

# Billboard

The International Music-Record Newsweekly

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

## Marek: CARtridge Will Move at Records' Clip

By PAUL ACKERMAN

NEW YORK — The automobile tape cartridge industry in five years will approximate the record industry's dollar volume.

This is the view of George R. Marek, vice-president and general manager of the RCA Victor Record division.

"Stereo music in the car," Marek stated, "is obviously a service people want. I feel there is enough evidence at the present time to predict the industry's rapid growth in the years immediately ahead."

Marek added that the development of the cartridge market would bring with it challenges and opportunities in the creative and marketing spheres.

"We will need," he said, "a&r executives who will think creatively of the programming requirements of this new medium. We must apply several new factors to our a&r thinking—such as the length of time a driver is likely to be at the wheel during his morning trip to the office, and what recorded programming would be suitable for this and longer trips. There is considerable research and experimentation to be done at this level."

"Multiple distribution," Marek stated, "will be a fact of life in the cartridge business just as it is in the record business. In the next five years, people may stock music who never carried it before—perhaps car dealers, gasoline stations, automatic vending machines, and others."

"It will be proved—as it has in the record business—that the

concept of multiple distribution is a valid one; that there are many rivers to the sea."

**Karr Heads New Dept.**

In line with Marek's bullish view on tape's future, is the formation last week by the RCA Victor Record Division of a new

Recorded Tape Marketing Department with Irwin Tarr as its manager. Tarr had been manager for planning and merchandising.

Harry E. Jenkins, division vice-president, marketing, who (Continued on page 50)



LOU CHRISTIE strikes it rich with "Lightnin' Strikes," his very current MGM single (K-13412). Better yet, lightnin' strikes twice as Lou follows up his single hit with a great new album. Same name, "Lightnin' Strikes." Same label, MGM. (E/SE-4360.) (Advertisement)

## Capitol Hires Three Promotion 'Scouts' in New R&B Offensive

By ELIOT TIEGEL

HOLLYWOOD — Capitol Records is heightening its activity in the rhythm and blues field. First step is the hiring of three promotion men.

Bill Tallant, Capitol's national sales manager, who is developing the program, asserted that these promotion men are being used as "market research analysts" to forward information back to the company about their areas which will be used to develop strong merchandising and sales programs.

Capitol's approach to the r&b market will depend entirely on the information Edd Clarke (covering the West), George Williams (the Midwest), Ronnie Granger (South) and a yet to be hired Eastern man, produce. "We are thinking along the lines of new merchandising for the Negro market," Tallant said. "What we want to know is how many r&b stores are there in a market? Do they advertise on radio? Are these stores being

properly serviced by the industry? Will we need special displays and advertisements for local papers?" Data secured by the promo men could evoke a whole line of merchandising aids aimed exclusively at the r&b store.

Once this market research material is sufficiently obtained, then the r&b promotion staff will begin total concentration on product—although not necessarily exclusively r&b. Ronnie Granger, for example, working out of Atlanta, has discovered that r&b and Angel classical product can be placed with Negro college stores, opening up two new markets for repertoire.

**To Seek Integration**

In placing its strength as a major company behind r&b music, the company will seek to integrate its r&b promotion staff, advancing r&b staffers to other posts as they qualify. Once enough product is available, Tallant will consider hiring r&b salesmen.

Capitol is aware, as are most firms seeking broader shares of the Negro market, that there are problems in serving an ethnic community involved in a sociological and political struggle. Industry has learned that troubled neighborhoods are less of a problem for a Negro representative to function in, hence their initial hiring as a breaking down of barriers and a gesture of goodwill.

(Continued on page 51)

## Top 9 Charts LP's Wearing RIAA's Seal

By AARON STERNFIELD

NEW YORK—If the million-seller seal of the Record Industry Association of America is any criterion, the album business is booming. For the first time in the history of Billboard album charts, the first nine albums this week all bear the RIAA seal.

Two of the top nine are Herb Alpert Tijuana Brass records, "Whipped Cream and Other Delights" (No. 1) and "Going Places" (No. 3). Another two are Sinatra—"September of My

(Continued on page 51)

## RCA IS PACING GRAMMY FIELD

NEW YORK—In the countdown of the final nominations for the 1965 NARAS Grammy awards, RCA Victor paced the field with more than double the tally of the runner-up.

Breakdown of the nominations are: RCA Victor, 85; Columbia, 42; Capitol, 15; MGM, 11; Verve, 10; Reprise, 10; Smash, 9; Mercury, 8; A&M, 7; DGG, 7; London, 6; Angel, 4; Imperial, 4; Philips, 4; Parrot, 4; Warner Bros., 4; RCA Camden, 3; Decca, 3; Impulse, 3; Vanguard, 3; Cadet, 2; Atlantic, 2; Epic, 2; Liberty, 2, and 15 other labels received one nomination each.

The Naras nominations are listed on page 10.

## EMI Names Livingston as A Director

HOLLYWOOD — Alan W. Livingston, Capitol Records president, has been appointed a director of Electric & Musical Industries (EMI), the second American named to the British company's board in its 67-year history.

Glenn E. Wallichs, Capitol's founder and chairman, was the first American named to serve on the board, EMI having purchased Capitol in 1955.

"The EMI board wishes to show its recognition of the splendid work Mr. Livingston has done for EMI," said Chairman Sir Joseph Lockwood, "and also to welcome him as colleague with his good experience and wisdom, which will be of considerable benefit to EMI on matters which do not only concern Capitol."

Since being elected Capitol's president in 1962, Livingston has guided the company to successive years of all-time peak sales. One of the youngest major record executives in the industry.

(Continued on page 10)

## Kapp & American Airlines March Merch. Co-Pilots

NEW YORK—Kapp Records and American Airlines are partners in a co-operative merchandising program. It's built around the use of Kapp product in the popular music portion of the American Airlines Astrovision program, which provides stereo music to AA passengers in flight.

March has been designated as Kapp month by AA. The airline will have easel posters and wall mounts displayed at strategic points in 130 ticket offices and airports in the 31 major cities connected by the 192 daily Astrostereo - equipped flights. During March, when Kapp product will be featured, some 15,000 hours of Kapp music will be played.

Promotional material will feature full-color pictures of Kapp

artists involved in the 65-selection program. Among these artists are Roger Williams, Jack Jones, Art Mooney, Louis Armstrong, the Wakikis, Joe Hornell and Hugo Winterhalter.

Kapp will offer record dealers copies of the display material in a window kit which includes poster slicks of the product and American Airlines promotional material.

Kapp will promote the Astrostereo programming with a co-operative merchandising effort. Material for use by record dealers and in ticket and airport locations will be available about Feb. 21.

AA features a different record label each month. To date, nine record manufacturers representing some 16 labels have been featured.



ADRIANO CELENTANO, Clan Records' star, tops the Italian charts with his latest release, "IL RAGAZZO DELLA VIA GLUCK (The Boy From Gluck Street)." (Advertisement)

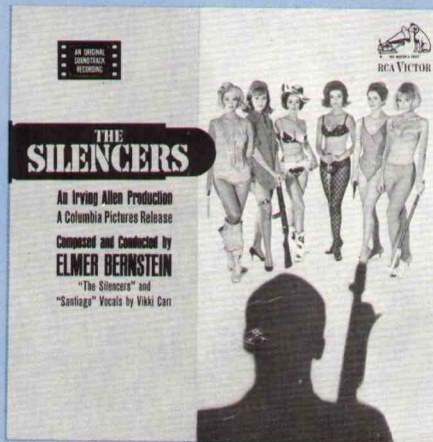
# Going Great Guns!

The original soundtrack recording of music from the new Matt Helm spy-thriller soon to be released in theaters across the country. Elmer Bernstein of "To Kill a Mockingbird" fame did

the score—one that captures all the action, excitement and humor of the high-spirited fun-filled film. Right in tempo with today's tastes in soundtrack music. Order big on this one!



**RCA Victor**  
The most trusted name in sound



LPM/LSP-1120





THE SMOTHERS BROTHERS, robed against minus-18 degrees temperatures (note thermometer), rode as Grand Marshals in the annual Winter Carnival Parade in St. Paul, recently. The Mercury artists were feted by St. Paul Mayor George Vavoulis and Minnesota Gov. Carl Rolvaag during the colorful festival.

## Monument Broadens Publishing Horizon

HOLLYWOOD—Monument Records has formed two publishing companies to operate as links between international and domestic markets. The new firms are Wide World of Music (ASCAP) and Songs of the World (BMI) which fall under the aegis of international director Bob Weis, headquartering here. The Nashville-based record company already operates three domestic publishing houses, Vintage, Music City and Combine.

All copyrights acquired from overseas outlets will be filed in either of the two new publishing firms. Conversely, music requested for overseas usage, will be funneled through the two new outlets from the three domestic firms. Monument's do-

mestic publishing houses have copyrights in all forms of music, not only country and western.

### International Plan

Monument's international publishing plans call for co-owned firms in strategic locations, according to Weiss. The company is negotiating for the formation of affiliates in Germany to cover Switzerland and Austria, a Paris firm to handle France and Morocco, a firm to cover Belgium and Luxembourg, firms in Holland, England and Italy and a Stockholm-based company to cover all Scandinavian countries.

Areas still open for development, Weiss indicated, are Japan, Australia, New Zealand, Spain, Greece, South Africa and Mexico.

## Smash, Fontana Have Their Best January

CHICAGO—Mercury Record Corp. president Irving Green announced last week that label affiliates Smash and Fon-

tana registered the best sales month in their four-year history during January.

The labels previously reported record sales for 1965.

According to Smash-Fontana product manager Charles Fach, the 13-month sales pace has been set by Roger Miller, who has registered three Record Industry Association of America \$1 million sales albums during the period.

"Miller's single and album sales contribution was especially heavy during January," Fach said, "because of his NBC-TV special attracted an estimated 40,000,000 viewers."

Fach did not disclose the January sales figure for Smash-Fontana, but he predicted that the labels would boost 1965 sales 25 per cent above last year. This would put the Mercury affiliates in the \$7.5 to \$8 million gross category.

Fach also announced last week that advance men will precede Miller on his announced tour of college campuses during March. The company has not used advance men in some time. Towns along the Miller itinerary will be serviced with press kits, radio station kits and special point-of-purchase materials.

During 1966, Fach said, Smash-Fontana will proceed deliberately in signing new artists while heavily promoting its present stars.

## RCA's 'Welcoming Committee' Zeroing in on Country Market

NEW YORK—RCA Victor's first big sales campaign for 1966 will be centered on its country music catalog. The program will run through March 31.

Although the RCA Victor country and western catalog has been an integral part of most of the company's programs in the past, this is the first time in several seasons that the label has offered a program with full concentration on this product.

Keyed to the dual theme: "Welcome to the Wide World of Country Music," and "America's Favorite Country Music is on RCA Victor," the first-quarter program covers well over 200 album titles.

Spokesman for the sales campaign is Eddy Arnold. In conjunction with the campaign,

Arnold will head a caravan of country talent on a special concert tour that starts in Sacramento, Calif., on Feb. 21 and winds up in Akron, Ohio, on March 20. Appearing with Arnold on the tour will be Eddie West, Don Bowman, Jim Ed Brown and George Hamilton IV, all RCA Victor artists.

Spearheading the program are 18 new releases in the first quarter period by such artists as Chet Atkins, Eddy Arnold, Jim Reeves, Hank Snow, Lorne Greene, Dottie West, Bobby Bare, Connie Smith, Porter Wagoner, Floyd Cramer, Homer and Jethro, Don Bowman, the Sons of the Pioneers, George Hamilton IV and Archie Campbell. Waylon Jennings will make his album debut during that period. Also, a February re-

lease entitled, "Country Hits Parade," by various artists will supplement the above named with those of Norma Jean, Hank Locklin, Skeeter Davis and Roger Miller.

A full-scale advertising and promotion campaign has been created to heighten consumer and trade interest in the program. Ad mats and point-of-sale materials, including blanket mats and miniatures on 25 select albums, four-color center-piece displays and window streamers, and mounted album covers have been made available.

Highlighting special promotions for the program is a four-color consumer catalog with an introduction by Eddy Arnold and illustrations of 24 selected album covers followed by a listing of the remainder of the RCA Victor country music catalog.

Also available to disk jockeys and distributor record managers is a booklet of photos and biographies of RCA Victor country music artists.

The "Welcome to the Wide World of Country Music" program also includes product on four-track stereo tape.

## Distributors Climb on Cartridge Wagon

LOS ANGELES—Record distributors have suddenly discovered the tape cartridge business, claims Larry Finley, president of International Tape Cartridge Corp., in announcing the hiring of Kevin Herran to work exclusively with disk distributors in setting up separate cartridge departments.

Finley said within the last six weeks a score of major record distributors have become ITCC outlets. Herran will travel to locations and show them how to enter the cartridge business and sell tapes.

"Today every record distributor wants to get into the act," Finley said here last week.

ITCC's recently signed disk distributors include Hart in Los Angeles, Pic-A-Tune and Caletron in San Francisco, Metro in New York, Interstate in St. Louis, D & H in Harrisburg, New State in Hialiah, Associ-

ated in Indianapolis, Mainline in Cleveland and Mutual in Boston.

Finley also revealed that the Mopar division of Chrysler Corp. sent out his catalog to 1,000 Chrysler, Plymouth and Dodge dealers, with ITCC's New York office receiving hundreds of queries asking for the nearest distributor.

Finley claims to have shipped 20,000 demonstration cartridges to Mopar which is building an "after market" dash-hung eight-track playback unit. Those cartridges go out with each player sold. ITCC's demo tapes are also being provided the Berkleine Corp., manufacturer of a "Stercolounger" reclining chair with built-in Lear stereo eight playback unit and the Sears, Roebuck chain. Like Mopar, the ITCC demo cartridge is included with the shipment of the lounge chair.

## Stewart UA Record, Pub Firms Chief

NEW YORK—Michael Stewart has taken over as president of United Artists Records and Music Publishing companies. He succeeds David V. Picker, first vice-president of United Artists Corp. While relinquishing the presidency of the music and record firms, Picker will continue to work closely with Stewart in these areas.

Stewart, who previously held the position of executive vice-president of the Music and Record Division, joined the company in the summer of 1962 as executive vice-president of UA's music publishing subsidiaries. Prior to joining UA, Stewart was head of Korwin Music and Dominion Music and was active in the publishing field for many years.

In recent years, UA Records (Continued on page 10)

## Churchill Outlet Granted A Short-Term Renewal

WASHINGTON—Alleged payola and plugola activities of deejays Bob Mitchell and Tom Donahue in promoting their

own outside entertainment enterprises with air plugs have limited license renewals to one year for radio station KYA and its FM outlet KOIT-FM, San Francisco. The FCC granted the short-term renewal to the Churchill Broadcasting outlet when the station promised to do better in controlling personal use of the station to promote outside business ventures. Deejays Mitchell and Donahue are no longer with the station.

The FCC made no mention of any connection with record companies, music publishing, or the Al Huskey West Coast suit against a number of stations, deejays and record people on the coast.

FCC staff says, to the best of its knowledge, there is no connection between this individual case and the Huskey suit. The KYA deejays allegedly promoted outside entertainments, obtaining talent at cheaper rates through their station connections and promoting the entertainers on station time. Complaint to FCC alleged unfair competitive advantage to the deejays.

## Muntz Goes To WB Fold

HOLLYWOOD—Muntz Stereo-Pak and Warner Bros.-Reprise Records have initiated discussions aimed at a possible purchase by the record company of the tape cartridge duplicator.

Earl Muntz, owner of the Van Nuys-based firm, confirmed that he had met with Mike Maitland, label president; Ed West, treasurer, and Mo Ostin, Reprise general manager, on two occasions prior to a recent Japanese trip.

Negotiations are in the "talking stages." Warners-Reprise is the only known record company making Muntz an offer, although there have been other bids by non-record firms.

### DEPARTMENTS & FEATURES

Hot 100 Chart ... Page 18

Top LP's Chart ... Page 31

→ Other Music Pop Charts  
Breakout Singles ..... 46  
Breakout Albums ..... 34  
Hits of the World ..... 41  
Hot Country Singles ..... 42  
Hot Country Albums ..... 42

→ Record Reviews  
LP Reviews ..... 64  
Single Reviews ..... 16

→ Music Record News  
Country Music ..... 42  
Classical Music Chart ..... 45  
Int'l News Reports ..... 28  
New Album Releases ..... 47  
R & B Music ..... 50  
Talent ..... 48  
Top 40 Easy Listening ..... 20  
Top Sellers Chart ..... 14

→ Departments  
Audio Retailing ..... 52  
Bulk Vending ..... 54  
Coin Machine Operating ..... 56  
Radio-TV Programming ..... 22

Buyers & Sells Classified Mart ..... 51

# Revision Wheels Grinding Slowly

By MILDRED HALL

WASHINGTON—The House Copyrights Subcommittee last week held the first in a series of executive (non-public) hearings to thresh out suggested amendments to the 1965 Copyright Revision bill. At the same time the Copyright Office put out a 45-page skeletal outline of oral and written suggestions made by witnesses during the subcommittee's lengthy hearings last session. The outline is strictly a "Summary of Specific Suggestions for Amendments" to H.R. 4347 made during hearing testimony and does not contain any recommendations by the Copyright Office.

House Copyrights Subcommittee acting chairman Rep. Robert Kastenmeier (D., Wis.), whose handling of explosive copyright issues has won plaudits from both creators and users in the \$6 billion a year copyright industries, feels that good progress was made in the first executive hearing held last week. He does not now see any need for further public hearings by the House subcommittee, which he has chaired in the absence of Chairman Edwin Willis (D., La.), who has been busy with Ku Klux Klan hearings. However, if problems develop that seem to require further testimony, Representative Kastenmeier could call for a public hearing.

The subcommittee's "tentative" mark-up of the revision bill (sponsored in the House by Rep. Emanuel Celler, chairman of the full Judiciary Committee) is "making very good progress" and has even begun rewriting some portions of sections in dispute. Understandably, Chairman Kastenmeier did not reveal which sections of the revision bill are being taken up at this time. Major problems in the law have been the matter of juke box exemption, mechanical royalties and educator demands.

The 1965 revision bill, which will have hearings by the Senate Copyrights Subcommittee during this session, would among other things: Retain compulsory licensing, but raise mechanical fee ceiling; give recordings limited copyright, protecting against duplication, but not providing performance royalty for records. The revision bill would end the traditional juke box performance royalty exemption and end the blanket not-for-profit exemption for educator use of copyrighted materials in non-classroom uses such as night-time TV programmed to the general public. It would impose copyright liability on community antenna systems; it would put a time limit on broadcast use of taped (ephemeral) recordings for programming on the air.

