vista BV 4026 (M); STER 4026 (M); Severit-rat, Vista BV 4026 (M); STER 4026 (M); 31 76 (2) 25 OUT OF OUR HEADS. Barbars Stream, Lander LL 3295 (M); Of 429 (D) AB 51467 Stream, Lander LL 3295 (M); Of 429 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3296 (M); Of 128 (D) AB 51467 Stream, Lander LL 3297 (M); Of 128 (D) AB 51467 Stream, Lander LL 3297 (M); Of 128 (D) AB 51467 Stream, Lander LL 3297 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 51467 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 5147 Stream, Lander LL 3215 (M); Of 128 (D) AB 51447 Stream, Lander A1457 (D) AB	23	22	WHY IS THERE AIR?	
Soundertack, Visite VI 4005 (M); 1511 4025 (B) (a) (b) (c) (c) (c) (c) (a) (c) (c) (c) (c) (c) (c) (c) (a) (c)	24	24	HOUSTON	
Balles Steers, Lande LL 3429 (M): 95 429 (B) (1) Alles Steers, Lande LL 3429 (M): 95 429 (B) (2) Alles Names, Lande LL 3429 (M): 95 429 (B) (2) Alles Names, Lande LL 3429 (M): 45 9126 (B) (2) Alles Dylan, Calmabia (L 3289 (M); C5 9126 (B) (3) Part RL ADY (3) Part R LADY (3) Earlier, Calmabia (L 3289 (M); C5 9126 (B) (3) Part R LADY (3) DEAR HEART Part Run Range (4) TIJUANA BRASS Part Run Range Part Run Range (4) JUST LIKE US! Part Run Range Part Run Range Part Run Range (3) DEAR HEART Calmabia (C 3288 (M); C5 9128 (B) Part Run Range	25	23	Soundtrack, Vista BV 4026 (M); STER 4026 (S)	2
28 26 HICHWAY 61 REVISITED	26		Rolling Stones, London LL 3429 (M); PS 429 (S)	
Bit Dylam, Calmable (D. 2019) (D) Constraints (D) Constants (D) Constraints (D)	(21)			D
Boundrack, Calumbia RUL 1000 (M), KOS 3400 (S) Bartin, Capini MAS 2384 (M) (MAS 2384 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Tijunca Break, AAM (P 10) (M), ST 201 (G) Meth Algert & the Brainer, Calumbia (L 2338 (M), G 193 (G) Mathy William, Calumbia (L 2338 (M), G 193 (G) Mathy Mathia (L 2338 (M), G 193 (G) Mathy Mathy Mathia (L 2338 (M), G 193 (G) Mathy Mathy Mathy Mathia (L 2338 (M), G 193 (G) Mathy M 100 Mathy Mathy Mathy Mathy Mathy M 101 Mathy Mathy Mathy Mathy Math	28		Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	
Bealter, Capitel MAS 2086 (M); SMAS 2086 (E) 1 0 TIJUANA BRASS 1 0 TIJUANA BRASS 9 1 0 TIJUANA BRASS 9 1 0 0 1 0 1 33 0 DEAR HEART 49 49 1 0 1 0 1 0 1 33 5 JUST LIKER USI 6 0 31 60 34 10 Remary Lveis Rise Rise Rise Rise Rise Rise Rise R	(29)		Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	2
Norb Alpert & the Tijuasa Bran, ALBL UP 103 (M) TT 100 (C) Appert B the Tijuasa Bran, ALBL UP 103 (M) TT 100 (C) Appert B the Tijuasa Bran, ALBL UP 103 (M) The Milliam, Calumbia CL 2338 (M); CL 9138 (S) The Timery Levin Prio, Calumbia CL 2338 (M); CL 9138 (S) The Intervent Prio, Calumbia CL 2338 (M); CL 9138 (S) The Intervent Prio, Calumbia CL 2338 (M); CL 9138 (S) The Intervent Prio, Calumbia CL 2347 (M); CL 9139 (S) The Intervent Prio, Calumbia CL 2348 (M); CL 9139 (S) The Intervent Prio, Calumbia CL 2348 (M); CL 9139 (S) The Intervent Prio, Calumbia CL 2348 (M); CL 9139 (S) The Intervent Prio, CL 9139 (S) (S) 1131 (S) The Intervent Prio, Cl 9139 (S) (S) 1131 (S) The Intervent Prior Prio, CL 9139 (S) (S) 1131 (S) The Intervent Prior Prior Prior Prior Prior Prior Al Martin, Capital T 3338 (M); ST 843 (S) The Intervent Prior Prior Prior Al Martin, Calumbia CL 2318 (M); ST 843 (S) The Intervent Prior Prior Prior Al Martin, Calumbia CL 2319 (M); CH 9149 (S) The Intervent Prior Prior Prior Al Martin, Calumbia CL 2319 (M); CH 9149 (S) The Intervent Prior Prior Prior Al Martin, Calumbia CL 2319 (M); CH 9149 (S) The Intervent Prior Prior Prior Al Martin, Calumbia CL 2319 (M); CH 9149 (S) The Intervent Prior Prior Prior Al Martin, Calumbia CL 2319 (M); CH 9149 (S) The Intervent Prior Prior Prior Al Si Prior Al Prior Prior Al Si Prior Prior Al Prior Prior Prior Al Si Prior Al Prior Prior Al P	-		Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	3
Andry William, Calminia C. 2328 (M); C 5 938 (B) 6 101 JUST LIKE US1. 6 940 Revers & the Baiders, Columbia C. 2328 (M); C 5 938 (B) 6 32 THE IN CROWD. 5 931 (B) 11 ANDY WILLIAMS' NEWEST HITS. 6 6 Genetic Intria, Capital C 737 (M); C 157 757 (B) 1 12 ANDY WILLIAMS' NEWEST HITS. 6 6 Genetic Intria, Capital T 2305 (M); C 157 707 (B) 1 13 14 ANDY WILLIAMS' NEWEST HITS. 6 6 Genetic Intria, Capital T 2305 (M); C 157 20 (B) 1 14 THE ONE WHO LOVES YOU. 29 15 SPANISH EYES. 1 1 16 I GOT YOU (I Feel Good). 8 1 16 HANG ON RAMSEY! 8 1 16 THE BEST OF THE ANIMALS 5 5 14 THAT WAS THE YEAR THAT WAS 19 1 16 14 THAT WAS THE YEAR MAT WAS 10 1 16 14 THAT WAS THE YEAR MAT WAS 10 1 </td <td>T</td> <td>40</td> <td>Herb Alpert & the Tijuana Brass, A&M LP 103 (M); ST 103 (S)</td> <td></td>	T	40	Herb Alpert & the Tijuana Brass, A&M LP 103 (M); ST 103 (S)	
Paul Revers & the Raiders, Colombia C 23431 (01) (25 921) 31 22 THE IN CROWD. Remery term frie, Caleri C 27 37 (01); CDF 727 (01) 31 32 THE IN CROWD. Remery term frie, Caleri C 27 37 (01); CDF 727 (01) 31 32 ANDY WILLIAMS' NEWEST HITS. General term frie, Caleri C 7 37 (01); CDF 727 (01) 31 33 14 ANDY WILLIAMS' NEWEST HITS. General term frie, Caleri C 7 37 (01); CDF 727 (01) 31 34 ANDY WILLIAMS' NEWEST HITS. General term frie, Caleri C 7 30 (01); CDF 720 (01) 31 35 I'M THE ONE WHO LOVES YOU. Data Murite, Raprite R 470 (01); CDF 720 (01) 34 36 I COT YOU (I Feed Good). Baness terms, King Mol, DN, DT 2435 (01) 34 36 I COT YOU (I Feed Good). Baness terms, King Mol, DN, DT 2435 (01) 4 37 THE BEST OF THE ANIMALS 5 40 THAT WAS THE YEAR THAT WAS 19 19 41 THAT WAS THE YEAR THAT WAS 19 19 42 THE FOUR TOR'S SECOND ALBUM 18 43 BEACH BOYS PARTY. Capital MAS 2398 (01) E 3435 (01) E 345 (01) 76 (8) 44 HOW CREAT THOU ART. Packet Smith, Capital C 2315 (01); C 3435 (01) 76 (8)	32		Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	<u>,</u>
32 THE INV CROWD	W	54	Paul Revere & the Raiders, Columbia CL 2451 (M); CS 9251 (3)	
Colsmits C. 2333 (M); C. 9 183 (B) (3) 1 ¹ / ₁ M THE ONE WHO LOVES YOU. 29 Data Martin, Expirits # 4707 (M); BE 4779 (B) 29 4 Al Martin, Capital # 3433 (M); DT 2433 (B) 4 (3) 2 SPANISH EVES. 4 Al Martin, Capital # 3433 (M); DT 2433 (B) 8 7 (3) 21 COT YOU (I Feel Good). 8 (30) 61 HANC ON RAMSEY! 4 Martine Capital # 3433 (M); DE 214 (B) 7 8 (4) 44 Remery Livel THE Cafet (L7 741 (M); DE 214 (B) 7 (41) 44 THAT WAS THE YEAR THAT WAS 19 5 (42) THE FOUR TOPS SECOND ALBUM. 18 (42) THE FOUR TOPS SECOND ALBUM. 18 (43) BEACH BOYS PARTY. 9 16 (44) 8 HOW CREAT THOU ART. 9 (44) 8 ONE (Last 2396 (M); LP 345 (G) 7 (44) 9 Each How CREAT THOU ART. 9 (44) 9 Each How CREAT THOU ART.	34		Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S)	
32 SPANIS Capitel T 2435 (M); 57 2435 (M); 4 33 6 I GOT YOU (I Feel Good). 8 34 I GOT YOU (I Feel Good). 8 50 HANC ON RAMSEY! 8 50 HANC ON RAMSEY! 9 65 THE BEST OF THE ANIMALS 5 64 THAT WAS THE YEAR THAT WAS IP 5 64 THAT WAS THE YEAR THAT WAS IP 10 64 THAT WAS THE YEAR THAT WAS IP 10 64 THAT WAS THE YEAR THAT WAS IP 16 64 HOW CREAT THOU ART (M): 5144 (D) 18 63 BEACH BOYS PARTY 9 64 HOW CREAT THOU ART (M): 519 345 (D) 16 64 HOW CREAT THOU ART (M): 519 345 (D) 76 (3) 74 PEOPLE Capitel MAS 200 (M): 91 23 (D) (D) 76 (3) 64 4 RAMBLIN' ROSE 115 (G) 64 4 RAMBLIN' ROSE 115 (G) 64 4 RAMBLIN' ROSE 115 (G) 65 THE MEN IN MY LITTLE CARUMUS (M) BI 23 (M) (M) S1 23 (M	MAN NO		Columbia CL 2383 (M); CS 9183 (S)	
Al Martine, Capitel T 3433 (M), 517 2433 (G) 8 (3) 6 I COT YOU (I Feel Good)	~		Dean Martin, Reprise R 6170 (M); RS 6170 (S)	
Image Stering, King 946 (M); (Me Stores) Image Stering, King 9	-		Al Martino, Capitol T 2435 (M); ST 2435 (S)	
Remark Levil Trip, Caler (Dr. 751 (M), (Dr. 751 (M), Caler 741 (S)) Mont & Caler (Dr. 751 (M), (Dr. 751 (M), Caler 741 (S)) Mont & Caler (Dr. 751 (M), Caler 741 (S)) Mont & Caler (Dr. 751 (M), Caler 741 (S)) Mont & Caler (Dr. 751 (M), Caler 741 (S)) (4) THAT WAS 19 Tem Livere, Reprire & Caler 741 (S) (S) (S) (S) (4) BEACH BOYS PARTY Capital MAS 2398 (M), DMAS 2398 (S) F (4) BHOW CREAT THOU ART. 9 Kate Smith, Caler 104 345 (M), DMAS 2398 (S) (4) POPLE Backets Strutand, Calembia CL 2315 (M), CS 9015 (S) (4) POPLE Backets Strutand, Calembia CL 2315 (M), CS 9015 (S) (4) 9 Kate Smith, Cale II S 402 (M), DI 2463 (S) (4) 9 Cale Smith, Cale II S 402 (M), DI 2463 (S) (4) 9 Make bendla, Take 10 2400 (M), DI 2463 (S) (2) 9 Make bendla, Take 104 2401, DI 2403 (B) (2) 9 (2)				

Week	Week	Title, Artist, Label & No. Chart
(51)	33	THE VENTURES A GO-GO
(52)	56	LOOK AT US. Sonny & Cher, Atco 177 (M); SD 177 (S) ZORBA THE CREEK 46
(53)	51	ZORBA THE GREEK
~	59	Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S) HERE I AM
(54)	47	Dionne Warwick, Scepter 531 (M); 5 531 (5) KINKS KINKDOM
(55)		Reprise R 6184 (M); RS 6184 (S) WHERE THE ACTION IS!
56	68	Ventures, Dolton BLP 2040 (M); BST 8040 (S)
(57)	43	MOM ALWAYS LIKED YOU BEST!. 22 Smothers Brothers, Mercury MG 21051 (M); SR 61051 (S)
58	57	MORE HITS BY THE SUPREMES 30 Motewn 627 (M); \$ 627 (S)
59	58	ROBERT GOULET ON BROADWAY. 14 Columbia CL 2418 (M); CS 9218 (S)
60	61	SEE WHAT TOMORROW BRINGS 20 Peter, Paul & Mary, Warmer Bros. W 1615 (M); WS 1615 (S)
(61)	64	WHEN THE BOYS MEET THE GIRLS 7
(62)	60	Soundtrack, MGM E 4334 (M); SE 4334 (S) FIDDLER ON THE ROOF
(63)	55	Original Cost, RCA Victor LOC 1093 (M); LSO 1093 (S) MOON OVER NAPLES
64	45	Billy Yaughn, Dot DLP 3654 (M); DLP 25654 (S)
×	63	Dave Clark Five, Epic LN 24178 (M); BN 26178 (S)
(65)	03	JAY AND THE AMERICANS GREATEST HITS
(66)	66	HARUM SCARUM
(67)	62	Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S) SINATRA '65 Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)
(68)	67	Frank Sinatra, Reprise R 6167 (M); RS 6167 (S) ONE HAS MY NAME
×	71	Barry Young, Dot DLP 3672 (M); DLP 25672 (S) THEY'RE PLAYING OUR SONG 5
(69)	75	Al Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)
(70)		Capitel T 2358 (M); ST 2358 (S)
1	81	Bud Shank, World Pacific WP 1840 (M); WPS 21840 (S)
(72)	72	4 Seasons, Phillips PHM 200-201 (M); PHS 600-201 (S)
73	69	JAMES BROWN PLAYS JAMES BROWN TODAY & YESTERDAY 17 Smash MGS 27072 (M); SRS 67072 (S)
	79	Smash MGS 27072 (M); SRS 67072 (S)
(14)		JOHNNY'S CREATEST HITS
(75)	76	ORGAN GRINDER SWING
76	74	ON A CLEAR DAY YOU CAN SEE FOREVER
ŵ	111	Original Cast, RCA Victor LOCD 2006 (M); LSOD 2006 (S)
W		GREATEST HITS
t	90	SOUNDS OF SILENCE 4 Simon & Garfunkel, Columbia CL 2469 (M); CS 9269 (S)
(79)	77	GOLDFINGER 66
(80)	86	Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S) THE MAN FROM U.N.C.L.E.
~	118	MUSIC—A PART OF ME
1	85	David McCallum, Capitol T 2432 (M); ST 2432 (S)
(82)		Jerry Vale, Columbia CL 2444 (M); CS 9244 (5)
(83)	88	WHERE DID OUR LOVE CO
84	87	MICHELLE
85	92	THE DUCK Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S)
86	80	HAVING A RAVE UP WITH THE YARDBIRDS
ŵ	97	EPIC LN 24177 (M); BN 26177 (S)
~		Nancy Wilson, Capitol T 2433 (M); ST 2433 (S)
(88)	82	TONY BENNETT'S GREATEST HITS, VOL. III
ŵ	100	NO MATTER WHAT SHAFE TOUR
-	100	Stomach's In) 5 Talenar, Liberty LEP 3439 (M); LSP 7439 (B) 5 NAT KING COLE AT THE SANDS. 4 Capitol MAS 2434 (M); SMAS 2434 (S) 4
Ŵ	102	NAT KING COLE AT THE SANDS 4 Capitol MAS 2434 (M); SMAS 2434 (S)
91	73	YOU DON'T HAVE TO BE JEWISH. 26 Various Artists, Kapp KRL 4503 (M); (No Steree)
92	89	YOU DON'T HAVE TO BE JEWISH. 26 Various Artistis, Kepp KEL 4563 (M); (Me Steres) HERE THEY COME. 28 Paul Revere & the Balders, Columbia CL 3207 (M); Paul Revere & the Balders, Columbia CL 3207 (M); State State
(93)	93	
~	94	THE DARK OLD FEATLESS BOOK 11 THE STATE OF T
(94)		CONCERTO" AND "ATTACK"
(95)	98	OTIS BLUE/OTIS REDDING
0	83	Voir LP 412 (M); SD 412 (S) THE BEST OF THE RAMSEY LEWIS
(96)	83	TRIO
1	107	TRIO Cader CLP 735 (M); CLPS 735 (5) MORE HIT SOUNDS OF THE LETTERMEN 4
0	70	LETTERMEN Cepitel T 2428 (M): 51 2428 (5) PAPA'S GOT A BRAND NEW BAG. 27
(98)	78	James Brown, King 938 (M); (Ne Steree)
(99)	96	LOUIE LOUIE
(100	108	THE BEST OF JIM REEVES, VOL. II 5 RCA Victor LPM 3482 (M); LSP 3482 (S)
	-	

week.		Record Industry Association of America seal of certification as million dollar LP's.	
This Week	Last Week	Title, Artist, Label & No.	s. en hart
101	1	BOOTS	1
-	106	Nancy Sinatra, Reprise R 6202 (M); R5 6202 (5) FOR ANIMALS ONLY	10
(102)	91	Baja Marimba Band, A&M LP 113 (M); SP 4113 (S)	100
(103)		HERMAN'S HERMITS ON TOUR MGM E 4295 (M); SE 4295 (S)	39
104	101	BEATLES '65	62 🐌
(105)	84	Capital T 2228 (M); ST 2228 (S) EVERYBODY LOVES A CLOWN. Gary Lewis & the Playboys, Liberty LRP 3428 (M); LST 7428 (S)	15
0	101	LST 7428 (S)	16
(106)	104	DO YOU BELIEVE IN MAGIC Lovin' Spoenful, Kama Sutra KLP 8050 (M); KLPS 8050 (S)	15
(107)	103	THE ROLLING STONES NOW! London LL 3420 (M); PS 420 (S)	52
(108)	113	THE MAN OF LA MANCHA. Original Cast, Kapp KRL 4505 (M); KRS 4505 (5)	8
(109)	112	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S)	60
(110)	110	BOBBY VINTON SINCS SATIN	
		BOBBY VINTON SINGS SATIN PILLOWS AND CARELESS Epic LN 24182 (M); BN 26182 (S)	5
(11)	105	JOHN GARY SINGS YOUR ALL-TIME	
~		FAVORITE SONGS RCA Victor LPM 3411 (M); LSP 3411 (S)	20
1127	143	MANTOVANI MACIC Mantovani & His Ork, London LL 3448 (M); PS 448 (5)	2
(113)	109	THE SWEETHEART TREE	22
(114)	122	THE SCREEN SCENE	4
~	117		3
(115)		THE "NEW" LOOK. Fontella Bass, Checker LP 2997 (M); ST 2997 (S)	
(116)	70	McCoys, Bang BLP 212 (M); BLP 212 (S)	17
117	115	BOOTS RANDOLPH'S YAKETY SAX. Manument MLP 8002 (M); SLP 18002 (S)	33
(118)	123	JENNY TAKE A RIDE. Mitch Ryder & the Detroit Wheels, New Yolce 2000 (M); 5 2000 (5)	2
	127	OUR TIME'S COMING	5
(119)		Dine, Desi & Billy, Reprise R 6194 (M); RS 6194 (S)	
(120)	121	A TASTE OF TEQUILA Mariachi Brass, World Pacific WP 1839 (M): WPS 21839 (S)	3
121	138	RIDIN' HIGH Impressions, ABC-Paramount ABC 545 (M); ABCS 545 (5)	2
(122)	99	FAIRYTALES	13
1237	147	Donovan, Hickory LP 127 (M); LPM 127 (S) GO AWAY FROM MY WORLD	12
(124)	131	Marianne Faithfuil, London LL 3452 (M); PS 432 (S) MANTOVANI OLE	21
~	125	Mantovani & His Ork, London LL 3422 (M); PS 422 (S)	3
(125)		FLOWERS ON THE WALL. Statler Brothers, Columbia CL 2449 (M); CS 9249 (S)	
(126)	135	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (3)	93 🐌
127	-	CRYING TIME Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)	1
(128)	136	THE ORBISON WAY Rey Orbison, MGM E 4322 (M); SE 4322 (S)	2
129	145	BEST OF LITTLE ANTHONY & THE IMPERIALS	2
	1.40	DCP DCL 3809 (M); DCS 6809 (S)	
130	148	THE VENTURES Doiton BLP 2042 (M); BST 8042 (5)	2
1317		BYE BYE BLUES Bert Kaempfert & His Ork, Decca DL 4693 (M); DL 74693	1
132	-	GOT MY MOJO WORKING Jimmy Smith, Verve V 8641 (M); V6-8641 (S)	1
(122)	142	Jimmy Smith, Verve V 8641 (M); V6-8641 (S) DO HO—AGAIN	2
(133)		Reprise R 6186 (M); RS 6186 (S) LIGHTNIN' STRIKES	
(134)	140	Lou Christie, MGM E 4360 (M); SE 4360 (S)	2
135		THE MOVIE SONG ALBUM	1
136	-	SOMEWHERE THERE'S A SOMEONE Dean Martin, Reprise R 6201 (M); RS 6201 (S)	1
137		IF YOU CAN BELIEVE YOUR EYES	
151		AND EARS Mama's and the Papa's, Dunhill D 50006 (M); DS 50006 (S)	1
1387		THE ACADEMY AWARD SONGS Henry Mancini, RCA Victor LPM 6013 (M); LSP 6013 (S)	1
(139)	137	FIVE O'CLOCK WORLD Vogues, Co & Co LP 1230 (M); (No Stereo)	5
-		Vogues, Co & Co LP 1230 (M); (No Stereo)	
140		ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS. Cepitel T 2443 (M); ST 2443 (S)	1
(141)	134	LIES	5
(142)	124	LIES Knickerbockers, Challenge LP 622 (M); ST 622 (S) FAREWELL, ANGELINA	21
~		FAREWELL, ANGELINA Joan Beer, Vanguard VRS 9200 (M); VSD 79200 (S) SWEET CHARITY	1
(143)	1	SWEET CHARITY Original Cast, Columbia KOL 6500 (M); KOS 2900 (5)	
(144)	146	SPANISH GREASE Willie Bobo, Verve V 8631 (M); V6-8631 (S)	3
145		BATMAN THEME Neal Hefti, RCA Victor LPM 3573 (M); LSP 3573 (S)	1
(146)	_	CHOICE	1
(147)	-	SHE'S JUST MY STYLE.	1
~		(1)	1
(148)		THE BATMAN THEME. Marketts, Warner Bros. W 1642 (M); WS 1642 (S)	
149	150	COMFORT ME Carla Thomas, Stax LP 706 (M); SD 706 (S)	2
150	139	MR. TAMBOURINE MAN. Byrds, Columbia CL 2372 (M); CS 9172 (S)	38
T			-

A NEW SINGLE-A NEW HIT!

YOU'RE JUST ABOUT TO LOSE YOUR CLOWN

(FROM ABC - LP 544)

AND

TOGETHER Again

(FROM ABC - LP 520)

ABC - 10785

Ray Charles



A Subsidiary of American Broadcasting Companies Inc



CLASSICAL SPOTLIGHT SCHUBERT: WINTERREISE' 6

LIEDER Dietrich Fischer-Dieskau Deutsche Grammophon 139201/02 (S)

Fischer-Dieska gives these lieder an in-tense, sensitive reading that mirrors the poetic mind and mood of Schubert. His in-terpretation is in itself a creative and mov-ing force, beautifully lyrical and abundant in range and depth. Planist Jorg Demus is his equal, showing careful, meticulous de-sign. A perfect pairing.





RELIGIOUS SPOTLIGHT I LOVE TO TELL THE STORY

Jerome Hines. Word WST 8365 LP (S)

Le (2) The powerful voice of Metropolitan Opera's Jerome Hines, supported by the Stockholm Concert Orchestra, delivers emotion-packed versions of "There's a Man Goin" Round Takin' Names," "Battle Hymn of the Re-public," "An Evening Prayer," and "I Love to Tell the Story," plus other superb hymns.

ATIME TO KEEP: 1965

A TIME TO KEEP: 1965 Narr.: Chet Huntley & David Brinkley. RCA Victor LOC 1122

(m) In the continuing series of "Voices and Events of the Year," narrated by Chet Huntley and David Brinkley, the important events of 1965 are covered from the Civil Rights riots protests to the Vietname War to protest songs to the deaths of Nat King Cole and Judy Holliday, Well planned and interestingly delivered, his is a must for collectors.



Every album sent to Billbo 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 ective categories.



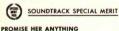
Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music

ORIGINAL CAST SPECIAL (MEDAN MENER) MERIT

THE MAD SHOW

Original Cast, Columbia OL 6530 (M)

There's enough sparkle and wit in this original cast recording of the current off-Broadway revue to keep the listener happy. The cast is energetic and spirited and some of the tunes by Mary Rodgers with lyrics by MaryAnall Barer, Larry Segal and Steven Vinaver are bouncy and bright.



Soundtrack KL 1476 (M); KS 3476 (S)

The big attraction in this package of music from the score of the "Promise Her Any-thing" film score is form Jones singing the Burt Bacharach-Hal David Hille song. It's a lively Item with plenty of playing and stell-ing power. Rest of the score is by Lynn Murray with some fine arrangements by John Keating who also conducts the or-chestra.

MEN WHO READ

BUSINESSPAPERS

MEAN BUSINESS

AZZ SPECIAL MERIT SEE ALBUM REVIEWS ON BACK COVER



Some of the cuts here are being released for the first time. All are great, in spite of their age. The engineers have remastered this material with uncommon craftsman-ship. Fats plays alone, sings, works with medium-sized bands and just swings in that wonderful article style. Historians, fans, swingers-take note!

BREAKOUT ALBUMS

* NATIONAL BREAKOUTS

BOOTS

LBUM REVIE

Nancy Sinatra, Reprise R 6202 (M); RS 6202 (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 major markets.

EVERYBODY GOTTA BE SOMEPLACE . . .

FOUR-STAR ALBUMS

SOUNDTRACK

INSIDE DAISY CLOVER Soundtrack, Warner Bros. W 1616 (M); WS 1616 (S)

LORD LOVE A DUCK Soundtrack. United Artists (M); UAS

POPULAR

Jimmy Bowen Orch. Reprise R 6210 (M); RS 6210 (S)

TWELVE MORE TIMES P. F. Sloan, Dunhill D 50007 (M)

SNOWFLAKES AND SWEETHEARTS

IVORY TOWER Cathy Carr. Dot DLP 25674 (S); DLP 3674 (M)

CALIENTE BRASS Raiph Robles Octes. Audio Fidelity 2156 (M)

THE HITMAKERS Various Artists. Jerden JRL 7005 (M); JRLS 7005 (S)

MAN WITH THE GUITAR Herb Ellis. Dot DLP 25678 (S); DLP 3678 (M)

EXOTIC MUSIC OF THE BELLY DANCER Mohammed El Bakkar & His Oriental Ensemble. Audio Fidelity AFSD 6154

1966 SAN REMO FESTIVAL Various Artists. London TW 91406 (M)

Various Artists. Roulette R 25322 (M); SR 25322 (S)

MUSIC FOR BATMAN & ROBIN

IKE COLE'S TRIBUTE TO HIS BROTHER NAT Dee Gee ST 4001 (S)

Leroy Holmes Singers. United Artists UAL 3481 (M); UAS 6481 (S)

SUNDAY MORNING WITH THE COMICS

Soundtrac 5137 (S)

Myron Cohen, RCA Victor LPM 3534 (M): LSP 3534 (S)

AN EVENING WITH BELAFONTE/ MOUSKOURI . . .

Harry Belafonte & Nana Mouskouri, RCA Victor LPM 3415 (M); LSP 3415 (S)

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

> THE MARVELETTES' GREATEST HITS . . .

Tamla TLP 253 (M); SLP 253 (S)

DR. ZHIVAGO . . .

GOODIES . . .

HAPPINESS IS . . .

Soundtrack, MGM 1E-6ST (M); ISE-6ST (S) ELLA AT DUKE'S PLACE . . .

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

A TASTE OF HONEY AND OTHER

Village Stompers, Epic LN 24180 (M); BN 26180 (S)

Ray Conniff, Columbia CL 2461 (M); CS 9261 (S)

I HEAR A SYMPHONY . . .

Supremes, Motown MLP 643 (M); SLP 643 (S)

GOSPEL

(continued)

A MAN NAMED SMITH Fred Smith With the Imperials. Impact IMLP 1215 (M)

SPOKEN WORD

JAMES JOYCE'S ULYSSES/SIRENS (2-12" LP's) Various, Folkways FL 9563 (M)

INTERNATIONAL

RALF PAULSEN Capitol T 10420 (M); ST 10420 (S)

GITTE Capitol T 10424 (M); ST 10424 (S)

DIE SPITZENREITER 1965 Various Artists. Polydor 237 317 (S)

GO GO GO Various Artists, Polydor 623001 (S); 423 001 (M)

TWO FLAMENCO GUITARS Domenico Zullo & Emilio Prados. Folkways FW 8848 (M)

THE KITZBUHELERS OF AUSTRIA Tony Praxmair/Maria Kaindi & Wasti Feller. Capitol T 10353 (M); ST 10353

MUSICALLY YOURS Versatones. Bel-Aire LP 3005 (M)

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

POPULAR

EXECUTIVE FITNESS Bonnie Prudden. Warner Bros. W 1619 (M); WS 1619 (S)

JAZZ

Anthony Williams. Blue Note BLP 4216 (M)

SPOKEN WORD MODERN BRAZILIAN POETRY Professor Cassiano Nunes. Folkways FL 9914 (M)

INTERNATIONAL

CORDA INDIAN FESTIVE MUSIC Various Artists, Folkways FE 4327 (M) MUSIC OF THE JOS PLATEAU AND OTHER REGIONS OF NIGERIA Various Artists, Folkways FE 4321



RELIGIOUS PURIM IN STORY AND SONG Rabbi Robert Schenkerman. CRL 57483 (M); CRL 757483 (S) Coral

March 12, 1966, BILLBOARD

44

ON THE ROAD-THE PORTER WAGON-ER SHOW

Porter Wagoner with Norma Jean & The Wagonmasters. RCA Victor LPM

Wagoner's fans will move a lot of these packages off the dealers' shelves. The per-formances are taken from a live concert and include Norma Jean and other acts.



THEATER SONGS OF KURT WEILL

The Sextet of Orchestra USA. RCA Victor LPM 3498 (M); LSP 3498 (S)

The farz most of the 1930's is given a con-positions of the 1930's is given a con-temporary and meaningful reading by the Sextet of Orchestra U.S.A. The boys are true to their own purpose as well as Weil's which makes the set an important addition to the jazz catalog as well as to the grow-ing ist of disks of Weil's music.

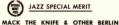
VALENTINE STOMP.

Fats Waller, RCA Victor LPV 525 (M);

COUNTRY SPECIAL MERIT

JEANETTE McDONALD & NELSON EDDY RCA Victor. LPV 526 (M); No Stereo

The Wagonmasters. R 3509 (M); LSP 3509 (S)



TWILIGHT TIME AND OTHER GOLDEN HITS Dick Contino. Dot DLP 25680 (S); DLP 3680 (M)

HARBOR LIGHTS John Gart. Kapp KS 1038 (S)

STRINGS '66 Sixty-Six Sonora Strings, Warner Bros. W 1631 (M); WS 1631 (S)

LOW PRICE POPULAR

THE PEOPLE'S CHOICE OF GREAT TALENT Various Artists, RCA Camden CAL 946 (M); CAS 946 (S)

THE BOLL WEEVIL SONG AND OTHER GREAT HITS Brook Benton, Wing W 16314 (M); SW 16314 (S) The four-star rating is awarded new albums with sufficient commercial po-tential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category. RING DANG DOO Living Strings. Camden CAL 940 (M); CAS 940 (S)

A TASTE OF HONEY AND OTHER FAVORITES Living Brass. RCA Camden CAL 949 (M); CAS 949 (S)

TERRIFIC TERESA BREWER! Wing W 16319 (M); SW 16319 (S)

LOW PRICE COUNTRY

SONGS TO TICKLE YOUR FUNNYBONE Homer & Jethro, RCA Victor LPM 948 (M); LSP 948 (S)

CLASSICAL

SCHUBERT: SYMPHONY NO. 8 "UNFINISHED"; BEETHOVEN: FIDELIO: LEONORE III, CORIOLAN OVERTURES VERTURES Berlin Philharmonic (Von Karajan). Deutsche Grammophon 139 001

SCHUBERT: STREICHOUARTETT G-DUR Amadeus-Quartett. Deutsche Grammo-phon. SLPM 139103 (S)

THE VIRTUOSO OBOE Heinz Holliger. Monitor MC 2088 (M); MCS 2088 (S)

MOZART: PIANO CONCERTO NO. 19 IN F MAJOR/PIANO CONCERTO NO. 26 IN D MAJOR LIII Kraus. Monitor MC 2089 (M); MCS 2089 (S)

DE FALLA: NIGHTS IN THE GARDENS OF SPAIN, MARTINUE: FANTASIA CONCERTANTE Bavarian Radio Symphony (Kubelik). Deutsche Grammophon 139 116 (8)

JAZZ

BRAZILIAN DETOUR Paul Smith. Warner Bros. W 1626 (M); WS 1626 (S)

CHOPIN '66 Jack Nitzsche, Reprise R 6200 (M); RS 6200 (S)

MAIDEN VOYAGE Herbie Hancock. Blue Note BLP 4195

RANDY: Randy Weston Sextet. Bakton BR 1001 (M); BRS 1001 (S)

SOLID GROUND Rod Levitt Orch. RCA Victor LPM 3448 (M); LSP 3448 (S)

LOW PRICE JAZZ

NEW WAVE! Dizzy Gillespie, Wing W 16318 (M); SW 16318 (S)

BLUES

SKIP HAMES: GREATEST OF THE DELTA BLUES SINGERS Melodeon MLP 7321 (M)

(M)

IMMEDIATE PLAY on TOP 40 and GOOD MUSIC STATIONS

ISLEdWm

instrumental years biggest Vales indicate.

#2706



COLUSEUM



COUNTRY MUSIC

RAY PRICE GETS BUILD-UP

By ELTON WHISENHUNT

NASHVILLE—Columbia Records last week initiated a promotional build-up of country artist Ray Price and announced that from now on he will be recorded more often than in the past. Singles will be released as needed and albums will be increased from two to three per year.

The campaign was set off with a singles session and was followed a few days later with two double sessions for an album. Price was backed up by the top recording musicians in Nashville. Columbia country a&r chief, Don Law, and his assistant, Frank

Columbia sent Bob Altshuler to Nashville from its New York

office to work on promotion of the stepped-up program. Altshuler said Price, who is in his 15th year with Columbia, is "one of the most consistent sellers Columbia has. The first album he recorded is still selling.

"He is one of the most underrated singers in the country. His appeal is much broader than the country field. He goes pop as well. Tony Bennett is one of his biggest fans. The feeling is mutual."

Some of Price's biggest-selling singles have been "Crazy Arms," "Heartaches by the Numbers," "City Lights," "Night Life," "The Other Woman" and "Don't You Ever Get Tired of Hurting Me." His top-selling albums have been "San Antonio Rose," "Ray Price's Greatest Hits," "Burning Memories" and "The Other Woman."





has another sure hit with he RCA Victor recording, "I Can See Me Without You." Skeets is booked by the Hubert Lon Talent Agency, Nashville, Tenr (Advertisement

Newman Re-Signs

NASHVILLE—Jimmy Newman has re-signed a long-term, exclusive contract with Decca Records. His new single is "Back-Pocket Money." His latest album is "Artificial Rose."

Schwartz Leads Starday Sales

NASHVILLE — Schwartz Bros. Distributors of Washington won Phase 1 of Starday Records" (Giddy Up Go" sales contest, which offers dealers a 17 per cent discount on the entire Starday catalog.

17 per cent discount on the entire Starday catalog. Schwartz won six pairs of Western boots from Acme Boot Co., Clarksville, Tenn. Second place winners, Mainline Dis tributors, Cleveland, won four pairs; third place winner, Bay State Distributors, Boston, received three pairs, and fourth placer, Alpha Distributors, New York, won two pairs.

Fork, won two pairs. The first phase ended Feb. 12. The second phase, with like prizes, will end March 25. A grand prize to the distributor who exceeds his quota by the largest percentage is an allexpense-paid, one-week holiday in Nashville for two.

largest percentage is an allexpense-paid, one-week holiday in Nashville for two. Starday Vice-President Hal Neely said of 34 distributors participating, 20 exceeded quota. Col. Jim Wilson, Starday's sales manager, recently returned from a sales trip to Detroit, Buffalo, Albany, N. Y., and Boston and said "country music sales are booming. Dealers all through that section are increasingly receptive and knowledgeable to the profits and popularity of country music."

KGEN Building C&W Audience

TULARE, Calif.—Doug Dillon, new program director at KGEN, said last week: "We have terrific audience response to our c&w shows and I want very much to build KGEN into a country music giant in this area."

The c&w daytimer is the only country music outlet in the immediate area, Dillon said, serving the San Joaquin Valley from Bakersfield to Fresno, Calif.

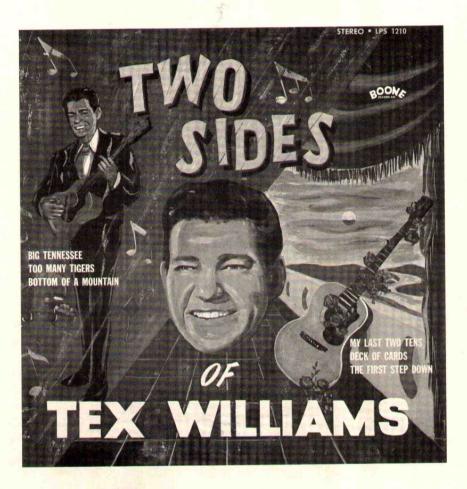
ing the San Joaquin Valley from Bakersfield to Fresno, Calif. "Many new people are becoming avid country music fans," said Dillon, "but our great need is building a better library. The library was skimpy when the present management took over 14 months ago and many of the major artists still do not service us."

E Jacoba	1220				
			-	Bi	Ilboard SPECIAL SURVEY for Week Ending 3/12/66
E	2.0	T COUNT			SINGLES
This Week	Last Week	TITLE, Artist, Label, Weeks on Number & Publisher Chart	This Week	Last Week	TITLE, Artist, Label, Weeks on Number & Publisher Chart
Billboard Award	1	WAITIN' IN YOUR WELFARE LINE	26	19	SITTIN' ON A ROCK
2	2	SNOWFLAKE 10 Jim Reeves, RCA Victor 8719 (Open Road- Rondo, BMI)	27	29	WHEN THE SHIP HIT THE SAND
3	13	BALLAD OF THE GREEN BERETS 4 S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	28	34	I'VE BEEN A LONG TIME LEAVIN' 3 Roger Miller, Smash 2024 (Tree, 8MI)
4	7	DEAR UNCLE SAM 6 Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	29	32	I WISH
5	3	SKID ROW JOE	30	25	MAKE THE WORLD GO AWAY
6	9	I WANT TO GO WITH YOU	31	39	GIDDYUP GO—ANSWER 2 Minnie Pearl, Starday 754 (Starday, BMI)
7	10	IF YOU CAN'T BITE, DON'T GROWL. 6 Tommy Collins, Columbia 43489 (Seashell, BMI)	32	49	I KNOW YOU'RE MARRIED
8	12	THE ONE ON THE RIGHT IS ON THE LEFT	33	31	I'VE CRIED A MILE
9	8	BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	34	35	RAINBOWS AND ROSES
10	4	GIDDYUP GO	35	36	THE BOX IT CAME IN
11	6	TRUE LOVE'S A BLESSING	36	38	PRIVATE WILSON WHITE 2 Marty Robbins, Columbia 43500 (Mojave,
. 12	20	TIPPY TOEING 5 Harden Trio, Columbia 43463 (Window, BMI)	37	46	BM1) MANY HAPPY HANGOVERS TO YOU
13	14	A BORN LOSER	38	45	Jean Shepard, Capitol 5585 (Mimosa, BMI) I'M LIVING IN TWO WORLDS
14	5	WHAT KINDA DEAL IS THIS	39	-	WOULD YOU HOLD IT AGAINST ME 1 Dottie West, RCA Victor 8770 (Tree, BMI)
15	17	Oscar, BMI) BABY AIN'T THAT FINE 9 Gene Pitney & Melba Montgomery, Musicor 1135 (Blue Crest, BMI)	40	-	VIET NAM BLUES 1 Dave Dudley, Mercury 72550 (Buckhorn, BMI)
16	24	NOBODY BUT A FOOL	41	-	I'M A PEOPLE 1 George Jones, Musicor 1143 (Blue Crest, Huskey, BMI)
17	15	A WOMAN HALF MY AGE	42	-	UP THIS HILL AND DOWN 1 Osborne Brothers, Decca 31886 (Sure Fire, BMI)
18	18	GOLDEN GUITAR 8 Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	43	-	IN THE SAME OLD WAY
19	27	HUSBANDS AND WIVES	44	-	TIME OUT Bill Anderson & Jan Howard, Decca 31884 (Wilderness, BMI)
20	11	FLOWERS ON THE WALL	45	-	WHY DO I KEEP DOING THIS TO US 1 Carl Smith, Columbia 43485 (Cedarwood, BMI)
21	21	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	46	-	WORLD'S WORSE LOSER 1 George Jones, United Artists 965 (Glad & Big Bopper, BMI)
22	26	SOMEONE BEFORE ME 6 Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	47	47	Big Bopper, BMI) SAMMY 2 David Houston, Epic 9884 (Tree, BMI)
23	28	COUNT ME OUT 4 Marty Robbins, Columbia 43500 (Mariposa, BMI)	48	-	CATCH A LITTLE RAINDROP 1 Claude King, Columbia 43510 (Gallico, BMI)
24	16	THE MEN IN MY LITTLE GIRL'S LIFE. 8 Archie Campbell, RCA Victor 8741 (Jewel, ASCAP)	49	-	THAT'S YOU 1 Clyde Beavers, Hickory 1346 (Acuff-Rose, BMI)
25	23	ANITA, YOU'RE DREAMING 9 Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	50	-	THE TWELFTH OF NEVER

SMASH ALBUM HIT !!! LP 1210 (Mono) LPS 1210 (Stereo)

"TWO SIDES OF TEX WILLIAMS"

Featuring "BOTTOM OF A MOUNTAIN" Boone #1036





Included in This HIT LP!!!

"BIG TENNESSEE" """ "TOO MANY TIGERS" POLYWRAPPED (ADDED CONVENIENCE FOR RACK JOBBERS)

As performed on the Feb. 25th JIMMY DEAN SHOW

All C&W DJ's not receiving copies, write:

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By ELTON First release of Ronnie Mur-ray on Ebbtide is "What Are You Doing Here?" Murray's producer, Charles Wright, 124 N. Peak, Dallas, is producing for various labels; says he is in need of "strong, new song material." Ray Sanders' new one for Buddy Records is "Pinchin' the Girls" and "Be My Guest." Deciays can get copies from Buddy Records, 500 Locust, Marshall, Tex. Neil Wilburn, president of Bragg Records, said she is getting good action on Rodge Martin's "When She Touches Me." Decca's Rick Nelson will record

She Touches Me." Decca's Rick Nelson will record an album of country songs under a&r director Bud Dant... Dean Martin is getting good air play with "Walk On By," the LeRoy Van Dyke country hit of several years ago...Roy Acuff Jr.'s new one is "You Won't Ever See Me Here Again."...Claude King says he is getting country and pop action on his new one, "Catch a Little Raindrop." King offers it to deejays. Write him at 806 Pinetree Drive, Shreveport, La.

La. Chet Atkins, RCA Victor's N as h ville chief, is on a two-week cruise to the Bahamas prescribed by his physician. He has been troubled with a sinus ailment. ... Gene Bennett, who has a big country show on WPIT. Pittsburgh, asks for country re-leases. ... So does Harian Blair, "The Singing DJ" on KRBC, Abilene, Tex. ... Capitol has re-leased an album of old Jack Guthrie recordings, and Billy Hayes, of Saddle Songs Publica-tions, Brooklyn, says he has a col-lection of 78-r.p.m. G ut hr ie records. Promoter Chaw Mank, Staun-

Promoter Chaw Mank, Staun-ton, III., claims to be the cham-pion movie fan and letter writer in the world. He said he runs 11 fans clubs, belong to at least 265; personally wrote 15,000 letters in 1961 and 20,000 in 1962. (He didn't say how many he wrote in 1963, 1964 and 1965, nor how

many movies he had seen. But

HISENHUNT
 many movies he had seen. But can anybody top 20,000 letters a year-about 60 a day?) Mank invites deigays to write for his latest, "Blue Viet Nam Skies."
 Skeeter Davis was hospitalized for a rest, had to postpone a Midwestern tour... Van Trevor, country artist for Band Box Records, drew big crowds last week at Utica, N. Y... The Blue Boys are on an extended tour from Canada to Texas... Roulette's Lindan Manning has a singles session in Nashville before leaving for a Midwestern and Texas tour... Dave Dudley just finished a tour of Canada, and will tour Alaska beginning March 28.
 Billy Grammer was on "The Jimmy Dean Show" Feb. 11, and has been invited back for the March 25 show. Dean and Grammer worked together on a network show some years ago... Dick Heard, now in management and production in New York, writes from Pittsburgh that country music is going great there... D1 Windy Hill is back with KINO, Juneau. Alaska, and aks that

Windy Hill is back with KJNO, Juneau, Alaska, and asks that country releases be kept coming his way.

LAW GROOVES PATRIOTIC DISK

NASHVILLE—Don Law, Co-lumbia's country music a&r chief, recorded Stonewall Jack-son on "The Minute Men Are Turning in Their Graves," and said: "If this isn't a smash, I give up. And I don't say that very often." The song is in a patriotic vein and takes draft-card burners to task. It was writ-ten by Harlan Howard. Law ten by Harlan Howard. Law says Howard, who has produced countless hits, believes it is the greatest song he has ever written.



JIMMY NEWMAN's new Decca single, "Back Pocket Money." is sure to be another in a long line of top disks for this per-sonable artist. J i m m y is booked exclusively by the Key Talent Agency, Nashville. (Advertisement)

C&W Format Good for WZIP

CINCINNATI - WZIP and WZIP-FM's new c&w format has been "overwhelmingly accepted in its first six weeks of operation," General Manager Harold Parry said last week.

Program director Bill Baker and deejays Bud Stagg, Johnny Wade and Jay Adrick play 18 hours of country music daily.

"We ask for help so we can keep up to date with the latest sounds and materials of the great American c&w music," said Parry.

Gerrie Lynn Single

NASHVILLE-Gerrie Lynn, a new country music artist signed by Columbia Records, cut her first single here recently with a&r chief Don Law monitoring the session.

PEEBLES BOOKS **C&W SHOWS** IN CINCINNATI

CINCINNATI-Country music returns to the Cincinati Gardens soon with announce-ment by Harry (Hap) Peebles, of Wichita, Kan., that he has scheduled two big shows there.

scheduled two big shows there. The first, March 20, will have Jimmy Dean as the headliner in the 12,000-seat auditorium. Also on the bill will be the Wilburn Brothers, Margie Bowes, Don Helm, the Osborne Brothers, Harold Morrison and Mack Sanders Sanders.

The second show, April 10, will feature Porter Wagoner and his group, singer Jeannie Seeley and the Wagon Masters; Kitty Wells, Johnny Wright and their show; Bill Phillips, Ruby Wright and the Tennessee Mountain Boys, and George Morgan and Jimmie Skinner.

Dick Heard Signs Dollar

NEW YORK-Music veteran New YORK—Music veteran Dick Heard has entered the management - production field, signed country artist Johnny Dollar to a long-term personal management contract and is at work on a promotional buildaun work on a promotional build-up for Dollar. Heard also intends to represent other performers.

Until recently, Heard oper-ated the music industry news-letter, For the Record. He was previously professional manager April-Blackwood Music Co. had also been vice-president and general manager of the now deTennessee to Give \$25,000 To CMA Fund

NASHVILLE - Gov. Frank Clement's office announced last week that Tennessee will donate \$25,000 to the Coun-

will donate \$25,000 to the Coult-try Music Association's build-ing fund for the CMA Hall of Fame and Museum. Half the money will come from this year's budget of about \$500,000 for tourist promotion. The other half (\$12,500) will come from part year's budget come from next year's budget

from the same fund. The CMA will begin a fund-The CMA will begin a tund-raising campaign in mid-March among Nashville business inter-ests to raise \$350,000 for the building, on which work has already begun. A ground-breaking ceremony is set for next week (14) at the site, 16th Avenue South, and Di-vision with a number of outoff.

vision, with a number of out-of-town music and recording dignitaries expected. Governor Clement attended a

luncheon meeting Feb. 24 of 42 prominent businessmen who are on the committee to raise the \$350,000. Committee chairman is Andrew Benedict, presi-dent of First American National

dent of First American National Bank. The fund drive will last through May. CMA's over-all goal is \$750,-000, of which almost \$400,000 has already been pledged or donated by the music industry.

funct Radar label and Jamac

Publishing Co. Heard, who is also a well-known songwriter, has offices at 250 W. 57th Street, New York.



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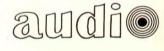


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THIS WEEK

NEW ALBUM RELEASES

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These new records, not yet on Billboerd's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

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SECOND-HAND MAN . Back Porch Majority, Epic 9879 (New Christy, BMI) (Houston)

TOO YOUNG . . . Tommy Vann, Academy 118 (Jefferson, ASCAP) (Baltimore)

HANK THOMPSON A Six Pack to Go; T 2460, ST 2460 PETER & GORDON-Woman; T 2477, ST 2477

COLUMBIA HAROLD BRADLEY-Guitar for Lovers Only;

2456, CS 9256 CHANDLER-To Be a Man; CL 2459, LEN CS 9239 DVORAK: SYMPHONY NO. 7-New York Phil-harmonic (Bernstein); ML 6228, MS 6828 ZINO FRANCESCATTI-Schubert Violin Music; ML 6229, MS 6829 JOE NARNELL-Golden Piano Hits; CL 2466, rs 9246

CS 9266 JORDANAIRES-The Big Country Hits; CL

2458, CS 9238 2458, CS 9238 2013A KOURONKU & TAKIS ATHINAIOS-Athro-CS 9257 MANLER: STMPHONY NO. 4 IN G-Cleve-land Orch, Szelli, ML 6233, MS 66433 BOBBE NORRIS-The Beginning; CL 2424, cc 0734 CS 9224

CS 9224 ORIGINAL CAST-The Mad Show; OL 6530 RODAIGO: CONCERTO DE ARANJUEZ-John Williams; ML 6224, MS 6634 IRMA SERRANDO-Neveos HITS; EX 5158 SOUNDTRACK-The Chase; OL 6550, 05 2900 ISAAC STERN-Humoresque; ML 6225, MS 4492

6825 TCHAIKOVSKY: 1812 OVERTURE-New York Philharmonic (Bernstein); ML 6227, MS

6827 TUCKER-A Treasury of French Opera Arias: ML 6227, MS 6027 TUCKER-A Treasury of French Opera Arias: ML 6231, MS 6831 DENNT ZEITLIN-Liva at the Trident; CL 2463, CS 9263 SKITCH HENDESON-Music From Sweet Charity: CL 2471, CS 9271 OREIGNAL CAST-Sweet Charity: KOL 6500, KOS 2900

DEUTSCHE GRAMMOPHON

WILHELM KEMPFF-Ludwig Van Beethoven; BRAHMS: SYMPHONY NO. 4-Herbert Von

RALMAS. SYMPHORY NO. 4—HETDYI ... Karajan; 136 927 DE FALLA: NIGHTS IN THE GABDENS OF SPAIN-Bavarian Radio Symphony (Ku-beiki); 139 116 SCHUBERT: STREICHQUARTETT G-DUR-Ama-deus Quarter; SLPM 139 103 SCHUBERT: SYMPHORY NO. 8 "UNFIN-ISHED"-Berlin Philharmonic (Yon Kara-jan); 139 UNTEREISE & LIPDER-Dietrich Fischer-Dieskau; 139 201/02

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DOLTON	-
THE VENTURES; BLP 2042; BST	r 8042
EPIC	
SAN REMO FESTIVAL; LF 1804	43, BF 19043
EVERETT	-
NICANOR ZABALETA-5 Centu Harp; 3144, 6144 (5 recorn NEW YORK PRO MUSICA: AN Noah Greenberg (cond.); 31 record set)	ANTHOLOGY;
EVERYMAN	
BRAHMS: SYMPHONY NO. 4 Opera Orch. (Golschmann): 5 188 SD DVORAK: SLAVONIC DANCES 72Viena State Opera 0 SRV 189, SRV 189 SD HATOM: STMPHONY NO. 100 TARY & SYMPHONY NO. 100 TARY & SYMPHONY 101 I Vienna State Opera Orch. (1 187, SRV 187 SD	RV 188, SRV P. 56 & OP. Drch. (Rossi); IN G MILI- N D CLOCK-
FIESTA	
VARIOUS ARTISTS-In Wald Heide; FLP 1441	Und Auf Der
GRECOPHON	
TRIO BEL CANTO-Sing and the Trio Bel Canto; GR 307	Dance With , GRS 307
	and the second se

LIBERACE - Concert by Candlelight; HL 7361, HS 11161

The Great MEL TILLIS Sings Walk On, Boy & Other Great Country Hits; HL 7370, HS 11170 VARIOUS ARTISTS - Peter Cottontail; HL 9555

9555 VARIOUS ARTISTS-Golden Country Hits; HL 7362, HS 11162 IMPACT

FRED SMITH WITH THE IMPERIALS—A Man Named Smith; IMLP 1215

JERDEN Hitmakers; JRL

VARIOUS ARTISTS-The 7005, JRLS 7005

HELIODOR

BACH: MUSIC FOR GUITAR AND ORGAN-Andres Segovia/Carl Weinrich; H 25010,

Andres Segovia/ABI HS 2500 BACH: VIOLIN COACERTOS NO. 1 & 2-Roman Totenberg; H 25008, HS 25008 BEETHOVEN: PIANO COMCERTO NO. 3-Annie Fischer/Ferenc Fricsay; H 25001,

HS 25001 BRUCKNER: SYMPHONY NO. 9 IN D MINOR -Bruckner: SYMPHONY NO. 9 IN D MINOR H 25007, HS 25007 D'INDY, SUITE/SAINT SAENS; SEPTET-Various Artist; H 25012(2, HS 25012 RICHARD ELLSASSER-Mozart Organ Music; URARD ELLSASSER-Mozart Organ Music;

RICHARD ELLSASSER-Mozarl Organ Music; H 25011, NS 25011 GLUCK: ORPHEUS AND EURYDICE-Various Artists; H 25005, HS 25005 MOZART: REQUIEM K 626-Vienda Sym-phory (Jochum); M 25005, WINDS-Winds Santa (Winegrad); H 25013, HS 25013) (Winegrad); H 25013, HS

Ensem 25013

25013 MOZART: BASSOON CONCERTO IN B MAJOR K 191-Rudolf Klepac & Gastone Tasainari; H 25002, HS 25002 DAVID & IGOR OISTRAKH; H 25009, HS

DAVID & IGOR OISTRARM; H 2000, HS 2000 DEFT: CARNINA BURANA-Various Artists; H 2000, HS 25004 Korekset Quarts; Soharas, HE MAIDEN-Korekset Quarts; Soharas, H C MINOR SCHOBER; DEATH 1: 5000, HS 25003 SCHOBER; HAT MAIDE-Breveridge Webster; H 2501, HS 25014 TELEMANN — Hamburg Camerate Instru-mentale/Addi Scherburn; H 2500, HS MANN — Hamburg Camerate Instru-ntale/Adolf Scherbaum; H 25006, HS

25006

YAL YAL

BELL HOPS-New Polkas for You; 1096 JOHN CHECK - Midwest Polka Favorites; WALTER JAGIELLO-Jagiello Sound, Vol. 3;

WJM 8002 WALTER JAGIELLO ORCH. & TEDDY PHIL-LIPS-A Jagiello Production Vol. 2; WJS

8001 TOMMY REDER-For You! Polkas Old and

New; 1095

KAPP JOHN GART-Harbor Lights; KS 1038 JIMMY SEDLAR-Movie Hits of '65; KL 1467, KS 3467 SOUNDTRACK-Promise Her Anything; KL 1476, KS 3476

LIBERTY

GARY LEWIS & THE PLAYBOYS-She's Just My Style; LRP 3435, LST 7435 LONDON

NOEL HARRISON; LL 3459, PS 459

TED LOCKRIDGE & THE PETER KNIGHT ORCH. & CHORALE-Western Heritage; 5965, 05 25965 VARIOUS ARTISTS-1966 San Remo Festival; TW 91406

MGM

The Best of THE ANIMALS; E 4324, SE 4324 CONNIE FRANCIS—Jealous Heart; E 4355, SE 4355

MONITOR

SOPHIE SVIRSKY-Piano Recital: Bach, Han-del, Mozart & Pescetti; MC 2086 (M), MCS 2086 (S)

MCS 2086 (5) MSTISLAV ROSTROPOVICH — Rostropovich Plays Dvorak & Saint-Saens, MC 2090, MCS 2090 HEINZ HOLLIBER — The Virtuoso Oboe; MC 2008, MCS 2088 LILI KRAUA-Mozart, Plano Concerto No. 19 in F Major; MC 2089, MCS 2089

NINA

VARIOUS ARTISTS-A Musical Odyssey; NL 1269

PARROT

TOM JONES-A-Tom-Ic Jones; PA 61007, PAS 71007 THEM-Them Again; PAS 71008

PHILIPS

BERLIOZ SYMPHONIE FANTASTIQUE-Lon-don Symphony Orch. (Davis); PHM 500-101, PHS 900-101 HINDEMITH LUDUS TOMALIS-Kabi Laretei, pianist; PHM 500-096, PHS 900-096

PIROUETTE

BACH: LITTLE MAGNIFICAT-Micheline Tes-sier; JA 19003, JAS 19003

RCA CAMDEN

LIVING BRASS-A Taste of Honey & Other Favorites; CAL 949, CAS 949 VARIOUS ARTISTS-The People's Choice of Great Talent; CAL 946, CAS 946

HOMER & JETHRO-Songs to Tickle Your Funny Bone; CAL 948, CAS 948

LIVING VOICES-Positively 4th Street & Other Message Folk Songs; CAL 947, CAS 947

947 ARTHUR MALVIN — Around the Block, Around the World & Singalong Around the World (CAL 1064, CAS 1064 MARVIN MILLER-Dr. Seuss Presents "If I Ran the Zoo" and Sleep Book; CAL 1076, CAS 1078

SOUNDTRACK-Roger Ramjet & the American Eagles; CAL 1075, CAS 1075

Eagles; CAL 10/5, CAS 10/5 VARIOUS ARTISTS-Lore of the West & Favorite Western Songs for Growing Boys and Girls; CAL 1074, CAS 1074

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Pearlean Gray

GREEN-SEA 104 (nationally dist. by Chess)



CLASSICAL MUSIC

Interpretation's the FOUR TO CUT Thing Now to DGG

HAMBURG - Classical disk production is now primarily a matter of interpretation and not repertoire, according to Kurt Kinkele, the top Deutsche Grammophon executive for distribution. Kinkele believes the time of repertoire building is past, and that classical production now involves a host of more subtle factors and considerations.

Kinkele contended in an in-Kinkele contended in an in-terview with the German na-tional daily newspaper Die Welt that hi-fi and stereo have revolutionized disk production. He credits the two stimulating dild cole disk sales. The world disk trade is in a

powerful uptrend, in Kinkele's view, and this uptrend is being fueled by interpretation more than repertory. To him, interpretation is not merely a mat-ter of artists but also of technical presentation (hi-fi and stereo) and merchandising con-

stereo) and merchandising con-cepts. **TV a Prime Factor** In this connection, TV has become a prime factor in disk sales, and the Grammophon executive takes it for granted that the video field will be ex-ploited by the disk firms, the disk firms disposing of the strigt. artists.

Kinkele surveys 1966 as a year of disk opportunity which will strengthen Grammophon's No. 2 position in the world disk market, just behind Britain's EMI group EMI group. Grammophon's partisans re-

gard the Hamburg firm as hav-ing applied to the disk trade the management principles of

Finland's Order of Lion to Ormandy

NEW YORK - Eugene Or-NEW YORK — Eugene Or-mandy, conductor of the Phila-delphia Orchestra, has been honored with the Insignia of Commander of the Order of the Lion of Finland for his "meri-torious services in promoting Finnish - American friendship." Olavi Mucki, Einnish Ambars Olavi Munkki, Finnish Ambas-sador to the U. S., made the presentation to Ormandy in Philadelphia last week.

Philadelphia last week. This year marks the 100th anniversary of the birth of Fin-nish composer Jean Sibelius. As part of the celebration, the Philadelphia Orchestra, con-ducted by Ormandy, has been performing a number of works by Sibelius. Ormandy, who re-cently celebrated his 30th an-eiversary as conductor of the niversary as conductor of the Philadelphia Orchestra, has re-corded exclusively for Colum-bia Records since 1943.

London Symphony, **Bernstein Session**

LONDON — For the third time Leonard Bernstein will re-cord in London with the Lon-don Symphony Orchestra. CBS has prepared for a three-day session following Bernstein's concert at the Royal Albert Hall April 17 for the recording of April 17 for the recording of Mahler's "Symphony of a Thousand."

The choirs and soloists taking part in the Albert Hall concert have also been engaged for the recording.

Deutsche Grammophon is owned 50-50 by the German electrical colossus Siemens and the Dutch electrical colossus Philips, which also operates the Philips disk firm in West Ger-many in competition to Gramworld Operation

Grammophon stresses world-wide operations, which are con-ducted through nine sister or-(Continued on page 62)

PRINCESS' TUNE

TOKYO — A lullaby written by Crown Princess Michiko in her high school days will be cut on record by four Japanese rec-ord companies. This was made possible through the Princess who donated the copyright to the Disabled Children Associa-tion of Social Welfare Council.

tion of Social Welfare Council. The Imperial Household Agency granted official release to King Records, Nippon Gra-maphon, Nippon Victor and Nippon Columbia who will issue the single, "Lullaby of Nemunoki," in April. The lyrics are by the Naozumi Yamamo-tol, Aceruad cavalities will serve to's. Accrued royalties will serve as a fund for the association to establish "Nemunoki Library."

Classical Rates High On Supraphon's List

PRAGUE -- Supraphon. PRAGUE — supraphon, prominent Czechoslovakian firm, is now recording 115 hours of being devoted to classical music, the label's leading export com-

modity. With With an annual production of 7 million disks, the distribu-tion is 5 to 2 in favor of poption is 5 to 2 in favor of pop-ular music but the export mar-ket takes 60 per cent of the classical output. A best-seller in the home market will sell about 200,000 records. Currently, the top-selling pop disks are "I'll Meet You in San Francisco," sung in English by Valdimar Matuska and "Bim Bom" by Jan Neckar. Neckar.

Biggest news is the growth of the eight year-old record club which now has 25,000 subscribers who agree to buy subscribers who agree to buy five LP's from 60 titles offered each year in eight editions of the club's magazine. While there is no reduction in prices—Czech LP's are low priced, selling for \$1.80 to \$3 in the current rate for foreigners, but one free rec-ord is given for each five pur-chased. Another club advantage is better covers, export conis better covers, export con-tainers instead of local con-tainers being used.

Dr. Ladislav Sip, a&r chief, who selects titles and artists for recordings, has a current library of 28 complete operas including all of the works of Bedrich Smetana and Leo Janacek and

most of the compositions of Anton Dvorak. While romantic Anton Dvorak. While romantic music is a big-selling item in the classical field, currently the greatest interest is in baroque, including recent recordings of works of Handel and Bach. All the latter's Brandenburg Concertos fall in this grouping. Club members, for instance, show a distinct preference for the baroque works. Special records are issued with the works executed at the much-frequented Prague Jazz Festival, but only those artists

Festival, but only those artists who sign contracts with Supra-(Continued on page 62)

Donizetti Opus To Be Revived

ROME - Teatro dell'Opera's annual practice of bringing back a seldom-heard opera has re-stored Gaetano Donizetti's "Ro-berto Devereaux" to the reperto be reper-toire this year. In the past two seasons successes have been scored with Giuseppe Verdi's "Attila" and Gioacchini Ros-sini's "Otello."

The work is being presented under the baton of Mario Rossi, with direction by Margaret Wall-man, and scenes and costumes by Attilio Colonello. Ruggero Bondino and Leyla Gencer sing the principal roles.

Opera Singer Singled Out

NEW YORK-Who'd have thought that an opera singer could have a hit single. But Fritz Wunderlich, who may ap-pear at the Metropolitan Opera pear at the Metropolitan Opera House here next season, has a Verve/Folkways single that has sold 20,000 in Chicago and is now spreading to other cities. The single is "Granada" and the hit is benefit of Wally Phillips of WGN. The air personality picked up the tune from a Poly-dor Records album and gave it heavy airolay. heavy airplay.

heavy airplay. MGM Records, who distrib-utes DGG product in the U. S., knew nothing about the venture until Jerry Schoenbaum, head of the U. S. operation, got a phone call. Morrie Price, presi-dent of the factory-owned Metro Distributors, said WGN was playing the record "like it was the National Anthem." Price surmised the tune was

Price surmised the tune was

available through DGG. Schoenavailable through DGC. Scholar-baum checked; next came a Verve/Folkways single, released the latter part of January. Scho-enbaum is also head of Verve/ Folkways. An album titled "Granada and Other Favorite Songs" will be released in March.

The single was so big in Chi-cago that Marshall Field department store, which normally does not carry singles, asked to sell this one.

DGG has previously released four operas by Wunderlich, fea-turing the works of Bach, Berg, Mozart and Strauss. Schoen-Mozart and Strauss. Mozart and Strauss. Schoen-baum said that Wunderlich, a lyric tenor, is in the same cate-gory of Joseph Schmidt and Richard Tauber. It's quite pos-sible that if and when Wunder-lich does come to the U. S. for his Met appearance, he may find birwelf aready a pon attist himself already a pop artist.

BEST SELLING CLASSICAL LP'S

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

OPERA, VOCAL AND CHORUS

- PRESENTING MONTSERRAT CABALLE-BELLINI AND DONIZETTI ARIAS: RCA Victor LSC 2868 (S), LM 2868 (M). 1
- MIRELLA FRENI-OPERATIC ARIAS: Angel S 36268 (S), 36268 (M).
- PUCCINI-La Boheme; Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M). 3
- BERC—Wozzeck; Lear, Fischer-Dieskau, Wunderlich, Berlin German Op. (Bohm): D.G.G. (2-12") 138991/2 (S), 18991/2 (M).
- OFFENBACH—Tales of Hoffmann; Gedda, Di Angelo, Schwarzkopf, De Los Angeles, London, Blanc, Benoit, Paris Conservatory Orch., Duclos Cho, (Cluytens): Angel (3-12'') S 3667 (S), 3667 (M). 5.
- BERLIOZ-Les Troyens; Crespin, Chauvet, Paris Op. (Pretre): Angel (2-12") S 3670 (S), 3670 (M).
- THE FABULOUS VICTORIA DE LOS ANGELES: Angel S 35971 (S), 35971 (M). 7
- SONCS OF SCANDINAVIA; Nilsson: London 25942 (S), 8.
- SCHOENBERG—Gurre-Lieder; Borkh, Topper, Engen, Fiedler, Schachtsschneider, Bavarian, Radio Orch. & Cho. (Kubelik); D.G.G. (2-12") 138984/5 (S), 18984/5 (M)
- WACNER—Cotterdammerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12'') OSA 1604 (S), 4604 (M). 10.