## Numerous Questions

Among the questions raised, and suggestions made, now listed in the Copyright Office outline are: Should the law recognize the right of public performance in sound recordings? During House hearings, Alan Livingston, president of Capitol Records, said yes and so did American Federation of Musicians. The Capitol Records president suggestion listed is a 50-50 royalty split, manufacturer getting half, and creative record talent sharing the other half.

(In earlier comment, Copyright Office's "Supplementary Report of May 1965 it was pointed out that the issue of the "secondary" royalty for record play was so controversial it could hold up the whole revision. No attempt is made in the Copyright Office listing to include pros and cons of testimony on

the various issues—only positive suggestions for amendments.)

Should availability of the compulsory licensing be limited to those who sell phonorecords for private home use? Author and publisher associations would word it this way: "A person may obtain a compulsory license only if his primary purpose in making the particular phonorecord is to distribute them to the public for private home use." RIAA subscribed to this.

Also on compulsory licensing, the Minnesota Mining & Manufacturing Co. would also apply it to providing "background music" in places other than private homes." The big 3M duplicating firm has launched a background music unit, with tapes, for outright sale, with mechanical and performance royalty prepaid.

What should be the basis and rate of royalty in compulsory licensing? Record Industry Association of America suggestion was for payment of royalty on every record made under the license and "distributed" to the public. Rates suggested were 2 cents, or one-quarter of a cent per minute playing time, or fraction, whichever is larger. (1965 bill proposed a raise to 3 cents per side, or 1 cent per minute of play, but hearing testimony led some congressmen and Copyright Office spokesmen to note that this might have to be revised downward.)

Author and publisher groups suggested that Register of Copy-

rights be given the authority to provide rules on statements of mechanical royalty accounts furnished by licensees.

On the question of broadcast taping of "ephemerals" for programming, the revision would limit use to six months. Authors would limit time to 30 days. Broadcasters want at least a year's use. Educators want no time limits at all on number of ephemeral program copies made, and use of the broadcasts or telecasts. Authors and publishers also objected to broad wording permitting an "organization" to make such copies. They would limit the privilege to a "single" radio or TV station. Music publishers would permit the ephemeral copy recording for a single transmission of a live broadcast or telecast.

On the familiar juke box royalty question: "Should present exemption be repealed" for performance on coin-operated machines, suggestions were traditional. Juke box people said "Retain the exemption." Broadcast Music, Inc., said repeal it, but postpone effective date two years after passage of the bill.

On the issue of setting—or not setting—statutory limits on juke box performance royalties, MOA urged increase in mechanical royalties on records played in juke boxes, rather than imposition of a performance royalty by licensing associations ASCAP

(Continued on page 58)



EDDIE HOLLAND (center), owner of radio station WMPP, Chicago, holds award from Mercury Records for his breaking the label's new Lorraine Ellison single, "I Dig You, Baby." Standing by are Mercury's Carl Proctor (left) and Dick Sherman.

## Services for Billy Rose On Sunday

NEW YORK—Funeral services for Billy Rose, 66, who started his multifaceted show business career as a songwriter, will be held here Sunday (13) afternoon at the Billy Rose

(Continued on page 51)

## Billboard

Published Weekly by

The Billboard Publishing Company  
2160 Patterson St., Cincinnati, O. 45214  
Tel.: 381-6450

Publisher

Hal B. Cook ... New York Office

Editorial Office

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

Editor-in-Chief ... Lee Zhitto

Editors ... Paul Ackerman,  
... Aaron Sternfield

Department Editors, New York  
Music Editor ... Paul Ackerman  
Associate Editor ... Mike Gross  
Chief Copy Editor ... Robert Sobel  
Radio-TV Programming ... Claude R. Hall

Department Editors

Audio, Coin Machines Editor ... Ray Brack, Chicago  
Country & Gospel Music ... Elton Whisenand, Nashville

U. S. Editorial Offices

Cincinnati, Exec. News Editor ... Wm. J. Sachs  
Chicago, Midwest Editor ... Ray Brack  
Washington Bureau Chief ... Mildred Hall  
Nashville News Editor ... Elton Whisenand  
Hollywood, W. Coast News ... Elliot Tiegel

Special Projects Division

General Manager ... Andrew J. Csida  
Director, Reviews and Charts ... Don Owens  
Manager, Record Market ... Sid Horowitz  
Research ... Laurin Schenker  
Supervisor, Print Service ... Bill Courtney

Production Department, New York

Art Director ... Virgil Arnett

General Advertising Office, N. Y.

Director of Sales ... Donald Hyland  
Promotion Director ... Geraldine Platt  
Midwest Music Sales ... Richard Wilson  
West Coast Gen. Mgr. ... Bill Wardlow  
Nashville Gen. Mgr. ... Mark-Clark Bates

Coin Machine Adv., Chicago

Circulation Manager ... Milton Gorbulew

Subscription Fulfillment

Send Form 3579 to  
2160 Patterson St., Cincinnati, O. 45214  
Fulfillment Manager ... Joseph Pace

U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph  
Area Code 312, CE 6-9818  
Hollywood, Calif. 90028, 1520 N. Gower  
Area Code 213, HO 9-3531  
Nashville, Tenn. 37203, 226 Capitol Blvd.  
Area Code 615, 244-1836

International Office

European Office ... Andre de Vesky, Dir.  
15 Hanover Square, London W.1  
Hyde Park 3659  
Cable: Billboard London

SALES INTERNATIONAL

Canada  
Kit Morgan, 22 Theatres Rd., Apt. 107,  
Toronto 10

Italy  
Germano Ruscelitto, Via Padova 154  
Milano, Italy  
Sam'l Steinman, Piazza S. Anselmo 1,  
Rome, Italy

Japan  
Kanji Suzuki/Japan Trade Service, Ltd.,  
Masami Bldg. 1-30, Kanda Jimbocho,  
Chiyoda-ku, Tokyo

Subscription rates, payable in advance:  
One year, \$20 in U. S. A. (except Alaska,  
Hawaii and Puerto Rico) and Canada, or  
\$45 by airmail. Rates in other foreign  
countries on request. Subscribers when  
requesting change of address should give  
old as well as new address. Published  
weekly, postage paid at  
New York, N. Y., and at additional mail-  
ing offices. Copyright 1966 by The  
Billboard Publishing Company. The com-  
pany also publishes *Venda*, *Amusement*  
*Business*, *Hifi*, *Fidelity*, *American*  
*Artist*, *Modern Photography*. Postmaster,  
please send Form 3579 to  
Billboard, 2160 Patterson St.,  
St. Cincinnati, Ohio 45214. 61

Vol. 78, No. 8



## Hiring Drive Going Full Blast

NEW YORK — More than 4,700 copies of a record by Jay and the Americans singing "Things Are Changing" were mailed last week to radio stations across the nation. At the same time, the National Association of Radio Announcers supplied all its 300 deejay members an extra copy of the song as sung by the Supremes. Services of Jay and the Americans were courtesy of United Artists Records, the Supremes

courtesy of Motown Records. The Advertising Council's mailing of the record—which is part of a national equal employment opportunities campaign supported by the Plans for Progress organization—included a questionnaire for stations to fill out and a pamphlet reprinting the stories Billboard has featured during the past weeks to help the campaign.

Want Copies?

Theodore S. Reppier of the

Advertising Council, 25 West 45th Street, New York 10036, asks all radio stations and air personalities who need additional copies of the record to write him. The postcard questionnaire asks stations if they would find a country or Easy Listening version of the record more suitable to their programming.

Among the stations that have recently requested different versions of the Phil Spector tune are KWMT, Fort Dodge, Iowa. The stations that joined in spreading the campaign message—that jobs are available to members of minority groups if they'll retrain for them—include CKCL, Truro, Nova Scotia; CKSA-TV, Lloydminster, Sask., Alberta, Can.; WGIV, Charlotte, N. C.; KZEY, Tyler, Tex.; WKTE, King, Want, Richmond, Va.; WTHB, North Augusta, S. C.; WSOY, Decatur, Ill.; KDIA, Oakland, Calif.; WTTM, Trenton, N. J., and WKKW, Troy, N. Y.

J. Leo of Record Rack, Forest Hills, N. Y., asked for a copy of the record to play on a loud-speaker setup at his record store. "I realize the record is not for sale, nor readily distributed through normal channels, but I do believe playing the record in this manner might help accomplish the same goal," Leo said.

Robert M. Yuma, Duquesne, Pa., is spinning the record by the Supremes at record hops and said, "The response in the short time I've used it has been utterly fantastic. Beyond a doubt, this is the perfect way to get a great idea across."

## 'Young' to Academy

NEW YORK — Jane Gibbs' Academy Records has picked up "Too Young," by Tommy Vann and the Echoes for national distribution. The record was stirring up some noise in Baltimore when Academy latched on to it.

## Summers Monument VP And Marketing Director

NASHVILLE — Robert D. Summers, former national sales manager for Warner Bros. Records, was appointed vice-president marketing director of Monument Records last week (9) by President Fred Foster.

Summers succeeds Frank Sweeney, who resigned to return to radio activity in Detroit.

Summers, a veteran in the record industry who worked in a retail shop at age 17, said:

"I see a tremendous growth potential with a label such as Monument. Monument has tremendous expansion plans for the next five years.

"The recent addition of Bobby Weiss to the international department is the dawn of a new era of world-wide expansion. There are full-scale plans to acquire new artists and material for the new LTD label.

"Of great interest to me is that Monument, a Nashville-based operation, is now getting into country music, which from all indications appears to be going through a tremendous upsurge. Monument therefore becomes set in all phases of the pop field, teen rock music, r&b, straight pop and c&w. While the album line is relatively small in



ROBERT D. SUMMERS

number, it is of excellent quality with Roy Orbison, Boots Randolph, Jerry Byrd and Grandpa Jones."

Summers became national sales manager for WB in March 1962 and left Sept. 1, 1965, to form his own label, Charter Records, and Magna Carta Enterprises for public relations and management. He left that enterprise to join Monument. Summers arrived in Nashville and began work last week.

**HOLY  
TURNTABLE!**

WHAT A TOWERING  
TRIUMPH FOR THE  
FABULOUS FOURSOME!



THE BROTHERS FOUR  
JOIN FORCES WITH  
"RATMAN  
AND BOBBIN"  
IN THE "CLIPPER CAPER"<sup>4-43547</sup>

GET WITH THE  
SLAM-BANG SINGLE  
THAT PROVES  
CRIME DOESN'T PAY  
BUT SATIRE DOES—  
ESPECIALLY AT  
THE CASH REGISTER!

**SPLAT!**  
**CRUNCH!**  
**SOCKO!**

ON COLUMBIA RECORDS 

# Monument Signs Billy Walker in Major Country Expansion Move

By ELTON WHISENHUNT

NASHVILLE — Billy Walker last week signed a long-term contract with Monument in a major move by the label into the country field.

Monument President Fred Foster, in announcing the signing, also told of plans for a country music department. He said he will sign additional artists and add more personnel.

"We are contemplating several staff additions for promotion of country product, separate from our pop product," said Foster.

"We hope to establish a strong country music department. We hope to bring not only innovations to the market but outstanding product as well."

Foster said Walker's move to Monument was significant because "he comes from a great major label to a label not a major. Many labels were after him. We outbid them and Walker made a good financial deal for himself."

Foster said an intensive drive would be made in the next two months to sign more major country artists. He said negotia-

tions were in progress with several.

## Cut Last Week

Walker's contract calls for a guarantee of two albums and three singles a year. Foster cut his first session with Walker last week and also sessions with Jeannie Seely and Orville Couch. Miss Seely, featured on the Porter Wagoner road show, was signed recently and Couch was signed several weeks ago.

Foster said he will be producer on some country artists. He will also use producers Hank Cochran, Pete Drake and Jerry Bryd. Foster said he will name a man later to head the country department and he will report directly to Foster.

Walker recently made a highly successful tour of Germany, recorded in German for that market and is enjoying his greatest popularity. In his 15 years with Columbia—he first signed with them Feb. 5, 1951—he has produced a number of top hits, including:

"Thank You for Calling," "I've Got You on My Mind Again," "Funny How Time Slips Away," "Forever," "Charlie's Shoes," "Circumstances," "Cross the Brazos at Waco" and "Matmoras."

Monument's present country roster, in addition to those named, also consists of: Jerry Byrd, Don Reno and Benny Martin, Harlan Howard, Buck Ryan and Smitty Irvin, Grandpa Jones, Fred Carter Jr., Dave Rich, Jimmie Driftwood and Chuck Howard. Several were signed only recently.

# Monument Team Off For Overseas Talks

HOLLYWOOD—A four-man team from Monument Records leaves New York Friday (18) bound for a series of discussions with various overseas representatives. The contingent is headed by president Fred Foster, accompanied by Bobby Weiss, international division director and artists Boots Randolph and Ray Stevens.

Foster and Weiss will meet in Zurich with Maurice Rosen-garten of Musikvertrieb and then fly to London for week-long meetings with British Decca officials (21-28). Matters to be discussed include promotion, distribution and merchandising of Monument's catalog, plus a European tour for a package of label artists.

The trip is the first together for Foster and Weiss, a former

13-year resident on the Continent. The executives will also co-ordinate programs for Monument's two subsidiary labels, Sound Stage 7 and LTD International.

Randolph and Stevens will be introduced to British news media tentatively Thursday (24). The two performers and Foster return to the U. S. Monday (28) with Weiss continuing to other locations for four additional weeks of meetings with distributors, music publishers and film producers. He plans visiting Oslo, Stockholm, Copenhagen, Hamburg, Berlin, Frankfurt, Munich, Zurich, Milan, Naples, Madrid, Paris, Brussels and Amsterdam. Among the projects is the establishment of Monument-owned music firms with veteran publishers.

# Four Star TV and Valiant Are Going Separate Ways

HOLLYWOOD — Four Star Television and Valiant Records have parted company after 18 months over "policy differences." The five-year-old label will continue to function as an independent company, explained general manager Budd Dolinger. The parting was termed "amicable."

The severance terms with Four Star were in the hands of lawyers last week, with Dolinger, and founders Billy Sherman and Barry DeVorzon uncertain as to whether they would run the label as a corporation or partnership.

Sherman and DeVorzon formed their own music publishing companies which were in-

corporated into Four Star's Radford Music in August, 1964. All copyrights and masters revert back to Sherman and DeVorzon Music. The two musicians had been hired by Four Star after searching two years for a record wing. Alfred Perry, the filer's music head, had been co-ordinator between the parent and subsidiary, but months ago he was pulled away from that assignment. Dolinger was hired in February 1965 as sales manager.

Under the new arrangement, Dolinger remains manager, Sherman handles publishing and DeVorzon a&r assisted by Bodie Chandler. All domestic and foreign distribution remains intact.

# Jones Easing Up on Merc. Duties; Step Up TV, Films

HOLLYWOOD—Stating he wants to "write more," Quincy Jones is "reducing" his a&r activities at Mercury Records to concentrate on motion picture and TV scoring.

Jones told Billboard he was not resigning from his executive post as a v.-p. with Mercury, but rather was preening his responsibility for selecting material and producing product for other artists. He said he would continue recording and would probably handle another artist, say Leslie Gore, with whom he has worked in the past.

For the past year Jones has been blazing a trail as a film composer (Billboard, Jazz Beat, Dec. 18, 1965). His current film is "A Slender Thread" and he has two significant projects to

shortly face, "Tobruk" for Universal and "The Teenager" for Eli Landau. In addition he has scored two TV pilots which loom as entries for national airing, "Jigsaw" and "Hey, Landlord." "Jigsaw" is a one-hour spy drama for Universal in which he used a large jazz band. "Landlord" is a half-hour comedy directed by Sheldon Leonard and using a large non-jazz orchestra.

Jones has just completed conducting the Count Basie band for Frank Sinatra's Sands, Las Vegas, booking. The composer-conductor will team with these two forces at the Fontainebleau in Miami Feb. 24 and then return here to begin serious concentration on his film assignments.

# Request-RCA Canada Deal

NEW YORK—Request Records, indie in the international field, has entered into an agreement with RCA Victor of Canada whereby the latter will release 70 per cent of the Request catalog. Request's product contains exclusive material from all over the world, including Germany, Greece, Korea, Lithuania and the Ukraine. The agreement with RCA Victor of Canada specifies a five-figure royalty guarantee and follows shortly after a release agreement for all German masters by CBS-Germany, and some Portuguese recordings by Deutsche Grammophon.

Hans Lengsfelder, head of

Request, stated that negotiations are under way with labels in other countries for the release of Request product. Lengsfelder has set a schedule of recording sessions so as to increase the size of the label's catalog.

The international field, states Lengsfelder, is a stable one; but it requires much know-how—both as to the music and the marketing patterns of the different countries — to build an international line. The field years ago was a lucrative one, Lengsfelder stated, "then it declined and is now coming back." Factors which pushed it into oblivion were poor production work

# Long C&W Unit Chalks 37½G in Det.

DETROIT—Country music is proving to be a personal-appearance blockbuster in this area, with a Hubert Long Talent Agency package last week playing to some 15,000 fans for a \$37,500 gate.

Promoter of the spectacular at the huge Cobo Hall was Dick Blake, president of Sponsored Events, Inc., Indianapolis, who is opening a branch office in Long's building in Nashville.

Talent on the show here included Del Reeves, George Jones, Minnie Pearl, Sonny James and the Wilburn Brothers. Blake gave \$200 worth of seats to the Hazel Park, Mich., Senior Citizens Organization. Blake usually gives a block of seats to a charitable organization.

Blake said he plans three shows yearly at Cobo Hall, the next to be April 24, featuring another Long package comprising Ferlin Husky, Roy Drusky, Porter Wagoner, Loretta Lynn, Faron Young, Wilma Burgess and Jean Shepard. When the date was announced at last week's show, \$1,750 in advance ticket sales were registered, Blake reported.

and inadequate packaging in the face of a growing awareness on the part of the buyer of stereo music and good packaging.

Request, Lengsfelder stated, is sold from Australia to South Africa; from Turkey to Portugal, England and the Continent—and, of course, U. S. and Canada. A penetration of the

# Col. Giving 'Charity' LP a Sweet Build-Up

NEW YORK — Columbia Records has embarked on a major national campaign to promote the original Broadway cast album of "Sweet Charity." The album hit the market late last week only four days after it was recorded.

Columbia distributors are supplying dealers with an illuminated "Sweet Charity" display piece and related window streamers. In addition, a counter shaker can, similar to those used for collecting charitable donations and bearing a photograph of Gwen Verdon, the star of the musical.

Special promotion kits are being sent to 3,000 disk jockeys throughout the country. Each kit includes a photo-story booklet of "Sweet Charity," a 12-inch open-end interview record and a script for convenient programming of the album. The LP contains interviews with Miss Verdon, Helen Gallagher, Cy Coleman, Dorothy Fields and Neil Simon. (Miss Gallagher is featured in the cast; Cy Coleman and Dorothy Fields wrote the score, and Neil Simon wrote the book.) The album also features interviews with celebrities who attended the opening night performance, as well as statements by some of those present at the gala cast party given at the Waldorf-Astoria after the opening. The interviews are conducted by Fred Robbins, a New York disk jockey.

In addition, the Mercury Newsfilm Co. has prepared a

# NEW STORE FOR WAXIE MAXIE'S

WASHINGTON — Waxie Maxie's Quality Music stores, one of the nation's major r&b record dealers, plans to open a third store here in March featuring a special section for blue-eyed soul music. The other two outlets now operated by Silverman are "pure soul" in the material they feature.

The opening of the store will be marked by a radio campaign featuring live broadcasts from the store. The organization is also planning a fourth store to be opened later this year.

# Roger Miller College Swing Is Lined Up

CHICAGO—Smash Records here has announced that following his March 8-9 appearance at the National Association of Record Merchandisers convention in Miami Beach, Fla., Roger Miller will launch a 23-day tour of college campuses under the sponsorship of the Ford Motor Co.

The itinerary: March 10-11, Drake University; March 12, Missouri U.; March 13, Central Missouri State; March 15, Eastern Illinois U.; March 16, Butler University; March 17, Notre Dame; March 18, Western Michigan U.; March 19, Louisville U.; March 20, Old Dominion College; March 21, Richmond Professional Institute; March 23, South Carolina U.; March 24, Florida U.; March 25, Florida State U.; March 26, Miami U.; March 27, Tampa U.; March 28, Clemson College; March 29, North Carolina U.; March 30, Columbia U.; April 1, Maryland U.; April 2, U. S. Naval Academy, and March 3, Penn State U.

# A Correction

NEW YORK — In selecting "Superman," the Dino, Desi & Billy club on the Reprise label as a "Pop Spotlight" last week, Billboard inadvertently omitted the song's originator. The song is from the upcoming Broadway musical, "It's a Bird . . . It's a Plane . . . It's Superman," by Charles Strouse and Lee Adams. The score is being published by E. H. Morris.



**A VALENTINE FOR YOU  
FROM OUR SWEETHEART  
OF SONG**

**(Gordy Records)**



**HELPLESS**

**GORDY 7050**

**KIM WESTON**

*The Sound of Young America*  
**MOTOWN RECORD CORP.**

**DETROIT, MICH.**

# Nominations for 1965 Grammy Awards

1. **RECORD OF THE YEAR**  
THE "IN" CROWD—Ramsley Lewis Trio  
KING OF THE ROAD—Roger Miller  
THE SHADOW OF YOUR SMILE  
(Love Theme from "The Sandpiper")  
—Tony Bennett  
A TASTE OF HONEY—Herb Alpert and the  
Tijuana Brass  
YESTERDAY—The Beatles
2. **ALBUM OF THE YEAR**  
HELP!—The Beatles  
MY NAME IS BARBRA—Barbra Streisand  
MY WORLD—Eddy Arnold  
SEPTEMBER OF MY TEARS—Frank Sinatra  
SOUND OF MUSIC—Motion Picture Sound-  
track with Julie Andrews and others  
WHIPPED CREAM AND OTHER DELIGHTS—  
Herb Alpert and the Tijuana Brass
3. **ALBUM OF THE YEAR  
(CLASSICAL)**  
BERG: WOZZECK—Karl Boehm, cond.  
Orchestra of the German Opera, Berlin—  
Dietrich Fischer-Dieskau, Evelyn Lear, Fritz  
Wunderlich  
CHOPIN: 8 POLONAISES, 4 IMPROMPTUS  
—Arthur Schnabel  
HOROWITZ AT CARNEGIE HALL (AN HISTORIC  
RETURN)—Vladimir Horowitz  
IVES: SYMPHONY NO. 4—Leopold Stokowski,  
cond. American Symphony  
STRAUSS: SALOME/THE EGYPTIAN HELEN—  
Leontyne Price—Erich Leinsdorf, cond. the  
Boston Symphony
4. **SONG OF THE YEAR  
(Composer's Award)**  
I WILL WAIT FOR YOU (Theme from "Um-  
brella of Cherbourg")—Michael Legrand,  
Norman Gimbel, Peter Dinklage  
KING OF THE ROAD—Roger Miller  
SEPTEMBER OF MY TEARS—Jimmy Van  
Heusen and Sammy Cahn  
THE SHADOW OF YOUR SMILE (Love Theme  
from "The Sandpiper")—Johnny Mandel  
and Paul Francis Webster  
YESTERDAY—John Lennon and Paul McCartney
5. **BEST FEMALE VOCAL  
PERFORMANCE**  
THE ASTRUD GILBERTO ALBUM—Astrud  
Gilberto  
DOWNTOWN (Album)—Petula Clark  
GENTLE IS MY LOVE—Nancy Wilson  
MY NAME IS BARBRA—Barbra Streisand  
WHAT THE WORLD NEEDS IS LOVE—Jackie  
DeShannon
6. **BEST MALE VOCAL  
PERFORMANCE**  
BABY THE RAIN MUST FALL—Glenn Yarbrough  
IT WAS A VERY GOOD YEAR—Frank Sinatra  
KING OF THE ROAD—Roger Miller  
THE SHADOW OF YOUR SMILE (Love Theme  
from "The Sandpiper")—Tony Bennett  
YESTERDAY—The Beatles—Paul McCartney
7. **BEST INSTRUMENTAL  
PERFORMANCE (NON-JAZZ)**  
GIRL TALK—Neal Hefti  
THE GREAT RACE—Henry Mancini  
A TASTE OF HONEY—Herb Alpert and the  
Tijuana Brass  
WALK IN THE BLACK FOREST—Horst Jankowski  
YAKETY AXE—Chet Atkins
8. **BEST PERFORMANCE BY A  
VOCAL GROUP**  
FLOWERS ON THE WALL—Statler Brothers  
HELP!—The Beatles  
MRS. BROWN YOU'VE GOT A LOVELY  
DAUGHTER—Herman's Hermits  
YOU WERE ON MY MIND—We Five  
WE DIG MANCINI—Anita Kerr Singers
9. **BEST PERFORMANCE BY A  
CHORUS**  
ANYONE FOR MOZART?—The Swingle Singers  
CHIM CHIM CHE-EE AND OTHER HAPPY  
SONGS—The New Christy Minstrels  
"DEAR HEART" AND OTHER SONGS ABOUT  
LOVE—Henry Mancini Chorus  
JAZZ SUITE ON THE MASS TEXTS—Paul Horn  
and Chorus  
ROBERT SHAW CHORALE AND ORCHESTRA ON  
BROADWAY—Robert Shaw
10. **BEST ORIGINAL SCORE  
WRITTEN FOR A MOTION  
PICTURE OR TELEVISION  
SHOW (Composor's Award)**  
HELP!—Jack Lennon, Paul McCartney, George  
Harrison, Ken Thorne  
THE MAN FROM UNCLE—Lalo Schifrin, Mort  
Stevens, Walter Scharf, Goldsmith  
THE SANDPIPER—Johnny Mandel
11. **BEST SCORE FROM AN  
ORIGINAL CAST SHOW ALBUM  
(Composer's Award)**  
SAJOURN—Walter Marks  
BAKER STREET—Marian Grudeff, Raymond  
Jessel  
DON'T HEAR A WALTZ—Richard Rodgers  
HALF A SIXPENCE—David Heneker  
ON A CLEAR DAY—Alan Lerner, Burton Lane
12. **BEST COMEDY PERFORMANCE**  
MOM ALWAYS LIKED YOU BEST—Smothers  
Brothers  
THEM COTTON PICKIN' DAYS IS OVER  
(Recorded Live at the hungry i)—Godfrey  
Cambridge  
WELCOME TO THE L.B.J. RANCH—Earle Doud  
& Alen Robin  
WHY IS THERE AIR?—Bill Cosby  
YOU DON'T HAVE TO BE JEWISH—(F. Gallop,  
J. Gifford, A. Golonka, L. Jacob, J.  
Kannon, J. Silver, B. Walker, B. McFadden,  
Bob Boopes, George Foster)
13. **BEST SPOKEN WORD OR  
DRAMA RECORDING**  
THE BRONTES—Margaret Webster  
JOHN F. KENNEDY—AS WE REMEMBER HIM—  
Producer: Goddard Lieberson  
MUCH ADO ABOUT NOTHING (Shakespeare)  
National Theatre of Great Britain  
A PERSONAL CHOICE—Alec Guinness  
A TIME TO KEEP: 1964—Chet Huntley and  
David Brinkley  
THE VOICE OF THE UNCOMMON MAN—Adlai  
Stevenson—Producer: Mort Natasir
14. **BEST NEW ARTIST**  
THE BYRDS  
HERMAN'S HERMITS  
TOM JONES  
HORST JANKOWSKI  
MARILYN MAYE  
SONNY & CHER  
GLENN YARBROUGH
15. **BEST RECORDING FOR  
CHILDREN**  
"A," YOU'RE ADORABLE (LOVE SONGS WITH  
CHILDREN)—Diahann Carroll  
DR. SEUSS PRESENTS "FOX IN SOX"; "GREEN  
EGGS AND HAM"—Dr. Seuss  
PATRICK MULDON & HIS MAGIC BALLOON—  
Carmel Quinn  
SUPERCALIFRAGILISTIC EXPALIDOCIOUS—  
The Chipmunks  
WINNIE THE POOH & THE HONEY TREE—  
Sterling Holloway, Sebastian Cabot
16. **BEST ALBUM NOTES**  
BERG: WOZZECK—(Karl Boehm, cond. Orf.  
of German Opera, Berlin)—G. R. Sinner,  
Otto Geddes  
FATHER & SON—(Hank Williams Sr. & Hank  
Williams Jr.)—Charles Lamb  
GRAND TERRACE BAND—(Earl Hines)—Stanley  
Dance  
SEPTEMBER OF MY TEARS—(Frank Sinatra)—  
Stan Cornyn  
THE VOICE OF THE UNCOMMON MAN—  
(Adlai Stevenson)—Dom Cerulli
17. **BEST INSTRUMENTAL JAZZ  
PERFORMANCE—SMALL  
GROUP OR SOLOIST WITH  
SMALL GROUP**  
CYCLE—Paul Horn  
GLAD TO BE UNHAPPY—Paul Desmond  
(Featuring Jim Hall)  
THE "IN" CROWD—Ramsley Lewis Trio  
A LOVE SUPREME—John Coltrane  
THE POWER OF POSITIVE SWINGING—  
Clark Terry & Bob Brookmeyer  
SOFT SAMBA—Gary MacFarland  
SOUL SAUCE—Cal Tjader  
TRIO '65—Bill Evans Trio
18. **BEST INSTRUMENTAL JAZZ  
PERFORMANCE—LARGE GROUP  
OR SOLOIST WITH LARGE  
GROUP**  
BUMPIN'—Wes Montgomery  
ELLINGTON 66—Duke Ellington  
INSIGHT—Rod Levitt  
JAZZ SUITE ON THE MASS TEXTS—Paul Horn  
KENNY BURRELL—GUITAR FORMS—Kenny  
Burrell and Gil Evans Orchestra  
LOVE THEME FROM "THE SANDPIPER"—Dizzy  
Gillespie, soloist (Gil Fuller, Cond.  
Monterey Jazz Festival Orchestra)  
MICKY ONE—Stan Getz
19. **BEST ORIGINAL JAZZ  
COMPOSITION**  
BUMPIN'—Wes Montgomery  
CANADIAN SUITE—Oscar Peterson  
JAZZ SUITE ON THE MASS TEXTS—Lalo  
Schifrin  
A LOVE SUPREME—John Coltrane  
MICKY ONE—Eddie Sauter  
VIRGIN ISLANDS SUITE—Duke Ellington and  
Billy Strayhorn
20. **BEST INSTRUMENTAL  
ARRANGEMENT (Awarded to  
the Arranger)**  
GIRL TALK (Neal Hefti)—Neal Hefti  
A HARD DAY'S NIGHT (Boston Pops)—Jack  
Mason  
MISSION TO MOSCOW (Si Zentner)—Bob  
Florence  
THE SHADOW OF OUR SMILE (Robert  
Armbruster)—Johnny Mandel  
A TASTE OF HONEY (Herb Alpert and the  
Tijuana Brass)—Herb Alpert  
WALK IN THE BLACK FOREST (Horst Jankow-  
ski)—Horst Jankowski
21. **BEST ACCOMPANIMENT  
ARRANGEMENT (Awarded to  
the Arranger)**  
DAY BY DAY (Astrud Gilberto)—Claus Ogerman  
EVERYTHING I'VE GOT (Vikki Carr)—Bob  
Florence  
GREENSLEEVES (Kenny Burrell)—Gil Evans  
HE TOUCHED ME (Barbra Streisand)—Don  
Costa  
IT WAS A VERY GOOD YEAR (Frank Sinatra)—  
Gordon Jenkins  
IT'S NOT UNUSUAL (Tom Jones)—Les Reed  
WHAT THE WORLD NEEDS NOW IS LOVE  
(Jackie DeShannon)—Burt Bacharach  
YESTERDAY (The Beatles)—George Martin
22. **BEST CONTEMPORARY  
SINGLE RECORD**  
BABY THE RAIN MUST FALL—Glenn Yarbrough  
IT'S NOT UNUSUAL—Tom Jones  
KING OF THE ROAD—Roger Miller  
WHAT THE WORLD NEEDS IS LOVE—Jackie  
DeShannon  
YESTERDAY—The Beatles
23. **BEST CONTEMPORARY VOCAL  
PERFORMANCE—FEMALE**  
(For Single Records)  
BABY I'M YOURS—Barbra Lewis  
I KNOW A PLACE—Petula Clark  
RESCUE ME—Fontella Bass  
SUNSHINE, LOLLIPOPS AND RAINBOWS—  
Lesley Gore  
WHAT THE WORLD NEEDS NOW IS LOVE—  
Jackie DeShannon
24. **BEST CONTEMPORARY VOCAL  
PERFORMANCE—MALE**  
(For Single Records)  
HEARTACHES BY THE NUMBER—Johnny  
Tillotson  
KING OF THE ROAD—Roger Miller  
1-2-3—Len Barry  
WHAT'S NEW PUSSYCAT—Tom Jones  
YESTERDAY (The Beatles)—Paul McCartney
25. **BEST CONTEMPORARY  
PERFORMANCE—GROUP  
(VOCAL OF INSTRUMENTAL)**  
(For Single Records)  
FLOWERS ON THE WALL—The Statler Brothers  
HELP!—The Beatles  
MRS. BROWN YOU'VE GOT A LOVELY  
DAUGHTER—Herman's Hermits  
STOP IN THE NAME OF LOVE—The Supremes  
WOOLY BULLY—Sam the Sham and the  
Pharaohs
26. **BEST RHYTHM & BLUES  
RECORDING**  
IN THE MIDNIGHT HOUR—Wilson Pickett  
MY GIRL—The Temptations  
PAPA'S GOT A BRAND NEW BAG—James  
Brown  
SHAKE—Sam Cooke  
SHOTGUN—Jr. Walker & the All Stars
27. **BEST FOLK RECORDING**  
AN EVENING WITH BELAFONTE/MAKEBA—  
Hurry Belafonte & Miriam Makeba  
MAKEBA SINGS—Miriam Makeba  
ROSCOE HOLCOMB: THE HIGH LONESOME  
SOUND—Roscoe Holcomb  
A SONG WILL RISE—Peter, Paul & Mary  
STRANGERS AND COUSINS—Pete Seeger  
THERE BUT FOR FORTUNE—Joan Baez  
THE WOMENFOLK AT THE hungry i—The  
Womenfolk
28. **BEST GOSPEL OR OTHER  
RELIGIOUS RECORDING  
(MUSICAL)**  
ALL DAY SING AND DINNER ON THE GROUND  
—The Statemen Quartet with Hovie Lister  
BOB ASHTON'S SONGS OF LIVING FAITH—  
Ralph Carmichael Singers and Orch.  
HOW GREAT THOU ART—Kate Smith  
JUST KEEP ON SINGING—Marian Anderson  
LET ME WALK WITH THEE—Tennessee Ernie  
Ford  
SOMETHING OLD, SOMETHING NEW—Black-  
wood Brothers  
SOUTHLAND FAVORITES—George Beverly  
Shea with Anita Kerr Singers  
WHAT A HAPPY TIME—The Happy Goodman  
Family
29. **BEST COUNTRY & WESTERN  
SINGLE**  
FLOWERS ON THE WALL—Statler Brothers  
IS IT REALLY OVER—Jim Reeves  
KING OF THE ROAD—Roger Miller  
MAKE THE WORLD GO AWAY—Eddy Arnold  
MAKING THE BIRD OF PARADISE FLY UP YOUR  
NOSE—"Little" Jimmy Dickens  
YAKETY AXE—Chet Atkins
30. **BEST COUNTRY & WESTERN  
ALBUM**  
FATHER & SON—Hank Williams & Hank  
Williams Jr.  
THE JIM REEVES WAY—Jim Reeves  
MORE OF THE GUITAR COUNTRY—Chet  
Atkins  
MY WORLD—Eddy Arnold  
THE RETURN OF ROGER MILLER—Roger Miller
31. **BEST COUNTRY & WESTERN  
VOCAL PERFORMANCE—  
FEMALE**  
BABY—Wilma Burgess  
BEFORE THE RING ON YOUR FINGER TURNS  
GREEN—Dottie West  
QUEEN OF THE HOUSE—Judy Miller  
SINGLE GIRL AGAIN—Molly Bee  
SUNGLASSES—Skeeter Davis
32. **BEST COUNTRY & WESTERN  
VOCAL PERFORMANCE—MALE**  
CRYSTAL CHANDELIER—Carl Belew  
IS IT REALLY OVER—Jim Reeves  
KING OF THE ROAD—Roger Miller  
MAKE THE WORLD GO AWAY—Eddy Arnold  
TALK ME SOME SENSE—Bobby Bare  
WHAT THE WORLD NEEDS NOW IS LOVE—  
Jackie DeShannon
33. **BEST COUNTRY & WESTERN  
SONG**  
CRYSTAL CHANDELIER—Comp.: Ted Harris  
FLOWERS ON THE WALL—Comp.: L. D. Witt  
KING OF THE ROAD—Comp.: Roger Miller  
MAKING THE BIRD OF PARADISE FLY UP YOUR  
NOSE—Comp.: N. Merritt  
WHAT'S HE DOING IN MY WORLD—Comp.:  
Carl Belew, B. J. Moore, Eddie Busch
34. **BEST NEW COUNTRY &  
WESTERN ARTIST**  
WILMA BURGESS  
NORMA JEAN  
JODY MILLER  
DEL REEVES—Chet Atkins  
STATLER BROTHERS
35. **BEST ENGINEERED RECORDING  
NON-CLASSICAL**  
GUITAR COUNTRY—(Chet Atkins) Engr.:  
William Vandervort  
LATIN SOUND OF HENRY MANCINI—(Henry  
Mancini) Engr.: Richard Bogert  
MY NAME IS BARBRA—(Barbra Streisand)  
Engr.: Frank Laico  
SEPTEMBER OF MY TEARS—(Frank Sinatra)  
Engr.: Lowell Frank  
A TASTE OF HONEY—(Herb Alpert & the  
Tijuana Brass) Engr.: Larry Levine  
THAT HONEY HORN SOUND—(Al Hirt) Engr.:  
Chuck Seitz
36. **BEST ENGINEERED RECORDING  
CLASSICAL**  
GOULD: SPIRITUALS FOR ORCHESTRA  
COPLAND: DANCE SYMPHONY—(Morton Gould  
cond. the Chicago Symphony) Engr.: B.  
Keville  
HOROWITZ AT CARNEGIE HALL—An Historic  
Return—(Vladimir Horowitz) Engr.: Fred  
Plaut  
IVES: SYMPHONY NO. 4—(Leopold Stokowski,  
cond. American Symphony Orch.) Engr.:  
Edward T. Graham  
PROKOFIEFF: SYM. NO. 6 AND IN E FLAT—(Erich  
Leinsdorf, cond. the Boston Symphony)—  
Engr.: Anthony Salvatore  
STRAUSS: SALOME/THE EGYPTIAN HELEN—  
(Leontyne Price, Erich Leinsdorf, cond. the  
Boston Symphony) Engr.: Anthony Salvatore  
STRAVINSKY: SYMPHONY OF PSALMS—  
(Robert Shaw, cond. Robert Shaw chorale,  
RCA Symphony) Engr.: B. Keville

(Continued on page 50)

## NARAS Bids Radio, TV Pitch In

NEW YORK—The National Academy of Recording Arts and Sciences announced its Grammy Award nominations today (14) and called upon the radio-TV industry to help make this the most exciting event of the programming year.