SYMPHONIC AND ORCHESTRAL

- MAHLER-Symphony No. 10; Philadelphia Orch. (Or-mandy): Columbia M2S-735 (S), M2L-335 (M).
- IVES_Symphony No. 4; American Sym. Orch. (Stokow-ski): Columbia MS 6775 (S), ML 6175 (M).
- NIELSEN—Symphony No. 3; Royal Danish Phil. (Bern-stein): Columbia MS 6769 (5), ML 6169 (M).
- STRAVINSKY—The Fairy's Kiss; Col. Sym. Orch. (Stra-vinsky): Columbia MS 6803 (S), ML 6203 (M). 4.
- MAHLER—Symphony No. 7; Utah Sym. Orch. (Abra-vanel): Vanguard VSD-71141/2 (S), VRS-1144/2 (M). 5.
- FIRST-CHAIR ENCORES, Vol. 1; Phila, Orch. (Ormandy) : Columbia MS 6791 (S), ML 6191 (M).
- TCHAIKOVSKY—Nutcracker (excerpts) / Sleeping Beauty (excerpts) /Swan Lake (excerpts); Phila. Orch. (Or-mandy): Columbia (3-12") D3S-706 (S), D3L-306 (M).
- BACH—Brandenburg Concerti & Suites; Berlin Phil. (Kara-jan) : D.G.G. (3-12") 138976/8 (S), 18976/8 (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).
- BRUCKNER-Symphony No. 9; Vienna Phil. (Mehta): London 6462 (S), 9462 (M). 10.

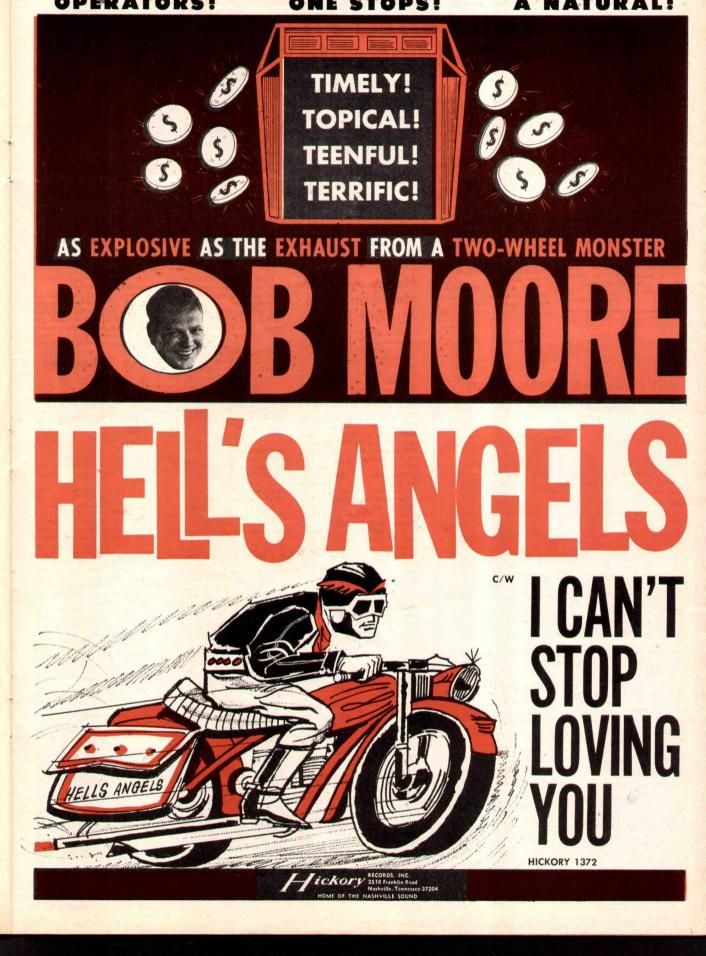
SOLO INSTRUMENT AND CONCERTI

- AN HISTORIC RETURN-HOROWITZ AT CARNEGIE HALL; Columbia (2-12") M25-728 (S), M2L-328 (M).
- TCHAIKOVSKY—Piano Concerti Nos. 2 and 3, Graffman, Phila. Orch. (Ormandy): Columbia MS 6776 (S), ML 6176 (M). 2.
- CHOPIN-Ballades 1, 2, 3, 4; Ashkenazy: London 6422 3. 5), 9422 (M).
- BACH—Well-tempered Clavier, Book 1, Vol. 3; Could: Columbia MS 6776 (S), ML 6176 (M).
- THE ARTISTRY OF ARTURO BENEDITTI MICHEL-ANGELI; London CS 6446 (S), CM 9446 (M).

CHAMBER MUSIC

- BEETHOVEN—Trio No. 6 (Archduke); Stern, Rose, Isto-min: Columbia MS 6819 (S), ML 6219 (M). 1.
- BRAHMS—Quartets (3) (Complete); Budapest Quartet: Columbia (2-12") M2S-734 (S), M2L-334 (M).
- BEETHOVEN—Quartets Nos. 7, 8 & 9 (Rasumovsky); Juilliard Quartet: Epic (3-12") BSC 152 (S), SC 6052 (M).
- SCHUBERT—Quintet in A (piano) "Trout"; Serkin, Schneider, Tree, Soyer, Levine: Vanguard 71145 (S), 1145 (M). 4.
- BRAHMS—Quintet in f for Piano & Strings; Serkin, Buda-pest Quartet: Columbia MS 6631 (S), ML 6031 (M).

56



FALENT



"Tuff Guitar Tijuana Style" is the latest Al Caiola album on United Artist records (UA 3473). "Help!," "Yesterday" and "Just a "Helpl," "Yesterday" and "Just a Little Bit Better" are among the dozen tracks that improve in flavor with the tasty Caiola treat-ment. Al is at his ingenious best throughout, with exciting arrange-ments that produce solid pro-gramming material. Al Caiola on tour, on television or on records, plays an Epiphone Al Caiola model guitar, which he helped design. Epiphone-choice of those who can hear the differof ence. (Advertisement)

Weill Perfect Fit ForToday:Gould

By MIKE GROSS

NEW YORK — In planning the arrangements for his cur-rent RCA Victor album, "The Two Worlds of Kurt Weill," conductor Morton Gould said that he was able to learn a lot as a composer. Gould, who be-lieves there's a resurgence of Weill's music in the offing, feels

Weill's music in the offing, feels that the late composer is as in tune with today's beat as he was when he was in his writing prime in the 1930's and 1940's. Gould said, "Weill's music is contemporary today because it is lean, contained and disci-plined." As a sidebar, Gould mentioned that Weill's early lyricist, Bertholt Brecht, wrote of social protest and that his lyrics could be considered the forerunner of today's so-called forerunner of today's so-called

As far as Weill's music is con-cerned, Gould also pointed out that in going over reams of material of the composer's Ber-

ATTENTION! ACTS • AGENTS • RECORDING ARTISTS PRODUCERS • ARRANGERS

THE 1966

THEATRICAL VARIETY GUIDE

will be published this spring, listing all franchised agents of A.G.V.A., Actor's Equity, A.F.T.R.A., S.A.G., recording companies, TV and movie studios, casting personnel, producers of TV commercials, advertising agencies, and many other valuable contacts from the variety field.

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MORTON GOULD

lin and Broadway theater pieces for the album, he became more and more convinced that Weill's (Continued on page 62)

Nancy Ames at Home on Wide **Musical Range**

NEW YORK - There are many sides to Nancy Ames and they are all quite pleasing. In her return to the Royal Box of the Americana on Feb. 28, for a two-week run, she displayed a multifaceted singing technique to advantage with a variety of moods and melodies that, for the most part, rang the bell.

Miss Ames, who records for Epic, has come to the Royal Box with a big act that was fash-ioned for her by Joe Sherman, who also conducted the orcheswho also conducted the orches-tra on opening night. The rep-ertoire range, after a brassy be-ginning with "To the Ends of the Earth," covers a sentimen-tal folk item, "Johnny I Hardly Knew You"; a novelty, "Little Boxes"; ballads "Time After Time" and "I'll Be Seeing You," Beatles; "Michelle"; show tunes from "Sweet Charity," "Where Am I Going" and "If My Friends Could See Me Now"; a Latin medley, as well as "Mala Latin medley, as well as "Mala-guena Salerosa," a dramatic number which she self-accom-panies on a 12-string guitar for added impact.

Through these and some others that further broaden her range, Miss Ames hits the high notes and the low notes in a way that gets the meaning of the song across in no uncertain terms.

She's come a long way since was just known as the "This she was just known as the "This Was the Week That Was" Girl. She has a style of her own— and it works. MIKE GROSS

Signings



CLIVE DAVIS, seated left, administrative vice-president of Columbia Records, signs in the Clancy Brothers and Tommy Makem for another term with the label. Shown with Davis are: Tommy Makem, seated right, and standing, left to right, Pat, Tom and Liam Clancy.

P, P & M Fill the Air With Sounds of Relaxed Music

NEW YORK-Whoever said folk music was commercially dead obviously has not attended a Peter, Paul and Mary con-cert recently. The talented trio filled Lincoln Center's Philharmonic Hall Friday night (25). The overflow crowd,* including 100 seated on the stage, totaled 3,100 and the concert grossed \$14,500 according to concert manager Charles Rothschild.

Performing a melange of their old, new and always familiar tunes, the group was frequently joined by the audience in an impromptu sing-a-long that showed the solid popularity en-joyed by the trio. Along with their old songs, "Blowing in the Wind," "If I Had a Hammer" and "San Francisco Bay Blues," the Warner Bros. recording art-ists also sang "Rising of the Moon," an adaptation of an Irish poem that is featured in Performing a melange of their Irish poem that is featured in their latest LP success, "See What Tomorrow Brings."

A notable aspect of the trio's live performance is their sure and easy manner of delivery within the disciplined framework of their instrumental and vocal styles. This relaxed atmosphere

styles. This relaxed atmosphere is a major reason for the con-tinued growth of their stature as performers and entertainers. Paul's comic ability ranks with the best of the stand-up comedians and is a welcome break in the program. He is always amusing and sometimes bilarious as he describes his inhilarious as he describes his in-fant daughter's role in his life and the kiddie TV shows that will influence her as she matures

The group's vocal and instruand is surely the finest in the tenuous field of modern folk music. All three have excellent



LESLEY MILLER, RCA Victor art-ist, listens to a playback of her latest record "He Wore a Green Beret." The company is backing the disk with a hefty promotion and advertising campaign.

solo voices and their blend is extremely harmonious

extremely harmonious. Currently on the Billboard LP chart with "See What Tomorrow Brings," their sixth successive hit album for Warner Bros, the trio is a hot commercial property and living proof that folk music is -big business. HERB WOOD

Kay Starr Like **\$** Million in Quarter Date

NEW YORK—Kay Starr was full bloom Tuesday night in (1) as she opened a three-week stand at the Latin Quarter. Singing such "rosy" tunes as "Sunshine, Lollipops and Rain-bows" and "Red Roses for a Blue Lady," the songstress cap-tivated the club's capacity crowd.

The Capitol Records artist The Capitol Records artist sparked as she performed her old familiar tunes, capped by her million seller of the 1950's, "Wheel of Fortune." Backed by a talented male vocal quartet, Four Men of Note, Mins Store Four Men of Note, Miss Starr's stint was highlighted by her rendition of "Nobody," a blues-oriented song which she dramatized by wearing a tramp cos-tume in the Judy Garland man-

ner. The singer played it for laughs and the audience re-sponded warmly. The vibrant vocalist pre-sented a fast-paced program which included several jazz waltzes, the tempo which made her vocal style famous. Along with her hit "Rock 'n' Roll Waltz," Miss Starr also sang "My Favorite Things" from "The Sound of Music," in jazz waltz time.

The singer's segment was the only bright spot in an other-wise dull show which consisted of a hodgepodge Parisian re-view of a highly, amateurish quality. HERB WOOD

NASHVILLE - Acuff-Rose NASHVILLE — Acuff-Rose Artists Corp. will package the opening day show at the Illi-nois State Fair for the eighth consecutive year. Howard For-rester, head of the agency, con-cluded negotiations last week with Bob Skinner of Midwest Promotions, local promoter for the Fair shows. the Fair shows.

This year's production will be staged Aug. 13. The cast, so far, includes Ray Price, Ferlin Huskey, Porter Wagoner, Connie Smith, Grandpa Jones, Carl and Pearl Butler, Ernie Ash-worth, Pete Drake and his band, L. D. Keller and the Promenaders and emcee Ralph Emery.

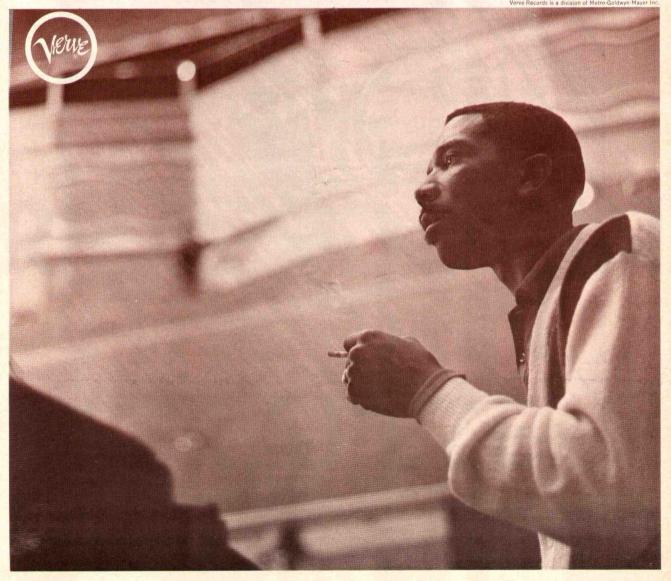
Jimmy Smith: he's got his MOJO workin' for you!

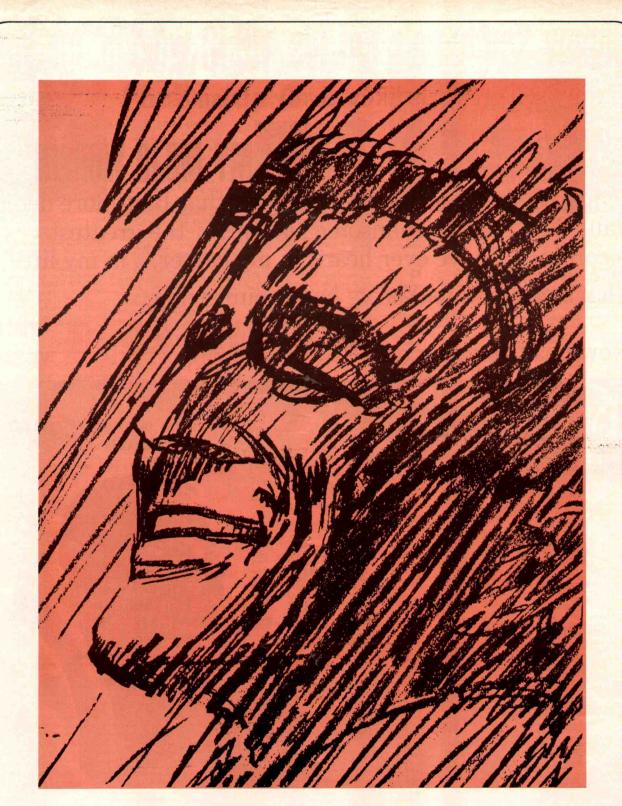
Jimmy sells records like nobody's business.

Unless it's yours.

Now, from his big hit album **GOT MY MOJO WORKIN** comes the hot new single. The track that Baltimore deejay Paul "Fat Daddy" Johnson calls "one of the greatest recordings I have ever heard in my career... in my life." That's our Jimmy. You've heard him swing.

Now hear him sing on GOT MY MOJO WORKIN' Parts 1 & 2 VK-10393





THANK YOU NARAS FOR YOUR NOMINATIONS

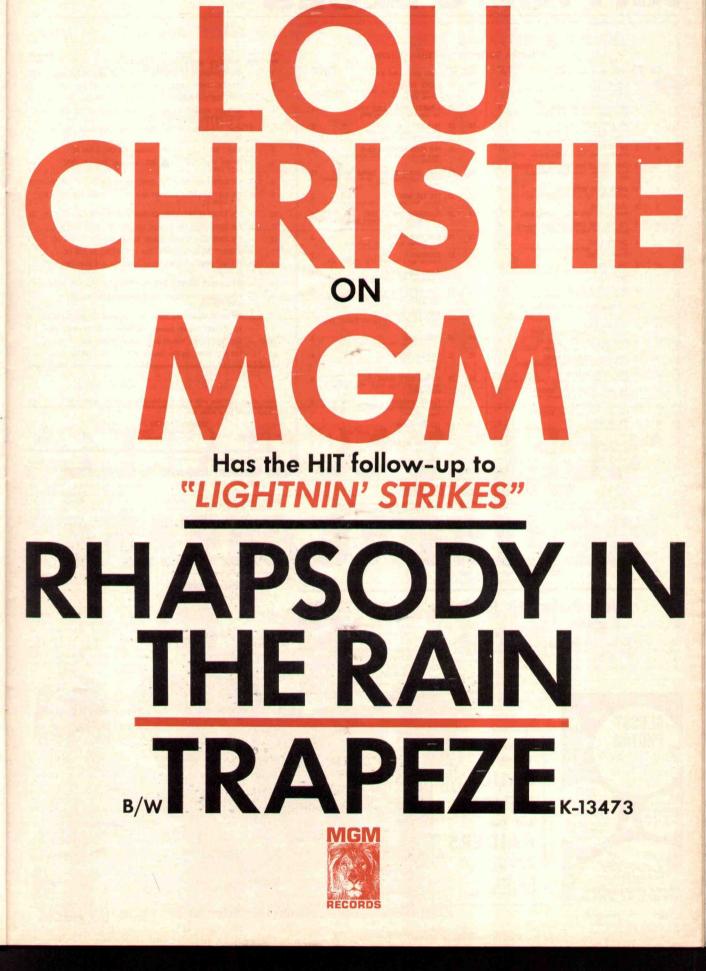
RECORD OF THE YEAR

THE SHADOW OF YOUR SMILE Love Theme from "The Sandpiper"

BEST MALE VOCAL PERFORMANCE

THE SHADOW OF YOUR SMILE Love Theme from "The Sandpiper" Thanks to Johnny Mandel for Writing the Song of the Year

TONY BENNETT



HYTHM & BLUES

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 3/12/66

This Week	Last Week	Title, Artist, Label & No. Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.
lboard ward	7	634-5789 4 Wilson Pickett, Atlantic 2320 (East-Pronto, BMI)	22	19	CLEO'S MOOD Jr. Walker & the All Sta (Jobete, BMI)
2	1	BABY SCRATCH MY BACK	23	20	A SWEET WOMAN LIKE Joe Tex, Dial 4022 (Tree, B
3	4	MY BABY LOVES ME	24	26	THIS CAN'T BE TRUE Eddie Holman, Parkway 96 Parkway/Stilran, BMI)
4	2	UP TIGHT	25	25	FOR YOUR PRECIOUS LO Jerry Butler, Vee Jay 715 ASCAP)
5	3	LOVE MAKES THE WORLD GO ROUND . 8 Deon Jackson, Carla 2526 (McLaughlin, BMI)	26	23	LOVE (Makes Me Do Fo Martha & the Vandellas, G BMI)
6	5	DON'T MESS WITH BILL 9 Mervelettes, Tamla 54126 (Jobete, BMI)	27	32	THE FAT MAN T-K-Os, Ten Star 104 (Scor
7	13	DEAR LOVER 4 Mary Wells, Atco 6392 (Jalynne, BMI).	28	38	SEARCHING FOR MY LO
8	8	I'M TOO FAR GONE (To Turn Around) 8 Bobby Bland, Duke 393 (M.P.I., BMI)	29	30	Bobby Moore & the Rhytl 1129 (Chevis, BMI) REAL HUMDINGER
9	6	CRYING TIME	30	22	J. J. Barnes, Ric-Tic 110
10	9	THE DUCK 15			RECOVERY Fontella Bass, Checker 11
		Jackie Lee, Mirwood 5502 (Keyman-Mirwood, BMI)	31	31	TEMPTATION WALK Entertainers IV, Dore 749
11	11	GOING TO A GO-GO	32	36	EASY GOING FELLOW Roscoe Shelton, Sound Sta Ann, BMI)
12	10	MY WORLD IS EMPTY WITHOUT YOU 7 Supremes, Motown 1089 (Jobete, BMI)	33	-	AIN'T THAT A GROOVE
13	14	DARLING BABY Elgins, V.I.P. 25029 (Jobete, BMI)	34	34	6025 (Dynatone, BMI) PHILLY DOG
14	15	STOP HER ON SIGHT (S. O. S)			Mar-Keys, Stax 185 (East,
15	21	THIS OLD HEART OF MINE	35	35	SMOKEY JOE'S LA LA Googie Rene Combo, Class BMI)
16	24	ONE MORE HEARTACHE 3 Marvin Gaye, Tamla 54129 (Jobete, BMI)	36	29	A HARD DAY'S NIGHT Ramsey Lewis Trio, Cadet
17	17	GET OUT OF MY LIFE, WOMAN	37	40	Unert, BMI) FUNNY CHANGES
18	18	I WANT SOMEONE. 5 Mad Lads, Volt 131 (East, BMI) MY ANSWED 7			Chuck Bernard, Satellite Agent, BMI)
19	12	MY ANSWER 7 Jimmy McCracklin, Imperial 66147 (Metric, BMI)	38	39	I'LL GO CRAZY James Brown, King 6001
20	16	YOU DON'T KNOW LIKE I KNOW	39	-	NO MAN IS AN ISLAN Van Dykes, Mala 520 (Ch
21	37	SHAKE ME, WAKE ME (When It's Over). 2 Four Tops, Motown 1090 (Jobete, BMI)	40	-	CHOOSEY BEGGAR Miracles, Tamla 54127 (.

ars, Soul 35017 60 (Cameo-OVE Gladstone, 5 3 nance-Money BMI) IVE Aces, Checker 2 3 (Myto BMI) 131 (Chevis, BMI) (Hillary, BMI) 4 age 7 2555 (Cape . 1 neus Flames, King 3 BMI) 4 1517 (Recordo. 6 t 5525 (Maclen 2 2008 (Special 2 (Lois, BMI) 1 (D. ha-Stew, BMI)

Jobete, BMI)

NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from merifing a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here

BILLY'S BAG . . . Billy Preston, Vee Jay 653 FALLING IN LOVE AGAIN Kelly Brothers, Sims 265 HAPPINESS IS ALL I NEED . . .

Z. Z. Hill, Kent 439

MY JUG AND I . . . Percy Mayfield, Gerald Wilson & Ork., Tangerine 957 ONE MORE TIME . . . Johnny Nash, Joda 105

(I'm Just a) FOOL FOR YOU . . . Gene Chandler, Constellation 167

TOGETHER TILL THE END OF TIME . . . Brenda Holloway, Tamla 54125

Weill Perfect Fit for Today

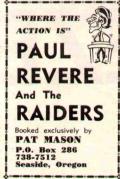
• Continued from page 58

music was pertinent to the mid-1960's because it was brittle, sharp and contained many of the jazz elements that spike

surpassed in Quality at any Price GLOSSY PHOTOS 1/2 C EACH 8x10 1000 LOTS \$10.98 per 100 Post Cards \$40 per 1000 100 8x10 COLOR INTED \$98.00 WE PROCESS YOUR COLOF FILMS tographers A Division of JAMES J. KRIEGSMANN 165 W. 46th St., N.Y. 36 PL 7-0233

the music young people go for today.

Gould has not yet scheduled any of the material used in the Weill album for his concert per-formances but he said that there was a strong possibility that at some point he would do so. As an orchestra conduc-tor Gould is scheduled to ap-pear with the Chicago Sym-phony for three weeks in June,



and three Promenade Concerts at New York's Lincoln Center in late June. He heads for England in early summer for con-cert appearances on the BBC and then will go to the Con-tinent for more concert dates. While in England, Gould also expects to do more recordings RCA Victor.

He releases three or four al-Scheduled for May release is Gould conducting the Chicago Symphony on Charles Inves "First Symphony." It is the first Prist Symphony. It is the first major performance of the Ives work. Paired with the "First Symphony" in the album will be "Variations on America," also by Ives, with an orchestration for organ by William Schumann.

As a composer, Gould is cur-As a composer, Gould is cur-rently writing settings for sym-phonies and bands; a full-length ballet with George Balanchine; a clarinet piece for beeny man; and a piano concerto. "I've been working on all of them for some time now," he admitted, "and they will even-tually jell." And, as far as writing for the Broadway theater is concerned.

Broadway theater is concerned, Gould, who composed the mu-sic for "Billion Dollar Baby" and "Arms and the Girl," is looking for the right property.

TOP SELLING R&B LP'S

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Weeks on Chart

sek	Last Week	Weeks on Title, Artist, Label & No. Chart
	1	MIRACLES GOING TO A GO-GO, Tamla T 267 (M); ST 267 (S)15
	2	TEMPTIN' TEMPTATIONS, Gordy G 914 (M); GS 914 (S)
	3	I GOT YOU (I Feel Good), James Brown, King 946 (M); (No Stereo)7
	4	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)
	7	GENE CHANDLER LIVE ON STAGE IN '65, Constellation 1425 (M); (No Stereo)
	5	HERE I AM, Dionne Warwick, Scepter, 531 (M); S 531 (S)
	9	CRYING TIME, Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)
	6	THE SUPREMES LIVE AT THE COPA, Motown 636 (M); ST 636 (S) 15
	10	THE BEST OF LITTLE ANTHONY AND THE IMPERIALS, DCP 3809 (M); DCS 6809 (S) 2
R.	-	SAM COOKE AT THE COPA, RCA Victor LPM 2970 (M); LSP 2970 (S) 24
	8	THE DUCK, Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S) 3
	-	THE FOUR TOPS SECOND ALBUM, Motown 634 (M); ST 634 (S) 9
	-	COMFORT ME, Carla Thomas, Stax LP 706 (M); SD 706 (S) 1
į.	-	GOT MY MOJO WORKING, Jimmy Smith, Verve V 8641 (M); V6-8641 (S)
	-	TED TAYLOR'S GREATEST HITS, Okeh OKM 12113 (M); OKS 14113 (S). 1
;	-	RIDIN' HIGH, Impressions, ABC-Paramount ABC 545 (M); ABCS 545 (S)
1	-	THE PRIME OF MY LIFE, Billy Eckstine, Motown 632 (M); S 632 (S). 8
3	-	THE VILLAGE CALLER, Johnny Lytle, Riverside 480 (M); 9480 (S) 1
,	-	THE "NEW" LOOK, Fontella Bass, Checker LP 2997 (M); ST 2997 (S). 1
)	-	THE NEW BOSS, Joe Tex, Atlantic 8115 (M); SD 8115 (S)

NEW ACTION R&B LP's

er albums registering solid sales in certain markets and appearing to be a week away m meriling a listing on the national Hot R&B LP chart above. All records on the chart not eligible for a listing here.

DEDICATED TO YOU ... Manhattans, Carnival CMLP 201 Manhattans, Car (M); (No Stereo)

Classical Rates

Continued from page 56

phon are used. This assures foreign jazz artists, particularly Americans, that their works will not be pirated. Where festival taping is not satisfactory, per-formances are often repeated in the studios.

Supraphon issues a special

It's Interpretation

Continued from page 56

ganizations placed in strategic areas of the world, including the U. S. and Japan.

Grammophon's international operations are concentrated on classical production, which is conceived in Hamburg, pressed in Hanover, then marketed around the world.

To Grammophon, pop means primarily domestic production, and Grammophon prefers that and Grammophon preters that each affiliate develop and op-gram. In West Germany, pop is produced by Grammophon's Polydor pop subsidiary. By concentrating on classical

music of the highest quality in the international market; Grammophon has acquired a unique image. At the same time, by

image. At the same time, by encouraging its foreign affiliates to develop their own national pop programs, it manages to participate fully and profitably in the pop market. But the flag Grammophon flies most proudly is that of un-surpassed classical production, and Kinkele credits Grammo-phon's preoccupation with clas-sical—which the Germans call E (for Ernst or serious) Music— E (for Ernst or serious) Music— for having placed and kept Grammophon ahead of RCA and CBS in the world market.

foreign catalog of export disks which is destined particularly for the countries which are its for the countries which are its greatest customers. These in-clude most of Eastern Europe, United States, Great Britain, France, Germany and Italy. Among foreign classical artists, top sellers are Dietrich-Fischer Dieskau and Richter and con-ductors Paul Kletzky and An-tonic Bedrotti tonio Pedrotti.

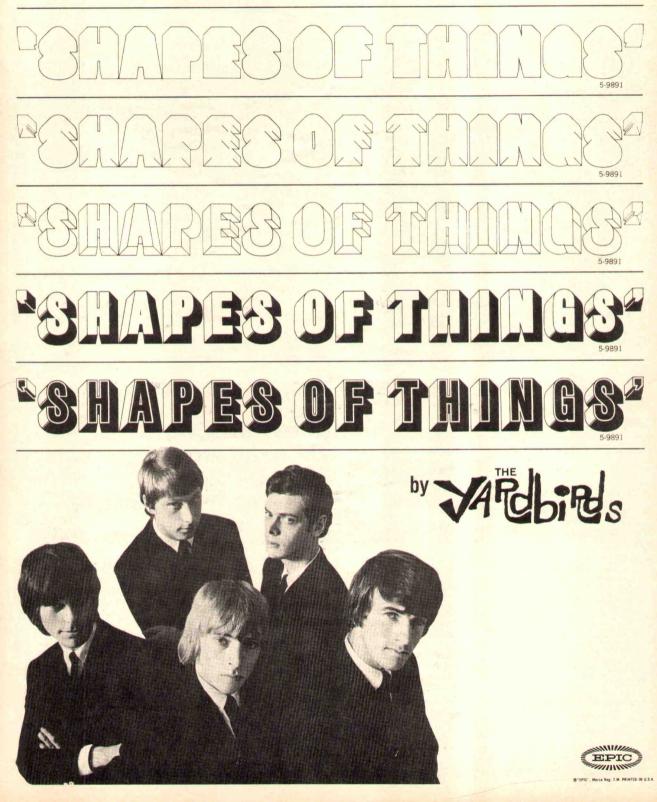
New 1966 export catalog in English language contains 166 pages with listings by composer, interpreter, classical music, na-tional music, anthems - 49 of these are available - fairy tales in five languages, series, inin five languages, series, in-cluding the scholarly Musica Antiqua Bohemia, and numerically. Certain recordings are available only in 11 European and Asian countries of Com-munist political standing. Color reproductions of 96 covers are included.

Carolyn Hester Returning to U. K.

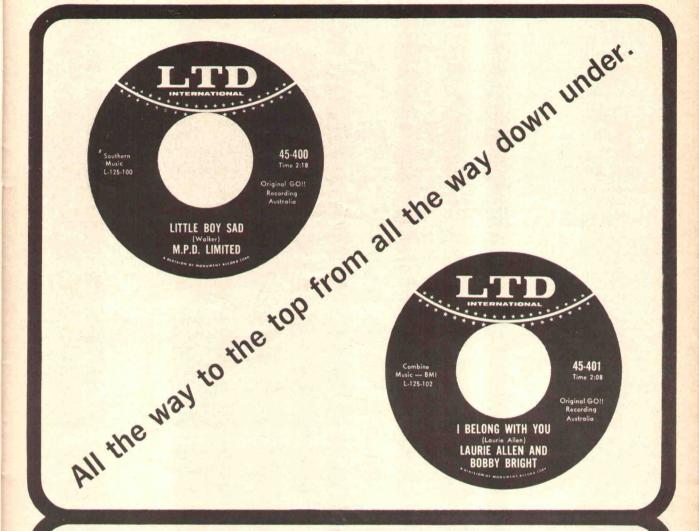
NEW YORK — Folksinger Carolyn Hester is returning to England for her fourth major tour in the past 12 months. As the result of the success of a BBC program devoted entirely to the singer, the British network has invited her back to do a second special and is financing second special and is linancing the entire trip to ensure the art-ist's availability. In addition, she will again be featured on "The Eammon Andrews Show" on March 20 (the British equiv-elast of the "Tomisht Show") alent of the "Tonight Show") and will perform in a number of concerts in London and Edinborough.

Miss Hester, who records for Dot Records and its Eng-lish affiliate, Pye, will be leav-ing March 13, for a two-week

Shaping up into a big hit single...



Mr. Bill Tallant Here's a new one for you...a "fan" letter from an artist! And Capitol Records Hollywood, California As you know Bill, I spend an awful lot of time on the road, and consequently I'm in constant touch with your field staff. In the last few years, I guess I've worked in every major city in the country. In each town that I hit. I have had the Dear Bill: one that's long overdue, at that. in the country. In each town that I hit, I have had the benefit of Capitol's "hip" sales and promotion teem the in the country. In each town that I nit, I nave nad the benefit of Capitol's "hip" sales and promotion team. Th take advantage of my presence by arranging appearances, take advantage or my presence by arranging appearances, interviews and lots of ballyhoo for my Capitol product. interviews and lots of ballyhoo for my tapitol product. It doesn't matter whether or not I have a record on the charts, doesn't matter whether or not 1 have a record on the charts, your boys are on tap to be sure that we touch all the promotional bases. Believe me, it's appreciated. I help them, but they've helped me even more. So Bill, without sounding "corney" or sentimental, let me conclude by saying "thanks" to a dedicated and knowledgeable team...the Capitol Field Men. They're the best in the business! As one of <u>our</u> hits goes, "I LOVE YOU MORE AND MORE EVERY DAY." but they've helped me even more. EVERY DAY." demartino I've just learned that our new release, THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP, Capitol (5598) just hit the Billboard Hot 100 at 81 with a star! The boys P. S. are doing it again!



Monument is proud to launch its new LTD label with two records that were monumental hits in Australia.

LTD distributors:

SOUTHLAND DIST. BAY STATE DIST. ARNOLD DIST. JAMES H. MARTIN, INC. SUPREME DIST. MAIN LINE DIST. B & K DIST. DAVIS SALES MID AMERICA DIST. MERIT MUSIC SUNLAND SUPPLY MUSIC SERVICE CO. ALLIED DIST. UNITED DIST. ATLANTA, GA. BOSTON, MASS. CHARLOTTE, N.C. CHICAGO, ILL. CINCINNATI, OHIO CLEVELAND, OHIO DALLAS, TEXAS DENVER, COLO. DES MOINES, IOWA DETROIT, MICH. EL PASO, TEX. GREAT FALLS, MONTANA HARTFORD, CONN. HOUSTON, TEX. JOHN ROBERT CO. PRIVILEGE DIST. RECORD SALES CAMPUS DIST. H. LIEBERMAN CO. MUSIC CITY DIST. ALL STATE DIST. DELTA DIST. DAVID ROSEN, INC. HAMBURG BROS. STANLEY DIST. COMMERCIAL MUSIC GERBER DIST. SCHWARTZ BROS. MICROPHONE MUSIC INDIANAPOLIS, INDIANA LOS ANGELES, CALIF. MEMPHIS, TENN. MIAMI, FLA. MINNEAPOLIS, MINN. NASHVILLE, TENN. NEWARK, N.J. NEW ORLEANS, LA. NEW YORK CITY, N.Y. PHILADELPHIA, PA. PITTSBURGH, PA. SEATTLE, WASH. ST. LOUIS, MO. SYRACUSE, N.Y. WASHINGTON, D.C. HONOLULU, HAWAII

NARM Growth Indicates Wholesaling Expansion

MIAMI BEACH-The National Association of Record Merchandisers, gathered here at the Fontainebleau Hotel for its Eighth Annual Convention, is at the peak of its power and influ-ence, with the future promising an even more prosperous era. According to Jules Malamud, NARM's executive director, regmore than 500, which amounts to a 50 per cent increase over

"When I first joined NARM," "When I first joined NARM," Malamud recalled, "the organ-ization had had between 25 and 28 members. Today, the mem-bership of 70 includes about 14 of the original people, and many changes have come to the industry

Today NARM's area of merchandising takes in virtually the entire area of record wholesaling, since the organization represents not only rack jobbers but also distributors. ARMADA, formerly the distributors' trade association, merged with NARM, and it is estimated that some 50 distributors are represented at this convention.