An industry committee has been formed to co-ordinate publicity and promotion with radio and TV stations. Members include Bob Altshuler, Columbia Records; Bob Austin of Record World; Christie Barter of Capitol Records; Sol Handwerker of MGM Records; Herb Helman of RCA Victor Records; Lloyd Leipzig of United Artists Records; Marty Ostrow of Cash Box; Bob Rolontz of Atlantic Records; Herman Schoenfeld of Variety, and Lee Zhitto of Billboard, chairman of the committee. Radio stations needing information or help in promoting the artists or records nominated for Grammy awards may write to NARAS.

The Beatles were mentioned in connection with 10 different awards; Roger Miller with nine. Nominated for record of the year were the Ramsey Lewis Trio, Roger Miller, Tony Bennett, Herb Alpert and the Tijuana Brass, and the Beatles. The Beatles and Alpert also were nominated in the album of the year category along with Barbra Streisand, Eddy Arnold, Frank Sinatra, the motion picture soundtrack of "The Sound of Music."

The Grammy Awards will be presented March 15 at simultaneous ceremonies in New York, Los Angeles, Nashville and Chicago. The awards are based on quality of performance rather than quantity of sales. They encompass 47 different categories, ranging from Hot 100 product to jazz and classical.

The final ballots are in the hands of NARAS members and will be returned to the independent accounting firm of Haskins and Sells for tabulation.

The advertisement run by RCA Victor for the "Batman Theme" album LPM/LSP-3573 and single #8755 in the Billboard issue of Feb. 12 should have carried the following statement below the Batman figure: © 1966 National Periodical Publications, Inc. Billboard unintentionally omitted the statement.



# THE BIGGEST!

...visual sound STEREO

★ ★ ★  
BST-8042

★ ★ ★  
BLP-2042

# THE VENTURES

**BATMAN THEME**  
**GREEN HORNET "66"**  
**SECRET AGENT MAN**  
**THE MAN FROM U.N.C.L.E.**  
**"GET SMART" THEME**



PRINTED IN U.S.A.

# THE BEST!



ADVERTISEMENT  
**TAPE  
 CARTRIDGE  
 TIPS**

by **Larry Finley**

More of the best in ITCC's tape cartridges . . . both in four and eight track systems.

In production and soon coming your way, five more great record labels that have been added to our vast library. Over 150 additional selections from the popular catalogues of Kapp, Mobile-Fidelity, 20th Century Fox, Starday and Musicor, with favorite artists such as:

- |                 |                     |
|-----------------|---------------------|
| Roger Williams  | Gene Pitney         |
| Jack Jones      | Tito Rodriguez      |
| Louis Armstrong | Jose Melis          |
| Gordon Jenkins  | Al Martino          |
| Art Tatum       | Glenn Miller        |
| Tommy Dorsey    | (to mention a few!) |

From BILLBOARD'S "Top Lp's" Chart, we have:

- Herb Alpert's Tijuana Brass For Animals Only—
- The Baja Marimba Band
- Roger Miller's Golden Hits
- Zorba the Greek
- 4 Seasons Gold Vault of Hits
- More Genius of Jankowski

OUR MAN FLINT has opened at theatres across the country and received rave reviews. ITCC offers the original motion picture score in time for you to cash in on the initial advertising.

A good thing can't be mentioned too often. All five albums of Herb Alpert & The Tijuana Brass and The Baja Marimba Band are on the Billboard "Top Lp's" Chart and all are available on ITCC's four and eight track cartridges.

... Now, what have you done to gain a share of the \$28 BILLION TEEN MARKET?

Our industry has become well aware of the buying power of this particular group. Surveys taken have shown that records are number three on a teenager's list (cosmetics being number one and clothing number two). ITCC has had the foresight right from the beginning to offer the most comprehensive teen oriented selections in the entire tape cartridge industry, for example:

- |              |                          |
|--------------|--------------------------|
| Petula Clark | Connie Francis           |
| The Chiffons | Gerry and The Pacemakers |
| Al Hirt      | The Righteous Brothers   |
| Roger Miller | Freddy and The Dreamers  |
| Dion         |                          |
| Sonny & Cher | Little Anthony           |

If you can afford to ignore a market of this size don't call us!



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

Main Office

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

West Coast Office

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

**CAMPUS DISKS PROJECTS  
 500G GROSS FOR 1ST YR.**

MIAMI—What is probably the nation's first co-operative distributorship is making it after the first seven months of operation. It's Campus Record Distributors here, owned jointly by Apex-Martin, Newark, N. J.; Universal Distributors, Philadelphia; Music Merchandise Distributors, Detroit; and Summit Distributors, Chicago.

It all started last summer when Epic wanted a new Miami distributor. All four independent distributing firms handled the Epic line, and they offered to begin an Epic distributorship in Miami.

Under the present set-up, each of the four distributors owns 25 per cent of the campus stock. Joe Stanzione, a Miami resident, is the salaried manager.

Presidency is on a revolving basis. Joe Martin of Apex-Martin heads the firm this year. In other years, Harold Lipsius of Universal, Marvin Jacobs of Music Merchandise and Seymour Green-span and Jack White of Summit will get a crack at the top job.

According to Martin, the firm is operating in the black and should gross about \$500,000 in its first year of operation.

Campus handles the following lines: Epic, Tower, Prestige, Original Sound, Music Minus One, Golden World, RikTik, Mustang, White Whale, Peacock, Backbeat and Disneyland.

**Livingston on  
 EMI Board**

• Continued from page 1

Livingston began his career with Capitol in 1946 as a writer-producer and bowed the label's series of children's records. He became album repertoire director two years later, being named album vice-president in 1949 and a&r vice-president in 1951. In 1956 he left Capitol to become

**Stewart Chief**

• Continued from page 3

and music companies have moved into a leading position in the disk and publishing fields. Both its record and publishing activities have become international in scope.

NBC-TV's Coast programming vice-president, returning to Capitol in 1960.

**1965 A BOOMING YEAR  
 FOR TRIANGLE CONCERN**

CHICAGO—Triangle Theatrical Productions, booker of record acts in droves, grossed in excess of \$1.4 million for 87 concerts during 1965.

"It was my most successful year since I entered the business eight years ago," said Triangle President Frank Fried.

Teen-slanted concerts by such groups as the Beatles, Beach Boys, Rolling Stones, Paul Revere and the Raiders, Chad and Jeremy and Sonny and Cher, Fried said, accounted "for a major portion of the gross." The Beatles alone grossed \$262,000, he disclosed.

Another \$750,000 gross resulted from Triangle's first "Summer of Stars" concert series at McCormick Place last year, with artists ranging from Frank Sinatra through Woody Allen. The summer series was boosted by City Hall and will be repeated in 1966.

Triangle has scheduled 26 concerts through the first quarter, including Peter, Paul and Mary; Liberace, the Smothers Brothers, Josh White and Herb Alpert and the Tijuana Brass.

**Hangmen Cause 'Swingalong'**

FALLS CHURCH, Va. — Jack Shaver, owner of Giant Record Shop, said last week a mob of teen-agers turned out to hear The Hangmen (4) and when police cleared the store because the crowd created a fire hazard a near-riot ensued.

Shaver said browser bins and display cases were smashed and two girls and a boy fainted during the chaos. He said damage was estimated at \$500.

Shaver said The Hangmen are from the nearby Washington area and are local favorites. He said he had sold about 2,500 copies of their single, "What a Girl Can't Do," on Monument, and it was No. 1 on local charts.

He said school was out that day because of snow and the store began filling up at noon for the 4 p.m. show. He estimated 400 "were jammed and packed" inside and some 1,500 were outside.

Shaver said traffic was snarled, police came, declared the gathering a fire hazard and began clearing the store. He said The Hangmen had been playing 15 minutes at the time and it took half an hour to disperse the crowd.

Shaver said he had had record

stars perform at his store before, including Johnny Rivers, Johnny Tillotson, Peter and Gordon and Ramsey Lewis, "but they never created anything like this."

He said he did not have insurance to cover the loss.

**Bloomfield Leases Shea  
 For 5 Saturday Dates**

NEW YORK — The Shea Stadium will be the scene of a number of blockbuster musical presentations this summer if all plans materialize, with top records and show business acts being presented by Concerts at the Shea, headed by Harry Bloomfield.

Bloomfield already has a firm commitment with Shea Stadium to present concerts on July 8, 9, 23 and August 13 and 20. These are all Saturday nights, with the exception of July 8, which is a Friday. On July 8 and 9 Bloomfield hopes to present Frank Sinatra. He is currently negotiating for the Sinatra deal and expects to be able to come through with a one million gross for those two days. Bloomfield states this is possible on the basis of the Shea's seating capacity of 55,000, with a ticket scale ranging from \$6 to \$12.

Bloomfield is currently negotiating with GAC and other talent operations. He is aiming for such names as Barbra Streisand, Elvis Presley, Harry Belafonte, Roger Miller. Some of the shows will be packages. For Aug. 13, Bloomfield is hopeful of getting a package headed by the Rolling Stones.

In addition to the aforementioned dates in July and August

Bloomfield stated he may be able to run into September. If plans mature, he will sell five July and August dates on a subscription basis. Tickets, in addition to being available at the Shea Stadium box office, will also be on sale at the United Whelan drug chain of some 40 stores in New York. A Broadway box office is also planned.



The sunny side of Jonah Jones and his Olds trumpet is a swinging Decca LP success—"On The Sunny Side Of The Street" (Decca 4688). Jonah sings and plays "Side By Side," "Angry," "You're Nobody 'Til Somebody Loves You" and other vintage "greats" with jazz arrangements that can easily score pop. Jonah has played Olds Recording trumpets for almost 30 years and finds it the only horn that offers him a complete and balanced range, tonal flexibility and professional versatility. (Advertisement)

**Col. Display Unit**

NEW YORK — Columbia Records has a new rotating floor merchandiser display unit for Harmony albums and Columbia four-track stereo tapes. It will hold up to 300 albums or 150 tapes.

**262 DISC JOCKEYS  
 NEEDED NOW!**

OPENINGS IN ALL SIZE MARKETS

1. 50,000-watt top forty station needs air personality who is really great! \$20,000.00 to start.
2. West Coast major market station wants middle-of-the-road air personality. \$12,000.00 starting salary.
3. First phone top forty jack for 6:00 p.m. to 9:00 p.m. slot on number 1 rated station. \$200.00 per week!
4. Large market middle-of-the-road station will hire air personality presently in small market and ready to move up. \$160.00 per week to start for right man.

Confidential Registration. Your application will be sent upon receipt of tape and resume.

**WRITE OR PHONE TODAY!**



**NATIONWIDE RADIO-TV  
 EMPLOYMENT AGENCY**

645 North Michigan Ave. Chicago, Ill.  
 Area Code (312) 337-7075  
 925 Federal Blvd. Denver, Colo.



**STURDIEST STAMPERS**

MAKE MORE RECORDS EACH

AUDIO MATRIX, INC., 915 WESTCHESTER AVENUE, THE BRONX, NEW YORK 10459/212 LU 9-3500/CABLE: AUDIOMATIC

No stranger to the Hit Scene

**PAUL ANKA**

has another great single—

**“OH, SUCH A STRANGER”**

published by Acuff-Rose and

written by Don Gibson

©/w “TRULY YOURS” #8764

**RCA Victor**

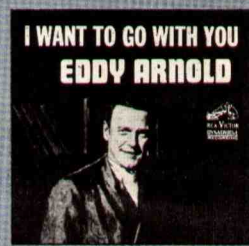
© RCA The most trusted name in sound © RCA



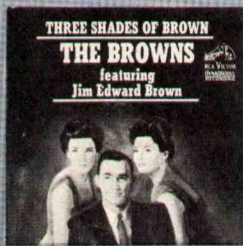
# Eddy Arnold says: “There’s a world of the wide world of



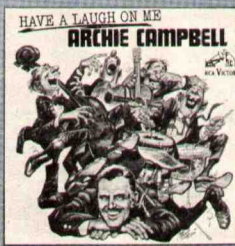
“Country music sales have grown tremendously in recent years—and are still heading toward their peak. Some of the reasons can be heard in these fine recordings on RCA Victor. Here are twenty-five strong selling points I know you will like.”



LPM/LSP-3507



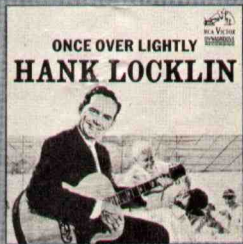
LPM/LSP-2987



LPM/LSP-3504



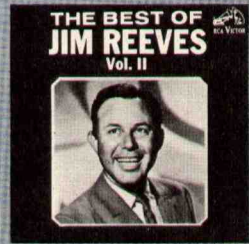
LPM/LSP-3533



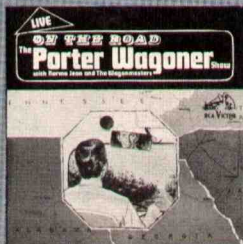
LPM/LSP-3465



LPM/LSP-2961



LPM/LSP-3482(c)



LPM/LSP-3509

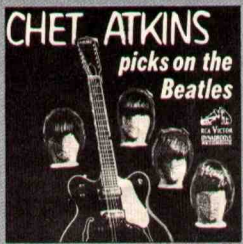


LPM/LSP-3490

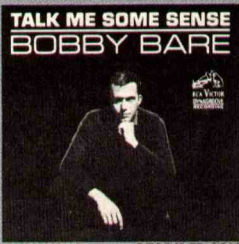


LPM/LSP-3452

# profit for you in Country Music™



LPM/LSP-3531



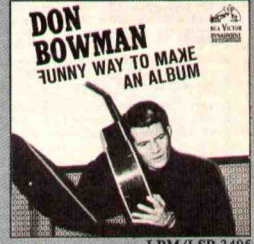
LPM/LSP-3515



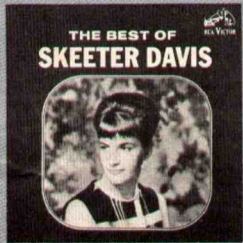
LPM/LSP-3381



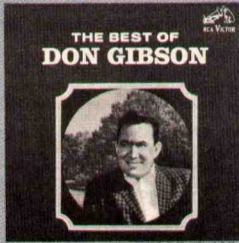
LPM/LSP-3331



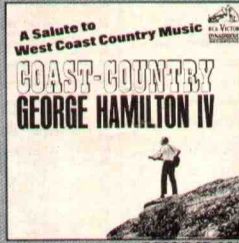
LPM/LSP-3495



LPM/LSP-3374



LPM/LSP-3376



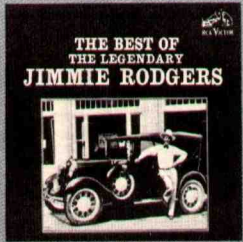
LPM/LSP-3510



LPM/LSP-3474 (e)



LPM/LSP-3523



LPM/LSP-3315 (e)



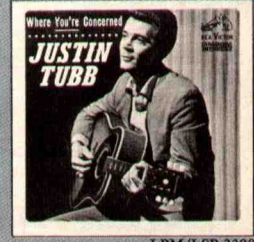
LPM/LSP-3520



LPM/LSP-3478 (e)



LPM/LSP-3476 (e)



LPM/LSP-3399

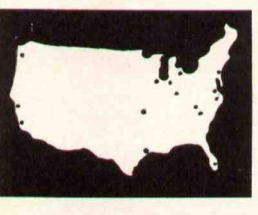


America's Favorite Country Music is on RCA Victor. New Catalog gives complete listing of country music albums by America's favorite artists. Your customers will find this free catalog helpful in making their selections.

Each of these albums will receive featured national advertising in the Saturday Evening Post, plus window displays and newspaper mats. Here is a country-wide campaign that is going to put Country Music into the cities.

**RCA VICTOR**  
The most trusted name in sound

# TOP SELLERS IN TOP MARKETS



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

(TW) THIS WEEK (LW) LAST WEEK

## NEW ORLEANS

TW	LW	TITLE-Artist, Label & Number
1	1	CRYING TIME-Ray Charles, ABC-Paramount 10739
2	3	MY LOVE-Petula Clark, Warner Bros. 5684
3	6	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
4	4	SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396
5	6	GET OUT OF MY LIFE WOMAN-Lee Dorsey, Amy 945
7	2	THE DUCK-Jackie Lee, Mirwood 5502
8	8	BABY SCATCH MY BACK-Slim Harpo, Excello 2273
9	5	FIVE O'CLOCK WORLD-Vogues, Co & C 232
10	13	UP TIGHT-Stevie Wonder, Tamlia 54124
11	12	BARBARA ANN-Beach Boys, Capitol 5561
12	9	WE CAN WORK IT OUT-Beattles, Capitol 5555
13	15	DAY TRIPPER-Beattles, Capitol 5555
14	7	I'M TOO FAR GONE (To Turn Around)-Bobby Dyl, Duke 393
15	17	WELL RESPECTED MAN-Kinks, Reprise 0420
16	34	DON'T MESS WITH BILL-Marvelettes, Tamlia 54126
17	17	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
18	11	SHE'S JUST MY STYLE-Gary Lewis & the Playboys, Liberty 55846
19	28	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
20	27	LIES-Knickerbockers, Challenge 59321
21	25	LOVE (Makes Me Do Foolish Things)-Martha & the Vandellas, Gordy 7036
22	33	JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 606
23	20	RECOVERY-Fontella Bass, Checker 1131
24	40	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
25	14	SWEET WOMAN LIKE YOU-Joe Tex, Dial 4002
26	39	GOING TO A GO-GO-Miracles, Tamlia 54127
27	35	MICHELLE-David & Jonathan, Capitol 5563
28	32	SPANISH EYES-Al Martino, Capitol 5542
29	29	LIKE A BABY-Len Barry, Decca 31889
30	33	FALLING IN LOVE AGAIN-Kelly Brothers, Sims 265
31	1	I SEE THE LIGHT-Five Americans, HBR 454
32	28	THINK TWICE-Jackie Wilson & LaVern Baker, Brunswick 55267
33	28	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
34	34	CALL ME-Chris Montez, A&M 780
35	34	THE RAIN-Edna Grier Douglas Quintet, Tribe 8314
36	37	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
37	37	SPREAD IT ON THICK-Genyrs, MGM 13432
38	24	RAINBOW 66-Gene Chandler, Constellation 158
39	26	SATIN PILLOWS-Bobby Vinton, Epic 9869
40	19	NOLE IN THE WALL-Parkers, Pure Soul 1107

## BALTIMORE

TW	LW	TITLE-Artist, Label & Number
1	2	UP TIGHT-Stevie Wonder, Tamlia 54124
2	1	DON'T MESS WITH BILL-Marvelettes, Tamlia 54126
3	6	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
4	9	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
5	5	MY LOVE-Petula Clark, Warner Bros. 5684
6	4	GET OUT OF MY LIFE WOMAN-Lee Dorsey, Amy 945
7	20	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Boys, Liberty 55836
8	15	BABY SCATCH MY BACK-Slim Harpo, Excello 2273
9	17	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
10	26	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
11	27	DEAR LOVER-Mary Wells, Atco 6392
12	3	GOING TO A GO-GO-Miracles, Tamlia 54127
13	8	JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 606
14	35	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
15	23	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
16	11	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
17	10	WE CAN WORK IT OUT-Beattles, Capitol 5555
18	13	THE MEN IN MY LITTLE GIRL'S LIFE-Mike Douglas, Epic 9876
19	14	LIES-Knickerbockers, Challenge 59321
20	19	SECOND HAND ROSE-Barbra Streisand, Columbia 43489
21	25	A WELL RESPECTED MAN-Kinks, Reprise 0420
22	32	WHEN LIVING TURNS TO LOVING-Ronnie Dove, Diamond 195
23	34	THE CHEATER-Bob Kuban, Musicland, U. S. A. 20,001
24	37	LET'S TRY-Dynavox, Pay 209
25	23	ATTACK-Loys, DynaVoice 214
26	16	BARBARA ANN-Beach Boys, Capitol 5561
27	20	CRYING TIME-Ray Charles, ABC-Paramount 10739
28	31	I'M TOO FAR GONE (To Turn Around)-Bobby Dyl, Duke 393
29	12	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
30	30	FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
31	31	WANT SOMEONE-Mad Lads, Volt 131
32	31	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
33	30	MICHELLE-David & Jonathan, Capitol 5563
34	38	MICHELLE-Billy Vaughn, Dot 1626
35	30	FUNNY-Walter Jackson, Okeh 7236
36	36	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carli 2526
37	36	634-5789-Wilson Pickett, Atlantic 2320
38	37	DAT'S NIGHT-Ramsey Lewis Trio, Cadet 5525
39	34	MADE IN PARIS-Tini Turner, Reprise 0435
40	40	FLY ME TO THE MOON-Sam & Bill, Joda 104

## BOSTON

TW	LW	TITLE-Artist, Label & Number
1	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
2	2	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
3	12	THE CHEATER-Bob Kuban, Musicland, U.S.A., 20,001
4	4	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
5	7	CRYING TIME-Ray Charles, ABC-Paramount 10739
6	11	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
7	14	DON'T MESS WITH BILL-Marvelettes, Tamlia 54126
8	5	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
9	19	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
10	16	MOULTY-Barbarians, Laurie 3326
11	22	UP TIGHT-Stevie Wonder, Tamlia 54124
12	13	LISTEN PEOPLE-Herman's Hermits, MGM 13462
13	13	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
14	26	SECOND HAND ROSE-Barbra Streisand, Columbia 43489
15	17	FIVE O'CLOCK WORLD-Vogues, Co & C 232
16	8	MY LOVE-Petula Clark, Warner Bros. 5684
17	20	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
18	11	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
19	9	LIKE A BABY-Len Barry, Decca 31889
20	20	MICHAEL-C.O.D.'s, Kellmac 1003
21	3	BARBARA ANN-Beach Boys, Capitol 5561
22	22	YOU BABY-Turtles, White Whale 227
23	20	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
24	24	GOING TO A GO-GO-Miracles, Tamlia 54127
25	21	HOMEWARD Bound-Simon & Garfunkel, Columbia 43511
26	26	CALL ME-Chris Montez, A&M 780
27	23	SPANISH EYES-Al Martino, Capitol 5542
28	13	A WELL RESPECTED MAN-Kinks, Reprise 0420
29	30	UP AND DOWN-McCoy, Bang 516
30	21	WE CAN WORK IT OUT-Beattles, Capitol 5555
31	30	FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
32	29	AT THE SCENE-Dave Clark Five, Epic 9882
33	6	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
34	33	NIGHT TIME-Strangeloves, Bang 514
35	35	DEAR LOVER-Mary Wells, Atco 6392
36	37	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tone 109
37	31	RECOVERY-Fontella Bass, Checker 1131
38	38	FUNNY-Walter Jackson, Okeh 7236
39	39	MY BABY LOVES ME-Martha & the Vandellas, Liberty 55846
40	40	ANDREA-Sunrays, Tower 191

## CHICAGO

TW	LW	TITLE-Artist, Label & Number
1	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
2	3	I CONFESS-New Colony Six, Centaur 1201
3	2	BARBARA ANN-Beach Boys, Capitol 5561
4	6	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Boys, Liberty 55836
5	5	SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396
6	26	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
7	25	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
8	4	WE CAN WORK IT OUT-Beattles, Capitol 5555
9	4	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
10	17	MY LOVE-Petula Clark, Warner Bros. 5684
11	12	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
12	7	LIES-Knickerbockers, Challenge 59321
13	18	GOING TO A GO-GO-Miracles, Tamlia 54127
14	18	SANDY-Ronny & the Daytonas, Mass 513
15	31	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
16	11	YOU DIDN'T HAVE TO BE SO NICE-Lovin' Spoonful, Mercury 2157
17	18	LONG LIVE OUR LOVE-Shangri-Las, Red Oath 18
18	18	GIORGIANNA-The Primitives, Colpix 793
19	27	GOING TO A GO-GO-Miracles, Tamlia 54127
20	20	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
21	16	ANDREA-Sunrays, Tower 191
22	32	I SEE THE LIGHT-The Five Americans, HBR 454
23	24	CLEO'S MOOD-Jay Walker & the All Stars, Soul 35017
24	28	DON'T MESS WITH BILL-Marvelettes, Tamlia 54126
25	26	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
26	27	JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 606
27	28	YOU DON'T KNOW LIKE I KNOW-Sam & Dave, Star 180
28	14	THE MEN IN MY LITTLE GIRL'S LIFE-Mike Douglas, Epic 9876
29	30	SPANISH EYES-Al Martino, Capitol 5542
30	31	UP TIGHT-Stevie Wonder, Tamlia 54124
31	32	AT THE SCENE-Dave Clark Five, Epic 9882
32	38	SHE'S JUST MY STYLE-Gary Lewis & the Playboys, Liberty 55846
33	18	SECOND HAND ROSE-Barbra Streisand, Columbia 43489
34	33	ANSWER TO MY PRAYER-Neil Sedaka, RCA Victor 8739
35	24	A WELL RESPECTED MAN-Kinks, Reprise 0420
36	37	BRIGHT EYES-Danny Hurton, HBR 453
37	22	MICHELLE-David & Jonathan, Capitol 5563
38	29	FIVE O'CLOCK WORLD-Vogues, Co & C 232
39	40	IT WAS A VERY GOOD YEAR-Frank Sinatra, Reprise 0429

## NEW YORK

TW	LW	TITLE-Artist, Label & Number
1	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
2	3	UP TIGHT-Stevie Wonder, Tamlia 54124
3	8	MY LOVE-Petula Clark, Warner Bros. 5684
4	6	DON'T MESS WITH BILL-Marvelettes, Tamlia 54126
5	28	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
6	7	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
7	5	BARBARA ANN-Beach Boys, Capitol 5561
8	4	A WELL RESPECTED MAN-Kinks, Reprise 0420
9	9	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Boys, Liberty 55836
10	2	WE CAN WORK IT OUT-Beattles, Capitol 5555
11	23	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carli 2526
12	12	GOING TO A GO-GO-Miracles, Tamlia 54127
13	15	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
14	40	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
15	18	LIES-Knickerbockers, Challenge 59321
16	25	CALL ME-Chris Montez, A&M 780
17	22	CRYING TIME-Ray Charles, ABC-Paramount 10739
18	17	(You're Gonna) Hurt Yourself-Frankie Valli, Smash 2015
19	13	LIKE A BABY-Len Barry, Decca 31889
20	10	SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396
21	14	THE DUCK-Jackie Lee, Mirwood 5502
22	11	FIVE O'CLOCK WORLD-Copes, Co & C 232
23	6	AS TEARS GO BY-Rolling Stones, London 9808
24	21	SHE'S JUST MY STYLE-Gary Lewis & the Playboys, Liberty 55846
25	19	FLOWERS ON THE WALL-Stellar Brothers, Columbia 43315
26	36	TAKE ME FOR WHAT I'M WORTH-Searchers, Kapp 729
27	38	BATMAN THEME-Markets, Warner Bros. 5696
28	37	STOP-Moody Blues, London 9810
29	29	WHEN LIVING TURNS TO LOVING-Ronnie Dove, Diamond 195
30	31	MY ANSWER-Jimmy McCrackin, Imperial 66147
31	20	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
32	36	634-5789-Wilson Pickett, Atlantic 2320
33	33	BABY SCATCH MY BACK-Slim Harpo, Excello 2273
34	35	MICHELLE-David & Jonathan, Capitol 5563
35	35	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
36	36	LISTEN PEOPLE-Herman's Hermits, MGM 13462
37	30	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
38	37	GET OUT OF MY LIFE WOMAN-Lee Dorsey, Amy 945
39	39	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
40	40	A THOUSAND MILES AWAY-Wayne Anthony, Roulette 462

## PHILADELPHIA

TW	LW	TITLE-Artist, Label & Number
1	4	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carli 2526
2	5	GOING TO A GO-GO-Miracles, Tamlia 54127
3	2	UP TIGHT-Stevie Wonder, Tamlia 54124
4	6	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
5	17	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
6	7	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
7	1	BARBARA ANN-Beach Boys, Capitol 5561
8	20	MY LOVE-Petula Clark, Warner Bros. 5684
9	8	MICHELLE-Spokesman, Decca 31895
10	32	SPANISH EYES-Al Martino, Capitol 5542
11	12	MY BABY LOVES ME-Martha & the Vandellas, Liberty 55846
12	13	PAIN GETS A LITTLE DEEPER-Darlow Fletcher, Groovy 3001
13	14	DAY TRIPPER-Beattles, Capitol 5555
14	18	SOMETHING I WANT TO TELL YOU-Johnny & the Expressions, Jinx 946
15	10	WE CAN WORK IT OUT-Beattles, Capitol 5555
16	27	A HARD DAY'S NIGHT-Ramsey Lewis Trio, Cadet 5525
17	28	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
18	19	I WANT SOMEONE-Mad Lads, Volt 131
19	20	DEAR LOVER-Mary Wells, Atco 6392
20	21	CRYING TIME-Ray Charles, ABC-Paramount 10739
21	22	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
22	26	BATMAN THEME-Markets, Warner Bros. 5696
23	31	LISTEN PEOPLE-Herman's Hermits, MGM 13462
24	34	634-5789-Wilson Pickett, Atlantic 2320
25	25	ATTACK-Loys, DynaVoice 214
26	11	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Boys, Liberty 55836
27	29	LET ME-Barbara Mason, Arctic 116
28	30	(You're Gonna) Hurt Yourself-Frankie Valli, Smash 2015
29	31	CLEO'S MOOD-Jay Walker & the All Stars, Soul 35017
30	31	IN MY ROOM-Verdelle Smith, Capitol 5567
31	32	CRYING TIME-Ray Charles, ABC-Paramount 10739
32	33	YOU DIDN'T HAVE TO BE SO NICE-Lovin' Spoonful, Kama Sutra 205
33	35	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
34	36	SPANISH EYES-Al Martino, Capitol 5542
35	36	FIVE O'CLOCK WORLD-Vogues, Co & C 232
36	37	CRYING TIME-Ray Charles, ABC-Paramount 10739
37	38	CRYING TIME-LOVE YOU LOVE ME-Tammi Terrell, Motown 1086
38	39	LIES-Knickerbockers, Challenge 59321
39	40	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395

## PITTSBURGH

TW	LW	TITLE-Artist, Label & Number
1	4	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
2	2	BARBARA ANN-Beach Boys, Capitol 5561
3	3	GOING TO A GO-GO-Miracles, Tamlia 54127
4	6	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
5	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
6	5	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
7	7	SOMETHING I WANT TO TELL YOU-Johnny & the Expressions, Jinx 946
8	16	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
9	3	MY LOVE-Petula Clark, Warner Bros. 5684
10	11	UP TIGHT-Stevie Wonder, Tamlia 54124
11	14	A WELL RESPECTED MAN-Kinks, Reprise 0420
12	15	WHY-Springers, Wag Out 2795
13	23	DON'T MESS WITH BILL-Marvelettes, Tamlia 54126
14	29	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
15	12	JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 606
16	9	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
17	10	AS TEARS GO BY-Rolling Stones, London 9808
18	20	CALL ME-Chris Montez, A&M 780
19	24	GET OUT OF MY LIFE WOMAN-Lee Dorsey, Amy 945
20	21	MICHELLE-David & Jonathan, Capitol 5563
21	21	BATMAN THEME-Markets, Warner Bros. 5696
22	32	FUNNY-Walter Jackson, Okeh 7236
23	13	A MUST TO AVOID-Herman's Hermits, MGM 13462
24	18	WE CAN WORK IT OUT-Beattles, Capitol 5555
25	22	SPANISH EYES-Al Martino, Capitol 5542
26	26	SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396
27	28	DEAR LOVER-Mary Wells, Atco 6392
28	31	A HARD DAY'S NIGHT-Ramsey Lewis Trio, Cadet 5525
29	30	WHEN LIVING TURNS TO LOVING-Ronnie Dove, Diamond 195
30	33	CRYING TIME-Ray Charles, ABC-Paramount 10739
31	40	SIMONEY JOE'S LA LA-Google Rene Combo, Class 1517
32	17	WE DON'T WANT TO BE SO NICE-Lovin' Spoonful, Liberty 55846
33	34	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
34	35	LOVE MAKES THE WORLD GO ROUND-Dean Jackson, Carli 2526
35	3	

CLEVELAND

DETROIT

LOS ANGELES

MIAMI

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

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

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

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

ST. LOUIS

SAN FRANCISCO

SEATTLE

WASHINGTON

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

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

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

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

Billboard SUBSCRIPTION ORDER

Subscription options: 3 yrs. (156 weeks) \$45, 2 yrs. (104 weeks) \$35, 1 yr. (52 weeks) \$20, 1 yr. via Air Mail (USA) \$45

Form for subscriber information including Name, Company, Address, City, State, Province, Country, Zip Code, Nature of Business, and Signature.

Rates Outside USA for 1 year

- Region-based rates: Hawaii, Alaska, Puerto Rico (\$30); Europe and Great Britain (\$40); Mexico, Caribbean, Cen. America (\$45); South America & Africa (\$65); Asia and Pacific (\$55); All Countries (via Sea Mail) (\$30).

Advertisement for CAB Told Fee Cut Would Hurd New Distrib Era, featuring a photo of a man and text about industry news.



# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 113—Last Week, 197

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

## POP SPOTLIGHTS

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

**ROLLING STONES — 19TH NERVOUS BREAK-DOWN (Gideon, BMI)**—With "As Tears Go By" falling off the chart, the hot group offers this raucous rocker that will fast replace it. Flip: "Sad Day" (Gideon, BMI). **London 9823**

**JACKIE LEE—YOUR P-E-R-S-O-N-A-L-I-T-Y (Keymen-Mirwood, BMI)** — "The Duck" man is back with another top-of-the-chart entry in this wailing rocker with strong dance beat backing. Flip: "Try My Method" (Keymen-Mirwood, BMI). **Mirwood 5509**

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

**GENE PITNEY—NESSUNO MI PUO' GIUDICARE (Catalogue, BMI)**—One of the top tunes in Italy is given a fine emotional Pitney vocal, with commercial production and rhythm dance beat in strong support. Flip: "Lei Me Aspetta" (Catalogue, BMI). **Muscor 1155**

**ANIMALS—INSIDE-LOOKING OUT (Ludlow, BMI)** —Hot follow-up to their "It's My Life" smash should quickly hit the top of the chart. Flip: "You're on My Mind" (Flamina-Anim, BMI). **MGM 13468**

**THE TEMPTATIONS—GET READY (Jobete, BMI)**—The group's most commercial entry since "My Baby." The rocking rhythm ballad from the pen of Smokey Robinson should hit the chart with impact. Flip: "Fading Away" (Jobete, BMI). **Gordy 7049**

**FREDDIE AND THE DREAMERS—IF YOU GOT A MINUTE BABY (Dreamers, BMI)**—The group hits the teen market squarely with their most commercial entry to date. Up-tempo ballad with rockin' dance beat will prove a rapid chart climber. Flip: "When I'm Home With You" (Dreamers, BMI). **Mercury 72548**

**JODY MILLER—WE'RE GONNA LET THE GOOD TIMES ROLL (Bluebook, BMI)**—The Buck Owens tune gets a strong pop-rock treatment with a fine vocal by Miss Miller. Good dance beat backing for the catchy song. Flip: "I Don't Care" (Bluebook, BMI). **Capitol 5594**

**BILLY JOE ROYAL—IT'S A GOOD TIME (Lowery, BMI)**—Solid follow-up to his "I've Got to Be Somebody" is this exciting, commercial production ballad with strong Royal vocal. Flip: "Don't Wait Up for Me Mama" (Lowery, BMI). **Columbia 43538**

**THEM — CALL MY NAME (Bernice, BMI)** — With more potential than their successful "Mystic Eyes," this rocking blues wailer from their hit LP can't miss a top-of-the-chart spot. Flip: "Bring 'Em On In" (Bernice, BMI). **Parrot 9819**

**LYME & CYBELLE—FOLLOW ME (Ishmael, BMI)** —The hot label debuts a fine vocal duo in the Sonny & Cher vein. Easy-go rhythm ballad should prove a left-field winner. Flip: "Like the Seasons" (Ishmael, BMI). **White Whale 228**

**JOHNNY THUNDER—MY PRAYER (Skidmore, ASCAP)**—A strong revival of the oldie from the Ink Spots and Platters on this warm, emotional vocal by Thunder. Flip: "A Broken Heart" (Tobi-Ann, BMI). **Diamond 196**

**LOVIN' SPOONFUL—DAYDREAM (Faithful Virtue, BMI)**—An off-beat shuffle-blues rhythm that will quickly equal their "You Didn't Have to Be So Nice" success. Flip: "Night Owl Blues" (Faithful Virtue, BMI). **Kama Sutra 208**

**AL MARTINO — THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP (Moss-Rose, BMI)** —The Charlie Louvin country hit from the pen of Bill Anderson gets a warm, emotional reading by Martino. With the same hit ingredients as "Spanish Eyes," it should hit the chart hard and fast. Flip: "Hello Memory" (Algen, ASCAP). **Capitol 5598**

**LENNY WELCH — RAGS TO RICHES (Saunders, ASCAP)**—The Adler-Ross oldie gets an emotional reading by Welch with a commercial dance beat backing. Should prove as successful as his "Two Different Worlds." Flip: "I Want You to Worry (About Me)" (Cavalcade, ASCAP). **Kapp 740**

**DELLA REESE—"TAIN'T NOBODY'S BIZNESS IF I DO (Pickwick, ASCAP)**—The talented songstress has a top-of-the-chart contender in this raucous wailing blues rocker with strong back beat. A commercial entry aimed at the teen market. Flip: "I Ain't Ready for That" (Alexis, ASCAP). **ABC-Paramount 10759**

**EVERLY BROTHERS—LOVEY KRAVEZIT (Screen Gems-Columbia, BMI)**—Inspired by the film "The Silencers," this tune in the vein of "What's New Pussycat" could prove equally successful. A left-fielder to watch. Flip: "The Doll House Is Empty" (Screen Gems-Columbia, BMI). **Warner Bros. 5698**

**TIM HARDIN—HANG ON TO A DREAM (Faithful Virtue, BMI)**—Hardin makes an impressive debut with this pretty rhythm ballad in the vein of "Yesterday." Solid string backing and strong dance beat. Flip: "It'll Never Happen Again" (Faithful Virtue, BMI). **Verve Folkways 5008**

**DEBRA SWISHER—YOU'RE SO GOOD TO ME (Sea of Tunes, BMI)**—A booming debut for the girl on this Feldman-Goldstein-Gottheber production with strong beat, good commercial sound and excellent vocal. Flip: "Thank You and Goodnight" (Grand Canyon, BMI). **Boom 60,001**

**PATRICK — DON'T LET THIS ROOM BECOME YOUR WORLD (Vicki, BMI)**—The popular Hula-baloo dancer-singer from the Philippines has smash hit possibilities in this commercial rhythm ballad aimed at the teen market. Flip: "All Over Again" (Old Lyne, BMI). **RSVP 1119**

**JIMMY BAILEY—KEEP ON RUNNING (Melody Trails, BMI)**—Currently the hottest song in the British Isles, the wailing rocker gets a strong vocal reading by Bailey on a fine arrangement by Teacho Wiltshire. Flip: "Pains of Love" (Extra, BMI). **Columbia 43530**

**DAVID CLAYTON THOMAS — TAKE ME BACK (Duffer, BMI)**—The hot Canadian artist offers one of his three No. 1 records in this well-performed and produced rocker. Could prove equally successful in the U. S. Flip: "Out of the Sunshine" (Duffer, BMI). **Tower 206**

### CHART Spotlights—Predicted to reach the HOT 100 Chart

**BOB DYLAN—One of Us Must Know (Sooner or Later) (Dwarf, ASCAP). CAPITOL 5590**  
**NEW CHRISTY MINSTRELS—Dance My Troubles Away (Zorba's Dance) (Miller, ASCAP). COLUMBIA 43533**  
**BILLY EDD WHEELER—Coming of the Roads (Quartet-Beshill, ASCAP). KAPP 739**  
**JOHN DAVIDSON—I Can't Help This Feeling I Feel (Mills, ASCAP). COLUMBIA 43531**

**TONY SANDLER & RALPH YOUNG—Let It Be Now (Purchase, ASCAP). CAPITOL 5590**  
**WILLIAM BONNY—You Won't Find That Kind in Me (S.P.R., BMI). MERCURY 72525**  
**LE GRAND MELLON—Growin' My Own (Miniature Musicals, ASCAP). COLUMBIA 43528**  
**TERRY STAFFORD—Out of the Picture (Screen Gems-Columbia, BMI). MERCURY 72538**

## COUNTRY SPOTLIGHTS

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

**GEORGE JONES — I'M A PEOPLE (Blue Crest-Huskey, BMI)**—This clever novelty tune from the pen of Dallas Frazier will put Jones right on top of the country chart. Flip: "I Woke Up Dreaming" (Blue Crest, BMI). **Muscor 1143**

**RAY PILLOW—COMMON COLDS AND BROKEN HEARTS (Papa Joe's, SESAC)—YOU'VE GOT A GOOD THING GOING (Screen Gems-Columbia, BMI)**—Two hit sides for Pillow. Top is a good rhythm ballad from the pen of Carol Barton, while the flip is an equally fine emotional ballad with solid lyric content. **Capitol 5597**

**JIMMY DEAN—STRIKER BILL (Plainview, BMI)**—An exciting sea ballad complete with sound effects could prove a No. 1 country hit for Dean. Fine production backing. Flip: "Things Have Gone to Pieces" (Glad, BMI). **Columbia 43540**

**ERNEST TUBB AND HIS TEXAS TROUBADOURS —TILL MY GETUP HAS GOTUP AND GONE (Tuckahoe, BMI)** — Clever title, good lyrics and easy-go rhythm makes this a strong chart entry for Tubb. Flip: "Just One More" (Starrite, BMI). **Decca 31908**

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**JOHNNY DOLLAR—Stop the Start (Of Tears in My Heart) (Zanets, BMI). COLUMBIA 43537**  
**BOB ATCHER—Foreclose on the Mortgage (Blackwood, BMI). COLUMBIA 43524**  
**JIM & JESSE—Johnny B. Goode (Arc, BMI). EPIC 9890**  
**MARGIE BOWES—Look Who's Lonely (Sure-Fire, BMI). DECCA 31907**  
**PAUL MOORE—Della Joe (Buna, BMI). K-ARK 674**

## R&B SPOTLIGHTS

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

**JAMES BROWN AND HIS FAMOUS FLAMES—AIN'T THAT A GROOVE (Part I) (Dynatone, BMI)**—Wailin' vocal and solid rhythm backing by his Famous Flames could prove this to be as successful as "I Got You (I Feel Good)" for the talented performer. Flip: "Ain't That a Groove (Part II)" (Dynatone, BMI). **King 6025**

**THE POETS—SHE BLEW A GOOD THING (Sagittarius, BMI)**—New group has smash hit potential in both r&b and pop markets with this wailin' rocker with strong dance beat. Flip: "Out to Lunch" (Sagittarius, BMI). **Symbol 214**

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

**JACKIE WASHINGTON—Why Won't They Let Me Be (Ryerson, BMI). VANGUARD 35036**  
**ROGER PACE—You Better Know What You're Doing (Vicki & Bob-Len, BMI). TWIRL 2023**  
**RAY SHARPE—Help Me (Get the Feeling) (Part I) (Kilynn-Pronto, BMI). ATCO 6402**  
**TONY BORDERS—Loves Been Good to Me (Tunessville, BMI). TCF HALL 125**

**THE MUSTANGS—Everything I Do Is for You (Morris, ASCAP). CAPITOL 5596**  
**THE BEAUCHEMINS—My Lovin' Baby (Maravilla, BMI). MUSTANG 3015**  
**THE LIVERPOOL SET—Oh Gee Girl (Seashell, BMI). COLUMBIA 43512**  
**SEAN AND THE BRANDYWINES—She Ain't No Good (Amer. Met. Ent. of N. Y., BMI). CAPITOL 31910**  
**THE BELLES—Words Can't Explain (Keymen-Mirwood, BMI). MIRWOOD 5505**  
**CASEY PAXTON—East Is East (Claridge, ASCAP). CLARIDGE 308**  
**THE 3 DEGREES—Maybe (Nom, BMI). SWAN 4245**  
**RING-A-DINGS—Our Man Flip (Hastings, BMI). REPRISE 9445**  
**RICK & SANDY—Creation (Mainstay, BMI). PRESS 9814**



# Memphis is what's happening...

## Thanks to Jim Stewart

### The Mad Lads

Volt 131 "I Want Someone"

### The Mar-Keys

Stax 185 "Philly Dog"

### Johnnie Taylor

Stax 186 "I Had A Dream"

### Rufus & Carla

Stax 184 "Never Let You Go"

### Sam & Dave

Stax 180 "You Don't Know Like I Know"

### Carla Thomas

Stax 183 "Comfort Me"



COMFORT ME/Carla Thomas  
Stax 706



OTIS BLUE/Otis Redding  
Volt 412

... new single, by special request:

Volt 132 **SATISFACTION**—by **Otis Redding**  
from his album **OTIS BLUE**

Production: Jim Stewart and Steve Cropper

Stax Records distributed by . . .  Volt Records distributed by . . . 

#100

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

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

Billboard Award

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'Lightnin' Strikes', 'These Boots Are Made for Walkin'', 'Up Tight', 'My Love', etc.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'Lies', 'Sounds of Silence', 'I See the Light', 'You Baby', etc.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'Waitin' in Your Welfare Line', 'Up and Down', 'Hide & Seek', 'It Won't Be Wrong', etc.

HOT 100—A TO Z—(Publisher-License)

BUBBLING UNDER THE HOT 100

Table listing songs and artists from the Hot 100 chart, including 'I Confess', 'Shake Me, Wake Me (When It's Over)', 'I See the Light', etc.

Table listing songs and artists from the Bubbling Under the Hot 100 chart, including 'E.S.O.S. (Heart in Distress)', 'I Did You Baby', 'I've Been a Long Time Leavin'', etc.

*a great new single  
as today as its title*

# **19<sup>th</sup> NERVOUS BREAKDOWN**

# **THE ROLLING STONES** #9823

**LONDON**®

*produced by andrew loog oldham*



# THE JAZZ BEAT

By ELIOT TIEGEL

During a recent six-week trip to Europe, jazz disk jockey and buff Addie Hanson discovered that Benny Carter's name opened doors for her. Carter had been a conductor with the BBC during the 1930's, Addie said, and "he's revered there." Most of Addie's introductions to people on her first visit to the Continent began: "I am an American," and if that didn't elicit any reaction, she would parry quickly with "I'm a friend of Benny Carter," and people's interest would brighten.

During her visit to England and France, Addie paced the off-beaten non-tourist trails, meeting musicians and uncovering jazz activity in the oddest places. The most impressionable experience was when Inez Cavanaugh, a 56-year-old American entertainer who has resided in Paris 20 years, took her to Les 3 Maillez, an authentic torture chamber now converted to a dungeon jazz joint on the Left Bank at 56 Rue Galande.

Addie remembers the club's

tiny dance floor and was recoiled when someone asked whether she wanted to see the dungeon? "What dungeon?" she asked. "Why the one beneath the dance floor," she was told. Being the curious American, Addie went below deck and discovered a torture chamber in which poet Francois Villon was reportedly kept prisoner for five years. "Memphis Slim was playing in the club at the time," Addie interjected, "and I could hear him singing the blues through the floor while I looked at the torture instruments hanging on the wall." Addie was told there are several dungeons which have been converted to jazz clubs in Paris, including Jazzland, an avant-garde hang-out featuring such stylists as Johnny Griffin and Art Taylor. The clubs were small, packed, and yet "nobody hustles you."

Addie had met Inez Cavanaugh through a meeting with singer Hazel Scott, who met her in turn through Maurice Culloz, a jazz buff who met the blonde American visitor during her first days in Paris. A fashionable place to visit in the heart to Paris was the Living Room, featuring American Art Simons on piano, Addie said.

While she was in London she met Tony Osborne, Johnny Dankworth and Robert Farnon. One evening she went to a program of jazz shorts at the National Film Theater. These shorts were of blind Gary Davis, Kid Ory and Thomas Rowe, Duke Ellington and orchestra, Count Basie and the Delta Rhythm Boys, Harry Pary, the 1958 Newport Jazz Festival by Bert Stern and Dicky Wells with the Alex Welsh band.

Of the London clubs she indicated the important locations were Annie's Room, run by the great scat vocalist and former member of the Lambert-Hendricks-Ross trio, Annie Ross, and Scott's Club, run by Ronny Scott. "It was like being in the U. S.," Addie remarked. "I saw Ruth Price and Joe Williams and heard that Dakota Staton, Mose Allison and Thelonious Monk were all booked into Annie's Room. The clubs are near Piccadilly Circus but the London streets are confusing. "When you ask someone directions, they indicate to 'turn left and angle' and 'a half hour later you're still angling," Addie said with a giggle.

British lunch hours are from 1-3 p.m. and the pubs close at 3 p.m. and reopen at 5:30, which makes it difficult to "ring

up" people for appointments because of their long lunch periods.

Addie's interest in jazz goes back a long time and she is reportedly the first gal jazz disk jockey in the country. She has been a free-lance DJ on KNOB for some time and her initial jazz broadcasting was over KFWB with a remote from Joe Riley's Record shop while she was still in high school. The show was aired for over a year one hour a week. This led to stints with KOWL, now KDAY and KLAC, playing jazz or film scores.

SOLOS: Two bits of information as a follow-up to the recent column on the Los Angeles Neophonic Orchestra: Music played by the Neophonic is published by a wing of the Stan Kenton-Sid Garriss-George Greif operation and is provided to colleges. The orchestra will begin playing last year's compositions as encores at this year's concerts. Secondly, the Music Center does not allow the sale of albums before concerts, hence Capitol was unable to set up a promotion. . . . Thad Jones and Mel Lewis have formed an 18-piece band called "The Jazz Band" for exposure Monday nights at the Village Vanguard in Manhattan. It started out as a rehearsal band and includes Bob Brookmeyer, Hank Jones, Richard Davis, Jerome Richardson, Pepper Adams, Joe Farrell, Jimmy Nottingham, Snooky Young, Jimmy Maxwell, Jimmy Owens, Garnett Brown, Jerry Dodgion, Eddie Daniels, Jack Rains, Cliff Heather and Saul Herman. . . . Rejuvenated Riverside Records has two hits in Los Angeles, "Village Caller" by Johnny Lytle and "Mingo Santamaria at the Village Gate."

## Otis Firm Tapes

HOLLYWOOD — Supreme and Cornerstone, two religious music labels, are providing their repertoire to George Otis' new Bible Voice tape company.

Otis has the entire New Testament on tape and is presently mastering the Old Testament for release about March 1. Bible Voice is a Van Nuys company issuing reel-to-reel product. It has worked out a tie-in with Audio Library Tapes, owned by Magnetic Tape Duplicators, which distributes the Bible Voice product.

Tapes come in three, five and seven-inch reels, with beeper tones indicating chapter identification. The New Testament as offered on a three-inch reel is \$43.95, \$33.95 for five-inch and \$44.95 for seven-inch. The company also sells a tape recorder for \$99.50.

## Innis Joins King

CINCINNATI—Louie Innis, formerly on WLW's "Midwestern Hayride" here, is back in Cincinnati to handle independent production for King Records and his own Bordo label. In addition to his production duties, Innis has set up distribution for Tartan-American, a Canadian label, as well as his own Bordo Records.



LITTLE JIMMY DICKENS (left) drew a host of his followers to the J. C. Penny department store, Chillicothe, Ohio, Feb. 5, where he put in two hours plugging and autographing his Columbia album clicker, "May the Bird of Paradise Fly Up Your Nose," and his new single, "When the Ship Hit the Sand." Shown with Dickens, from left, are Joe Glaser, manager of the Columbus, Ohio, branch of the Handelman Co.; Don Cochran, Penny manager in Chillicothe, and Guy Gibson, news director of Station WCMI, Chillicothe. That night (5) Dickens was the feature of the country show at Paradise Valley near Chillicothe.

## Burdett Formed By Joe Davis

NEW YORK — Joe Davis, pioneer r&b publisher, has formed the Burdett label here. First release is "I'll Never Begin to Forget," with Bernie Moore, a new artist who had been with the Special Service troops in Europe.

Davis is backed by a group of Tulsa businessmen. Writer of the label's first release is Mrs. Lorrene David, wife of a Tulsa attorney.

## Sing Out Move

NEW YORK—Sing Out, the consumer folk magazine, celebrated its 15th anniversary this month by going to a full magazine-sized format and embarking on a policy of enclosing a seven-inch little LP with each bi-monthly issue.

The first such record has cuts by Phil Ochs, Judy Collins, Jesse Fuller, Dick and Mimi Farina, Frank Proffitt, Joan Baez and Donovan, Mary Pinckney, Janie and Yvonne Hunter, and the Old Harp Singers.

Bob Lurtzema has been named advertising manager for the publication.

## Pitney Disk Out

NEW YORK—Gene Pitney's recording of "Nessuno Mi Può Guidare," which won second place in the recent San Remo Song Festival, has been rush-released for worldwide distribution on CBS Records. CBS released Musicor product for every country except the U. S., United Kingdom, Italy and Venezuela. Musicor this week released the single for the U. S.