A Dynamic Industry

Malamud, commenting on the changing record merchandising scene, stated: "This is a dy-namic industry; one cannot stand still; rather, one must ac-cept and embrace growth-for if you do not grow you cannot stay with it."

ABC-PARA'S KIDDIE LP'S **REACHING 40**

NEW YORK -ABC-Paramount, the latest label to enter the kiddle business, has ex-panded its children's album cat-alog to 40 with four LP's re-leased this spring.

The kiddie line is Simon Says, which is headed by Dick Shapiro and distributed by ABC-Paramount. The releases are "Puff the Magic Dragon," "A Treasury of Fairy Tales," "Snow White and the Seven Dwarfs" and Peter Rabbit."

This isn't ABC-Paramount's initial entry into the kiddle field bineyland was formed, ABC-Paramount was the first distrib-utor. It hasn't handled the line for several years.

In the three years that Simon Says has been in operation, the album catalog has increased from an initial release of 12 to

Suggested list prices are \$1.89 or albums and 29 cents for for singles





GRT ENTERS 4 & 8 TRACK CARTRIDGE MARKET

Percent

Percenta Percenta

GENERAL RECORDED TAPE, INC. 1262 Lawrence Station Road Sunnyvale, California

He noted, however, that growth must occur in a realistic growth must occur in a realistic way--hence the theme of this convention: "Planning for Prof-its." Malamud predicted that the expansion of the record in-dustry, plus the new era of the tape cartridge, would result in an unprecedented wave of pros-perity. He, cautioned however that planning must be of a re-alistic nature. "Solidity and fialistic nature. "Solidity and II-nancial stability are requisites," he said, "to healthy growth." Malamud added: "Educational activity among the membership is the real function of a trade organization—to teach, to plan and to keep informed. In this way we ensure the future." The executive continued: "We

want more people to think in terms of solid growth, and to help them do this we will make available to them research and knowledge derived from various levels of industry and government; we will also make available the necessary personal contacts

Looking back to the early years of the decade, and beyond that to 1958 when NARM held its first directors' meeting, Malamud reminisced:

2 Kinds of Rackers

"The early rack jobbers were of two kinds. One was the mer-

chandiser who was not essen-tially a record man; rather, he very likely was in such fields as health and beauty aids, toys, etc. The second type was record-oriented. Typical were such pioneers as Elliott Wexler, Mon-roe Goodman, AL Bercovitch roe Goodman, Al Bercovitch and the like. These people made their entry through drugstores and supermarkets. Wexler started in Philadelphia with Music Mer-(Continued on page 80)

NEW LIFE FOR GRAND AWARD

NEW YORK — Grand Award, a prestige label in dur-ing the 1950's, will be re-acti-vated this month as a budget vated this month as a budget label. The label was founded in 1955 by Enoch Light as a full list line. It became dormant in 1959 with the start of the Com-mand label, and with all the efforts going to Command efforts going to Command. Now Grand Award is ABC-

Paramount's budget label, and it will draw from the more than 100 albums in the old GA catalog and record new material. Grand Award product will list

for \$1.98.

1966 NARM CONVENTION

Leader Sales

Silver, Leonard Major Record Corp. Pockrandt, Robert Silverman, Jack M Major Record Service

Gleit, Sol Grossman, Jack Rossman, Marvin Mcrshaw of America Rosenstock, Simon Schlang, Charles

Schlang, Charles Shuman, Stanley Mid America Specialty Dist. Rosen, Howard Modern Record Service Berry, George A. Chachere, J. R.

Moore, E. Merco Enterprises

REGISTRATION REGULAR MEMBERS

All Label Record Service Budin, Cary Budin, Hess Almor Playtime Co. Hyman, Albert A. Beacon Record Distributors Zeidman, Reuben Bertel Distributing Co. Seigel, Herbert Billinis Distributing Co. Billinis, John Rasmussen, Ronald Brown Sales Co. Brown, Gradu Cal Raks, Inc. Bartel, Ben Hartstone, George Canfield Supply Service Canfield, Robert R. D and H Distributing Co. Corsetti, Endo Press, David Rainess, Julius Disceries, Inc. Glaser, Carl Glaser, Disco, Inc. Traub, Fred District Records District Recores Jacobs, Jay Schwartz, James Dixie News Co. Braswell, Timothy A. DeWitt Brown Braswell, Timothy A. Brown, DeWitt Brown Gate City Record Service Friedman, Gerald Pousman, Ted Goldstate Record Distributing Co. Lieber, Marvin Wolk, Allan Gordon Sales Co. Jaffe, Stanley Sulman, Harold Sulman, Stanley

- I. J. Morgan Co.
- J. L. Marsh Co
- Heilicher, Amos Swatez, Manuel Knox Record Rack Co.
- Morrison, Sam N. L and F Record Service Geldbart, Jack J.

Musical Isle Record Corp. Kotecki, John McDermott, Marvin Milto Music City Record Racks Becker, Glen C. Music Merchandisers of Denver Davis, S. William National Merchandising Services Corp. Goughan, Larry L. National Record Service, Inc. Hill, Wally New Deal Record Service Corp. New Deal Record Servi Klayman, Louis Levine, Alfred Oklahoma News Co. White, Stanley E. Park Record Distributor Stein, Edward E. Pica-Tune, inc. Edgerton, John Watson, David F. Pioneer Distributing Co. Brown, William Driscoll, Alvin Pak Sales, Inc. Rak Sales, Inc. Chotin, Alfred

R and R Record Distributors Kennedy, Robert Sundling, Richard

(Continued on page 80)

NARM Rack Jobbing Study: 1965 NARM MEMBERS AND THE DISCOUNTING PICTURE

The gross dollar volume in record sales racked up during 1965 by NARM members totaled \$202,677,000, an increase of \$62,826,912 or 44.9 per cent over 1964, when the gross totaled \$139,850,088.

The survey represents the fifth annual report on the business operations of the regular members of the National Association of Record Merchandisers, Inc. The increase in dollar volume is viewed as reflecting the broader scope of the business of NARM members, and also the increase in membership (as indicated by executive director Jules Malamud in separate story).

The survey shows that 94 per cent of NARM members showed an increase in volume over last year; three per cent maintained the same volume, and three per cent showed a decrease. Details of the survey cover all facets of record merchandising and are in the adjacent charts.

GROSS DOLLAR VOLUME BY TYPE OF RETAIL OUTLET

Retail Outlet	Gross Dollar Volume 1965	Gross Dollar Volume 1964	% of Total 1965	% of Total 1964
Variety Stores	\$51,505,002.00	\$38,039,223.94	25.4%	27.2%
Department Stores	_ 29,590,842.00	19,299,312.14	14.6%	13.8%
Discount Department Stores	64,856,640.00	40,696,375.60	32.0%	29.1%
Supermarkets	15,808,806.00	13,285,758.36	7.8%	9.5%
Drug Stores	18,443,607.00	13,425,608.45	9.1%	9.6%
Service PX's	13,148,961.00	11,467,707.22	6.5%	8.2%
Record Stores	8,309,757.00	not included	4.1% no	t included
Miscellaneous	1,013,385.00	3,636,102.29	.5%	2.6%
	\$202,677,000.00	\$139,850,088.00	100%	100%

TOTAL NUMBER OF RETAIL OUTLETS SERVICED BY NARM MEMBERS:

1965

21,1	00	
04.004	1043	

1964	24,004	1963		
Ratall Outlet	Total Number 1965	Total Number 1964	% of Total 1965	% of Total 1964
Variety Stores	9614	8727	34.7%	36.5%
Department Stores	1053	704	3.8%	2.9%
Discount Department Stores	1995	1268	7.2%	5.3%
Supermarkets	6594	6220	23.8%	25.9%
Drug Stores	5486	4980	19.8%	20.7%
Service PX's	388	319	1.4%	1.3%
Record Stores	914	not included	3.3%	not included
Miscellaneous	1662	1786	6.0%	7.4%
	27,706	24,004	100%	100%

COMPARISON OF GROSS DOLLAR VOLUME

1965 Gross Dollar Volume 1964 Gross Dollar Volume	\$202,677,000 139,850,088		
Increase	\$ 62,826,912	.00	
	1965	1964	1963
age of NARM members showing increase over last year	94%	85%	63.5%
age of NARM members maintaining the same volume	3%	12%	29.1%
age of NARM members showing decrease over last year	3%	3%	7.4%
	100%	100%	100%

1965 1964 1963 1962

at discount in ALL locations	61.6%	50.0%	43.5%	42.9%
Percentage of NARM members selling records at discount in MOST locations	28.2%	23.1%	30.5%	28.6%
Percentage of NARM members selling records at discount in SOME locations	5.1%	19.2%	22.1%	28.5%
Percentage of NARM members selling records at discount ONLY ON CERTAIN PRODUCT	5.1%	7.7%	3.9%	0.0%
	100%	100%	100%	100%

GROSS DOLLAR VOLUME AND TYPE OF PRODUCT SOLD BY SPEED (RPM)

	SOLD	DI SPEED	(AFM)	
	% of Dollar Yolume 1965	% of Dollar Volume 1964	Total 1965	Totel 1964
Singles	16.3%	17.8%	\$ 33,036,351.00	\$ 24,893,315.66
EP's	.3%	.6%	608,031.00	839,100.53
Kiddie (other than LP)	2.2%	3.6%	4,458,894.00	5,034,603.17
Long Playing Records	81.2%	78.0%	164,573,724.00	109,083,068.64
	100%	100%	\$202,677,000.00	\$139,850,088.00
	LONG P	LAYING RE	CORDS	
	% of Dollar Volume 1965	% of Dollar Volume 1964	Total 1965	Total 1964
Monaural	57.3%	59.4%	\$ 94,300,744.00	\$ 64,795,342.80
Stereo	42.7%	40.6%	70,272,980.00	44,287,725.84
	100%	100%	\$164,573,724.00	\$109.083,068.64

CATEGORIES OF ALBUM PRODUCT LONG PLAYING RECORDS

	1965	1964	1963	1962
Popular, Vocal	37.4%	37.1%	45.5%*	39.9%*
Popular, Instrumental	13.0%	14.0%	43.3 /0	34.4 /0
Country and Western	19.7%	18.5%	21.4%	15.2%
Folk	6.4%	7.4%	10.7%	5.3%
Comedy	3.1%	4.2%	5.7%	11.1%
Original Cast and Movie Sound Track	9.5%	7.8%	6.7%	9.9%
Jarr	3.2%	3.4%	2.5%	3.8%
Kiddie	4.5%	4.5%	4.5%	4.9%
Classical	2.2%	2.2%	2.1%	2.5%
Sound and Percussion	NOT	INCLUI	DED	4.4%
Miscellaneous	1.0%	.9%	.9%	3.0%
	100%	100%	100%	100%

*included vocal and instrumental

BUDGET MERCHANDISE

						1902	
Gross Dollar Volume in Budget Merchandise			\$ 3	\$ 27,977,534.00			
% of LP Gross Dollar Volume	in Bud	lget Merc	han	dise		17%	
Type of LP Budget Product (by retail price)	% of Bude 1965	get Volume 1964		1965	TAL	1964	
\$.99 or less	50.3%	51.4%	\$	14,072,699.00	\$	10,428,777.64	
\$1.98 or less	46.0%	42.0%		12,869,666.00		8,521,569.42	
More than \$1.98	3.7%	6.6%		1,035,169.00		1,339,103.77	
	100%	100%	\$	27,977,534.00	\$	20,289,450.83	

March 12, 1966, BILLBOARD

66

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INITIAL RELEASE



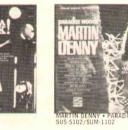


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K SLATKIN









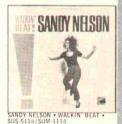














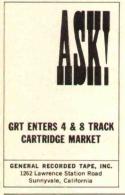


SUNSET... the new economy leader

RCA Looks to Rack Jobbers to **Boost Sales of Budget Stereo 8's**

By CLAUDE HALL

NEW YORK-In the belief that rack jobbers will play an even greater role in the distribution of stereo tape CARtridges than they have in selling records, RCA Victor Records has been basing its selection of rack jobbers for its Stereo 8 cartridge on how well it has marketed



RCA Camden, the label's econ-

omy-priced record line. Besides the regular RCA Vic-tor catalog on Stereo 8 car-tridges, RCA Camden has more than 40 tapes in distribution and is releasing more each month, said Ray Clark, head of the economy line. "I think rack jobbers can do a good job on dis-tributing cartridges," Clark said. "In the last five years, business is up 147 per cent for RCA Camden alone and rack jobbers are a vital distribution area for the label because of their ability to reach an expanded distribu-tion area."

A Double Function

Rack jobbers, he added, "as far as RCA Camden and Vic-trola are concerned, are not only distributors" . . . but also good merchants "because they have a special know-how on how to merchandise effectively an economy line." There was no doubt that com-

pany like RCA Victor could exist without an economy line. "But an economy line is necessary to keep costs down at the factory level. It keeps the presses running, employees workingthus lower turnover and retrain-ing problems, and lowers the per unit cost of all records, in-cluding those turned out on the

main label. "RCA Camden is a plus busidollar of the business of the major line. We could come out tomorrow with an artist doing every song of Barry Sadler's "Ballad of the Green Berets" album and not hurt one of the

album and not hurt one of the Sadler record. People, in fact, might buy them both." This is why Clark pays atten-tion to the suggestions of rack jobbers as well as distributors regarding potential new product. Last year, the label released "Living Voices Sing Music From Mary Poppins" as a direct re-quest from a racker and "it was one of our five best sellers of the year. That's why I'm con-stantly visiting rackers and prodstantly visiting rackers and prod-ding them for suggestions. Nine of the more than 40 releases we had last year were suggested by

RCA Victor, Clark said, pio-neered in the rack field "and was the first to ever give them any help and endorse them as an important area of distribu-tion." The 12-year-old RCA tion." The 12-year-old RCA Camden, of course, was started prior to the advent of rackers. The original idea for the label was to release classical bulk ma-terial. In those early days, aliases were used to identify the ar-tists because it was felt that such an economy line might cheapen the elite image of RCA Victhe elite image of RCA Vic-tor's Red Seal classical label. Clark admits this did not lure the real classical fans. The label was sold directly to many dealers in those days—the big chain dealers mostly. Then the label expanded to include distributors. (Continued on page 80)

1966 NARM CONVENTION

REGISTRATION ASSOCIATE MEMBERS

Master, Jerry Raiken, Shy ABC Paramours Cahn, Alin Rad Cahn, Alin Rad Cahn, Alin Rad Shapiro, Dick All South Distributing Co. Hildebrand, Henry All-State New Jersey Koenig, Sherman Allstate Record Distributing Golden, James Howard, Lee Walker, Ed Alpha Distributing Co. Apostoleris, Harry Ambasader Record Corp. Massler, Jerry Alpha Distributing Co. Apostoleris, Harry Ambassador Record Corp. Kasen, Martin Merenstein, Lewis Rosenblatt, Abe Sparago, Bernie Amberg File & Index Co. Ackland, Kenneth Amberg, Peter W. Amberg, Peter w. AdM Records Fead, Bob Friesen, Gil Moss, Jerry Mulhern, Bill Allantic Records Bodansky, George Erregun, Ahmet Kole, Hen, Bill Bot, Joseph Bell Records Dothalm, Fred Dothalm, Fred Dothalm, Fred Detribuing Co. Hantika, John Satakia, John A&M Records Calectron Kirk, Merritt B. Cameo Parkway Records Geartner, Clark Geartner, Clar Shifrin, Jerry Capitol Records Dist. Corp. Max Catena, Rocco Chaum, Elliott Gilmore, Voyle Gortikov, Stanley Lathouwers, Maurice Livingston, Alan W. Meggs, Brown Pepper, Wade Tallant, William B. Tallant, D. Chess Record Corp. Colpix Records Katzel, Bud Sill, Lester Columbia Records Adler, Norman Altschuler, Bob Baumstein, Morris

A A Records

Burkat, Leonard Davis, Clive Durkin, William Gallagher, William P. Ginetr, Floyd Goldstein, Alvin Jay, George Kavan, Stanley Koppel, Lou Lieberson, Goddard Leetz, Jack Lundvall, Bruce Lyons, Joseph Roberts, Cal Weiss, Gene Wynshaw, David Wynshaw, David Connoisseur Record Corp Geller, Jerry Gross, Aaron Rosenberg, Henry Stein, Ralph Constellation Records Abner, Ewart G. Sheppard, William Sheridan, Art Cortina Co. Cortina Co. Livesey, Robert Crown Records Bihari, Jules Bihari, Saul Panos, George Cryogar Panos, Cryovac Bylenga, Peter Kroll, William Wood, Robert David Rosen, Inc. Derfler, Irvin Decca Records a Recursor Claude Brennan, Claude Goldberg, Sydney N. Schneider, Leonard Sebok, Louis Dee Gee Records Gilbert, Doris Gilbert, Martin Julian Disneyland Records Elliott, Robert Kadish, Martin Strohbach, Sandy Dot Records Dot Records Cooper, George Frazier, R. Vic Dumont Distributing Co. Dumont Distributing Co. Dumont, Don Eastern Record Distribut Godlewski, Richard Epic Records Frank, Fred Hoffman, Mort Levy, Leonard S. Linn, Victor Fransen Corp. Singerman, Herman GNP Crescendo Records Norman, Gene Godwin Distributing Co. Godwin, Art Godwin, Art Grand Award Record Co. Goodman, Gene Trepel, Charles (Continued on page 80)



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Pickwick Racks Up \$7 Million During '65; 10 Million LP's Sold

MIAMI BEACH - Pickwick MIAMI BEACH — Pickwick International, headed by Cy Leslie, racked up billings of approximately \$7,000,000 in the low price field during the last fiscal year. Of this, the com-pany, which is publicly held, realized a net profit of \$305, 000. "We merchandise over 10,000,000 LP units a year," Leslie remarked, and added: "But the greatest potential is still to come."

"But the greatest potential is still to come." The pioneer record man es-timates that the potential of the record industry by 1970 is one billion dollars at retail. "Low-price lines will continue to grow, but more selectively." Leslie stated, adding: "People grow more knowledgele more grow more knowledgable, more sophisticated and they recog-nize values." Leslie continued: "I see new

areas for distribution, such as additional volume through mail order and various types of servicing organizations which are not now in the record busi-ness but have the capacity to support it. We are testing some support it. we are testing some of these areas now, such as the book industry. This will all lead to increased impulse purchases. These new areas, plus the normal growth of present record outlets and markets will be outlets and markets, will be important factors in the in-dustry's total expansion."

Children's Line The first operators in the

budget field, Leslie pointed out, were those in the children's record field. The product was marketed in chains, drugstores, supermarkets, via mail order, etc. These markets were opened for major record product by the budget and low-priced lines. Leslie added that the mass market concept and price con-cept thus developed by Pick-wick and other operators in the low and budget fields were low and budget fields were tremendous factors in expanding the total dollar volume. In fact, he said, this type of market, plus the effect of technological development, were crucial in the industry's growth. Foreign Market

Foreign Market In considering the industry's potential, Leslie does not over-look the foreign market. He said: "We were the first to open a company in England to ex-ploit the potential in the low price field. This was three years are one and sales years ago. . . . and sales broadened with the opening of new markets, just as occurred in the United States. Gradually, EMI and others are widening their operations in the low price and the future is very because buyers have not field: large, as much to spend as in the States. The same thinking is applicable to the Continent." Leslie added: "The basis of our British operation, Pickwick International of Great Britain,

Ltd., is the belief that this market traditionally is five years be-hind the American industry." He added that Pickwick is now

He added that Pickwick is now distributing on the Continent, using England as a base. About two months ago, rec-ognizing the same possibilities in Canada, Pick International opened a Canadian operation, Pickwick of Canada Ltd. This entailed signing an exclusive entailed signing an exclusive long-term distribution agreement with Capitol Records (Canada) Ltd., for the distribution of Pickwick-33, Hilltop, Cricket children's albums, Design Tapes and "Instant" Learning Records in Canada.

Product Improvement

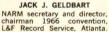
Leslie notes that product improvement has been an impor-tant factor in the development of the low-priced field. He points to Pickwick-33 as an example of a full vinyl, quality record with regard to packagrecord with regard to packag-ing, engineering and other as-pects of the whole. "We don't have the cost of promoting new releases... and we don't have the cost of the record session. ... and we don't have the expense of artists who never make it... therefore, our operation avoids the expense of the bombs." One of Leslie's enthusiasms

the bombs." One of Leslie's enthusiasms is the Hiltop country line. This has been so well received that (Continued on page 72)



Who's Who at NARM Convention







JULES MALAMUD NARM executive director



CHARLES H. SCHLANG Chairman, NARM Awards Ban-quet, Mershaw of America, Albany, N. Y.



NARM president and director, Modern Record Service, New Orleans



IRWIN STEINBERG Executive vice-president, Mer-cury Records. Keynote Speaker.



Gordon Sales. Co., Seattle. Director.



JOHN BILLINIS NARM treasurer and director, Billinis Distributing Co., Salt Lake City.



JOHN ENDERS Senior account executive and vice-president, Lionel D. Edie Co. Featured speaker.



AMOS HEILICHER J. L. Marsh, Minneapolis. Director.



DR. ALTON F. DOODY Associate professor, Ohio State University. Featured speaker.



DON AYERS Record Wholesalers, San Francisco. Director.



CECIL STEEN Recordwagon, Inc., Woburn, Mass. Director.



STANLEY JAFFE



Indie Distributors Don't Put All Their Eggs in One Basket

NEW YORK record distributors are an adventuresome lot. According to Billboard's Market Research Department, nearly 9 of 10 distributors are engaged in some other business.

Of these diversified distributors, 60.6 per cent handle rec-ord accessories, 48.5 per cent own at least one record label, 45.5 per cent distribute phonographs, and 42.4 per cent dis-tribute pre-recorded and blank

tape. Other sidelines are: tape re-Other sidelines are: tape re-corders, 30.3 per cent; tape car-tridges, 21.2 per cent; one-stops, 15.2 per cent; leased depart-ments, 6.1 per cent; other dis-tributorships, 15.2 per cent, and appliance, 21.2 per cent. Best Customers

Best Customers Rack jobbers are the best customers of the distributors, ac-counting for nearly a third of their dollar volume. The next best customer is the discount store, accounting for 23.6 per cent of sales, while one-stops occur the acceleration of the store of the concurrence of the store of the account for another 10.5 per cent.

The traditional record dealer once the mainstay of the dis-tributors' business, now accounts for only 7.1 per cent of volume, while another 4.7 per cent went to juke box operators. The average distributor car-ries 26 lines, two up from the

previous year. Broken down, 18.9 per cent handle singles primarily, another 45.8 per cent handle both singles and albums, 28.5 per cent concentrate on al-

28.5 per cent concentrate on al-bums, and 6.8 per cent special-ize in budget lines. Gross Margins Here's the gross margins on product. Product listing for \$3.79 is bought for an average of \$1.75. Product listing for \$4.79 is bought for \$2.28. Prod-uct listing for \$5.79 is bought for \$2.67.

Nearly half of the distributors (48.6 per cent) feel that the 94-cent list price on singles should be maintained. Another 31.4 per cent would like to see the price dropped to 75 cents, while 14.3 per cent are in favor of an 85-cent list.

of an 85-cent list. Distributors aren't in favor of freebies, with 62.5 per cent vot-ing for their elimination. An-other 31.3 per cent would like to see them increased, and the remaining 6.2 per cent would like to see them decreased.

Those advocating changes in the freebies practice would like to see a standard price in the industry.

Distributors are pretty well split on what they consider the most important avenues of ad-vertising and promotion. Here's how it breaks down: Co-op radio time, 19.7 per

cent; co-op newspaper advertis-ing, 17.1 per cent; record hops, (Continued on page 80)

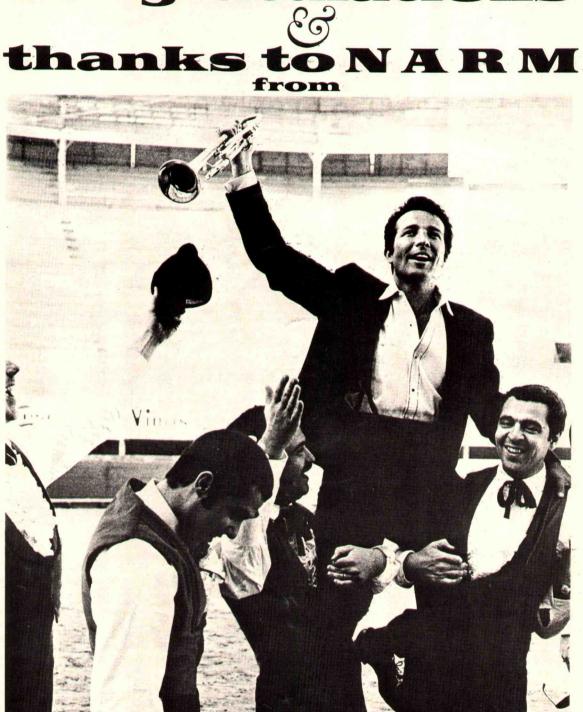


GRT ENTERS 4 & 8 TRACK CARTRIDGE MARKET

GENERAL RECORDED TAPE. INC. 1262 Lawrence Station Ro Sunnyvale, California



BAPPET TUANA BRA



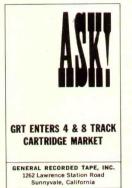
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Retailers Capture Bigger Share Of Market in Sales by One-Stops

By AARON STERNFIELD

NEW YORK - The nation's one-stops, who traditionally depended on juke box operators for their sales, are learning more and more on independent, non-discount house retailers. Five years ago, juke box operators accounted for 52.4 per cent of their volume. Last year, ac-



cording to Billboard's Market Research Department, the per-centage dropped to 34.9 per cent

During the same period, re-tail stores increased in share of dollar market from 39.5 per cent to 50.3 per cent, while sales to rack jobbers almost tripled—from 2.7 per cent to 7 per cent 7 per cent.

Discount Sales

Sales to discounters during Sales to discounters during the five-year period dipped a bit—from 3.5 per cent to 3.3 per cent, while the share of market of others (including other one-stops, discounters, chains and department stores) jumped from 1.9 per cent to 4.5 per cent 1.9

4.5 per cent. While the share of market of juke boxes decreased, the number of juke box accounts per one-stop has gone up. Some 38.9 per cent of the one-stops reported an increase, another 38.9 per cent reported the same number of accounts as last year. Only 22.2 per cent reported a decrease in number of juke box accounts as compared with the previous year.

The big increase in type of



To the Record Merchants! . . . and many thanks for your friendship through the years. HAVE A GREAT CONVENTION

KITTY WELLS



Current Hit Single: "A Woman Half My Age"-(Decca 31881) Current Album: "Kitty Wells Sings Songs Made Famous by Jim Reeves"—(Decca 4741)



JOHNNY WRIGHT

Current Hit Single: "Keep the Flag Flying"-(Decca 31875) Current Album: "Hello Vietnam"-(Decca 4698)

> Bookings: The Moeller Talent Agency 815 16th Ave. So., Nashville, Tennessee

accounts from 1964 to 1965 came in the retail record store category. More than two-thirds of the one-stops reported they had increased their number of store accounts, with 22.2 per cent holding their own, and only

11.1 per cent reporting decreases. Rack jobber accounts, too, showed a substantial increase over 1964. Some 60 per cent of the one-stops have more rack jobber accounts, with the baldivided equally among holding their own and ance those those holding their own and those having fewer such ac-counts. The figures for other type accountes, including chains and discounters, are identical to those of rack jobbers.

to those of rack jobbers. Singles still account for the lion's share of records sold by one-stops—63.2 per cent Reg-ular-priced albums took care of 29.2 per cent of the volume, while budget-line albums ac-counted for 5.9 per cent. The remaining 1.7 per cent was in kiddie records, EP's and little IP'sLP's.

Cost of Merchandise Here's what one-stops paid for their merchandise. Albums with suggested lists of \$3.79 were bought for an average of \$1.97. Those with suggested lists of \$4.79 were bought for

60-70% of H-B Kiddie **Business Done Via Rackers**

HOLLYWOOD - After one year in business, Hanna-Barbera Records estimates 60-70 per cent of its children's business is through rack jobbers. The com-pany will offer NARM mempany bers a 20 per cent discount program running through March on six new albums to be displayed at the convention featuring car-toon characters from H-B's new Saturday morning NBC-TV Saturday morning NBC-TV hour program, "Adam Ant, Se-cret Squirrel and Morocco Mole."

The label will be represented at the convention by co-owner Bill Hanna, general manager Don Bohanan and assistant Tom Ayres. Bohanan said the company plans to increase its mer-chandising efforts for racks through co-op advertising and expansion of its successful costume promotions. Rather than just providing racks with cos-tumes from familiar H-B cartoon characters, as had been done in the past, the label will provide a promotion brochure

\$2.50. Those with suggested list of \$5.79 were bought for \$3.07. Only 36.4 per cent of the one-stops buy direct from the manufacturer, with singles ac-(Continued on page 80)

to be used with the costumes. These promotions, in which persons wear full-length costumes, draw parents and children to the record departments, and Bohanan feels they create an image for the rack as being able to build traffic for their accounts.

counts. "Racks are finding promotion is proving profitable," Bohanan said. "Promotions used to be you'd buy up a lot of merchan-dise and put up a sign selling it for 99 cents." This has changed, in the general manager's opinion.

H-B plans showing conven-tioners how it's 1-cent sale (offered in the Southern California area) was developed and operated. Over 50,000 49-cent seven-inch EP's were sold in the program. The disks were placed on checkout counters and the customer could get one for a penny after buying the first for penny after buying the first for 49 cents. Bohanan calls them "change catchers," noting that after someone had bought a Beatles LP, he grabbed two of the H-B's for the kids. Last year, when Hanna and Bohanan visited the NARM con-vention. they had no product.

vention, they had no product. "We only had ideas," Bohanan recalled. This trip around, H-B wants to get suggestions for product, advertising and mer-chandicing. chandising.

Shimkin Sees Higher Lists as Hope for Kiddie Record Trade

NEW YORK-The future of children's records lies in getting the public to buy more expen-sive products. Tape cartridges may eventually save the day, said Golden Records executive Arthur Shimkin. The problem lies in the fact that children's records are primarily an im-pulse item . . . "nine out of 10

records are primarily an im-pulse item ... "nine out of 10 chances, a children's record sells strictly on impulse." For this reason, Golden Rec-ords relies heavily on highly decorative pre-pack displays. "A good 50 per cent" of its sales are through rack jobbers, Shim-kin said. The trend toward higher-priced kiddie records and uperaded product is being upgraded product is being achieved through use of name personalities — Captain Kanga-roo, Soupy Sales and Danny Kaye. Golden Records, which has product in the tape cartridge field through Tucker Produc-tions, feels that the cartridge field could have tremendous impact on the educational uses of children's product. "No matter

how tough a record player is, for some kids it's just not tough enough. Yet these tape cartridge enough. Yet these tape cartridge playback systems are fairly con-tained and so's the cartridge. They're simple to operate." Cost a Drawback The only drawback is the cost, said Shimkin. The tape

cartridges are presently too high to make a big dent in the chil-dren's market. He felt this would be solved just as the high cost of records in the children's field was solved-better produc-tion methods for a mass market. It costs so much now to market a tape cartridge that it's rela-tively unfeasible for the chil-dren's field, he said, so records will prevail for some while. "Children's product is a far

more important part of the rec-ord business than the industry realizes, Dealers and distributors are short-changing themselves because they're so occupied with moving hit singles and albums —at which they admittedly make a larger margin of profit -they're ignoring the bread-and-butter of children's items. Children's product doesn't depend on moods or whims . . . they're not a hit-of-the-moment ... they're a consistent seller. Up to Dealers

"It's up to the dealers to get the line out of the back of the store. Through use of an attrac-tive display up front, a dealer can quadruple his sales by im-pulse sales." A neon-lit rack in the E. J. Korvette discount chain's Fifth Avenue store has more than doubled the volume of Golden's business in that outlet. The rack holds \$1,000 in merchandise "and it's always clean; can't keep it filled. What it boils down to is it confirms our feeling that our trade is based on impulse sales."

Concentrating upon this "im-pulse" sales aim, the label's prepack displays focus on holiday product, seasonal approaches, or subject matter—for example, one display featured strictly monster product.

Pickwick Racks Up \$7 Million

• Continued from page 68

an office has been opened in Nashville, operated by Tony Moon. This operation entails not only the acquisition of masters, but also publishing. Moon re-ports to Joe Abend, who has built the Hilltop operation since its inception. Leslie stated: "When we started Hilltop as a \$1.98 label we were not thinking of singles; nevertheless, it has developed into a singles line also, with hot singles by such artists as Johnny Paycheck, Larry Steele and Johnny Lloyd Larry Steele and Johnny Lloyd Green.