# Billboard TOP 40 EASY LISTENING

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

WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	WEEKS ON CHART
1	1	2	3	CRYING TIME	Ray Charles, ASC, Paramount 10739 (Bluesbok)	13
2	2	6	6	ZORBA THE GREEK	Herb Alpert & the Tijuana Brass, A&M 787 (Miller, ASCAP)	9
3	8	11	17	MICHELLE	David & Jonathan, Capitol 5563 (Maelen, BMI)	6
4	4	7	8	MY LOVE	Patsy Clark, Warner Bros. 5684 (Duckess, BMI)	9
5	40	—	—	BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music)	2
6	14	17	29	WHEN LIKING TURNS TO LOVING	Ronnie Dove, Diamond 195 (Tobi-Ann & Unart, BMI)	5
7	7	10	15	CALL ME	Chris Montez, A&M 780 (Duckess, BMI)	10
8	5	3	4	THE MEN IN MY LITTLE GIRL'S LIFE	Mike Douglas, Epic 9876 (Dot, ASCAP)	9
9	9	13	21	BYE BYE BLUES	Bert Kaempfert & His Orchestra, Decca 3182 (Bourne, ASCAP)	6
10	16	20	24	A HARD DAY'S NIGHT	Ramsey Lewis Trio, Cadet 8525 (Maelen/Unart, BMI)	5
11	6	4	1	SPANISH EYES	Al Martino, Capitol 5562 (Roosevelt & Maelen, BMI-ASCAP)	13
12	3	1	2	IT WAS A VERY GOOD YEAR	Frank Sinatra, Reprise 0429 (Duff, ASCAP)	9
13	12	14	19	MICHELLE	Bud Shank, World Pacific 77814 (Maelen, BMI)	7
14	32	—	—	SOMEWHERE THERE'S A SOMEONE	Dean Martin, Reprise 0443 (Hill & Range, BMI)	2
15	34	—	—	HUSBANDS AND WIVES	Roger M. & Smash 2024 (Tree, BMI)	2
16	10	5	5	SECOND HAND ROSE	Barbra Streisand, Columbia 43849 (Fisher-Shapiro-Bernstein, ASCAP)	10
17	15	12	10	AS TEARS GO BY	Rolling Stones, London 9908 (Exaco, ASCAP)	8
18	29	36	—	I WANT TO GO WITH YOU	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	3
19	24	32	—	WHERE AM I GOING?	Barbra Streisand, Columbia 43516 (Notable, ASCAP)	3
20	37	—	—	PROMISE HER ANYTHING	Tom Jones, Parrot 9809 (Famous, ASCAP)	2
21	13	9	9	TIJUANA TAXI	Herb Alpert & the Tijuana Brass, A&M 787 (Irving, BMI)	9
22	11	8	7	THUNDERBALL	Tom Jones, Parrot 9801 (Bart, BMI)	12
23	23	29	38	BIG SPENDER	Peggy Lee, Capitol 5537 (Notable, ASCAP)	4
24	25	30	33	FEELING GOOD	Joe Sherman & the Arno Bros, Epic 9877 (Musical Comedy Productions, BMI)	7
25	26	33	37	ONE OF THOSE SONGS	Ray Charles Singers, Commodore 6079 (Lands, ASCAP)	4
26	27	35	—	ONE OF THOSE SONGS	Jimmy Durante, Warner Bros. 5684 (Duckess, ASCAP)	3
27	31	40	—	THE WEEKEND	Jack Jones, Kapp 736 (South Mountain, BMI)	3
28	28	34	—	THE ARENA	Al Hirt, RCA Victor 8736 (Barton, BMI)	3
29	33	38	—	THE WEEKEND	Steve Lawrence, Columbia 43487 (South Mountain, BMI)	3
30	—	—	—	BATMAN THEME	Neal Hefti, RCA Victor 8755 (Miller, ASCAP)	1
31	17	19	20	MICHELLE	Billy Vaughn, Dot 16809 (Maelen, BMI)	8
32	19	21	23	PLAY A SIMPLE LITTLE MELODY	Hort Jankowski, Mercury 73526 (Berlin, ASCAP)	7
33	21	22	30	LOVE IS ALL WE NEED	Mel Carter, Imperial 64148 (Travis, BMI)	5
34	36	39	40	SOMEWHERE THERE'S LOVE	Margaret Whiting, London 10815 (Blue Ballroom, BMI)	4
35	35	37	—	ANGELS	Missionaries of Mary Choral Group, Kapp 731 (Crown, ASCAP)	3
36	30	31	36	THERE'S GOTTA BE SOMETHING BETTER THAN THIS	Sylvia Syms, Columbia 43475 (Notable, ASCAP)	4
37	38	—	—	BYE BYE BLUES	Andy Williams, Columbia 43519 (Bourne, ASCAP)	2
38	—	—	—	TEARS	Bobby Vinton, Epic 9894 (Shapiro-Bernstein, ASCAP)	1
39	—	—	—	FLOWERS ON THE WALL	Mariachi Brass, World Pacific 77815 (Southwind, BMI)	1
40	—	—	—	LET ME DREAM	Georgia Gibbs, Bell 635 (South Mountain, BMI)	1



## Take your "PICKS"!

### **THE LETTERMEN!**

YOU'LL BE NEEDIN' ME  
b/w Run To My Lovin' Arms • 5583

### **RAY ANTHONY!**

IT'S SUCH A HAPPY DAY  
b/w Bah-Yoop • 5589

### **DAVID McCALLUM!**

COMMUNICATION  
b/w My Carousel • 5571

### **JEAN SHEPARD!**

MANY HAPPY HANGOVERS  
b/w Our Past Is In My Way • 5585



# RADIO-TV programming

## Key to KDKA's Appeal: Something for Everybody

PITTSBURGH—The stock in trade of KDKA is a broad range of music programming designed to appeal to practically everybody. The station concentrates on no particular age group or cultural level. To demonstrate the success of the station, Billboard's latest Radio Response Rating survey of the market—the nation's eighth largest radio market—showed the station was by far the major influence on album sales, indicating a tremendous adult audience. At the same time, the station played as a very important power also in influencing sales of single record purchased by teen-agers—second in the market. The station was also the powerhouse

influence on comedy record sales, taking almost all of the votes of record dealers, distributors, one-stop operators, and local and national record company executives. The station received 42 per cent of the votes for influencing album sales, 33 per cent for singles sales, and 80 per cent for comedy record sales.

The Pittsburgh radio station hinges its sales approach to its listeners with strong air personalities. "All of them are established and promoted as personalities," said general manager Wallace Dunlap. "We believe in the personality concept." The station's Clark Race was voted the major air personality influ-

ence on swaying teen-agers to purchase single records, with 43 per cent of the votes. Art Pallen, Bob Tracey and Jim Williams of the station were noted as influencing the sale of albums.

Dunlap said that the station had no staid policy about music—"we play what's popular." Tony Graham, production manager; the music director, and an air personality sit in as a record committee to listen to all new records and determine whether  
(Continued on page 26)



BRUCE MORROW, OF WABC, NEW YORK, was one of the air personalities invited to help the McCoy's, of Bang Records, celebrate their million-seller, "Hang On Sloop," at a party in New York. From left, Bert Burns, president of Bang Records; the Four McCoy's; Morrow; and Bob Feldman of DGG Productions, which produces the group's records. Standing are Jerry Goldstein, a partner in DGG, and Roy Rifkind, right, manager of the group.

## ABC 'ANATOMY' NAMES READS LIKE WHO'S WHO

NEW YORK—ABC-TV's hour-long "Anatomy of Pop" show slated for 10 p.m. (EST) Feb. 15 will feature not only Billboard music editor Paul Ackerman but some of the greatest names in the record-music industry.

Among the artists and industry people who'll either perform or comment during the show are Tony Bennett, Duke Ellington, Gene Krupa, Bill Monroe, the Supremes, Earl Scruggs, the Preservation Hall Band and the Eureka Marching Band of New Orleans, Billie Pierce, Tex Ritter, Richard Rodgers, the Dave Clark Five, Billy Taylor, Jim and Jesse, the Browns, the Carter Family, Wilma Lee and Stony Cooper, Punch Miller, the Temptations; air personality Bruce Morrow of WABC, New York; Stringbean, and Peter, Paul and Mary.

The musical documentary explores the roots of today's popular music. Portions were filmed in Nashville, New York, Detroit and New Orleans. Produced by Steve Fleishman of ABC News, the show covers country music, blues, the big band sound, jazz and today's Easy Listening and Hot 100 music. Consultant on the show was George Simon, executive director of the National Academy of Recording Arts & Sciences.

## KFRC Plans Slow Format Changeover

By ELIOT TIEGEL

SAN FRANCISCO — RKO General's KFRC will shift slowly into a Hot 100 format with interim programming centered around a "Cavalcade of Hits" of the 1950's, Bill Drake said last week. Drake's freelance programming consultant hired by the chain to overhaul the northern California station.

The change in format, reported exclusively in last week's Billboard, came almost one year after Drake was hired to switch KHJ, Los Angeles, to a Hot 100 operation from an Easy Listening concept. With the addition of KFRC, Drake now handles four stations, including KGB, San Diego, and KYNO, Fresno.

Drake said he was working toward an April 1-May 1 switchover for KFRC into a hot singles sound. First personality hired is Bob Mitchell, formerly with KYA, the top Hot 100 station. Mitchell will be slotted in either a 3-6 p.m. or 6-9 p.m. perch, Drake said, adding that there are four current DJs on the staff with top 40 experience with whom he will discuss their future plans.

The currently employed KFRC personalities are Bobby

Dale, Royce Johnson, Jim Washburn and Roy Wiswell. Mike Powell is program director. Who will handle the program director's duties under the new format has not yet been set. Drake usually works with the program director, once the station  
(Continued on page 26)

## WING to Hold 2d Whingding

DAYTON, Ohio — WING's air personalities, incorporated as the "Seven Lively Guys," launch their second annual "Cavalcade of Bands" Friday (11). The cavalcade will be held every Friday night for 10 weeks at the local Caverns hall.

Ten different bands will be featured each Friday night, with the winner returning to compete against other groups the next weekend. The final winner, selected by the audience, will receive a \$500 first prize, said program director Eddie Clark.

The Seven Lively Guys Corp., which books talent into the area, even has a secretary to keep track of record hops.

## Benson, Radio Executive, Dies

NEW YORK—Mitchell M. Benson, a pioneer radio man and executive for Westinghouse Broadcasting Co. here, died Feb. 6. He was 60. During his career, he produced and directed "Duffy's Tavern" on radio and was associated with the development of "The Steve Allen Show" for Westinghouse. For nearly a decade he was an executive in the program department of NBC. At one time he was program director of WHN, New York. He had also been a program director at WOR, New York. In recent years, he had served in an executive capacity at the J. M. Mathes advertising agency; Foot, Cone and Belding; and had been associated with Talent Associates. He is survived by his wife, Mrs. Peg Benson.

## High Scoring Team Registers for KQV

PITTSBURGH — Teamwork is the key ingredient behind the success of KQV for influencing sales of Hot 100 records here. It was the No. 1 station in Billboard's latest Radio Response Rating survey of the market. John Rook, the operation manager who determines the station's playlist from week to week, said that all of the station's five air personalities are involved in every station promotion. "They do only record hops alone. But station promotions, they do together. And the station promotes them as a team—the Fun-Lovin' Five. We have no big personality . . . we

have five big personalities. It's great working with them. Their teamwork and 'want to' have helped this station create its image and helps sell product." A Thanksgiving "Shower of Stars" promotion by the station drew 30,000 people.

A lot of the station's success can, of course, be traced to Rook. Charles Peterson, production director there, attributed Rook as having one of the best "programming brains in the nation. He has a 'taste' for a record."

Rook, according to Peterson, has a scientific formula for pick-  
(Continued on page 24)

## WPKA, WYDD Share Wealth As Top Influence in Jazz Sales

NEW KENSINGTON, Pa.— WPKA and its sister operation, WYDD-FM, have parlayed an unusual blend of jazz and Easy Listening music into not only a substantial listening audience but also take Billboard's Radio Response Ratings crown as the No. 1 influence on jazz record sales in Pittsburgh as well as New Kensington. The stations receive—courtesy of air personality Phil Brooks—68 per cent of the votes on the AM operation and another 12 per cent on FM.

WKPA is a daytimer; WYDD-FM is on the air noon to 1 a.m. However, Brooks, who is program manager of both AM and FM operations, said that WYDD-FM's wattage will be increased to 50,000 watts within six months and the station will broadcast in stereo. "This will increase our FM coverage fivefold and we'll reach three States," he said. "If things work out, we may broadcast stereo 24 hours a day."

Jazz is an integral part of the programming at WPKA and WYDD-FM. "Our programming has jazz throughout the day. In the morning, the station spins jazz records and will also program a record by Barbra Streisand. In the evening, after the AM operation has left the air, the programming runs to mood jazz such as that played by Cal Tjader or Eddie Harris.

"We've long been the jazz

voice of this area," Brooks said. "I consider jazz to be the best of good music outside of classical music. That's why our programming is unique in this day and age . . . that we've made the station financially successful with a basically jazz format. Believe me, we've bitten off a good chunk of the audience ratings of Pittsburgh." He said the AM operation was "remarkably successful. Last year was the biggest year ever."

Part of the secret of successful jazz programming is having

effective air personalities, just as a Hot 100 or Easy Listening station would have, he said. "I've always strived to be a personality . . . to do more than just play jazz records."

### Limited Jazz

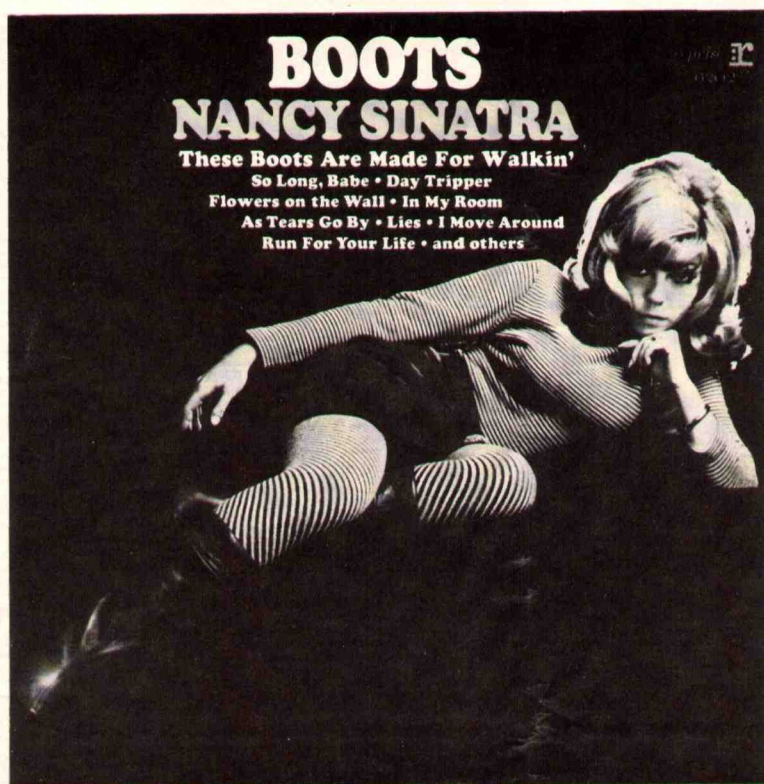
The jazz that the station plays is limited to "melodic, entertaining, brief" records for the most part. An exception was when the station continued to spin the six-minute version of "Girl From Ipanema" even after the record company cut it to  
(Continued on page 26)

### EDITORIAL

## A Call to Serve

The Grammy Awards will be presented this year at ceremonies held simultaneously in New York, Nashville, Chicago and Los Angeles. These "Oscars" of the music business are based on quality of performance rather than record sales . . . they're a vote for a job well done. These are the performers and the records that have made the broadcasters' life an enjoyable one during the past year and contributed to your personal success. Now, radio stations and air personalities cannot only return the favor, but can demonstrate to the recording industry and the performers alike a measure of appreciation. It is hoped that radio stations not only in the U. S., but the world over will take it as a duty to keep these nominations and nominees before the public with promotions and announcements. When you program one of these records or artists, inform your listeners the artist or the song or the record is up for music's highest award—those selected by the members of the National Academy of Recording Arts & Sciences. (See nominees this issue.)

# “Boots” is here!



Never in Reprise history such grabbing groundswell advance demand for an LP follow-up—ready now to ride the crest of Nancy's incredible singles winner—

**These Boots Are Made For Walkin'**

REPRISE ALBUM 6202



## KQV Team

Continued from page 22

Paul Simon, a native of Newark, N. J., and Art Garfunkel, New York, met in the sixth grade and have been singing together practically since then. From school functions and private gatherings, they branched out into full professional status at Gerde's Folk City, New York. Since then, they've been heard at concerts and folk nightclubs, both in the U. S. and London and Paris. The duo writes and arranges most of their own work, including the hit record that brought them international fame—"The Sounds of Silence."

**SIMON AND GARFUNKEL**  
Columbia Records

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

ing hits. "He has many gold-plated records from record companies for helping to break million-sellers, including 'Baby, I'm Yours,' by Barbara Lewis; 'Action' by Freddie Cannon, and 'The Me Kangaroo Down, Sport' by Rolf Harris. Our playlist is right, seldom going over 35 tunes. We put on one or two new records a week. On weekends we play what we consider to be the 'classical' Hot 100 records."

KQV received 48 per cent of the votes of dealers, distributors, one-stops, promotion men and local and national record company executives. The station was also No. 1 Jan. 9, 1965 in the last RRR survey of the area.

# FOX

By CLAUDE HALL

**Bill Di Meolo** has been named general manager of KATO, Safford, Ariz.; he was formerly with WCRO Johnstown, Pa. . . **Jack Sterling's** jazz fest up in New Canaan, Conn., featuring **Cab Calloway, Lionel Hampton, George Gibbs**, and others will have a complete sellout. The Feb. 6 event was a benefit show; Sterling is a WCBS, New York, air personality.

**Redd Hall**, an air personality at WYLO, Milwaukee, has been upped to program director of the country music outlet. . . **Bob Hollands**, air personality now with WRAW, Reading, Pa.; he was with WCHA, Chambersburg, Pa. . . **Elmer Fox** has joined the air staff of KHOW, Denver. . . **Ted Cramer** has resumed duties as

program director of KCKN, Kansas City, returning to the station from WUBE, Cincinnati. Both outlets are members of the Seattle, Portland, and Spokane group. **Don Rhea** will continue as KCKN music director.

**KIST**, Santa Barbara, Calif., asks distributors and record companies for records. Out of each ten records received, the station is sending one to soldiers in Vietnam and using the rest in a local Heart Fund. So the station asks for 10 copies of each hit or potential hit record.

**Bill Matchak**, formerly of WLCY, Tampa-St. Petersburg, Fla., has shifted to the air staff of WXY, Cleveland, under the alias of **Bobby Magic**. . . **WWDC**, Washington, traffic-report helicopter performed ambulance service during the recent snow storm the weekend of Jan. 29, rescuing many people, while the station did a tremendous public service job with its other type of air staff of WXY.