Leslie started in the record business 20 years ago, with a line of recorded greeting cards. When the taste for this gimmick diminished he used his knowl-edge of how to produce inexpensive records to move into the children's record field. Cricket Records, the label, prospered, and in 1953 Leslie de-cided that the low priced record business suited him perfectly and he started his own low price album line, Design. Today, Pickwick International

Today, Pickwick International has a numerous complex of lines. These include: Playhour Records — \$1.98 children's LP's; Hilltop Records — \$1.98 c&w LP's and regular price singles; Allegro Records— \$1.98 classical LP's; Hurrah Records— \$.99 show tunes, jazz, pop LP's; Rondo Records— \$.99 pop LP's; Grand Prix Records pop LP's; Design Records—5.99 pop LP's; Grand Prix Records —\$.99 show tunes, pop LP's; Happy Time Records—\$.99 children's LP's; Bible Records— \$.99 religious story LP's; Pick-

wick-33-\$1.98 classics. wick-33-\$1.98 classics, pop, jazz, c&w LP's; Pickwick Tapes jazz, c&w LP's; Pickwick Tapes —\$3.98 show tunes, pop, jazz, c&w, classical; Instant Learn-ing—\$9.95 language records; "Instant" Learning Junior — \$5.95 language records and "Instant" Fun for Living — \$3.95 slimming, memory, dog training training. "The acceptance level for rec-

The acceptance level to rec-ords for today is very high, be-cause the product suits all kinds of tastes," Leslie says, and this belief, of course, is reflected in the aforementioned broad spread of lines and product. of lines and product.

Another area of expansion— tape—interests Leslie. "The tape cartridge and reel to reel tape will make it very big," he feels, "via a home unit utilizing a cartridge priced comparatively to a record."

FORTY MILLION LP RECORD BUYERS CAN'T BE WRONG!

They Demanded Their Favorite Orchestra In a New And Expanded Program In Deluxe Packaging



The world's greatest selling orchestra is now up-graded in price. The millions of "101 Strings" loyal buyers have demanded a wider scope of program—with deluxe packaging. The profit-wise dealer and distributor has demanded this profit increase. A suggested retail of \$1.98 has been long overdue. You were right the price should never have been dropped.

Here is the world's leading orchestra. Here is an orchestra that

has sold more long plays in the past nine years than Montavani, the Boston Pops and Kostelanetz combined. This orchestra has a greater "middle road" acceptance than all others combined.

We will do business under this exciting new label—our attitude is positive and realistic. Forty-four magnificent releases and millions of consumers will confirm your wise decision to stock in depth the world's greatest recording orchestra.

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Autostereo Back to CARtridges

VAN NUYS Calif -Autostereo has begun formulating plans to combat its problems and re-enter the tape CARtridge market. Last August it was an-nounced that Telepro, an Eastern firm and Norton Cooper, a Canadian businessman, were buying one-third interests in AS. In line with this, Autostereo ransferred playback manufac-turing parts, nine duplicators and 100 masters to Telepro's Cherry Hill, N. J., factory and the plan was to phase out dupli-cation on the Coast.

According to Autostereo's comptroller Joe Deau Champ, comproter Joe Deau Champ, all terms of the agreement— written and verbal—were sup-posed to be completed by Feb. 28. But they have not, claims Deau Champ, because differ-ences of opinion arose between the three principals causing a halt in production.

Although Deau Champ admits he is unclear as to the legality of the agreement between Telepro, Cooper and Autostereo, he said last week AS was preparing

LAREL

ABC-Paramount

A.R. MA

Aura

Rell

Brunswick

apito

Checker

Colpix

Columbia

Concertane

Contemporary

Counterpoint

Crescendo

Crown

Dana

Decca

Dextro

Dolton

NEW YORK-

ductions, Ltd., which be four-track tape CARtridge

tribution in the summer of 1965 and has grown to include a library of 800 titles, has an-nounced the addition of a chil-

dren's line of tapes from the catalog of Golden Records. Ac-

cording to the firm's president. George Tucker, the new line already has written orders in excess of 5,000 cartridges, al-

though the catalog is only two weeks old. The titles available on

four-track

Challenge

ameo Parkway

Amy-Mala

Atlantic-Atco

Audio Fidelity

CARTRIDGE

Stereo 8 4-track Orrtronic 8

Stereo 8 &

4 & 8-track

4 & 8-track

not involved

ot affiliated

not yet involved

rack

Stereo 8 4-track

4-track

8-track

4-track 4-track

8-track

Stereo 8 4-track

Stereo 8 4-track

Autostereo

4 and 8-track

not affiliated

4 & 8-track

Stereo 8 4-track 4 & 8-track

-Tucker Pro-

began lge dis-

Tucker Library Expands to

800 Titles: Add Kiddie Line

Autoste

Stereo 4-track

Stereo 8 4-track

Stereo A-track

4-track

to buy playbacks from outside sources since it is not manufacturing its own units, to provide continuity of product to distributors. The company hopes with-in six months to have a compatible four and eight-track playback model. Dick Danielson, the former Autostereo pres-ident, who took over the company's special products division and formed Sonic Devices, which manufactures private brand mahas supposedly been chines, inkering with a compatible four and eight-track machine of American design. Autostereo is also eying a miniature playback model for autos.

A major reason for Autostereo's delay is that its six-member board of directors has not met to resolve the differ-ences between the three interests. In the interim, the manage-ment team of Deau Champ, Art Lehert, sales manager, and Walt Heebner, music director, have

been running the operation. Deau Champ claims 90 per cent of AS's distributors have

Disk Product Now Available in CARtridge Form

(A complete list of labels in CARtridge field, systems available and distribution patterns.)

DISTRIBUTION

Tucker Prod.

ITCC

By licensees ITCC, 3M, Auto-Stereo, Automatic Radio, Muntz Stereo Pak, Transit Play, Inc. Muntz, Ampex, TDC, ITCC

ITCC, Muntz, Ampex, AutoStereo, General Recorded Tapes

Liberty Records outlets plus some auto accessory stores Tucker Prod.

Decca branches

Capitol distributors

Columbia distributors

Decca branches ITCC, Muntz, Musictapes, Autostereo

Muntz, Autostereo

Musictapes

Musictapes

Musictapes

Autostereo

Autostered

Decca branches

Liberty Records outlets plus some auto accessory stores

ITCC

NO. LP'S AVAILABLE PER SYSTEM

Entire catalog

Over 100 titles

10 50 66 initial releases

Entire catalog

Entire catalog

Entire catalog

Entire catalog

Entire catalog

66 initial releases

15

15-20

15-20

remained with the company during the period. This loyalty, said Deau Champ, will be reciprowill be reciprocated by acquiring merchandise from other sources, such as from Telepro itself, or from Daniel-Sonic Devices or other son's manufacturers

The executives foresee their company becoming a sales or-ganization, buying merchandise and shipping it from their ware-house to accounts. The company has 26 duplicators in its factory which are working.

Deau Champ estimates the company needs to produce 10,000 cartridges and 1,000 playback units a month to meet minimum requirements. When minimum requirements. minimum requirements. When asked when AS would begin purchasing units from other sources or would attempt to build its own, Deau Champ would only parry with: "We are meeting the minimum require-ments of our customers."

The company favors four-track over eight, but will enter the latter field if forced to.

IF NOT NOW IMMEDIATE FUTURE PLANS

Short-term lease on royalty basis

Short-term lease on royalty basis Product available shortly Will have stereo 8

Will seek duplication later Will have stereo 8 Will have 8-track stereo 8

Plans are for about 200 LP's this year

Product available shortly

Will send duplication later

Product available shortly

No plan Available fall 1966

No plans yet Summer 1966

Stereo 8 Dept. Organized by Calif. Distrib.

HOLLYWOOD -- Calectron Northern and Central California distributor for RCA Victor prod-ucts, has set up a new Stereo 8 Division, according to Merritt Kirk, manager of the record division.

Kirk said all three Calectron facilities — in San Francisco, Sacramento and Fresno — plus Calectron representatives in the field, will participate in the new project.

The firm's Stereo 8 Division ill be guided by Kirk and will be guided by Kirk and Sascha Rubinstein. Rubinstein is sales manager of the new division

Kirk said the division would apply the most advanced mer-chandising concepts so as "to establish the operation as the one comprehensive, reliable source of Stereo 8 CARtridges and allied products."

Kirk added that "Calectron will offer its customers a list of services not usually associated with mass distribution, such as pre-pricing, inventory controls, special order service, fixtures, clinics and the last word in dealer protection policies.

Transit Plans 8-Trk. Series

NEW YORK-The first of a NEW YORK—The first of a series of 8-track stereophonic CARtridges to be released by Transit Play, Inc., has been announced by Joe Bott, general manager. The release is comprised of twin packs, which will have the list price of \$5.95. Bott also, said that the compression of the stere of \$5.95. Bott also said that the company's cartridge subsidiary would change its name from Audio Spectrum to Aura Sonic. Their auto tape playback unit will retain the name Audio Spectrum.

Aura Sonic, which has the exlusive United States rights to the Somerset catalog, is also merchandising ABC products and other leading independent labels on a non-exclusive basis.

Transit Play was formed two years ago to develop a play-back unit that would utilize the existing radio speaker in an automobile. Dave Miller, foun-der of the firm, realized the potential of the "After Market" sales and resistance of the conservative car owners who did not wish to see their car doors cut open for the installation of speakers. Transit Play con-tracted the development of the unit to TelePro Industries, who devised a player using the Conley Pinch-Roller System. The four-track monaural cartridge, which was developed in con-junction with the playback unit, offers double the playing time of conventional car stereo cartridges.

For the duplication of car-tridges, the company estab-lished another subsidiary firm, A & B Duplicators. The company has grown to become one the leading cartridge duplicating operations in the country.

Miller, while remaining a leading stockholder of Transit Play, Inc., is no longer actively involved in its operation and is A & R operator for Al Sher-man's Budget Sounds Corp.

inquiries from record and automotive dealers who want to cash in on this If you are one of these dealers, please be patient as each mail de livery brings us additional letters to be answered. ITCC has five people processing these inquiries; giving

CARTRIDGE

by Larry Finley

Last week's special tape section

of BILLBOARD resulted in over 1,000

TIPS

each dealer the name of the nearest distributor and sending a copy of the inquiry to the distributor for follow-up. ITCC will be at the N.A.R.M. Convention, headquartering at the

Fontainebleau Hotel, and amply staffed to answer all distributor inquiries. ITCC will have "open house" (complete with cocktails and hors d'oeuvres) at times when the official meetings of N.A.R.M. are not scheduled

At the time of the writing of this column, ITCC does not know which suite will be assigned to them at the Fontainebleau. However, the desk clerk will supply you with the information during the conventionjust ask!

ITCC is the only company at this time which is actually producing and delivering both the standard four track and the eight track Lear configuration. Hundreds of titles are available for immediate delivery and listings, as well as sample four and eight track cartridges, may be picked up at the ITCC suite. You will also find other interesting data and have the opportunity to see and listen to the latest in automobile, as well as home, stereo cartridge players. If you are a record distributor who will be at the Convention, why not get the complete tape cartridge story from the leader in the industry-ITCC

Many of the nation's leading record distributors and rack jobbers have climbed on the ITCC bandwagon. While at the Convention, you can ask them about the great success they are having selling our four and eight track cartridges. Their success has been truly phenomenal and is something that you, too, can ex perience.

If you are not able to make the Convention, and still want more news of ITCC's story, write to: 1290 Avenue of the Americas, New York City 10019



INTERNATIONAL TAPE CARTRIDGE CORPORATION Subsidiary of Dextra Corporation

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

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

75

Bugs Bunny, The Flintstones and Yogi Bear. The New York-based com-pany, which was originally pany, pany, which was originally formed to produce taped radio programs for world-wide distri-bution, is making preparations to include eight-track stereo car-tridges in its operation. Most of the present four-track catalog will soon be available on eighttrack

Tucker, a former disk jockey at WINS-Radio here, said that his firm subcontracts the dupli-cation of tapes to Jay Elec-

NEW YORK-Sales for Audio Devices, magnetic tape man-

ufacturer, rose from \$9,629,906 in 1964 to \$12,515,891 last year. Earnings after taxes last year were \$909,439, compared with \$227,995 the previous year.

tronics. In return, Jay makes their catalog available to Tucker their catalog available to Tucker for distribution and vice-versa. The library, which includes the catalogs of Amy-Mala-Bell Rec-ords, has an extensive line of "oldies but goodies." This line includes hits of the 1950's by outh extinct as the Exercised such artists as Bobby Freeman, the Cadillacs and the Impressions

(Continued on page 78) **AD** Sales Jump

Muntz Singles to Aim at Teens AM, Thrifty Combine

VAN NUYS, Calif. - Muntz VAN NUYS, Cair. — Muntz Stereo-Pak will shortly begin selling singles off the Billboard's Hot 100 chart in a newly de-veloped four-track stereo CAR-tridge selling for 99 cents. The company is also entering the eight-track field with Warner-

eight-track field with Warner-Reprise the first labels available in eight-track cartridge. The move into the teen-age singles field is a highlight in the continous loop cartridge field and hte first time a du-plicator has aimed at the audi plicator has aimed at the audi-ence with such a product. President Earl Muntz said he has begun tooling up for the new,

Sherman Sets 64 New LP's

LOS ANGELES—Sixty-four albums are being released by Al Sherman on the three labels, including a new home for the 101 Strings. The product is the larger est single release in the nine-year history of what was Somerset Records and is now Somerset, Audio Spectrum and Alshire Presents, the newest label bowed by Sherman since buying the Somerset operation last Septem-

ber. The 101 Strings, composed of Hamburg, Germany musicians, are being moved to Alshire Presents and increased in price to \$1.98. The Strings started out as a \$2.98 package on Somerset, Sherman noted, but had been reduced in line with competitive practices. Sherman claims repractices. Sherman chains re-quests for a higher price plus de luxe packaging prompted the formation of the new company. In line with an upgrading for the orchestra, the Alshire LP's will feature four-color art, an

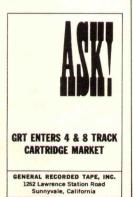
will feature four-color art, an inner sleeve and skin wrapping. The packages previously had paste-on art on the front cover. On the new label, the orches-

tra, which has reportedly sold 40 million albums in nine years, will broaden its repertoire. All told there are forty-four 101 Strings titles in the new release. The release is further broken

Life release is further of occur down with 11 Audio Spectrum LP's (\$3.98 - \$4.98) covering American hits sung in foreign languages, two pipe organ al-bums for sound buffs plus eight low priced packages on Somerset.

Tenna Dividend

CLEVELAND-Directors of Tenna Corp., Cleveland auto accessory firm which is producing a compatible four and eighttrack stereo tape playback sys-tem, have declared a dividend of 16 cents per share for the second quarter ended Dec. 31, 1965.



shorter, thinner cartridge which shorter, thinner cartridge which holds up to 40 feet of tape. He expects to be able to run his first singles off within 90 days using material from com-panies in his library.

Muntz noted that four-track is the perfect system for dupli-cating the two tunes off a best selling single.

Teeners Prime Force

With the development of car-tridge tape, teen-agers have been a prime purchasing force in Southern California, their album cartridge buys reflecting current trends in music.

For the growing eigh-track market, Muntz will first begin duplicating labels which have exclusive arrangements with his firm and then go down the line

of nonexclusive companies. He has engineered 20 duplicators for eight-track tape and feels eight-track could be 15 per cent of his business by the end of the year.

"We are going to take eight-track in stride," he said, noting he wished to avoid the prob-lems he claims have occurred tems ne claims nave occurred with RCA's eight-track cartridge, such as locking and spoilage. Muntz claims the Motorola play-back machines installed in Ford models are running "too hot" with the tape lubricators net unofine screenet not working properly.

On still another point, Muntz said he was launching a major push for Crescendo Records and plans to offer its albums as close to its disk releases as possible

On Sales Program

GARDENA, Calif. — Audio Magnetics and the 270-store Thrifty Drug Co. will team in a sales program for blank reel to reel tape and ultimately cartridge nackages. Audio Magreel to reel tape and ultimately cartridge packages. Audio Mag-netics' president Irv Katz re-vealed last week that AM will shortly begin placing racks in Thrifty's stores in Califor-nia, Nevada and Arizona to hold 3, 34, 5 and 7-inch reels. Tape sold will carry the Audio Magnetics label. The two com-panies have been doing business for the past three years, but this is the first major push AM has made with Thrifty. AM will ship merchandise to Thrifty's two central warehouses

Thrifty's two central warehouses

in Los Angeles and San Lean-dro, with the chain handling its own inventory for individual locations.

Tape Hits \$52,000

According to Katz, Thrifty's tape business hit \$52,000 in 1965 and this figure can be tripled this year because of new-found interest in tape and the sale of approximately 5 million recorders. AM bases its opti-mism for Thrifty on Department of Commerce figures which state of Commerce figures which state that the potential for tape sales in 1966 at retail is between 20 and 25 per cent over the \$32 million yielded last year by all (Continued on page 79)

Look at all you get with Scotch[®] Magnetic Tape

(besides the fastest selling recording tape in the business!)

The dealer handling "SCOTCH" Brand Recording Tapes has the line that's presold-by mass advertising, promotion and the finest merchandising program in the business. Here's product quality plus selling support! According to "Billboard"

magazine's recent survey, dealers prefer "SCOTCH" Recording Tape twelve-toone over their nearest competitor-because their customers do! Look at all you get when you carry the "SCOTCH" Brand line of recording tapes.

Advertising

Mass consumer advertising directed at your present customers and specially selected to bring you new ones. In America's top magazines-also on 3M-sponsored weekly FM radio in 25 top markets-plus in all these audiophile books.





To Hoe in Cultivating Canada

By KIT MORGAN

TORONTO—The auto tape CARtridge scene in Canada will be slow to develop. The Canadian market, aside

The Canadian market, aside from numbering only one-tenth the population of the U.S., is traditionally slower than the U.S. to accept innovations in almost any field. Price is an in-hibiting factor in the auto tape cartridge market, as 22½ per cent duty, 11 per cent sales tax and 8 per cent exchange on the Canadian dollar combine to boost prices of imported units from 25 per cent to 50 per cent higher than in the U.S. For example, the TelePro Portatape

e

which lists at \$69 in the U. S. is \$99 in Canada, and the Muntz StereoPak unit which retails at \$79.95 in the U. S. costs \$129.95 here. At present, neither auto tape cartridge systems nor their tape

cartridge systems nor their tape cartridges are manufactured in Canada, and some distributors and would-be dealers report dif-ficulty in importing in quantity because, they are told, demand in the U. S. is such that only limited eventilies of events. limited quantities of product are available for export. If current plans are carried out, TelePro Industries (Canada)

Ltd., may be the first company to manufacture in Canada. It plans to go into production on

its Portatape unit in Canada within the next six months, and also plans to manufacture cartridges and have tape duplicating equipment in operation this year. More cautiously, RCA Vicyear. More cautiously, RCA Vic-tor, which at present imports its cartridges from the U. S., says it is "examining the possi-bility of at least assembling in Canada before the year end." Currently, Ford is the only automobile company to make a cartridge system available as an optional accessory. Its luxury

carridge system available as an optional accessory. Its luxury cars, Lincoln and Thunderbird, and the Mustang, are imported into Canada and can be ordered factory-equipped with the Stereosonic tape system

\$238), or an additional \$251.40 for a Mustang (including the ra-dio, which alone is \$87). Other Ford models, which are built in Canada, cannot be factorysystem, imported from the U.S., can be ordered and installed at the dealer level at \$169.95 plus \$31.95 for the speakers, exclu-

sive of the radio. Ford's sales figures for Canada, compared to its figures for Cana-da, compared to its figures for the U. S., may indicate the proportionate market here. In the September-December period, the September-December period, some 60 imported luxury cars were sold equipped with the Stereosonic tape system, and 100 made-in-Canada Fords were equipped with tape cartridge units. Ford does not expect the total of stereo-equipped 1966 models to top 500 in Canada. As yet, there is little feedback

Eaton's and Simpson's and Simpson-Sear's, the major depart-ment store chains with stores and mail-order operations across Canada, are just now introducing tape cartridge units to their public

lic. Eaton's spring and summer catalog offers only TelePro's Portatape unit, and after one month in circulation there are no sales reports available, though a spokesman says they expect good reaction. Simpson-Sear's upcoming cat-alog will offer the Portatape and the Japanese-made Car Stereo unit. These units have been on

unit. These units have been on sale in a few selected stores for about two months, but the company says it is too early to gauge public acceptance.

Merchandising IN-STORE DISPLAYS THAT SHOW-AND-SELL THE COMPLETE "SCOTCH" RECORDING TAPE LINE.



PERMANENT FLOOR CABINET FCD-2 This display has increased tape sales from 42% to 300% in stores across the country. Inviting self-service unit holds 144 rolls plus accessories.



able, fast-turnover line displayed (how else) in an attractive redvhite-blue Mail Truck or Mail Box. Every roll comes in a heavyduty plastic mailer. Display holds address labels and literature



MAIL BOX holds 72 "Living Let-ter" Tapes-24 each of 150',







FREE SALES AIDS include the popular "How to Do It Booklet of Tape Recording," and "Four Track: A New Dimension In Tape Recording." Also free brochure on the selfthreading reel, and on the "right" tape to select



MAIL TRUCK holds 36 rolls—12 each of 150', 300', 600' lengths.



MOST COMPLETE ACCESSORY LINE. Self-threading Reels, Splicing Tape, Leader and Timing Tape, End-of-Reel Tape Clips, Sensing Tape . . . all in one display.

NEW SHRINK-PACK, ONE-PIECE BOXES. An attractive

extra touch for both 5" and 7" reels. Insures 'factory to you' clean tapes Eliminates tape switching, too.





THE ROAD TO BIGGER SALES AND PROFITS STARTS WITH THIS COUPON.

3M Company, 2510 C St. Paul, Minnesota Send me details of:	55119 Displays and ordering in	
NAME		
TITLE		
COMPANY		
ADDRESS		
CITY	STATE	ZIP



NEW TAPE CARTRIDGE **CARRYING CASE**



Tape cartridges for automo-biles are a hot new accesso-ries item. You'll sell even more – plus realize a handsome extra profit from the Ampak carrying case when you stock this special customer conven-ience. ience.

For only \$2.95 (suggested retail), your customer can keep his cartridges dust free and protected . . . wherever

and protected . . . wherever he goes. This neat, compact -9'' x. $\delta'' x \delta'' - case stores 10 car-$ tridges of any standard brand.Attractive, top quality kivarcovered bindersboard. Choiceof red, Sahara (beige) andcharcoal. Sturdy, clear plastichandle, nickel clasp andhinnes.

SPECIAL DESIGN or private brand cases produced to your specification. Estimate or samples on request. Write or call 815-933-3351.

Amberg—98 years of service and still growing . . . young !





GRT	ENT	ERS	4	&	8	TRA	CK
C	ART	RIDG	E	M/	R	KET	

GENERAL RECORDED TAPE, INC. 1262 Lawrence Station Ro Sunnyvale, California

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

Disk Product Now Available in CARtridge Form

LABEL	CARTRIDGE SYSTEM	NO. LP'S AVAILABLE PER SYSTEM	DISTRIBUTION	IF NOT NOW IMMEDIATE FUTURE PLANS
• Continued from	n page 75			
Dot	4 & 8-track	Over 300 titles	Through duplicators dist.	
Dunhill	Muntz	7	Muntz, ITCC, Autostereo, Revere, Wollensack Muntz outlets	Hopes to expand further
Elektra	Stereo 8	5 20	ITCC	hopes to expand further
Everest	4-track Stereo 8	32	Muntz, Autostereo	
antasy	4-track Stereo	20 5	Ampex	
ocus	Stereo 8 4-track	2 2	ITCC	
ontana	Stereo 8 4-track	23 15	Fontana Records outlets,	
Glad-Hamp			Fontana Records outlets, Autostereo, ITCC, Muntz, Jay Electronics	
	Stereo 8 4-track	5	ITCC	
iordy	Stereo 8	3 single 1 twin (2 LP's on	Tamla-Motown Records outlets	
rand Award	Stereo 8	1 cart.) 4 18	ITCC	
familton	4-track Stereo 8	18	Muntz, ITCC, Autostereo	
lanna-Barbera	4-track Stereo 8	37	Muntz, ITCC	Planning further duplicatio
II FI	4-track 4-track	6 35	Muntz	rianning former apprearie
lorizon	Stereo 8	4	ITCC	
mperial	4-track 4- & 8-track	40 66 initial releases	Liberty Records outlets plus some auto	
			plus some auto accessory stores	
mpulse	Stereo 8 4-track	3 12	(See ABC-Paramount)	
osie	Stereo 8 4-track	2 2	ITCC	
ubilee	Stereo 8	10	ITCC	
app	4-track RCA-Stereo 8	50 20	RCA Victor distributors,	
	Int. Tape Cart. Corp. 4- & 8-track	50	ITCC	
Cendall	Stereo 8 4-track	8 25	ITCC	
ent aurie	Not affiliated		1700	Will seek duplication later
aurie	Stereo 8 4-track	4 22	ITCC	C
iberty	4- & 8-track	66 initial releases	Liberty Records outlets plus some auto	
imelight	Stereo 8	12	Accessory stores Mercury Records outlets, ITCC, Autostereo	Soon to release 3 more
ondon	4-track Ampex 8-track	6 25	To be announced	
Mercury	Ampex 8-track deal set for April Stereo 8	102		Soon to release 20 more
lereery	4-track	263	Mercury Records outlets, Autostereo, ITCC, Muntz, Jay Electronics	Sour to release 20 more
IGM	Stereo 8	40	ITCC, Metro distributors (New York only)	Current releases
IGM "Stereo Motion" (children's line)	4-track Stereo 8	80 2 8	(New York only) ITCC, Metro distributors (New York only)	
(children's line) Nobile Fidelity	4-track Stereo 8	3	(New York only)	
tonument	4-track Stereo 8	3	Monument Records	
	4-track	40 40	outlets, Muntz, Autostereo, ITCC	
Noonglow	Stereo 8 4-track	3 3	ITCC	
Aotown	Stereo 8	13 single 4 twin (2 LP's on	Motown Records outlets	
		4 fwin (2 LP's on 1 cartridge)		
Ausic Guild (see ABC-Paramount)				
Ausicor	Stereo 8 4-track	5 3	ITCC	
lonesuch	Stereo 8 4-track	210	ITCC	
acific Jazz	4- & 8-track	66 initial releases	Liberty Records outlets plus some auto	
			accessory stores	
hilips	Stereo 8 4-track	50 50	Philips Records outlets, Autostereo, ITCC, Muntz	Soon to release 6 more
hilles lickwick	4-track	8 catalog	Muntz, Autostereo Pickwick Records outlats	Planning 8-track duplication
rima	Stereo 8	4	ITCC, Orrtronic	
CA Victor	4-track Stereo 8	6 226	RCA Victor distributors	
oulette	Stereo 8 4-track	30 150	ITCC, Muntz-stereo pak, RCA Victor	
cepter-Wand				Plans for 150 before June Planning releases
eeco	Stereo 8	4	ITCC	. Islining releases
esac	4-track Stereo 8	40	ITCC	
mash	4-track Stereo 8	5 25 10	Smash Records outlets	Soon to release 5 more
omerset	4-track	10		seen to release 5 more
oul	Transitplay Stereo 8	1 single	Through duplicator outlets	
poken Arts tarday	4-track Stereo 8	15 Over 100 titles	ITCC Munity Musictanes ITCC	
	Stereo 8 4-track	over 100 titles	Muntz, Musictapes, ITCC, Audio Spectrum, General Recorded Tape	
tax	Stereo 8	1	ITCC	
tereo Fidelity	4-track Transit Play	1	Through duplicator outlets	
ue amla	None Stereo 8	8 sincle	Tamla-Motown Records	
		8 single 3 twin (2 LP's on 1 cart.)	outlets	
ico	Stereo 8	2 15	ITCC	
ower	4-track Not yet involved	15		Planning entry shortly
Oth Century-Fox	Stereo 8 4-track	10 30	ITCC	
nited Artists	Stereo B	Entire catalog	United Artists Records	Will release sizable
aliant	Not affiliated		outlets	number shortly Seeking duplication
ault	Stereo 8 4-track	28	ITCC	
ee Jay	Stereo 8 4-track	5 25	ITCC	
erve	Stereo 8	40	ITCC	
	4-track	80	Metro distributors (New York only)	
olt	Stereo 8 4-track	1	ITCC	
arner BrosReprise	4-track	120	Muntz outlets	
/estminster	Stereo 8 4-track	4 18	ITCC	
hite Whale forld Pacific	Not yet involved Stereo 8	66 initial releases	Liberty Records outlets plus some auto	Considering duplication

Mercury Department To Handle Affiliates

CHICAGO - Mercury Rec-CHICAGO — Mercury Rec-ord Corp. has founded a Re-corded Tape Division to handle the production and marketing of CARtridge releases for all the company's affiliate labels. The first release is scheduled for March 25.

Executive vice-president Irwin H. Steinberg has announced that Richard S. Sherman will shift from the post of national sales manager for Mercury to become product manager of the new division.

As previously reported by Billboard, Mercury's eight-track cartridges will be playable in the automobile units now available with Ford and soon to appear with General Motors and Chrysler automobiles.

Mercury will franchise its tape division distributors.

Single-album eight-track cartridges will list at \$6.95; two-album cartridges will list at \$9.95.

Mercury officials declined to disclose details regarding dupli-cation of its eight-track tapes or supply of its eight-track cartridges.

Steinberg also announced that no definite plans are currently being made for Mercury's entry into the player market. He said Perry Winokur, sales manager of the Mercury Home Entertainment Products division, is study-ing all possible playback systems and will confer with Mercury president Irving Green "sometime after March 15." The first Mercury tape car

tridge release, detailed in Bill-board Feb. 26, includes five Mercury, two Mercury Classi-cal, three Philips, three Philips Classical, two Smash, one Fontana and one Limelight selection.

The second release, scheduled

In e second release, scheduled for April 15, is as follows: On the Mercury label, "The Sandpiper," Johnny Mandel (MC8-64006); "Quincy Socia a Brand New Bag," Quincy Jones (MC8-64007); "It's a New (MC8-64007); "It's a New Dawn," the Mitchell Trio (MC8-64008); "More Genius of Jan-kowski," Horst Jankowski (MC8-64009); "Dave Dudley's Greatest Hits," Dave Dudley (MC8-64010); "Mom Always Liked You Best," Smothers Brothers

(MC8-64011); "Do the Fred-die," Freddie and the Dreamers

die," Freddie and the Dreamers (MC8-64012); "Pop Artistry," Sarah Vaughan (MC8-64013). On the Philips label, "Bach's Greatest Hits," the Swingle Singers (PC8-610-003); "The 4 Seasons' Gold Vault of Hits," 4 Seasons (PC8-610-004); "El Tango," Malando (PC8-610-005); "Let It All Out," Nina Si-mone (PC8-610-006).

Mone (PC8-610-006). On the Smash label, "Dang Me/Chug-A-Lug," Roger Miller (SC8-68003); "Bill Justis (SC8-68004); "James Brown Dist. Jonger Today and (SC8-68004); "James Brown Plays James Brown Today and Yesterday," James Brown (SC8-68005).

On the Fontana label, "The Girl From Greece Sings," Nana Mouskouri (FC8-69002).

Muskouri (FC8-69002). The third release, scheduled for May I, includes: On the Mercury label, "Gold-en Hits of Eddy Howard," Eddy Howard (MC8-64014); "Misty," Erroll Garner (MC8-64015); "Roy Drusky's Greatest Hits," R o y D rusky's Greatest Hits," R o y D rusky's Greatest Hits," Golden Hits," P at ti P a ge (MC8-64017); "The Shadow of Your Smile," Johnny Mathis (MC8-64018); "The Smothers Brothers Play It Straight," Smothers B roth ers (MC8-64019); "Viva Cugat," Xavier Cugat (MC8-64020); "Down to Earth," Ramsey Lewis (MC8-64021); "Champagne, Roses 64021); "Champagne, Roses and Bonbons," A. Dorati (MC8-94003); "Music of Leroy Ander-son," Frederick Fennell (MC8-94004).

94004). On the Philips label, "The Serendipity Singers Sing of Love, Lies, and Flying Fes-toons," the Serendipity Singers (PC8-610-007); "Teresa Brew-er's Greatest Hits," Teresa er's Greatest Hits," Teresa Brewer (PC8-610-008); "Mag-nifique," Jacqueline Francois (PC8-611-002); "Swan Lake," P. Monteux (PC8-910-002).

On the Smash label, "The 3rd Time Around," Roger Miller (SC8-68006); "Telstar/The Lonely Bull," Bill Justis (SC8-68007).

On the Fontana label, "Love and a Woman," Gloria Lynne (FC8-69003).

On the Limelight label, "The ew Continent," Dizzy Gilles-New Continent, pie (LC8-65202).

Liberty to Unwrap Sunset, A 'Glow-Glow' Budget Line

HOLLYWOOD-Sunset Records, Liberty's new budget line, will be unveiled before NARM members at the convention. Twenty albums comprise the initial release, with \$1.89 the

initial release, with \$1.89 the mono and stereo price. Ed Barsky, who handles the budget operation, estimates the new line will release approxi-mately 50 albums in its first year. Fifteen albums will be re-leased in June and September, with repertoire culled from Lib-erty and its subsidiary lines In erty and its subsidiary lines. In addition, Sunset will record its own artists, Barsky said, point-ing to the Sunset Strings as a source for a series of lush instrumentals.

Direct to Racks

Merchandise will be sold di-rectly to racks since "they con-trol the outlets and it's the answer for this type of expo-sure." Barsky is initiating a pre-pack system which he used at MGM's Metro budget line. Albums in 50 or 100 denomina-tions, based on the rack's choice of material, are mailed directly to them or to their customers.

Barsky believes budget cus-tomers fall into distinct cate-

gories: persons who cannot af-ford the higher priced merchan-dise (but who eventually upgrade their buying habits), or singles buyers who did not want to purchase albums. Sunset, being sold as a class line, is using exbeing pensive packaging and plastic

Libertys' five sales fieldmen will sell the line. Barsky says the budget business is getting strong-er because racks are expanding their influences.

Sunset is banking on the drawing power of its artists to help a successful launching. Artists repesented in the debut package repesented in the debut package are: Nancy Ames, Walter Bren-nan, Petula Clark, Martin Den-ny, Fats Domino, Georgia Gibbs, Julie London, Henry Mancini, Johnny Manne, Gerry Mulligan, Rick Nelson, Sandy Nelson, Felix Slatkin, T-Bones, Bobby Vee, Ventures, Slim Whitman, Bob Wills-Tommy Duncan, Timi Yuro and Si Zent-ner. ner.

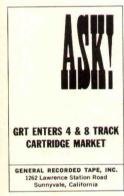
After attending the NARM convention with a strong Liberty contingent, Barsky goes on a four-five week road trip to visit key accounts around the country.

AM, Thrifty Combine **On Sales Program**

• Continued from page 76 manufacturers, including RCA and 3M.

and 3M. AM will offer Thrifty a 3¼-inch reel (600 feet) which it claims can be used to record one hour of continuity at 1¼ i.p.s., the standard speed for small recorders. AM will also offer a 5-inch reel (900 feet of "PVC" base tape) which can hold 90 minutes at 1% i.p.s. AM claims that in selling tape to the Walercen Drug Co. it

to the Walgreen Drug Co., it increased its tape volume in 1965 by 35 per cent.



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



The firm also plans building a library of cartridge tapes from other manufacturers which it will make available to Thrifty. Katz likens potential for tapes to the sale of motion picture film through drugstores. "Mag-netic tape will ultimately take its place alongside film as it must become an integral part of the home entertainment busi-ness whether it he for audio or ness whether it be for audio or video use," Katz said.

video use," Katz said. The reference to audio cov-ered the video tape recorder field which is another home en-tertainment area, albeit an ex-pensive one, which has yet to be introduced to mass audiences. Muntz, for one, has revealed he will import a video tape re-corder from Japan to sell for under \$1,000. AM's thinking is that eventually video tape for home recorders can be sold through drug outlets along with film and audio tapes.

Bible Voice Set

HOLLYWOOD-Bible Voice will shortly introduce its reper-toire in Lear eight-track CAR-tridges. The New Testament is currently available in four-track cartridges through Muntz Stereo-Pak.

Stereo-Pak. In its first year of operation, the Van Nuys firm reports sales of \$146,000. The product line consists of tapes and records of the bible, sacred music tapes and a portable tape recorder. New Testament tapes and the portable playback unit, both selling for \$100, are the single largest selling item, according to President George Otis.

RCA VICTOR **TEREO** CARTRIDGE TAPES



YOU CAN HAVE MUSIC WHEREVER YOU GO

IF YOU HAVE A TRANS WORLD INC.

CarStereo



IN YOUR CAR

The sensational car accessory everyone's talking about! Deluxe, all chrome, solid state TransWorld Car Stereo! No Fading . . . No Commercials . . Just Music

IN STEREO!

IN STEREU! Surround Youself with Your Kind of Music, Trans-World Car Stereo gives you the closest Sensation to a Live Performance you'll ever hear! AC Adapter, optional. Also available: Small COMPACT auto unit.



NEW! SURFACE MOUNT SPEAKERS

Designed for TransWorld Car Stereo. All Chrome. Eliminates cutting holes. Cuts installation time. Ideal for all speaker applications—background music, extension, remote, etc.

P. O. BOX 482

TRANS HORLD INC.

IN YOUR HOME

TO HELP YOU SELL

The AC Stereo Home Unit. All transistor. Same easy push lever for stop and start. Simple witch for channel selection. Single volume and balance controls. Ideal for background music in home, store or office.

WHAT ABOUT MUSIC? TransWorld units play all sizes of Fidelipak type cartridges—the proven standard, endless loop car-tridges. More record labels, more variety, longer playing time, greater quantities of music are duplicated in Fidelipak than any other cartridge. TransWorld ... the playback units that play the MOST!

New Demonstrator Counter Display . . . Window Streamers . . . Literature.

METAIRIE, LA.

(504) 834-9097



FOR FAST SERVICE AND COMPLETE SELECTION IN NORTHERN CALIFORNIA AND WESTERN NEVADA CALL . . .



33 Gough, San Francisco 621-3400 330 Commerce Circle, Sacramento 922-5885 2930 Butler, Fresno 268-8411



NARM Growth Indicates Wholesaling Expansion

• Continued from page 66

chants and Goodman with Tip

Top. "Initially," Malamud recalls, "the attitude of the manufactur-ers was mixed; but several of the farsighted ones, notably RCA Victor and Irwin Tarr, were instrumental in helping the rack jobber gain acceptance. "Over the years," Malamud recalled, "some firms overex-

tended themselves and had to get out—either by selling or by merging; some fell by the wayside

"Meanwhile, more experienced record people got into the rack jobber field—such as Amos Heilicher and Cecil Steen. And today-even though some prob-lems exist, it can be stated that we now have the strongest pos-sible group of men in rack jobbing—strong in the sense that they are knowledgeable with re-gard to product and buying practices.

"Today," Malamud continued, "there are two types of rack jobbers. One is a record distributor The second is a pure record merchandiser. The latter has a problem in that he feels he is at a disadvantage as compared with his competitor who is also a distributor.

Malamud feels that the trend Matamud reels that the trend towards multiple distribution will burgeon. "As has been stated by George Marek, vice-president and general manager of the RCA Victor Division, there are many rivers leading there are many rivers leading to the sea," Malamud said, adding: "the future will see manu-facturers of recorded product either records or tape CAR-tridges—utilizing all facets of wholesaling to expand the total dollar volume of the industry."

Commenting on the growth of the record merchandising segthe record merchandising we ment of the record business dur-ing the last five years, the rack jobber became the fastest growing industry segment when that segment became the supthat segment became the sup-plier of records to the variety chains, the leading department stores and discount houses and service post exchanges. These outlets found that this was a profitable way to merchandise ... the theory that one-stopping was the most economical way to operate was proved out."



NAVY

The rack jobber's growth also coincided with the nation's economic prosperity and the record industry's technological and engineering advancements. As the rack jobbing segment of the record business expanded, it be-came obvious that it had become came obvious that it had become much easier for the consumer to purchase a record. The con-sumer did not have to wonder where there was a record store. Records, he saw, were easily obtainable in supermarkets, va-riety stores, etc. In one shop-ping center, for instance, rec-ords could be available in six or eicht outlets, as, for example: a eight outlets, as, for example: a Sears Roebuck outlet, a Thrifty Sears Roebuck outlet, a Inrity Drug, a May Company Depart-ment Store, a Woolworth Vari-ety Store, an A&P store and a traditional record shop. A Phenomenal Item "This is where we stand to-day," commented Malamud, adding: "and we are not fin-ished the tane cartifier will

ished . the tape cartridge will be sold in many of the same— and even more—locations. Be-tween now and the early 1970's, the cartridge will become a phe-nomenal item of merchandise. It will be big in the automobile, but it will be even bigger if manufacturers produce a unit for the home. Everybody will share in this prosperity. It will be an added plus from the manufacturer on down to the dealer and through to the creators and publishers, for it is derived from the same audio product."

Malamud also stated that there was a strong possibility that the cartridge would be stocked by auto supply stores.

'The cartridge," Malamud re-past with records and rack job bers.

In assaying the future, Mala-mud concluded: "NARM has grown slowly but solidly, and we will hold to this pattern. We eventually hope to make rack jobbing big all over the world; but our approaches will be care-ful and well planned. Currently, NARM's members account for approximately 70 per cent of the rack jobbing dollar volume, and rack jobbing is responsible for 50 per cent of the total record dollar volume."

Indie Distribs **Don't Put Eggs** In One Basket

• Continued from page 70

16 per cent; in-store displays, per cent; window displays, 12.4 per cent, and personal ap-pearances of artists at retail stores, 12.1 per cent.

Nearly 90 per cent of the dis-tributors feel the distribution functions in the record industry will become more and more concentrated in the hands of fewer firms.

Complaint Dept. What bugs the distributor? The most common complaint is transshipping, followed by too much product, direct sales to stores, price cutting, record clubs, price competition by rack jobbers, lack of adequate return privileges and slow collections. Corporations are the most

common business form for dis-tributors (67.6 per cent). followed by individual owner-ship (27 per cent), tollowed by individual owner-ships (5.4 per cent).

The average distributor has eight full-time and one part-time employee, and two sales men and a promotion man.

RCA Looks to **Rack Jobbers** To Boost Sales

• Continued from page 68

It was Toscanini who actually changed the "alias" policy of changed the "alias" policy of RCA Camden. He told the management that he was extremely interested in being associated with a low-priced line because he wanted to get his music to the masses. Toscanini and the NBC orchestra was the first record that broke away from the record that broke away from the "alias" category. Then the label began "spreading its wings," said Clark, "to utilize the power of pop names, in sales—Perry Como, Mario Lanza, Guy Lom-bardo, This was still bulk ma-terial. ... "Great stuff, but ma-terial the label had cut from its catelog" catalog." But there may have been a

negativeness attached to the RCA Camden name. It was felt by management that consumers considered it all reissue. Seven years ago, the firm set out to change that image; a financial budget was established and the label began recording new things. The advent of stereo, to some extent, brought about the change; all of the bulk material had been in mono and the label wanted to ofer stereo product as well.

New Image

It was just prior to that, also, that rack jobbers had begun to appear. "They were carrying drug products," Clark said, "and we saw a broader sales pattern there. Irwin Tarr of RCA Victor was responsible for most of the legwork in establishing the field for records. Handleman was among the first to rack records through his drug and supermarket connections.

It was the venture of the RCA Camden label into pop categories that brought about the creation of a new label—Victrola. "In the last five or six years we'd reduced the classical importance of complementation and importance reduced the classical importance of Camden and increased the importance of all other musical types. We set up Victrola to make it the Red Seal of the economy field." Camden is now a full-product line, carrying everything from pop and coun-try music to children's material, and is carried by RCA's li-censees around the world.

One-Stops Aid **To Retailers**

• Continued from page 72 counting for 57.1 per cent of the direct sales.

On sales to juke box oper-ators, 52.3 per cent of the transactions call for C.O.D. or payment within 10 days, while 43.8 per cent call for pay-ment within 30 to 60 days. Only 3.9 per cent call for terms of more than 60 days.

The corresponding credit fig-ures for retail stores are 43.5 per cent, 55.1 per cent and 1.4 per cent respectively.

The average one-stop grossed fine average one-stop grossed \$615,000 last year. Some 72.2 per cent of those surveyed re-ported a decrease in business in 1965 as compared with the previous year, with the average drop 13.3 per cent. Another 16.7 per cent reported increases per cent reported increases, with the average increase 22 per cent.

Almost half of the rack jobbers (45.5 per cent) are en-gaged in other business, including operating retail outlets, dis-tributing, rack jobbing and wholesaling paperback books. and

1966 NARM CONVENTION

• Continued from page 66

Rapid Merchandising Co

Korengold, Noel Record City Record Racks Mahl, Robert Rietz, Harold Stocke, Peter Recordland U. S. A. Iseral, Bob Rosen, Allan Record Rack Service

Leis, Gene Mason, Ed Ricklin, Sar

Ricklin, Sam Record Supply Co. Stultz, Richard

Recordwagon, Inc. Steen, Cecil H. Record Wholesalers, Inc.

Ayers, Don Richmark Sales Co.

Ackerman, Walker, Jim Sales, Inc.

David

Sam Sares, Inc. Leiberman, David Moerbitz, Richard Sandler, Hy Somerset Corp. Freedman, Louis Stark Record Service David, Paul Murcy, Charler

David, Paul Murray, Charles Tip Top Music Co. Goodman, Monroe Hall, William

Nunes, Larry Richman, Harold

REGISTRATION REGULAR MEMBERS

Toy House of Hudson Valley Kustas, Lou Western Merchandisers, Inc. Williamson, Richard

GUESTS The Boyd Corp. Roy Rice Dart Records Dart Records Reimer, Harvey Taylor, Jack Dixie Record Service Farver, Ed Main Line Record Service Halamay, Ross Monroe Distributing Co. Rubin, Herman Rec O Rac Distributing Rec O Rac Distributing Blaufeld, Harry Sherman Enterprises, Ltd. Sherman, Alex Slotkin Record Distributors Slotkin, Herb Rand Sales Frasu, Ray Plaut, Thomas Joe Head Productions Guy, U. G. Joe new Guy, U. G. Head, Joe World Record Distributors Goldstein, Morris Goldstein, Morris Schoelplatten, Hamburg, Germany Kirsten, Harald Pye Records, Ltd. don, England Granahm, Tom Strickland, Alex

1966 NARM CONVENTION

REGISTRATION ASSOCIATE MEMBERS

• Continued from page 68 Hanna-Barbera Records Ayres, Thomas Bohanan, Don Hickory Records McCluskey, Robert Rose, Lester F. H. R. Bastrof Co. McKimmie, Paul International Tape Cartridge Co. Finley, Larry Jubiles Records Biaine, Jerry Dukoff, Nat Kapp Records Schaeffer, Sid Wartell, Sandy King Records Miller, Johnnie Nathan, Sidney Le Bo Products Co. Hanna-Barbera Records Le Bo Products Co. Dame, Leslie Dame, Leslie Liberty Records Barsky, Edward Bennett, Alvin Bledsoe, Ron Bowman, Dick Bratel, Jack Daie, Bud Dain, Bud Davis, Mac Fuhrman, Mel Kessler, Irv Puntman, Mei Kassier, Gerry LaCoursiere, Gerry Keverdei, Leaen Keverdei, Leaen Goldarbd, Herb House, Cy Livert, Paul Toller-Bond, D. H. Warner, Sy Marnel Distributing Ce. Verbit, Marshall Mercury Record Corp. Green, Irving Kelly, Harry Myers, Keneth Steinberg, Irwin H. MGM Records M Records Denish, Art Greenberg, Sol Mancini, Frank Nasilir, Mort Picone, Phil Price, Mel Price, Morrie Scheer, Len Seidman, Dave Stimler, Irv White, Tom Bendertien Mira Productions Demain, Robert Wood, Randall ument Records Chellman, Chuck Summers, Robert Motown Record Corp. Jones, Phil Klein, Al Newman, Ron Musicor Records - Talmadge, Art National Mercantile Corp. Kline, Sam Post, Carl Selter, Jesse Original Sound Record Co. e, Art Paramount Wire Products Winston, Joseph

Philips Records Simon, Lou

Pickwick International, Inc. Bean, Al Berson, Ralph Leslie, Cy Moss, Ira Moss, Ira Premier Albums, Inc. Landwehr, Philip Pasin, Son Pease, Harold Sikora, Larry RCA Victor Records Bennett, Marty Blando, Vito Burgess, John Clark, Allan Clark, Ray D'Imperio, D Imperio. Joée Jenkins, Narr O'Del, William H. Parkhill, George Reilly, Bill Reifke, Henry Tarr, Irwin Welker, Henry Tarr, Irwin Welker, Red Recten Corp, Bob Recten Corp, Bob Recten Corp, Bob Recten Corp, Bob Reuest Records Lengsfelder, Hans Roulette Records Lengsfelder, Ron Revial Discribistributing Co. Yalowitz, Edward Scepter Records Jenkins, Harry Greenberg, Florence Schlachter, Marvin Smash Records Fach, Charles Somerset Stereo Fidelity Records Alperin, Howard Alperin, Howard Ceja, Dick Miller, David L. Sherman, Al Sherman, A Starday Records Neely, Hai Pierce, Don F. Wilson, Jim Sue Records Murray, Henry "Juggy" Time Records Shad, Robert Woods, Chet **Tone Distributors** Stone, Henry Tower Records Fraser, Gordon Samela, Vito Transcriber Co. Butterworth, Bruce Harmon, Vaughan United Artists Records ed Artists Red Berger, Joe Lipton, Mike Mael, Simon Miele, Andy Stewart, Mike United Record Dist. (Chicago) Leaner, Ernest United Record Dist. (Houston) Poncio, Steve Vanguard Records Corsack, Herb Warner Bros. Records Block, Gene Friedman, Joel Friedman, Joel Maitland, Mike Ostin, Mo Weyerhaeuser Co. Rosenbloom, Philip Shore, Paul Word Records Jelley, William McCracken, Jarrell Philpott, Wayne

March 12, 1966, BILLBOARD

80

HI-FI COMPONENTS . GUITARS . ACCESSORIES Harmonica — Hot New Musical Product

playing the harmonica these days—rock singers, blues artists, c&w performers and folk singers. A recent dealer survey by Billboard showed that more than 40 per cent of the dealers are now stocking harmonicas and many others are planning to stock them in the near future.

In several recent conversa-tions, Billboard learned that dealers have no objection to handling harmonicas. Harmon-icas, they said, are as easy to handle as records, the investhandle as records, the invest-ment in them is modest and they require very little space. Most important, harmonicas are easy to master, require no music-school affiliation, and can be knowledgeably sold by untrained personnel.

There are harmonicas for beginners, inexpensive models that are easy to learn with and usu-ally accompanied by instruction booklets. (The Hohner Co. pro-



STONES ARE DOIN' IT THE (Brian Jones) .

vides two booklets, "How to Play the Hohner Harmonica," and "Folk Songs for the Har-monica.") Also, there are ex-pensive, elaborate models to serve a variety of musical needs.

For the accomplished player, Folkways Records and Oak Publishing Co. of New York have released a book, "Blues Harp," and an instructional record of the same name. Both were pre-pared by folk-blues recording artist Tony Glover. The package was released in November 1965 and sold out so quickly that the book has just gone into its sec-ond printing. Folkways spokes-men told Billboard that the package has been one of the hottest selling items in the past

few months. Attesting to the increasing importance of the harmonica in the record retailing scene is the current interest in the product by various record distributors (the latest to begin handling the items-Hohner brand-is Cap-itol Record Distributors), makpossible for dealers to harmonicas at the same ing i order it time they are ordering records.



EVEN THE ASTRONAUTS ARE DOING IT (Walter Schirra). March 12, 1966, BILLBOARD



THE FOLK SINGERS ARE DOIN' IT (Bob Dylan) .

STATIONS BY FORMAT

Continued from page 26 (80%)-Classical (20%). Editorializes oc

(80%)-Classical (20%). Editorializes oc-casionally. Special programming: Univ. of So. Cal. Football and Basketball, Los Angeles Blades, Hockey, usually bi-weekly. "At Your Service" with Dennis Bracken, audience call-in, experts, 1:10-3:00 p.m. M-F. "At Your Service" with Mike Roy, audience call-in, cooking, 11:30-noon, M-F. "Firing Line," audi-ence call-in, newsmakers, with Ruth Ashton, 3:10-3:55, M-F. "Michael Jack-

THE RHYTHM AND BLUES ART-ISTS ARE DOIN' IT (Millie Small)

son Show," audience call-in, guests, 8:00-11:30 p.m., M-F. Barney Miller is director of 20-man news dept. Special equipment: 2 mobile units with short-wave, 2-way phone, both able to feed live or live-on-tape to air. Portable 2-way phone unit for field reports. Wirele's miller, as contained hour, scatch lines on the half-hour. Folk Music pro-grammed occasionally on the "Rege Cordie Show" 6-10 a.m. TV outlet is KNXT-TV. Channel 2. New records are selected for air-play by music dir. 10-15 new records programmed weekly. Rec-ord promotion people are seen M-F. Gen'l mar. Nobert P. Suiton. Prog. dir., Frank Goerg. Record librarian, Bob Sinn. Send 3 copies of 45% and 3 copies of LP's to Mr. Sinn, 6121 Sunset Blvd, Hollywood. Calls. 90028. Phone: (213) HO 9-1212.

KNX-FM: ERP 67,000 watts. Simulcast with KNX.

with KNX. KPOL: 50,000 watts. Independent. On the air 24 hrs. a day. Music format: Standard (50%)-Conservative (50%). Edi-torializes occasionally. Special program-ming: "Morning Commentary," with Tony Kent, 8 a.m. M.F. "Noon Com-mentary," with Fed May & Alan Harvey, noon, M.F. "Evening Com-mentary," with Edmonde Haddad, 6 p.m. M.F. TV outlet is KPOL-TV, channel 32. Robertson C. Scott is direc-tor of 5-man news dept. Special equip-ment. 5-min. news on the hr., head-lines on the half hr. Comedy LP's fea-tured on "Musical Comedy LP's tea-tured on "Austra Comedy LP's tea-tured on "Austra Comedy LP's teatre," and programmed occasionally on other shows, New records are selected for air-play by prog. dir. Approx. 4 new releases programmed each week. Record promotion people are seen M-F. Gentl mer, Fredrick D. Custer. Prog. dir., Hobertson C. Scott, Soul 2 copies of LP's to Mr. Scott, 5700 Sunset Blrd, Los Angles, Calif. 90022 Honer: (12) 466-413.

KPOL-FM: ERP 50,000 watts. Simul-cast with KPOL.

Reverse with Rev Books waits simulaters with RFD.
KPPC: 100 waits independent. On the air 6 a.m.Midnight. Music format: Classical (75%)-Conservative (25%). Editofallow (25%). Editofallow (25%). Editofallow (25%). Editofallow (25%). Editofallow (25%). Editer (25%). Editofallow (25%). Edit

KPPC-FM: ERP 22.500 watts. On the air 7-11 p.m. Wed., 7 a.m.-midnight Sun, Music format: Standard (100%). Send 2 copies of 45% and 2 copies of LP's to Effic Cooper. Address & other per-sonnel same as KPPC.

KRHM-FM: ERP 8,300 watts. Independ-ent. On the air 24 hrs. a day. Music format: Pop Standard-Standard. Special programming: "This is Steve Allen," popular music, 7-8 p.m. Sat. "Milton Cross Show; classical music, noon-1 p.m. Sun. "Theatre Unlimited," com-plete recorded plays, Paul Werth host, 9 p.m.-midnight, Sun. "Town Hall," tapet takes by nationally known per-sons at town-hall luncheons, 10-11 p.m.



THE COUNTRY AND WESTERN STARS ARE DOIN' IT (Doc Watson) . .

Tues. 5-min. news at 8:30 & 10 a.m., 2 & 4 p.m. Comedy LP's featured 3-5 p.m. Sun, and Wigan almost decasionally featured on the Les Claypool show 9-10 p.m. M-F, 8 p.m.-midnight, Sat., and occasionally on the Andy Wilson show, New records are selected for air-play by individual DJ. Record promo-tion people are seen M-F. Gen't mgr., Benson Curtis. Send I coop of Stereo LP's to Marian Williams, 301 S. Kings-ley Dr., Los Angeles, Calif. 90005. Phone: (213) 385-7421.

Phone: (213) 385-7421. KRKD: 5,000 watts. Mutual affiliate. On the air 24 hrs. a day. Musie format: Pop Standard (10%). Special pro-gramming: "Fulton Lewis F.," com-mentary, 8:05-8:10 a.m., 5:30-5:50 p.m. "Bill Stern Sports," 4:30 p.m. M-F. "World Today," rundown of day's news, 3:35 p.m. M-F. Bob Birl is director of Sman news dept, Special equipment: Sigalert, S-min. news on hr. & half hr. Extended news twice daily. Cuts from Comedy LP's & Folk Musie programmed accasionally on all DJ shows. New records are selected for air-play by prog. dir. Station publishes a play list weekly. Approx. 25 new records pro-grammed each week. Record promotion people are seen Tuse. & Thurs. Gent' mgr., Tom Papich. Prog. dir., Mod McKean. Seen Tuse. K. Fulls. Mod. McKean. Seen Tuse. K. Fulls. Coll. 9001. Phone: (213) 225-4116.

KRKD-FM: ERP 54,000 watts. Music format: Standard (100%), Simulcat 6:30 p.m.-5 a.m. with KRKD, Send 2 copies of 45's and 1 copy of LP's to Mr. McKean. Address & other personnel same as KRKD.

KRLA: 50,000 watts. On the air 24 hrs. a day, Music format: Contemporary. Gen'l mgr., Lawrence Webb. Prog. dfr., John Barrett, Music dir., Dick Moreland, 1401 S. Oak Knoll, Pasadena, Calif. 91109, Phone: (213) 681-2591.

KSFV-FM: 1,000 watts. On the air 24 hrs. a day. Gen'l mgr., Norm Allen. 212 S. Brand Blvd., San Fernando, Calif.

KSVG-FM: ERP 810 watts. On the air 7 a.m.-midnight. President, Carl Coulter. Prog. dir., Lou Emerson. Box 98, 1415 W. Garvey Ave., West Covina, Calif. Phone: (213) 337-7218.

KSRF-FM: ERP 1,000 watts. On the air 24 hrs. a day. Gen'l mgr., George A. Baron. Box 2218, Pacific Ocean Park, Santa Monica, Calif. Phone: (213) 399-9263.

KTYM: 5,000 watts. Daytimer. Pres. & Gen'l mgr., A. J. Williams. 6803 West Blvd., Inglewood, Calif. 90302. Phone: (213) 678-3731.

KTYM-FM: ERP 3,000 watts. Same ad-dress and personnel as KTYM.

KUTS and personnel as KITM. KUTE-FM: ERP 80,000 waits. Independ-ent. On the air 24 hrs. a day. Music forman: Standard (80%)-Conservative (8%)-(Instrumentals only). New records (8%)-(Instrumentals only). New records Approv. 2. new LP releases programmed each week. Record promotion people are seen M-F. Gen1 mgr., R. P. Adams. Ordfental Center, 30th floor, Los Angeles, Calif. 90015. Phone: (213) 749-1441.

KVFM: ERP 4,000 watts. KVFN: ERF 4,000 watts. Independent. On the air 24 hrs. a day Music formati: Pop Standard (90%)-Standard (10%). Editorializes occasionally. Special pro-gramming: "View From the Towers," commentary, with Melvin Lees, 5:55 p.m. Mon. News is planned for about April 1, 1966. Cuts from Comedy LF* included in all regular programming. Folk Music featured Sun. 6-9 p.m. Folk Music included occasionally in all regu-lar programming. New records are se-lected for air-play by individual DJ. Independent



THE BEATLES AND (John Lennon) . .

Station publishes a play list monthly. 20 new releases and 10 back releases are programmed each week. Record pro-motion people are seen Thurs., Fri. Mgr., Verne Vang. Prog. dir., Don Pedretti. Send 1 copy of LP's to Mr. Vang, 8155 Van Nuys Bird., Panorama City, Calif. Phone: (213) ST 7-6000.

KWIZ: 5,000 watts days, 1,000 watts nights. Independent. On the air 21 hrs. daily, 24 hrs. weekends. Music format: All requests (anything but classical), Special programming: "From the Gill requests (anything but classical), Special programming: "From the People," interviews with prominent news figures. 11:30 p.m.midnight, Sun, Jean "Spidet" MacLean is director of 4-man news dept. Special equipment: Amphib-ious mobile unit & several land units, Cuts from Comedy LP's and Folk Mu-sie programmed occasionally on all shows. Record promotion people are seen M-F. Gen'l mgr., William H, Weaver, Prog. dir., Blill Weaver, Record Librarian, Edith Odom. Send 3 copies of 45's and 2 copies of LP's to Miss Odom, 5th & Main, Santa Aan, Calil. 92701. Phone: (714) 547-0951.

KWIZ-FM: ERP 3,000 watts. Simulcast with KWIZ.

with KWIZ. KWKW: 5,000 watts. Independent. On the air 24 hrs, a day. Music formati: Spanish (100%). Special programming: Dodgers Baseball. "Tribun De Ameri-ca" with Phil Rivero and Roberto Iglesias, audience call-in, 8-10:30 Sun., 8-11:00 Mon. "Para La Mujer" with Margarita Orarill, women's show, 5-6 Sun. Jaime Jarin is director of 3 with Phil Rivero and Roberto Iglesias, audiect energiant and the short with Carling and the short of 3 with and the short headlines on the half-hour. Extended news at noon and 5 p.m. daily. Mexican Folkiore Music featured on "Mexico Canta" with Mario Armenta. New records are selected for air-play by committee of short are broach foreile. Record promotion people are seen. M-W-F. Gen'l mgr. & prog. dir., Larry Mazarsky, Music director, Horaclo Botello. Send Brad, Holdywood, Calli, 9032. Phome: (21) 465-6171. KWOW: 5000 watts daws. 500 warts

KWOW: 5,000 watts days, 500 watts nights. Independent. On the air 24 hrs. a day. Music format: Country (100%). nights. Independent. On the air 24 hrs. a day. Music format: Country (100%). Editorializes occasionally. Special pro-gramming: "Air Views," interviews-talk, 8-9 p.m. Sun. "So You Want a Job," 7:30-8 p.m. Sun., both hosted by Randy Wills. "Controversy," discussion-audience participation, various hosts, 9-10 p.m. Sun. John Wayes, Jr. is director of 2-man news dept. 5-min. news on the hr, headlines on the half-hour. Cuts from Grammed Person and Folk Music pro-rearmmed participation. Job Music pro-station personnel. Station publishes play list weekly. Approx. 30% of new records received each week are programmed. Record promotion people are seen Mon., Tues, Wed. Ger1 mgr., Dons H. Wicks strom. Prog. dir., Johnny Dallas, Send 4 coples of 45's and 2 coples of LP's to Mr. Dallas, South Mills & Olive, Pomonon, Call, 91766. Phone: (213) NA 8:5541.

KYMS-FM: ERP 3,000 watts. Independ-KYMS-FM: ERP 3.000 watts. Independ-cnt. Music format: Conservative (109%). Editorializes never. Special program-ming: "Conversation Center," with Jack Redican, panel show, 10:15-10:45, Sun. Glen Wescott is director of 2 man news dept. 5-minute news on the hour, head-lines on the half-hour, extended news 6 a.m. McSat., 11:45 McSat. New rec-ords selected for air-play by prog. dr., Record proomtion people are seen M-F, 9 a.m. Noan. Gen1 mgr. Douglas Camp-bell. Prog. dlr., Glen Wescott, Send 2 steres LP's to Mr. Campbell 1660 E, 141-335.

XTRA: 50,000 watts. A McLendon Sta-tion. All-news format. 5455 Wilshire Blvd., Los Angeles, Calif. 90036. Phone: (213) WE 7-2424.

Scanning The News

One of the major recording companies has reportedly just com-pleted a survey which will help determine whether it should at-tempt to release singles in 331/s r.p.m.

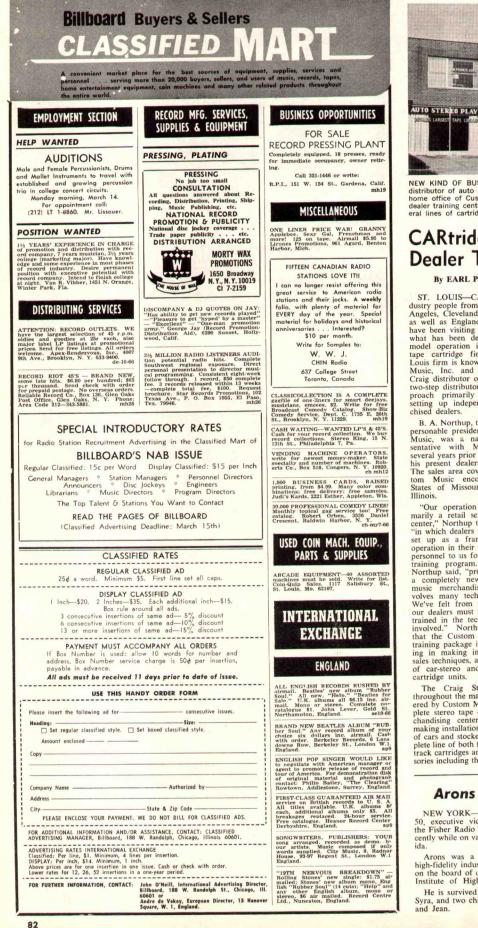
Telefro Industries, Cherry Hill, N. J., manufacturers of tape decks for both the auto and home mar-kets, is currently offering two sales promotion deals to its distributors. One deal offers a cartridge inven-tory at reduced prices, the other provides a basic inventory of Porta-Tape monaural tape players for autos, plus a supply of re-corded music cartridges or a free combination of cartridges and re-verb units. verb units

RCA will soon have an eight-RCA will soon have an eight-track cartridge player for home use. The RCA units will accept cartridges usable in the Ford-Mo-torola playback system, and will be on the market before the end of the year. The unit will report-ely be different from existing eight-track home players in that it will be a complete, self-con-tained music producing system, rather than a cartridge player that must be plugged into an existing stereo or hi-fi system. "In Crowd" special. The Elec-

stereo or hi-fi system. "In Crowd" special. The Elec-tronic Industries Association Board of Directors has given its 1966 **Medal of Honor** (an award pre-sented to executives who have "made a distinguished contribution to the advancement of the elec-tronics industry,") to EIA president Dr. Harper Q. North. "Zarith and Meteorle two alex

Dr. Harper Q. North. Zenith and Motorola, two elec-tronics giants, have recently re-vealed total sales and earnings fig-ures for 1965. Zenith: sales of \$470 million, earnings of \$315 million, dotorola: sales of \$515 million, earnings of \$31 million. Figures represent **all-time record highs** for both firms.

highs for both firms. Jim Martin, recently appointed Lear-Jet Stereo distributor in Chi-cago, has been successfully pitch-ing Lear's eight-track tape systems to record dealers. Martin, head of Chicago's Music Distributors, a veteran independent record dis-tributor, gained the Lear distribu-torship as he was losing an-other, the Dot record line. Dot is eliminating independent distribu-tors and using their own factory-owned distribution network as of this month. PAUL ZAKARAS





NEW KIND OF BUSINESS beginning to dot U. S. landscape is the distributor of auto tape players and CARtridges. Pictured here is the home office of Custom Music, Inc., St. Louis, which functions as a dealer training center and distributor of Craig playback units and several lines of cartridges and accessories.

CARtridge Distrib Offers **Dealer Training Program**

By EARL PAIGE

ST. LOUIS-CARtridge industry people from Detroit, Los Angeles, Cleveland, Milwaukee, as well as England and Japan, as wert as England and Japan, have been visiting and studying what has been described as a model operation in the stereo tape cartridge field. The St. Louis firm is known as Custom Music, Inc. and is the only Crein dictibutor operating as a Music, Inc. and is the only Craig distributor operating as a two-step distributor operating as a two-step distributor with an approach primarily directed at setting up independently franchised dealers.

B. A. Northup, the young and personable president of Custom Music, was a national repre-sentative with Monsanto for several years prior to developing his present dealership concept. The sales area covered by Cus-tom Music encompasses the States of Missouri, Iowa and Ulianie

"Our operation here is primarily a retail service training center." Northup told Billboard, in which dealers wanting to be set up as a franchised Craig operation in their area can send operation in their area can send personnel to us for an intensive training program. This field, Northup said, "presents us with a completely new concept of nusic merchandising and in-volves many technical aspects. We've felt from the start that our dealers must be thoroughly trained in the technical aspects involved." Northup explained that the Custom Music dealer training package included train-ing in making installations, in sales techniques, and the service of car-stereo and home-stereo of car-stereo and home-stereo

The Craig Stereo Centers throughout the market area covered by Custom Music are com-plete stereo tape cartridge mer-chandising centers capable of making installations in all makes of cars and stocked with a complete line of both four and eight-track cartridges and other acces-sories including the several mod-

Arons Dies

NEW YORK-Ben L. Arons, 50, executive vice-president of the Fisher Radio Corp., died re-cently while on vacation in Flor-

Arons was a leader in the high-fidelity industry and served on the board of directors of the Institute of High-Fidelity.

He is survived by his widow, Syra, and two children, Michael and Jean.

els of home-tape cartridge play-

els of home-tape cartridge play-ers Craig is now offering. Speaking out on the matter of four and eight-track stereo tape cartridge systems, Northup ex-plained that Craig will soon be shipping a unit that will play both types. "But it'll feature stationary heads," he said, "which will avoid many of the problems now existing with the "which will avoid many of the problems now existing with the closer-tolerance eight-track units. Actually," Northup declared, "there are far more four-track units already in operation and compatibility is going to be a real key in the growth of this industry."





GRT ENTERS 4 & 8 TRACK CARTRIDGE MARKET

GENERAL RECORDED TAPE, INC. 1262 Lawrence Station Road Sunnyvale, California

Four Batman Items Have Been **Officially Licensed to Trade**

CHICAGO — A fourth bulk vending item inspired by the Batman comic book character has been officially licensed to the bulk vending trade.

Billboard reported the licensing of three items to bulk suppliers last week

The fourth item, rights granted by the Licensing Corp. of Amer-ica, will be released by Albert Fischer & Co. March 18.

Fischer & Co. March 18. According to Al Fischer, president of the Fort Thomas, Ky-based company, his official-ly licensed item is a Batman Flicker Picture. Eight different poses of Batman and Robin will be offered to the trade, Fischer said, for penny, nickel and dime said, for penny, nickel and dime vending. (Fischer has also re-ceived rights to manufacture a Batman kiddie ride.)

Other Batman bulk vending

USED MACHINES

Pistachio Nuts, Jumbo Queen,

Red Pistachio Nuis, Jumbo Queen, White Afgan Crown Red Lip Pistachio Nuis Afgan Prince Red Lip Pistachio

anish Anish Xxed Nuts Jinbow Peanuts Jinbow Peanuts Jidge Mix Just Beans Corice Gems & M, 500 ct. Prshey-ets

uts an Nuts, 5 lb. bag, per lb. new, Whole new, Butts nuts, Jumbo nish

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator.

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VENDORS

collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules. Chrome front optional.

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SALES AND SERVICE CO.

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A REAL SALES

STIMULATOR IN ANY

LOCATION Vends 100 count gum, V, V-1 and V-2 capsules.

movable cash

Available with 1c, 5c, 10c, 25c or 50c c e i n mechanism. Re-

\$.92

.87 .70

items officially licensed by Na-tional Periodicals via Licensing Corp. of America to date include flicker rings, buttons and emblems

The emblems have been li-lensed to Oak Manufacturing Co., Los Angeles, and are being Acorn subsidiary. The items vend at a dime. Batman buttons have been li-

Batman buttons have been li-censed to Creative House Pro-motions, Chicago, and are, in the words of Sales Director Paul W. Weber, "primarily designed for penny vending." The com-pany is offering a 12-subject series with each button in three colors. The series includes Bat-

man in two poses, Robin in two poses, the Joker, several other subsidiary characters from the comic book family and several

classic Batman sayings. Batman flicker rings have been licensed to an independent party in the New York area and party in the New York area and will be manufactured by one of the industry's well-known suppliers. The flicker rings will be in delivery in about a month. The item will appear as a 12-ring series for dime vending. Each ring has two action pic-tures in color.

Veteran trade observers are predicting that Batman items will be the hottest bulk vending merchandise of the year.

BULK BANTER

MISSOURI

Bulk operators in the Kansas MANDELL GUARANTEED Bulk operators in the Kansas City regions enjoying an excep-tionally good winter business Alan Bitterman infos, with the area ex-periencing hardly any snow or bad weather. Alan and his father, **Bernard Bitterman**, have been off on sales treks with the younger partner of Bitterman & Son cov-ering the southern Missouri area and his father visiting with bulk ops up in Omaha, Nebraska and Des Moines, Ia., recently. MERCHANDISE & SUPPLIES

Both Bittermans are planning on attending the Chicago conven-tion in April and report being quite enthusiastic about the suc-cess of 25-cent vending in the



K.C. area. Several operators in K.C. area. Several operators in lately picking up supplies and equipment—the guys from Variety Vending, Omaha, Neb.; Mrs. Lewis Faplata, Springfield, Mo.; Mary and Leo Flanders, Carrollton, Mo.; Ken Mitchell, Des Moines, Ia., and many more.

Items moving well at Bitterman & Son include the Go Go Rings and Funny Faces. Leaf's Pink Champagne gum also a fast-moving item accordin gto Alan, who reports further that Fleer's Nic Monte was in town for a visit lately. Alan also informed that Hillis Gibson is in the hospital in Des Moines for what might be an extended period. Sam Phillips off for a brief trip down Arkansas way leaving everything at Samuel J. Phillips Co. in the expert hands of bulk Gal Friday Loretta, who reports that operators around the St. Louis market have enjoyed a good win-ter, too. A fairer shake on municipal Items moving well at Bitterman

A fairer shake on municipal license fees for bulk operators and an organized approach to pending legislation was the topic for the meeting of area ops at the Town Hall (8) with several local princi-pals organizing the confab—Irv Katz, Ben Kessel, Lew Block, Earl Veatch and Sam Phillips.

At Central Distributors Earl Veatch reports fast movement on the Meyer Abelson 5-cent jewelry mix and Fleer Gun's Alvin Tatoos. Earl and his father, Norwood Veatch, planning on making the Chicago meeting of all Northwestern distributors (19) at the Hilton Hotel. In what might reflect a trend

at the Hilton Hotel. In what might reflect a trend in bulk vending, young Veatch re-ports that a number of area juke box and games operators have been going into bulk operating and finding it a profitable extension of their operations. Art Anderson, Waynesville, Mo.; Frank Heck, Quiney, III.; Ted Key, Farming-ton, Mo., and Bill Channess of West Frankfort, III., are among the group of jukes-games operators going into bulk... EARL PAIGE



Alabama Vendor Successful With Elaborate Installations

DOTHAM, Ala.—Bert Wit-kos, owner of Bert's Vending Service, a local bulk operation, told Billboard that installation of exciting, traffic-stopping dis-plays is the best way to overcome objections of storekeepers



- March 7-12—Toy Manufactur-ers 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 Conven-tion and Trade Show, Shera-ton-Chicago Hotel, Chicago.
- June 12-15-National Confec-tioners Association annual convention, Washington Hil-ton, Washington, D. C.
- Oct 29-Nov. 1-National Automatic Merchandising Asso-ciation Annual Convention and Trade Show, McCormick Place, Chicago.

zip code

helps

keep postal

costs

ZIP Codes

keep postal costs down but only if

vou use them.

who don't want to allot space for bulk venders in store entryways Witkos, who has probably

more downtown shopping area locations per capita than any other vulk vendor in the southeast, says that he has been trying to make every location "excitin make every location "excit-ing." By this he means elaborate, multiple-head installations that

ause customers to stop and look at them for a while. A typical Witkos location shows six heads, in two tiers of three. One machine offers fire-ball gum, novelties, rabbits' feet, ball gum, novelites, rabbits' feet, and a gum unit with a built-in "dribbled' game which never fails to fascinate the youngsters. Including penny count, 5-cent and 10-cent units, this combina-tion gives the customer a wide choice of course, appeals to adults and children alike, and has the advantage of offering sharply contrasting merchandise which people notice at once. The veteran Alabama operator

says he receives fine comments from his customers on these elaborate displays, and by show-ing the installations to others he has been able to obtain locations in arcade entrances of stores which he never before permitted bulk machines on their premises.



compak 4 unit combines four bulk vendors into one profit power unit. Secured by Ace lock-Single lock rapid servicing, enables operator to service one or four machines with one simple operation. (Just turn the key.)

SELLS SOMETHING TO EVERYONE. YOUR PROFIT IS OUR BUSINESS. HARBY INDUSTRIES 702 North Mariposa Stree Burbank, Calif. 91502

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Oak's handsomely designed Futura stand brings to vending a unique new method of operation. Providing double-lock safety, including an Ace top lock, it is engineered specifically for the Cabinet Model machines. Available in automotive chrome finish or baked red epoxy enamel, the Futura stand occupies only a 13x16inch floor area. Wheel mounted for mobility, it stands 50 inches high. The shipping weight is 21 lbs.

Time payments available on OAK Machines through all distributors.

Oak MANUFACTURING CO., INC.

A Survey of City Vending Ordinances

EDITOR'S NOTE: We continue a series or reports on legislation related to the bulk vending business. By no means exhaustive, each article carries the name and address of the official from whom full information on vending regulations may be obtained. Clip and save.

NORTHWESTERN



Model 60 Bulk-Pak Will not skip or jam because of specially designed wheel and housing Holds 1,000 individually wrapped FLEER'S DURBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. WRITE, WIRE OR PHONE

PARKWAY MACHINE CORP. 715 Ensor St. Baltimore 2, Md.

SCHOENBACH CO. Manufacturers Representative Acorn - Amco Distributor MACHINES GREAT MONEY MAKER ACME ELECTRIC = () = MACHINE 6 4 and up. 23.50 Sample\$28.50 Batteries \$1.00 addl. per mach. HOT — HOT HOT — HOT 10¢ VEND ITEMS (all 250 per bag) Space Creatures Hunt & Bring smrt. Necklaces, Brooches, Bracelets (Penny King) 8.00 \$5.00 Crazy Crary Labels \$5.00 1¢ VEND ITEMS (all price per M) Stopy Sales & U.N.C.L.E. Flicker Rings 12.00 1¢ mixes from 3.50 Parts, Supplies, Stands & Globes Everything for the operator. One-third deposit with order, balance C.O.D. SCHOENBACH CO. 715 Lincoln PL, Brooklyn 16, N.Y. (212) PResident 2:2766

Yease rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Yender (as illustrated) as well as other North-yestern machines.



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 Venders. Write to King & Co. for prices and our new 12-page catalog.

Akron, Ohio

According to Mrs. Rose Raies, deputy clerk of city council, Akron has no regula-tions governing the operation of vending machines. For further information contact Mrs. Rose Rose Rose Council Raies, Deputy Clerk of Council, Akron, Ohio.

Dayton, Ohio

"We have no municipal ordi-nance regulating the operation of vending machines," Bilboard was informed by Mary Amato, assistant clerk of the city com-mission. For full information contact Mary Amato, Assistant Clerk, City Commission, Day-ton, Ohio. ton, Ohio.

Denver

Recent amendments to the municipal code now make it necessary for vending machine operators to obtain an annual license from the city manager of safety and excise. In addition to a \$10 application fee, the li-cense cost schedule is as follows

Penny machines — 20 ma-chines or less, \$20 annually; 21 machines or more, \$50 annually. (The basic fee computed on the number of vending machines is increased \$20 for each employee of the vending firm.)

Nickel machines — 20 ma-chines or less, \$50 annually; 21 machines or more, \$100 annually

(The basic fee computed on the number of vending machines is increased \$20 for each employee of the vending firm.)

Dime-and-over machines—20 machines or less, \$50 annually; 21 machines or more, \$150 annually.

(The basic fee computed on the number of vending machines is increased \$20 for each employee of the vending firm.)

Any operator who has ma-chines in more than one class as described above is required to have only one license for the highest class of vending ma-chines he operates, computed on the total of all classes of vend-ing machines which be operates. ing machines which he operates and the total number of his employees.

Detroit

The Detroit City Code requires that vending machine operators obtain annual licenses according to the following rates: Penny machines — 1-25 ma-chines, \$15; 26-75 machines, \$20; 76-150 machines, \$25;

151-300 machines, \$30; 301-500 machines, \$35; 501-750 ma-chines, \$50; 751-1,000 machines, \$50; 751-1,000 ma-chines, \$75; each additional 250 machines or fraction thereof,

machines or fraction thereof, \$25. Packaged food machines (above a penny)—1-3 machines, \$10; 4-6, machines, \$18; 7-10 machines, \$25; 11-20 machines, \$35; 21-40 machines, \$45; 41-70 machines, \$60; 71-100 machines, \$100; each additional 100 machines, \$100; each

chines or fraction thereof, \$60. Bulk food and drink machines (above a penty)—1-3 machines, \$15; 4-6 machines, \$27; 7-10 machines, \$40; 11-20 machines, \$60; 21-40 machines, \$80; 41-70 machines, \$100; 71-100 machines, \$100; neck additioned 100 machines, \$200; neck additioned 100 machines, \$200; each additional 100 ma-chines or fraction thereof, \$60. chines or fraction thereof, 560. Each vending machine or bank of machines operated by the licensee shall display, in a conspicuous place on the ma-chine, a suitable identification mark, a minimum size of 2 inches by 3½ inches, bearing the name and address of the op-erator erator.

additional information For contact Thomas D. Leadbetter, City Clerk, Detroit, Mich.

Houston

An annual occupation tax of \$5 per machine is levied on every vending machine. However, under an ordinance amend-ment of 1964, the following machines are exempted from the tax:

"Gas meters, pay telephones, pay toilets, food vending ma-chines, confection vending ma-chines, beverage vending ma-

merchandise vending machines, cigaret vending ma-chines, stamp vending machines and service coin-operated machines.

Kansas City, Mo.

The annual license fee for vending operators is computed as follows: \$1 per \$1,000 of an-nual gross receipts. The mini-mum fee is \$15.

For further information contact O. W. Ament, Revenue Of-fice Manager, Finance Dept., Division of Revenue, Second Floor, City Hall, Kansas City, Mo. 64106.

Los Angeles

The city ordinance applying to vending machine licensing reads as follows:

"For every person engaged in the business of operating, maintaining or letting the use of any coin-operated vending machine for the dispensing of machine for the dispensing of goods, wares, merchandise or other tangible property within the city of Los Angeles, the tax shall be \$16 per year or fraction part thereof for the first \$5,000 or less of gross receipts, plus \$1.60 per year for each addi-tional \$1,000 of gross receipts or fractional part thereof in ex-cess of \$5,000."

Stamp vending machines are exempted from these provisions. For additional information contact John F. Mottola, Chief Tax and Permit Representative, Office of the City Clerk, Tax and Permit Division, Room 1, City Hall, Los Angeles, Calif. 90012

Vending News Digest

Women Smokers' **Death Rate High**

NEW YORK—Figures just released by the National Cancer Institute show that the death rate from lung cancer and coro-nary heart disease among women smokers is twice that of non-smokers.

Emphysema, cirrhosis of the liver, cancer of the mouth, pharynx, esophagus and pan-creas are more common among women smokers than with women who never smoked reg-

ularly, the report stated. Death rates among women smokers from all causes were considerably lower than those among men smokers, the study indicated.

Brennan Joins ARA Marketing

PHILADELPHIA — Kellet Aircraft Corp. president Don A. Brennan has resigned to join Automatic Retailers of America, Inc., as a marketing executive. Brennan, who headed the air-craft firm since 1964, also served as its treasurer. He was a corporate executive in the Curtis Publishing Co. for 18 years, vice-president of the Chamber of Commerce of PHILADELPHIA — Kellet Chamber of Commerce of Greater Philadelphia in 1963-1964.

O'Malley Honored

CHICAGO . The title of CHICAGO — The title of "Chicago's Sales-Marketing Ex-ecutive of the Year" has been bestowed upon Canteen Corp. president Patrick L. O'Malley by the Sales-Marketing Execu-tives of Chicago. O'Malley was presented with a plaque on which was inscribed: "Our

Board of Directors and selection committee were most vividly im-pressed with the outstanding acceleration of sales and profits of your fine company during the past 12 months."

Midwest Vending Is Expanding

COLUMBUS, Ohio - The Midwest Vending Co. here has doubled its business during the past two years, company presi-dent Howard H. Sherman reports. ports. The company, which specializes in service to offices, industrial plants and schools, was founded 19 years ago and has just added measurably to its sales, service and warehousing facilities.

Sherman is one of the found-ers of the Ohio Automatic Merchandising Association and is a past president and treasurer of the organization.



ONLY YOU CAN GIVE. **RED CROSS BLOOD PROGRAM.**



MEET "MR. EGGHEAD"

The Newest Croze

Say You Saw It in Billboard



Re-Elect Maxwell By RAY BRACK

SIOUX FALLS, S. D.-In a unanimous vote during its meet-ing here Feb. 28, the Music and Vending Association of South Dakota became the ninth officially recognized State trade or-ganization to endorse the Music Operators of America's 2-centper-song juke box record royalty proposal.

Only six active music operator trade associations functioning on a State-wide basis have yet to vote on the MOA proposal, which was presented to the Judi-ciary Committees of the U. S. House and Senate following the close of the last session of Congress.

South Dakota group, The some 60 per cent of its membership represented at the meeting here last week, moved to endorse the national association's proposal after hearing MOA executive vice-president Fred Granger declare: "We made the Granger declare: "We made the proposal because we had no choice. Congressional commit-tee members told us that we'd best come up with an idea of our own because the revision of the Congright Law, poor heing the Copyright Law now being worked on was certain to re-move our performance fee exemption and could impose regu-lations we could not live with."

The association also re-elected

incumbent president Darlow Maxwell of Pierre, retaining all other officers and directors as well. Returned as vice-president was Mac Hasvold of Sioux Falls, was Mac Hasvold of Sioux Falls, host of the meeting here. Earl Porter of Mitchell was re-elected for the 12th consecutive year as secretary-treasurer. Directors retained were Ronald Manolis of Huron, Dean Schroeder of Aberdeen, Herman Warn of Salem and John Trucano of Deadword Deadwood.

Other major actions of the South Dakota association at its meeting here included: • Approval of a motion that

the vending division of the State association become an official affiliated State Council of the National Automatic Merchandis-ing Association. Word of the action along with meeting tran-script are being forwarded to NAMA headquarters in Chica-go, Acceptance of the South Da-kota vending division as an NAMA Council affiliate is expected in short order.

• Discussion of the background music competition by the Minnesota Mining and Manu-facturing music system. The 3M units are appearing in certain areas of the State.

• A report by association • A report by association executive secretary John Tru-cano on the recently successful effort at passage of an unfair trade bill relating to cigarets by the State Legislature. The 15-

page bill, also supported by the State cigaret wholesalers associa-tion, provides for the following: 1. Regulation of who in the State can obtain the \$125 cigaret

wholesaling license. 2. A wholesaling markup of

4 per cent. A minimum retail price of \$2.91 per carton; 30 cents per

pack. One effect of the new measure will be a curtailing of retailing "loss-leaders," resulting in an increase of vended pack sales

Similar bills have been passed in a number of other States.

• Discussion of three-ball-play flipper games. (See separate story in this issue.)

· Vote to accept Patterson In-(Continued on page 91)

Total Gross Receipts Tax Threat to L. A. Operators

LOS ANGELES-A threat to Los Angeles operators of amuse ment and music machines could materialize here in the form of higher taxes.

Several members of the Los Angeles City Council, searching for ways to increase revenues, are studying a proposal which will increase the tax burden of coin operators working within the city limits of Los Angeles.

Although the three members of the Los Angeles Tax Revenue Committee — Billy G. Mills, John C. Holland and Edmond Edelman—refuse to comment on the tax increase proposal, the local members of the California Music Merchants Association already have held one meeting to discuss ways to combat the committee's expected favorable tax boost recommendation to the City Council.

Both George Miller, president emeritus of the CMMA, and Henry J. Leyser, president, have been and will be in Los Angeles to investigate the city's tax proposal.

A spokesman for the organization said a plan is being pre-pared to present to the City Council and that the CMMA will hold future meetings on the subject. The item is not yet on the City Council's agenda, and members of the Tax Revenue Committee preferred not to say exactly when the matter will be taken before the full Council.

Tom Nast, attorney for the Music Merchants Association, was unavailable for comment on the legal interpretation of the proposal, the spokesman tax said

Total Gross

A spokesman for the organ-

ing to tax coin machine oper-ators on total gross receipts from each machine at each lo-cation. Prior to this, the spokesman reports, the city was taxing coin machine operators only on gross receipts shown on the operators' books, not the entire amount. Operators feel, the spokesman

ization said the city is attempt-

Operators feel, the spokesman said, the proposed tax will be unfair and would violate their coin machine lease agreement with the location owner. The operators feel the city should tax the operator on his share of the gross receipts from the ma-chine and tax the location owner on his share of the gross receipts.

Taxing the operator the entire amount from each machine, the spokesman said, is not in ac-cordance with city ordinances. It was learned that vending machines are not being included

in the new tax proposal

Court Hears Test Case on N. Y. State Tax

ALBANY, N. Y. — Attorneys for the State Tax Commission and Bathrick Enterprises, a Lockport, N. Y. operation, dethe application of the York State Sales tax bebated New

New fork state Sales tax be-fore the State Supreme Court Judge Staley here last week. The Tax Commission is at-tempting to collect 2 per cent of all play at more than 10 cents as an admission tax. Bathrick claims that juke box and coin game play does not constitute admissions.

Currently most New York Currently most New York State operators are not paying the tax, pending the decision on the test case. Dime play on juke boxes and games is not at issue. However, according to the State Tax Commission, all 25-cent and 50-cent plays are tayable.

A decision on the test case is expected to be handed down by the end of the month.

COMING NEXT WEEK-

Operating on Campus: How to make coin machines appeal to undergraduates.

ALSO-The Wurlitzer way with technical training.

Latin-American Exports Down Slightly During 9-Month Span

WASHINGTON — Figures released by the U. S. Depart-ment of Commerce indicate that exports of U. S. made juke boxes and games to key Latin-American countries sagged slightly during the first nine months of 1965 as compared with the preceding year.

DARLOW MAXWELL: Elected for second term as president South Dakota trade association.

of

FRED GRANGER addresses mem-

bers of South Dakota trade as-sociation.

New coin machine shipments to six major countries totaled \$909,847 during the 1965 peri-od; \$979,906 during the 1964 period.

period. Phonographs shipped to those countries during the 1965 period totaled \$516,879, a considerable increase over the 1964 dollar volume: \$373,628 for the period. Game dollar volume slipped from \$606,278 during the first nine months of 1964 in the six

from \$606,278 during the first nine months of 1964 in the six countries to \$392,968 during the nine-month period in 1965. The figures for the six key countries are as follows: <u>Mexico</u> American made inter bases

American-made juke boxes worth \$47,258 were imported by this country during the first nine months of 1965. The figure for the comparable period the preseding way was \$34,574. the preceding year was \$34,574. Amusement games (coin-operated) imported by Mexico from the U. S. during 1965 hit \$12,908 in dollar volume, down from \$25,248 during the first

nine months of 1964. Panama

Panamanian imports of juke boxes from the U. S. during the January-September 1965 period hit \$92,602 in dollar volume, compared with \$15,578 for the same number of months the

In games, Panama imported \$22,632 from the U. S. during the first nine months of 1965 compared with \$20,115 during

the comparable span the preceding year. Bermuda

During the first nine months of 1965, this nation imported \$183,995 worth of coin-oper-ated phonographs from the U. S. The fig \$133,150. figure for 1964 was

No game import figures are available from the Commerce Department.

Venezuela

coin-operated The graph import figure during the first nine months of 1965 reached \$147,772 in value, con-siderably short of the \$177,695 worth of American juke boxes brought into this country durthe first nine months of ing t 1964.

Game imports, according to Commerce Department figures (admittedly incomplete in some countries), showed a drastic drop countries), showed a drastic drop from 1964. The figure for the first nine months of 1965 was \$31,822 in dollar value com-pared with \$327,915 during the preceding year for the same nine-month period. June box imports during the

Juke box imports during the first nine months of 1965 soared to \$92,189 in value from \$65,881 during the comparable period of 1964. No figures are available for

game imports. Bahamas

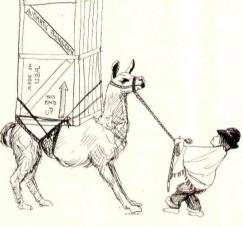
Bahamas Juke box and game imports from the U. S. during the first nine months of 1965 both showed increases. The juke box dollar volume figure was \$40,660 compared with \$30,119 the preceding year. Games ran to \$141,611 dur-ing 1965 compared with \$106,-300 the preceding year.

300 the preceding year.

Reports from other Latin-American countries, for which complete export figures are not available, are as follows: Peru imported \$96,398 worth

American-made juke boxes of during 1965's first nine months. Game figures and comparable 1964 figures are not available.

During the first nine months of 1965, Costa Rica imported \$100,494 worth of U. S.-made juke boxes. No figures for 1964







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2	Bally Dix, Club		1.	10	95.0
	CC Red Dot				
	CC 6 Game				
	CC Spotlite				
	CC Fire Ball				
1	Un. Baseball				150.00
1	Am. 22' Shufflebd.				495.0
5	Bally All the Way.				150.00

BOWLERS

1 16' Advance	\$165.00
10 CC 13'-16' Cont	235.00
4 CC Royal Cr.	325.00
4 CC Gold Cr	295.00
1 16' Un. Capri	495.00
3 CC Official Bl.	595.00
2 CC Cadillac	695.00
2 CC Princess	215.00
1 Un. Lucky	495.00
1 Un. Fury	475.00
2 CC Grand Pr	
2 CC Super So	800.00
1 CC Tourna	775.00
1 CC Cadillac	635.00

CIGARETTE MACHINES

1 Rowe 14-Col. Ambass \$	95.00
1 Nat. 11 Col.	125.00
2 Rowe 11-Col, Comman	45.00
5 Nat. 9 Col	65.00
1 Fawn 12 Col.	70.00
2 Wall Mount Fawn	35.00
1 DuGrenier 11 Col.	55.00
1 Eastern 22 Col.	55.00
1 National 7 Col.	45.00

FIVE BALLS

1 Bally 2 Pl. Bus Stop			\$225.00
1 Wms. Kismet 4 Pl			145.00
2 Gott. 4 Pl. Liberty Bell.			
1 Gott. 4 Pl. Gaucho			235.00
1 Bally Magic Clock			. 250.00
1 Wms. Jolley Joker			
(Add-A-Ball)			135.00
1 CC Sun Valley		2.2	195.00
1 Gott. Dodge City	i.		495.00
2 CC Par Golf			425.00

MUSIC-MUSIC

ROCK-OLA

1 1455, A-1 Condition\$110.00

AMI

1 AMI G 120\$	125.00
3 AMI F 120, Ea.	125.00
20 200 Sel. W.Q. Ea.	29,50
50 120 Sel, W.Q. Eo.	10.95
20 E. Hideaway. Ea.	45.00

SEEBURG

5 Model C Clean, Ea	\$105.00
1 Model B Clean	75.00
5 3-W-I Wall Boxes	15.00
1 Model Q-160	450.00
1 Model Q-100	185.00
50 Steppers Model Q	450.00
5 Model B Phono	85.00
1 Model G Phono	150.00

MISCELLANEOUS

5 Forward Industries Par Colf \$ 95.00 5 Forward Industries In Colf. 95.00 Excellent for Arcade and Bowling Alley locations. When new these items sold for \$995.00 each. Don't miss out on these bargains. You must try one. miss out on these must try one.

1	Mid. Mystery Score	450.00
	Fascination Game Mak	
	Capitol Auto Test	
	Drive Mobile	
1	Genco State Fair Gun	95.00
2	Mid. Shooting Gallery	95.00
- 1	Wms. Pinch Hitter	125.00
		140,00
10	Wms. Double Play	295.00

WURLITZER

	2000 Clean Phonograph	\$110,00
1	2100 Clean Phonograph	115.00
2	2500 Clean Phonograph	450.00
5		
2	2300's A-1 Phonograph	295.00
1	2310 A-1 Phonograph	275.00
2	2600 A-1 Phonograph	525.00

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Vet Oakland **Operator Dies**

OAKLAND, Calif. — Two deaths in Oakland during the past month have brought sad-ness to local music operators. The veteran distributor Ben Stetson, owner of the Stetson Autoson, owner of the Stetson Auto-matic Music Co., Oakland, for more than 30 years, died at the age of 69 after an illness of about a month. He suffered a damaged heart. Mr. Stetson was one of the most active members of the industry, and had long been a director of the California Music Merchants Association Music Merchants Association. Despite a suggestion that he retire, Mr. Stetson was too active a man to do this, and remained in control of his firm until his final hospitalization.

For the time being the com-pany is being managed by his widow.

Silla Change

OAKLAND, Calif. — Sons Joseph C. and Richard L. Silla are taking over the active manare taking over the active man-agement of the Silla Music Co. from their father, C. G. Silla who, at 72, decides he'd like to take it easier. The elder Silla founded the company in 1936. He can still be reached at his compared but leaves the high days company, but leaves the big de-cisions to young Joe and Dick.

By LARRY OPPEN

DETROIT—Local record men have diversified opinions of the importance of the juke box. Although the general feeling is that it still has its place in the promotion of American music, there are both pro and con re-ports on the subject.

Most of those who tend to

DETROIT-Local record men

Operators Like Capitol's 'Name' LP's; Anticipate April Release

By BRUCE WEBER

LOS ANGELES-Most coin machine operators here have given Capitol Records a vote of confidence for its Little LP product after only two months of distribution.

Although many operators feel it is premature to say "yea-or-nay" to the Capitol Little LP project, many also feel con-sumer and operator acceptance will materialize if given a chance, although it may take several more months of testing and more product distribution by Capitol.

Stanley M. Gortikov, Capitol Records Distributing Corpora-tion president, when he an-nounced the entry of Capitol into the Little LP market, said the future of the Capitol Little LP will depend "primarily on operator acceptance."

That was in January. Today, operators on the West Coast are giving the Little LP a good trial and are waiting to see Capitol's second release date of additional material, scheduled for April.

According to most operators, Capitol is meeting the prerequi-

sites of the Little LP marketgood product, "name" artists, proven material, good merchandising. By following these pre-requisites, the operators feel, Capitol will nudge other record manufacturers into the Little LP market. They also feel good merchandising is the first step in increased business for the rec-ord manufacturers and the coin machine industry.

Cautious Charles Kosky, of Playtime Amusement Co., Long Beach, gives the Capitol Little LP a favorable nod, but wants to see Tavorable nod, but wants to see Capitol release packages more frequently. Current plans, how-ever, call for Capitol to release Little LP's quarterly, rather than monthly. Gortikov, who called Capitol's move into the field cautious, said release dates will depend on the reaction of the operator and the juke box lis-tener. tener.

Extensive surveys were made prior to Capitol's entry into the market and, Gortikov said, the surveys will continue to be used to measure the future market po-tential of the Little LP.

Kosky said he is pleased that

Capitol is using "name" artists and that the artists are singing established material. "Before a established material. Before a person invests 50 cents to hear a Little LP," Kosky said, "they want to recognize the artist and the songs. Listeners tend to combine favorite artists with certain material, and if the selec-tions in the Little LP area art tions in the Little LP are ex-tracts from current regular LP's,

Jim Palmieri, of A&J Music, San Bernardino, feels juke box listeners will benefit "only if the insteners will benefit only if the material in the Little LP is rec-ognized by the listener. Juke box listeners go for name artists and music they recognize, period."

Began to Invest

Began to Invest David J. Solish, of Coin-a-Tune, Los Angeles, said recep-tion to the Little LP's has been very favorable. "The response was cool in the beginning," he said, "but after tavern owners heard the material and listeners began to invest in the product, I started to get requests for more Little LP's.

I started to get requests for more Little LP's. "Capitol is doing an excellent job of merchandising. By using featured artists they are able to promote not only their regular LP product, but also give expo-sure to the artists."

Jerry Kunreuther, of Pioneer Amusement & Vending Co., El Monte, admits he is dubious of the future of the Little LP, but wants to investigate before mak-ing final judgment. "Normal-ly," Kunreuther said, "listeners would rather not deposit 50 cents and get several selec-tions they don't want just to hear two. People want variety, not an album."

Kunreuther does stock Little Lew Wirt, of Wirt Music Co.

Montebello, refuses to use Little LP's because "people won't put in 50 cents." Wirt said he at-tempted Little LP's in 15 loca-tions with negative results.

Chuck Lyon, of Los Alamitos, admits the Capitol Little LP sounds good, "but I want to give it a thorough test before I accept the product or reject it." "Capitol is interested in help-ing the coin machine industria

"Capitol is interested in help-ing the coin machine industry through the operator and the one-stops," Gortikov said of the Little LP. "Key operators have expressed a need for music, and we certainly want to help the coin machine industry, but the record manufacturer and the operator will have to work to-gether to reach the full potential of the market."

ALL MACHINES READY FOR LOCATION Gott. Flipper Clown.....\$195.00

Gott. Flipper	125.00
Gott. Flipper Parade	150.00
Midway Deluxe Baseball	95.00
Wms. Black Jack	95.00
Wms. Kismet 4P	155.00
Seeburg G	115.00
Wurlitzer 2404	345.00
Wurlitzer 2510	445.00
Wurlitzer 2600	545.00
Seeburg 3W1 Wall Box	
Wurlitzer 5210 Wall Box	35.00
22-Col. Eastern	45.00
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JOHN STUPARITZ, Seeburg instructor, is shown in front of class at recent Music and Vending School in Raleigh, N. C. Seeburg is currently also holding service schools in Columbia, S. C. and in Norfolk, Va.



definite asset.

premes' records can generally be found in most juke boxes. Al Rosner of Golden World Records said that he believes the juke boxes are still very popular, but not particularly for the breaking in of new releases.

Most record men agreed that the discotheques are extremely good outlets for record promo-tion. They have a wider range of songs, and program music for listening and for pleasure.

lean away from the juke box's importance are the record store dealers who are under the im-pression that the public isn't as interested as it used to be. Lou Salesin of Mumford Music said, "Radio is the most pro-lific medium of exposure today. When the radio supports a rec-ord so do the kids. When the station stops playing a number,

the kids stop buying." Salesin feels that the bars contain the greater majority of juke boxes, and since adults generally are not interested in the teenagers' style of music, and have a preference for established favorites, they are not much help in the promotion of new releases.

An Asset

Scott Regen of WKNR, one of Detroit's top disk jockeys, feels differently. He has made a study of the subject, and is under the opinion that the juke box is a very definite asset to the promotion of poular records. He has interviewed some of the top record promoters in the Detroit region and has discovered that although they are in general agreement that radio reaches the greater majority of people, it is this very reason why teen-agers are putting more dimes in the juke boxes.

"They tend to look for the songs they hear on the radio," he said, "and as surveys will show, popular radio selections

show, popular radio selections are popular juke box selections." Chet Kajeski of Martin & Snyder told him that there are about 24,000 juke boxes in Michigan, with 10,000 of them in Detroit's Wayne County. Kajeski said that sales are cur-rently higher than ever. Bars bave a bree number of the have a large number of the juke boxes, as do the mass volume restaurants which cater

to the younger crowd. In these latter juke boxes go the top hit tunes; what the teen-agers are listening to.

Detroit Pros & Cons on Juke Box

As a Record Promotion Medium

Reverse Phil Jones of Motown Sales, is of the opinion that there was a time radio followed the trend of the juke box, but now the reverse is true. The disk jockey's selection is now heard first, and then is tried in the juke box.

Regen's survey showed that there is no sign of a decline in the usage of the juke box, but in some instances is now

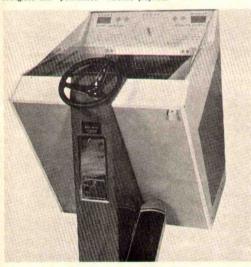
"Here it is in a nutshell," he said, "Records are placed in the juke box to please the clientele. In the bars the music can be country and western, old favor-ites, and dance music. In the nightclubs that use them between shows, the general trend leans toward Glenn Miller, Dean Martin, and Frank Sinatra. He finds that this is just about the way all the record promoters feal although it is a cut and

feel, although ti isn't a cut-and-dried fact. The Beatles' bal-lads, such as "Yesterday" and "Michelle," as well as the Su-



Chicago Coin-TV Baseball

Chicago Coin-TV Baseball Just released by the Chicago Coin Machine Division of Chicago Dynamic Industries, inc., a two-player "TV Baseball" game. Has such new features as a "realistic" pitcher control, permitting one player to pitch curves, straight balls and siders to the other player at bat; "home run ramps," which loft the ball for upper-tier scoring (extra runs if all three bleachers are hit), and a "cancel-out" feature which eliminates one "out" when 6 "C-A-N-C-E-L" targets are struck. Also has 7 hit and-run targets, I, 3 and 5 home run target is struck. A missed target registers one out. Includes a double coin chute "3-dimensional" backglass and "permatized" finished playfield. backglass and "permatized" finished playfield.



DuKane Corp.-Grand Prix Driver

From the DuKane Corp., St. Charles, III. a new game to test the skill of drivers of all ages. Offers challenge keeping automobile on road through treacherous curves. Going off road causes player to lose points. Features a foot-controlled accelerator. Manufacturer is offering unit for under \$800."

Muzak Ready **To Warn City** Of Air Attack

ATLANTA-The local Civil Defense headquarters, always on the lookout for ways of im-proving the city's survival pro-gram, will use the Muzak piped music system to keep the public informed during bombing raids.

Muzak, which provides local banks, restaurants and motels with music via telephone and FM radio lines through Southern Melodies, Inc., its Atlanta fran-chise, installed a transmitter at the CD headquarters last year.

Months of testing showed the modified Muzak system was working perfectly and was ready for any alert situation. William Ingram, deputy for

March 12, 1966, BILLBOARD

operations at CD headquarters, said: "If we receive an alert, all we'd have to do is flip a switch and within 30 seconds take over the whole system. "Once the President declares a trained our breach our breach

a national emergency, our broad-casting system and Muzak si-multaneously go into effect," In-gram stated.

gram stated... The system's primary pur-pose will be to supply informa-tion to the thousands of down-town shoppers and diners who might be caught without radios when the attack begins. According to Ingram only two other U. S. cities, Birming-ham and Washington, D. C., have similar emergency arrange-ments.

ments:

Through the Muzak system, civil defense information will be able to guide citizens within a radius of approximately 75 miles of Atlanta

Ohio Turnpike

YOUNGSTOWN, Ohio-Harold Copeland, owner of the Copeland Music Co., Youngstown, has filed against the Ohio Turnpike Commission for \$103,-275 damages. Copeland contends the commission broke a five-year contract by which he had rights to operate juke boxes in the six eastern plazas of the turnpike.

The suit, filed in Mahoning Common Pleas Court, explained that Copeland had signed a fivethat Copeland had signed a five-year contract with Olympic Commissary Co. of Chicago which was operating all restau-rants on the turnpike. Under the agreement the Turnpike Com-mission received 18.79 per cent of Copeland's proceeds from the juke boxes and Olympic received one-fourth of the remaining pro-ceeds. ceeds.

In 1957, Copeland said, the Turnpike Commission took over Olympic's control of the restau-rants and, in January of 1958, "forced" him to abandon his operation in the restaurants.

HANOVER — Automatenver-bandes Niedersachsen, the Lower Saxony operators' association, has arranged dancing lessons for

The lessons will continue the year around, with new courses being formed to teach new steps. being formed to teach new steps. The association will sponsor reg-ular dancing competition and will award certificates of ball-room proficiency to members completing each course. The dancing lessons have a twofold

twofold purpose—to put more zip into the heavy social sched-ule sponsored by the Lower Saxony association and to ensure that all operators are the best advertisement for their phonographs - Terpsichorean regarded.

After programming the latest dance steps on their machines for years, some of the operators have confessed their mystification as to what the bostella, the frug and the Letkiss are all about

> Say You Saw It in Billboard

think of

S20.00

You can lease the hottest profit-action You can lease the nortest profit-action audio-visual machine . . the only 2-in-1 unit that combines movies & records . . for 25 weeks at \$20,00 per week, including films.

Immediate delivery—we ship every-where . . . and you can even apply the lease charges to the purchase of the machine. Write, wire, phone for full info about



Your Coin Operated Machines Never Had it so Safe! ith *transist-ala* Unauthorized entry is a thing of the past when you equip your coin operated machines with Delta-Soar's revolutionary Transist-Alarm[®] TITITI cigarette transist-alarm



PAT. PENDING

- Cigarette Candy Coffee Soft Drink Juke Boxes Pin Ball
- Lockers Bill Changers Any Other Merchandisers

Transist-Alarm . . .

- Installs in 10 minutes without tools
- Completely self contained with the machine
- **Emits continuous Siren Signal**
- Tip-Tilt Feature, Time Delay Feature and Battery Pack Options available

ZIP:

ONLY \$1795

SECURE YOUR INVESTMENT

- DELESSOR INTERNATIONAL CORP. Dept. B 24 Bridge Street, Box 146 Watertown, Mass.

Ship Transist-Alarms immediately @ \$17.95 each. (Please add 75¢ per unit to cover postage and handling)) Rush more information on Transist-Alarm. Type of installation: NAME: COMPANY:_ STREET:

STATE:

87

INTERNATI NAL news reports





EXCLUSIVE AGENTS REQUIRED

FOR COUNTRIES

NOT YET REPRESENTED

OUTSTANDING FEATURES of Cinématic PANORAMICVISION with

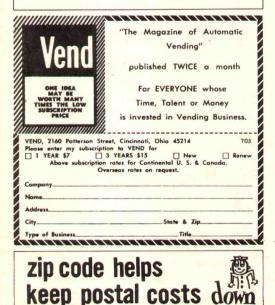
large 65 cm (approx. 251/2") screen-LUMINOUS POWER guaranteeing high quality projection even in illuminated rooms-PERFECT STAND of the picture through precision play mechanism of the films-28 colored films can be preselectedquick change of films 15 Watt HI-FI AMPLIFIER BAXANDALL sound control-SCANNER guarantees 1000 hours operation-PROJECTION LAMP does not change

LAMP does not change colors for 10 to 12 months—Two-shade de LUXE CASE unchangeable inox—Kodachrome stills of the colored films permanently illuminated —16mm films with magnetic sound track— NATIONAL COIN

REJECTORS guarantee perfect working with all coins—.

SOCIETE FRANCAISE DE RADIO TELEVISION

S.A. Cap. 10.000.000 frs. • 72, rue Marceau • MONTREUIL France Tel. 328.99.90



Phono. Equip. Profits Rise

By ANDRE DE VEKEY

LONDON — Phonographic Equipment, Ltd., coin-operated equipment distributors in this country, recently announced pre-tax profits of \$1.084 million for the six-month period just passed.

This represents an increase over the comparable period a year earlier, which sum amounted to \$360,120.

An interim dividend of 35 per cent has been declared, compared to 16 per cent the previous

pared to 16 per cent the previous year.

Company chairman Max Fine told shareholders that they should not anticipate increase at the same rate for the second half of the fiscal year. He said that during the past six months strong sales were in part caused by anticipation of the amendment to the Betting and Gaming Act. (This took effect in November, 1965.)

Bart Sponsors Service Classes

SAN FRANCISCO — Wurlitzer is starting its second year of sponsorship of monthly evening classes held at the repair shop in San Francisco for servicemen employed by operators. The success of the program in 1966 has encouraged a repeat. The servicemen are brought in without charge to the operators to receive instruction on servicing various Wurlitzer machines. In addition, the company is embarking upon a series of trav-

In addition, the company is embarking upon a series of traveling service schools. The first of these, held in January in Marysville, brought out about 10 servicemen, so that additional schools will be held in various centers too far from San Francisco to be convenient for the operators. The Marysville school was held at the Reinert Music Co.

Instructor for both the regional schools and those held in San Francisco is Leonard Hicks, field engineer for Wurlitzer. Schools are sponsored by branch manager Bart Bartholomew.

BULLETIN

LONDON—The prospects of a new stiff annual tax on fruit machines are great if the present government is returned to office in the coming election. Based on coinage used for play, the tax could be as much as \$210 for minimum 7-cent play or \$105 for 4-cent play. The Chancellor has estimated the tax could net nearly \$10 million annually. Operators dislike the prospect of a new tax and feel there will have to be adjustments to suit different types of locations. Also, the law which currently permits maximum of two fruit machines per club may have to be altered. Club sites with substantial annual take could afford this, but many would find it hard to bear. Distributors and industry leaders comment that this would probably be no bad thing in the long run as it would put fruit machines on the proper legal footing. But most consider an annual tax of \$75 a workable maximum.

Benelux Distributor in Antwerp Cycle Promo



SEEBEN OFFICIALS discuss sales program following appointment of firm by Seeburg as their first sole dealer-distributor for the Antwerp district of Belgium. From left: Henri Herbosch, Seeburg managing director; Henri De Vroey, president, Union Belge De L'Automatique; Charles DeSmet and E. Michel, Seeben sales manager.

ANTWERP — Some 22,000 persons who attended a six-day bicycle marathon at the Sportsdrome here recently viewed two Seeburg automatic phonographs displayed by the company's newly appointed dealer-distributor for the Antwerp district, Seeben.

More will

LIVE

Seeburg and Seeben collaborated in offering a 40,000-franc prize (S800) for one of the races. Because of this, Seeben was permitted to display its equipment and fly banners in the Sportsdome.

dome. The promotional idea was credited to Seeben sales manager E. Michel.

DISCOTHEQUE

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
THESE BOOTS ARE MADE FOR WALKIN'	Jerk	Nancy Sinatra	Reprise 0432
LISTEN PEOPLE	Frug	Herman's Hermits	MGM 13462
19th NERVOUS BREAKDOWN	Jerk	Rolling Stones	London 9823
NOWHERE MAN	Slow Dance	Beatles	Capitol 5587
I FOUGHT THE LAW	Frug	Bobby Fuller 4	Mustang 3014
THE CHEATER	Jerk	Bob Kuban & the In-Men	Musicland 20,001
AT THE SCENE	Slop	Dave Clark Five	Epic 9882
634-5789	Slop	Wilson Pickett	Atlantic 2320
IT'S TOO LATE	Jerk	Bobby Goldsboro	United Artists 980
SHAKE ME, WAKE ME	Jerk	Four Tops	Motown 1090
ONE MORE HEARTACHE	Frug	Marvin Gaye	Tamla 54129
THIS OLD HEART OF MINE	Jerk	Isley Brothers	Tamla 54128
GET READY	Mashed Potato	Temptations	Gordy 7049
AIN'T THAT A GROOVE	Monkey	James Brown & the Famous Flames	King 6025
LITTLE LATIN LUPE LU	Jerk	Mitch Ryder & the Raiders	New Voice 808
SPOTLIGHTS			
SHAPES OF THINGS	Frug	Yardbirds	Epic 9891
GLORIA	Mashed Potato	Shadows of Knight	Dunwich 116
SPANISH FLEA	Frug	Herb Alpert & the Tijuana Brass	A & M 792
KICKS	Jerk	Paul Revere & the Raiders	Columbia 43556
ONE TRACK MIND	Jerk	The Knickerbockers	Challenge 59326

HEART FUND

the more

you GIVE



GEORGE HINCKER, Rock-Ola Manufacturing Corp. advertising and sales promotion manager, shows off one of the 8mm rear-screen projectors used in the company's serviceman training package.



COMPLETE PACKAGE offered by Rock-Ola for training of servicemen on its equipment includes projector (left), flip chart (center) and manual.



ONE APPLICATION of the Rock-Ola training package is at the distributor level. Here Dave St. Pierre of Empire Distributors, Inc., Chicago, uses flip chart in a typical distributor service school situation.



ANOTHER APPLICATION of the Rock-Ola training package is on operator calls. All 40 Rock-Ola distributors have projectors such as the one shown being operated here by Rock-Ola field service manager Jack Barabash for demonstration and loan to operating company personnel.

March 12, 1966, BILLBOARD

CHICAGO — "An average service call costs an operator \$12. "Furthermore, all the time that his machine isn't operating he is losing money, and perhaps

even customers. "And, in a dime and quar-ter business, the operator can scarcely afford to lose any-thing," declared George Hincker, Rock-Ola Manufacturing Corp. advertising and sales promotion manager.

manager. Aware of the operator's dilem-ma in finding and training crack servicemen to improve preven-tive maintenance patterns and cut down down-time, Rock-Ola recently produced a full-length color training film designed to upgrade the capabilities of the serviceman and reduce the numserviceman and reduce the number and duration of service calls. A 'First'

A 'first' Described as a 'first in the juke box industry,' the film shows in detail the complete op-eration of the company's pho-nograph models, providing a comprehensive picture of why and how the units work. "Many servicemen who see the film tell us that it enables them for the first time to com-pletely understand the full oper-ating cycle of our phonographs," Hincker said. "This increases their ability to trace the little things that go wrong. As a rethings that go wrong. As a re-sult, they handle service calls quicker and better." The Gap

The motive behind the Rock-Ola film project, Hincker said, was simple: "We felt there was a need to improve training com-munications with juke box me-chanics throughout the country.

As a manufacturer, we believed we should do everything possible

to fill the training gap at the op-erator level."

Rock-Ola had gained some film-making experience through the production of a 12-minute color film on its cigaret machines in 1964. Results, said Hincker, were terrific."

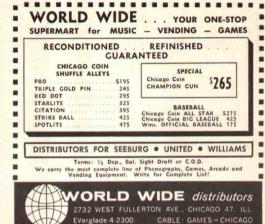
The new training film, 34 minutes long, has 27 minutes devoted to mechanics plus a short sketch of the corporation. The film was produced by Ushi-jima Films, Inc., of Park Ridge, ÍII

From the film, 46 scenes were lifted and incorporated as black-and-white photographs in pocketsize training manuals. Copy was added to identify and describe in detail the operations shown in each of the pictures. Also, 25page flip charts showing sche-matic diagrams were also pre-pared from similar film illustrations

Flip Chart "Integrated into an over-all training package," Hincker said, "the film, manual and flip chart make an excellent and flexible

educational training tool." Rock-Ola produced its color training film in both 16mm. and 8mm. sizes to take advantage of two types of field training situa-tions. One is the distributor service school, where the 16mm, film is projected on a screen. Some 100 of these schools are held annually.

The second type of situation is the call by distributors or field (Continued on page 92)







the Valley 21/4" MAGNETHC CUE BA

New Cue Ball shown and compared to regulation billiard ball and oversized cue ball, used on other coin operated pool tables. All 16 balls now same size.

for information write or call

NEW PLAYERS . NEW GAME INTEREST . GREATER PROFITS

After 4 years of research and actual field testing, Valley® has perfected the regulation 21/4" Magnetic Cue Ball (Patent Pending) . . . the same size and weight used for professional billiards . . . Now furnished on Valley® coinoperated tables!

Here's why Valley® Magnetic Cue Ball will add profits for you!

- The home and professional player will now play coin-operated pool without the larger size cue ball affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.

· Regulation size and weight assures player more accuracy.



Rock-Ola to Trimount Adds Chicago Coin

By CAMERON DEWAR

BOSTON - Something new has been added to the already extensive lines of Trimount Automatic Sales Co. of 40 Waltham Street. The firm, for more than 40 years a leader in the music and coin business under the leadership of David Bond, president, has become New England distributor for Chicago Coin game equipment.

Trimount has the New Eng-land franchise for both Rowe hand matchine for both Kowe music and vending products and has been a pioneer in music background and sound systems in this area for many years. Marshall Caras, general man-ager, believes that Chicago Coin section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone of the phone of the phone of the phone section of the phone section of the phone section of the phone of the pho equipment will greatly enhance the firm's status among New (Continued on page 92)





TRIMOUNT'S Irwin Margold demonstrates to Webster, Mass., operator Ray Hade another new Chicago Coin game, Texas Ranger Gatling Gun.



BEHIND THE SCENES at Trimount are to be found (from left) credit manager Charles Duncan, office manager Blanche Sollosy and con-troller William Fesq.



CARAS TURNS to remark to Billboard reporter Cameron Dewar: "The industry will see its greatest advances during 1966."

MOA Royalty

• Continued from page 85

ternational Corp. of Cincinnati, Ohio, as an associate member of the State association.

• Presentation of the "Foosball" amusement game concept to the association. (See separate story in this issue.)

The speech by Granger here was one of several he has made to trade groups during recent weeks clarifying the industry position on the Copyright Revi-tion Act sion Act.

"The emphasis I want to make," Granger said, "is that the MOA proposal provides for a statutory limit to the amount of royalty we'll pay. The ceiling is written right into the law."

He declared: "For the first time, the industry is not on the defensive. We've taken the initiative." And this action, Granger said, has won compliments from key parties in Washington.

In his recent presentations of the MOA royalty proposal, Granger has offered a three-pronged explanation of the situation: "The present situation' "The legislative process" an "The MOA proposal." and

During the meeting here Tru-cano, who is State chairman in the MOA membership drive, en-listed five new member firms.

The Music and Vending Association of South Dakota, which has functioned actively for 21 years, is one of the oldest trade associations in the country. The group will hold its next meeting in Watertown on June 12-13 at the Plateau Motel.



LOS ANGELES

Jim Williams of Santa Monica and William Carson of Watts pur-Jim Williams of Santa Monica and William Carson of Watts pur-chased several pool tables at the C. A. Robinson Co. to do-nate to Teen-Clubs in the Santa Monica and the Watts area. Both says it might help curb juvenile problems by taking youths off the streets. . Al Bettelman plan-ning his vacation early this year. . Shopping at C. A. Robinson were John Haskins of Santa Ana. Lou Bennett of Long Beach. Con-nor Owen of San Diego and Her-man Stauffacher of San Bernar-dino. . . Operators visiting the Paul Laymon Co. included Al Cleero of Santa Monica, James George of Santa Jonica, James George of San Diego, Art Meyer of La Habra, Tom Henderson of Arcadia and Sol Campagna, Ed Young and Larry Spraw, all of Fontana.

Fontana

Young and Larry Spraw, all of Fontana. Executives visiting Struve Dis-tributing included Ed Blanken-beckler, Seeburg regional vice-president: Britt Britton, Seeburg field engineer, phonograph divi-sion, and Bud Lurie, sales man-ager for Williams. Britton con-ducted phonograph service schools while here. . Stan Larsen, Struve Distributing, conducting business in San Diego. . . . Jack Leonard, Advance Automatic Sales Co., skipped work because of the flu. ...Joe Munves, of Mike Munves, Inc., New York, visiting Advance. ...Badger Sales & Vending Co. operating without W. R. Happel and Leo Simone for a few days. Both bothered by the flu bug. ... Operators shopping at the Paul Laymon Co. included Fred Ander-son of Bakersfield, Mill Lipton of North Hollywood, Chieo Lanadin of Montbeello, John Ketchersio of Long Beach, Art Meyer of La Habra, C. B. Ellison of Lancaster. Howard Smith of Temple City, Bill Vessel of San Marcus.

- EVENTS March 20-23—Music Operators of America midyear board of directors meeting, Statler Hil-ton 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 Ma-chine Operators Association (quarterly meeting), Pick-Con-gress Hotel, Chicago. April 23-May 1—General Trades Fair, Hanover, West Germany. Mar 144 E. Tabezer Condu Die
- May 14-15—Tobacco-Candy Dis-tributors & Vendors of Kansas convention, Broadview Hotel, Wichita.

- 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 convertion and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.
 Oct. 29-Nov. 1—National Automatic Merchandising Association and trade show, McCormick Place, Chicago.
- Chicago.



BYRON CHARLES SMITH

SPRINGFIELD, Mo.-Byron Charles Smith, widely known throughout Southern Missouri as owner of Smith Music Co. died here recently after a sudden heart attack, only two days after moving into a new home on West Battlefield Road, in

on west Battletteld Road, in suburban Springfield. Smith, who had operated in Springfield for 36 years, was 56. He is survived by his widow, Frances; a stepson, Rhuben F. Caffey, and a sister, Mrs. May-mie McCoy.

ov. 12-15 — Second Interna-tional Congress of Coin Machine Equipment, Kunstler-haus, Vienna, Austria. Nov. 12-15 -



Has The FINEST

fraining...

Travel.



OAKLAND, Calif.—George Miller, intrepid founder, president, and general manager of the California Music Merchants Association, Inc., may still be

Contribute to the NAT KING COLE CANCER FOUNDATION BOX 8598, CRENSHAW STATION L.A., CALIF. 90008

MATCH-WHEELS

1 3

WHEEL SKILL-LOCKED WHEN LIT

2 OR MORE MATCHED WHEELS LOCK

C

*

found at his old office of the association in Oakland. Miller, who resigned last fall after more years of steering than 30 of the country's most active state trade associations, constate trade associations, con-tinues to give his time to the welfare of the industry. Al-though the CMMA has a new president in Henry Leyser, there is as yet no full-time officer working in the office, and until such time as there is, Miller is giving his time to handle the many administrative and legismany administrative and legislative affairs.

SIOUX FALLS, S. D.-Members of the Music & Vending Association of South Dakota, meeting here last week, discussed the pros and cons of three-ball flipper-game play.

A number of the State's oper-ators reported extensive swings to three-ball play with good results. A sampling of comment follows

Elmer Cummings, Brookings: "We switched to all three-ball

go WILD about WHEELS

henewest^(PLAYER)sensation

play a year ago and are very happy. The benefit is evident during peak play periods. We did not switch suddenly, but whenever a new game came out or whenever a game went into the shop-we put it on location set for three-ball play. The players are happy because they are winning more free games."

South Dakotans Scoring With Three-Ball Play

Darlow Maxwell, Pierre (aspresident): I have ma sociation "I am have made a big amazed.

switch to three-ball play and there is no static from the custhere is no static from the cus-tomers. And the take has gone up

"One thing the player likes about three-ball play is he finds out quicker whether or not he's going to win the argument with the game. 'I'm sorry I waited a year to make the switch, for some dead games actually came to life when I switched them to three-ball."

Earl Porter (association secre-tary-treasurer): "Three-ball play is especially good for two-player and four-player games." Cummings: "People are geared

to live faster these days, and they want the game to play faster."

Maxwell: "This has nothing much to do with three-ball play, but I've noticed in some of the small towns where we operate that when one of the kids gets drafted, there is a big drop in the take."

Trimount-Chi. Coin • Continued from page 90

England operators and looks

England operators and looks forward to an acceleration in company sales as a result. He pointed out that the in-dustry's biggest obstacle to in-creased business is the tremendous lack of trained service per-sonnel. But feels the situation will improve.

The year 1965 has placed operators in a better financial position than in any year in the history of the industry, Caras said.

He looks to 1966 as the greatest credit extension year in the last five and believes the in-dustry will see its greatest ad-vances through the combination of full employment and better equipment.

L.A. Exports Off • Continued from page 85

graphs during the first nine months of 1965. Game figures and comparable 1964 figures are not available. Shipments of new juke boxes

to Argentina during the first nine months of 1965 hit \$22,608 in value. Game value during the same period was \$19,290. Fig-ures for 1964 are not available.

Civil strife may have had some effect on imports of coin machines to the Dominican Republic. Commerce Department figures show no imports of juke boxes or games during the first nine months of 1965. But juke box imports from the U.S. dur ing the first nine months of 1964 hit \$25,242 in value.

Closes Training Gap • Continued from page 89

engineers on operators, where the film is shown in the form of two 8mm. cartridges on a portable, rear-screen projector. This portable projector is fre-quently left at the operator's shop and picked up later after servicemen have had time to get full value from the training film.

New Oakland Co.

OAKLAND, Calif. - Jerry Wilson has founded a new music service known as the Wilson Music Co., at 10245 MacArthur Bouvelard, here. He also operates a cigarette vending service. Wil-son, who spends most of his time out in the field pushing his new service, could not be reached for details, but these will be supplied for a later issue of Billboard.

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Dime chute (C) Either Nickel or Dime chute PLUS QUARTER CHUTE (D) Both Nickel and Dime chutes PLUS QUARTER CHUTE

See your distributor or write BALLY MANUFACTURING COMPANY · 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.



WITH FASCINATING NEW MATCH-WHEELS

The trio of numbered Match-Wheels with a Wild Star on each Wheel roll round and round when trigger-targets are hit by skill. When any 2 or all 3 Wheels match by numbers or by showing Star, matched Wheels lock to give players various exciting advantages to build bigger scores. Score-power of 2 Yellow Targets jumps from 50 to 100 points when lit by matching all 3 Wheels . . . an extra fun skill-trick because the Stars are "wild" for triple-matching. 2 Red Targets jump from

Wheels open Free-Ball Gate, light Special Rollover

Match the 2 outside Wheels to open Free-Ball Gate. Match any 2 Wheels, when Star shows in third Wheel, to light Special Rollover. Match Wheels for extra fun, higher scores. Every skilladvance of every Wheel either adds to scoring potential or creates the "came-close" thrill that never fails to stimulate steady repeat play. Try WILD WHEELS and see!

10 to 50 points when lit by matching any 2 Wheels.



Miller Active



COINMEN IN THE NEWS

ST. LOUIS

Address

Type of Business_

City

The local Metropolitan Auto-matic Merchandising Council elect-ed officers during a big vending confab on the Lake of the Ozarks at the Lodge of the Four Seasons at the Lodge of the Four Seasons recently where special guest speak-er John Insalata of NAMA helped launch a state-wide association membership drive: new officers for local organization, Walter Mayer of ARA, president; Peter Van Wie of St. Louis Vendors, vice-president; Robert Hageman from Midwest Vending, treasurer; and Automagic's Frederick Mec Coy, secretary.

Also attending the vending con fab were Mr. and Mrs. Dan R. Landsbaum and their son, John,

who is a student at Missouri University. The Landsbaums, rep-resenting Advance District, where resenting Advance District, where Charles Kagels just announced the Charles Kages just announced the expansion of the Rowe-AC outlet's sales department by welcoming in **Pete Entringer** as special as-sistant. Rowe-AC field engineers **Raph Phipps and Carol Bishop** conducted a vending service school at the branch recently.

Wurlitzer field engineer Karol Johnson busy here in a recent week-long series of service schools held at G&S Music, East St. held at G&S Music, East St. Louis; at Schaffner Music up in Alton, III.; and at Victory Amuse-ment over in Collinsville, III. Coin-sec **Dottie Sears** offered the glad news that the **George Schneiders** of G&S Music just had

Cabinet

electric

scoreboard FOR SHUFFLEBOARDS Natural Finish Hardwood Cabin

Urban Industries In Larger Plant

LOUISVILLE-President Nat Bailen of Urban Industries, Inc., reports that the firm has moved into larger quarters here.

"The move was necessitated by the growing demand for our coin-operated movie theaters," Bailen said.

The new building is situated in an industrial area near major expressways and the Louisville airport.

a visit from the stork—a boyl Blackie Williams, Enfield, Ill.; Ira Storts, Bowling Green, Mo.; Glenn Veff, Lincoln, Ill.; Bill Littleton, Sikeston, Mo.; Joe Vengel, De-catur, Ill.; and Bo Yoong from Caruthersville, Mo. were all re-center Brandt Distributor visitors.

cent Brandt Distributor visitors. Joe McCormick at Musical Sales says a flock of operators have been keeping the Rock-Ola gang busy lately. from the Illinois side, Larry Howard and Jim Bal-entine, Collinsville; John Shelfon, Centralia; Wallace Dunkin, Her-rin: Jim Yates, Wood River; Speed McGowan, Taylorville; T. Groves, Harrisburg; Ray Tom-bozzi, Taylorville; and from the Missouri side, Hoyt Meyer and Lyle Goff, Desota; Dan Edders and Dick Kessen, Festus; Bill Hollenbeck, Cape Girardeau; Mar-vin Buesher, Washington; and Joe Norman, Jefferson City. Central Distributors' truck-load

Norman, Jefferson Čity. Central Distributors' truck-load distribution warchouse fronting on Olive St, was a busy place recently with scores of ops in town for winter buying needs—Art Ander-son, Waynesville, Mo.; Eddie Crain, Belleville, Ill.; Vie Renner, Collinsville, Ill.; Russ Smith, Co-Collinsville, Ill.; Art Hud-dleston, West Plains, Mo.; and P. D. Knicker, Centralia, Ill. were all in at Central recently. all in at Central recently.

all in at Central recently. More and more operators are going to dime play on pin-games, according to Marvin Mitchell over at Morris Novelty. "And more operators are going to three-ball play, too," the veteran Gottlieb distributor noted. EARL PAIGE

LOS ANGELES

Leonard Hicks, field service en-gineer at Wurlitzer, will conduct several service schols in the Los Angeles area next week. . . . Kath-leen Petit, secretary at the Wur-litzer office, became Mrs. Marin in wedding ceremonies. . . . George Muraoka, Simon Distrib-uting, reports the export business is picking up steam. As proof he reveals Simon is working on ex-port shipments to the Far East and to the European market. . . Muraoka says busines is excep-tional, especially in pool tables with Joe Merel and Art Spencer working "double time". . Actor Jim Garner purchasing some home equipment at the Coin Machine Service, says the All-Tech automatic pool Leonard Hicks, field service ensays the All-Tech automatic pool table is still being well received by local operators.

Table is still being well received by local operators.
H. O. Chapman, representative with the Kings Distributing Co., back at his desk after licking an attack of pneumonia..., Jack Yates working in the parts department at Wurlitzer... Marvin Miller reports Coin Ma-chine Service will enlarge its parts department with the addition of 300 square feet..., Amile Addy, credit manager of Wurlitzer's Los Angeles branch, announced his daughter, Beth, 21, will wed Wil-liam T. Hofmann in June. Miss Ballard, manager of Laifornia, Santa Barbary of California, Santa Barbary of California, Santa Barbar, June.

Charley Daniels, of Laymon. recovering from a bout with the virus... Jim Wilkens resting at his beach home near San Diego. ... H. O Chapman, Kings Dis-tributing, just back from Ventura and Oxnard and on his way to San Diego... Charlie Kosky, an operator from Long Beach, shop-ping at Simon Distributing after spending the weekend in the mounspending the weekend in the moun-tains... Vince Lanzisero lost a battle with the flu bug....

Meeting in South Dakota



LEGISLATIVE SECRETARY JOHN TRUCANO of the Music & Vending Association of South Dakota makes report during the organization's meeting last week in Sioux Falls.



NEW MEMBER of the South Dakota association, Tom Leckey (left) of on, takes notes during business meeting. Bill Newcomb is at right.



FOOTBALL IS THE TOPIC of Joe Neville, Patterson International, Inc. Cincinnati. South Dakota association president Darlow Maxwell and secretary-treasurer Earl Porter are seated at right. Operator Tony Ratchford is at left.



INDUSTRY VETERANS Ken Glenn (left), of St. Paul, and Irv Linderholm, of North Dakota, examine text of new cigaret fair-trade law passed recently by the South Dakota Legislature.

George Muraoka, also of Simon, licked the virus by spending the weekend in the hot springs.... Carl Willison named shop man-ager at Coin Machine Service.... Hellman & Loeber, Inc., a sub-sidiary of Coin Machine Service, inst completed construction of the just completed construction of the

22-story Mint Hotel in Las Vegas. Phil Robinson, retired coinman and former regional manager for Chicago Coin, enjoyed a reunion with Hank Tronick, of the C. A. Robinson Co. . Lou Wolcher, of San Francisco, visiting Chartlie Robinson. BRUCE WEBER



State & Zip.

Title.

HAVE A ROCK-OLA IN WAXAHACHIE?

... because the farther you are from the guy who can fix it, the more important it is to have a phonograph that doesn't need fixin'! That's why!

Rock-Ola phonographs are downright ornery when it comes to resisting attention. That's why operators put them out in the boondocks. Keeps travel down and profit up. Rock-Ola phonographs are engineered to be on their own with simple mechanisms that seldom need attention ...components like our famous Mech-O-Matic Intermix and the Rock-Ola Revolving Record Magazine. That's why we encourage operators to put them in Waxahachie or Anchorage or Slippery Rock...they know how to take care of themselves. Smart operators keep a lot of Rock-Ola phonographs close by, too, for even more profit.





oem 0000 (M) Backed by the solid arrangements of Joe Sherman and Teddy Randazzo, the dynamic son exciting pack the off new and old tiones. The current hit, "Call May," the goldies, "Big Wide World," and a beefed up arrange-ment of her hit, "Kiss of Fire," are all outstanding. A great LP for dealers and drejays.



LPM 3512 (M); LSP 3512 (S) The folk-oriented songstress proves her ability to sing a wide variety of music in this well-produced and well-performed LP. Her strong, clear voice gives new beauty to an international selection of tunes from the South African song, "Oxgam" and "Muntu" to the Yiddish ballad, "Seven Good Yeas," and the great melody from "Fiddler on the Roof," "Sumrise, Sunset."

Melba Montgomery Musicon MM 2074 (M); MS 3074 (S)

P. FULK-CUUNTRY Waylon Jannings. RCA Victor LPM 3523 (M); LSP 3523 (S) A former disk jackey, Waylon Jennings knows juit what het public desire in the standard state of the state of the state victor about, he gives the listeners full measure-superlaive country music. Ike "That's the Chance I'll Have to Take," "An-other Bridge to Burn" and "Stop the World (And Let Me Off)." This about will create a sales explosion.

Andre Previn. RCA Victor LM 2866 (M); LSC 2866 (S)

Stotakovich has an interpretive soul-mate in Andre Previn. The young conductor has found special meaning in the composer's "Fifth" and relays it with definitive and exciting strokes. He's helped in this effort by the extremely well-drilled London Sym-phony Orchestra.

mm avr (m); m3 30/4 (3) A pretty little girl with a big country music package ... how could it possibly miss? It wort, not with powerful country, tunes like "Don't let Me Wake by Lonely." "Wy Room is Like a River" and "Big Tears Are Comin." Mebha Montgomery is one of the best-known female country music artists in the busines.