**John Wilson**, formerly with KCLU, Rolla, Mo., has joined the air staff of WYRE, Annapolis, Md. . . Air personality **Bob Presley** has shifted to the air staff of WJAZ, Houston, Texas. **James W. Phillips** has been upped to station manager of KING, Seattle.

**Mark H. Isaacson**, who uses the air name of **Mark Harris**, has been promoted to program director of WRN-FM, Atlantic City, N. J. **Dick Jones**, of NRK, Woonsocket, R. I., asks for new comedy singles and albums. Address to **Jones** at the station, 786 Diamond Hill Rd. He guarantees to play anything good on his morning show.

Another outlet that needs both Hot 100 and Easy Listening Records is **WLBN**, N. O. Box 680, Lebanon, Ky. **John A. Zink**, music director, needs these labels as being in demand; Capitol, Reprise, United Artists, and Liberty. **WEET**, Richmond, Va., is now a modern country music outlet and general manager **Chuck Sweeney** asks for records to Box 6955. . . **George C. Loud's** ambition is a radio-TV career. The 18-year-old is taking correspondence courses with Cleveland Institute of Electronics and hopes to attend the RCA Studio School in radio and TV production. He spins records at local hops in Eastport, Maine, and needs singles to: 146 Perkins Rd.

**WLMD**, Laurel, Md., which took to the air shortly before the turn of the year, has received tremendous audience response, according to operations director **Sid McLain**. The 1,000-watt daytimer beams in to Washington and Baltimore. Vice-president and general manager is **Thomas S. Carr**. The air staff includes **Melvin, Dick Krause**, and **Haney** with country music, and **Wayne Brown**. The outlet programs mostly Hot 100 records alternated with album cuts.

**Phillip Cryser**, new program director of WTRA, Latrobe, Pa., seeks help from distributors and companies on acquiring both new and old country music records. . . **Frank G. Macomber IV** has just purchased **KSEE**, Santa Maria, Calif., and promoted **Richard Seavers** to general manager and **Jerry Brooks** to program director.

**KSFO**, San Francisco, has scheduled a voyage to nowhere aboard the luxury liner **SS Urdine** on Feb. 22 as an audience promotion. The 6 p.m. to midnight party will feature entertainment by **Stan Kenton** and his orchestra, **Mel Torme**, the **Howard Roberts Quartet**, the **Goodtime Washboard Three**, the **Brothers Four**, **Bat** (Continued on page 26)

# RADIO RESPONSE RATING

**PITTSBURGH, PA. . . 3rd Cycle**  
FEBRUARY 19, 1966

## TOP STATIONS

Call Letters	% of Total Points
<b>★ POP Singles</b>	
1. KQV	48%
2. KDKA	33%
3. WJAZ	13%
Others	6%
<b>★ POP LP's</b>	
1. KDKA	42%
2. WWSW	16%
Others	42%
<b>★ R&amp;B</b>	
1. WAMO	72%
2. WZUM (Carnegie)	28%

<b>★ JAZZ</b>	
1. Phil Brooks, WKPA (New Kensington)	68%
2. Sterling Yates, KDKA	20%
3. WYDF-FM (New Kensington)	12%
<b>★ COUNTRY</b>	
1. WEEP	72%
2. WWVA (Wheeling, W. Va.)	16%
3. WJAZ	12%

<b>★ CONSERVATIVE</b>	
1. WRYT-AM-FM (Bradock)	83%
2. WLOA-AM-FM (Bradock)	17%
<b>★ COMEDY</b>	
1. KDKA	80%
2. WRYT-AM-FM	20%

<b>★ FOLK</b>	
NOTE: There is no Folk Show in the Pittsburgh area. The following stations program folk music occasionally:	
WJAZ-FM	
WLOA-AM-FM	
WRYT-AM-FM	

<b>★ CLASSICAL</b>	
1. WWSW-AM-FM	69%
2. WLOA-AM-FM	31%

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

## TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
<b>★ POP Singles</b>			
1.	Clark Race	KDKA	43%
2.	Chuck Brinkman	KQV	31%
3.	Dave Scott	KQV	14%
Others			12%
<b>★ POP LP's</b>			
(Art Pallen, KDKA; Hal Brown, WAMO; Steve Rizen, KQV)			

BY TIME SLOT			
Morning	Steve Rizen, KQV		
Mid-Morning	Hal Murray, KQV (tie)	Bob Tracey, KDKA (tie)	
Early Afternoon	Jim Williams, KDKA		
Traffic Man	Clark Race, KDKA		
Early Evening	Chuck Brinkman, KQV		
Late Evening	Chuck Brinkman, KQV		
All Night	Terry McGovern, KDKA		

## ★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)

Gil Haag, KDKA	Record Librarian
----------------	------------------

## ★ TOP TV BANDSTAND SHOW

Clark Race TV Dance Party, KDKA-TV	2:30-4 p.m. Sat.
------------------------------------	------------------

## ★ POP LP's

NOTE: In most cases, the music format of the stations in this category are considered more important than the individual DJ, although the following received mention as having effect on the sale of LP's (listed alphabetically):

Art Pallen, KDKA
Bob Tracey, KDKA
Jim Williams, KDKA

## ★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)

Jay Morton, WMCW	Program Director
John Rook, KQV	Prog. & Oper. Dir.
Marie Wilk, WWSW	Music Librarian
Record Committee	KDKA

## ★ R&B

1. Porky Chedwick	WAMO	39%
2. Hal Brown	WAMO	29%
3. Sir Walter	WAMO	21%
4. Al Gee	WZUM	11%

## ★ COUNTRY

1. Kenny Biggs	WEEP	80%
2. Don Evans	WEEP	20%

## STATIONS BY FORMAT

### AM RADIO FREQUENCIES

WHJB	620	KDKA	1020	WJAZ	1320
WHIT	720	WEEP	1080	WMCW	1360
WEDO	810	WKPA	1150	KQV	1410
WAMO	860	WWVA	1170	WLOA	1550
WWSW	970	WRIT	1250	WZUM	1590

### FM RADIO FREQUENCIES

KDKA-FM	92.9	WLOA-FM	96.9	KQV-FM	102.5
WKJF-FM	93.7	WWVA-FM	98.7	WAMO-FM	106
WWSW-FM	94.5	WJAZ-FM	99.7	WKU-FM	107.1
WRYT-FM	96.1	WYDF-FM	100.7	WEEP-FM	107.9
		WPIT-FM	101.5		

**PITTSBURGH, PA. (including Bradock, Greensburg, McKeesport, New Kensington and Wheeling, W. Va.):** Country's 8th Radio Market (15 AM; 13 FM).

**KDKA:** 50,000 watts. A Group W Station. On the air 24 hrs. a day. Music format: Contemporary (75%)—Pop-Standard (25%). Editorializes daily. Television outlet is KDKA-TV, channel 7. Hal Cesna is director of 10-man news dept. Cuts from Comedy LP's programmed occasionally on the Sterling Yates show. New records are selected for air-play by committee of station personnel. Record promotion people are seen Mon. Gen'l mgr., Wallace Dunlap. Prog. dir., Tony Graham. Record Lib., Gil Haag. Send 3 copies of 45's and 2 copies of LP's to Mr. Haag, 1 Gateway Ct., Pittsburgh, Pa. 15222. Phone: (412) 391-3000.

**KDKA-FM:** ERP 47,000 watts. Music format: Classical (75%)—Contemporary (25%). Simulcast with KDKA 6 a.m.—9 p.m. Send 1 copy of 45's and 1 copy to Record Librarian. Address and other personnel same as KDKA.

**KQV:** 5,000 watts. American Broadcasting Co. On the air 24 hrs. a day. Music format: Contemporary (100%). Editorializes weekly. Special programming: "Controversy," audience call-in show with Al Julius, 8-10 p.m. Sun. "Paul Harvey Commentary," 9 a.m. & 6 p.m. daily. Al Julius is director of 9-man news dept. Full-time traffic reporter & staff. Special equipment: 4 mobile units, 5-min. news records at 55 past the hr., headlines at 55 past the hr. Extended news 6:30-7:30 p.m. Comedy LP's programmed occasionally. New records are selected for air-play by prog. dir., research of local retailers, & phone-in votes. Station publishes a play-list weekly 2-3 new records programmed each week. Record promotion people are seen Mon. Gen'l mgr., John Rook, 1511 Blvd. of Allies, Pittsburgh. Rook. Send 2 copies of 45's and 1 copy of LP's to Mr. Rook, 411 7th Ave., Pittsburgh, Pa. 15219. Phone: (412) 281-9100.

**KWB-FM:** ERP 55,000 watts. Simulcast with KQV.

**WAMO:** 1,000 watts. Dynamic Broadcasting, Inc. Daytimer. Music format: Rhythm & Blues (100%). Editorializes weekly. Charles Bailey is director of 3-man news dept. Special equipment: Mobile unit, 5-min. news records at 55 past the hr., headlines on the hr., 55 past the hr. Extended news 6:30-7:30 p.m. Comedy LP's programmed occasionally. New records are selected for air-play by prog. dir., record promotion people are seen Tues. Gen'l mgr., Leonard Walk. Prog. dir., Ken Reeth. Send 3 copies of 45's and 2 copies of LP's to Mr. Reeth, 1511 Blvd. of Allies, Pittsburgh, Pa. 15219. Phone: (412) 471-2181.

**WAMO-FM:** ERP 72,000 watts. On the air 24 hrs. a day. Music format: Rhythm & Blues (100%). Special programming: "Bill Powell Gospel," spiritual & gospel music, 9-11 a.m. M-F. "Marlene Moore Show," women's features, noon-12:30 M-Sat. Send 3 copies of 45's and 2 copies of LP's to Mr. Reeth. Address and other personnel same as WAMO.

**WEDO:** 1,000 watts. Tri-City Broadcasting Co. CBS affiliate. Music format: Pop-Standard (100%). Jay Christopher is director of 2-man news dept. 10-min. CBS news & 3½-min. local news on the hr. New records are selected for air-play by prog. dir., Gen'l mgr., E. J. Hirschberg. Prog. dir., John Davis. Send 2 copies of 45's and 1 copy of LP's to Mr. Davis, Box 810, 547 Fifth Ave., McKeesport, Pa. 15132. Phone: (412) 461-3113.

**WEEP:** 1,000 watts. Golden Triangle Broadcasting Co. Mutual affiliate. Daytimer. Music format: Country (100%). Editorializes occasionally. Bobby Hudson is director of 1-man news dept. 5-min. news on the half hr. Cuts from Comedy LP's occasionally programmed. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Approx. 15-20 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., Arthur G. Gunther. Send 3 copies of 45's and 1 copy of LP's to Mr. Gunther, 218 Wood St., Pittsburgh, Pa. 15222. Phone: (412) 471-9950.

**WEEP-FM:** ERP 36,000 watts. Simulcast with WEEP. On the air 6-2 a.m. Same address and personnel as WEEP.

**WHJB:** 1,000 watts days, 500 watts nights. Independent. On the air 5:30 a.m.—midnight. Music format: Country, Pop-Standard, Contemporary (No % given). New records are selected for air-play by record librarian, VP & gen'l mgr., Melvin A. Goldberg. Prog. dir., Ron Asbury. Record Lib., Maybelle Baker. Send 3 copies of 45's and 3 copies of LP's to Miss Baker, 128 N. Pennsylvania Ave., Greensburg, Pa. 15601. Phone: (412) 834-6600.

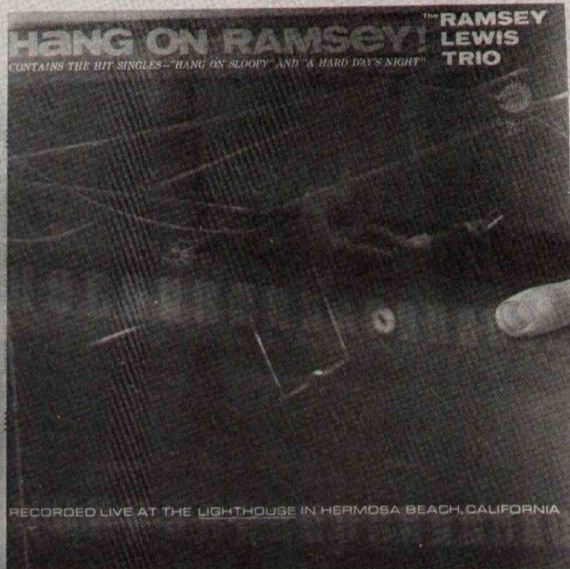
**WOKU-FM:** Music format: Pop-Standard. Simulcast 3-7 p.m. with WHJB. Send 2 copies of 45's and 2 copies of LP's to Miss Baker. Address and other personnel same as WHJB.

**WJAZ:** ERP 5,000 watts. National Broadcasting Co. On the air 5:30 a.m. to 1 p.m. Music format: Contemporary (75%)—Country (25%). Special programming: "Scope," news, interviews, sports commentary, and audience call-in, featuring Merle Pollis, 6:30-8 p.m. M-F. Dick Stafford is director of 3-man news dept. Special equipment: Mobile unit equipped with phone; disante unit equipped with speakers, turntables, 5-min. news on the hr., headlines on the half hr. NBC News of the World, 7:30-7:45 p.m. M-F. New records are selected for air-play by prog. dir., music dir., research of local retailers. Play-list published weekly. 3-5 new records programmed each week. Record promotion people are seen Mon., Tues. & Wed. Gen'l mgr., Stephen J. Rooney. Prog. dir., Richard C. Stafford. Lib., Bill Demajan. Send 2 copies of 45's and 2 copies of LP's to Mr. Demajan, 1459 Crane Ave., Pittsburgh, Pa. 15220. Phone: (412) 343-0500.

**WJAS-FM:** ERP 24,000 watts. Simulcast with WJAS.

**WKFF (FM):** 40,000 watts. Independent. On the air 24 hrs. a day. Music format: Standard (100%). Bill Hillgrove is director. (Continued on page 26)

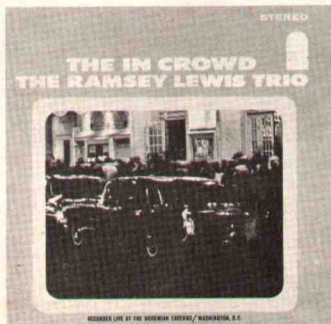




**We tried to take a picture  
of the new Ramsey Lewis Trio Album  
but it moved.** (CADET LP/LPS 761)

And no wonder!  
Their albums really move;  
the old ones, the new ones . . . all of 'em.  
The fact is,  
they're the best selling instrumental trio around.

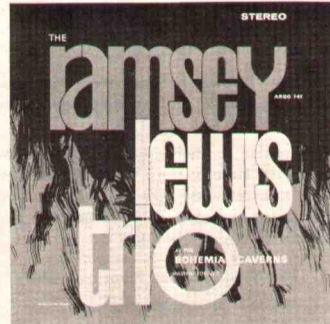
**Other "Movers"**



Cadet LP/LPS 757  
The In Crowd



Cadet LP/LPS 755  
Choice (The Best of the RL Trio)



Cadet LP/LPS 741  
At The Bohemian Caverns



There's A World of Excitement on Cadet

# Broadcast Pioneers Gives WHO Mike Award at Fete

NEW YORK — WHO, Des Moines, Iowa, was presented the annual Mike Award of the Broadcast Pioneers Monday (7) at a dinner here attended by more than 400. The sixth annual banquet for the benefit of Broadcasters' Foundation placed WHO in such ranks as WLW, Cincinnati; WGN, Chicago; WSB, Atlanta; KDKA, Pittsburgh; and WTIC, Hartford. The award pays tribute to those

broadcasters who have contributed to programming excellence, public service, integrity, and pioneering in new broadcasting techniques.

Dr. David D. Palmer, president of Palmer Broadcasting, accepted the award. Master of ceremonies was Ed Reimers. Performing at the benefit were Roger Williams, one of the alumni of WHO's "Iowa Barn Dance Frolic" live radio show along with Reimers; Rini and Meredith Willson, and Joseph Sudy and his orchestra. Arrangements for the benefit-dinner were handled by M. H. Shapiro, executive secretary of the Pioneers.



# WAMO Is a Wham in R&B

PITTSBURGH — The leading influence—virtually a powerhouse—on r&b record sales in this market is WAMO. The station received 72 per cent of the votes of dealers, distributors, record promotion men, one-stop operators, and record company executives in Billboard's Radio Response Rating survey of the market.

R&b music is growing bigger in the market, said the station major air personality, Porky Chedwick. "The reason is that r&b music has a lot of feeling . . . it's a good interpretation of basic emotions. I got kids

# WIFI Begins Hot 100 Airplay

PHILADELPHIA — WIFI-FM, after weekend evening experiments, has started a 9-11:30 Hot 100 program. The station broadcasts in stereo and, while most of the records are mono, air personality Ron Diamond said quite a few of the album cuts are stereo and could be picked up as stereo by any listener with multiplex receivers. The program is on seven nights a week.

brainwashed. They like the groove stuff."

Records at the station are selected by program director Ken Reeth. Leonard Walk is president and general manager.

# KFRC Plans Changeover

• Continued from page 22

tion's sound and operating procedures are formalized.

Drake initiated a "Cavalcade of Hits" promotion at KHJ which led into its rock format last May. During the interim programming, none of the disk jockeys are identified.

KFRC will have a seven-man air staff. In Drake's concept, news plays an important role in that it is the focal point around which music is slotted. KYA, the major Hot 100 station, is currently newscasting at 15 and 45 after the hour. Clint Churchill is the respected brains behind KYA.

San Francisco's second rocker is KEWB in Oakland, with Don French the programmer. There is indication, Drake reports, that KEWB will lean toward an Easy Listening sound like that of WNEW, New York, now that the outlet is a Metromedia property.

KFRC will have its own identifying contemporary catch-all phrase. KFRC's evening programming has been talk and pro basketball. Both will be eliminated for music once the format switch is completed. Drake will check KFRC's playlist once a week with the program director and constantly check the station's performance and pacing.

# WPKA, WYDD

• Continued from page 22

three minutes when sales began to pick up. "The six-minute version merited play," Brooks said. While the station prefers shorter records, it will spin four minute tunes if they have commercial appeal.

"I think a radio station can program anything successfully—jazz, country music, or what-have-you—as long as it's done with good taste and common sense. You can't play hard, pure jazz for radio listeners. We limit that to a Sunday afternoon program of about four or five hours. But our audience is not only growing for the jazz we play, but they're so darned loyal. People call in every day of the week asking where they can obtain the records we play."

# KDKA's Appeal

• Continued from page 22

it will go "into our usable supply of programming material," said Dunlap. Dunlap also sits in on the record committee when time permits. From this "supply," the air personalities shape their own shows.

This system had been used almost 10 years, Dunlap said, and has proved very successful. "The chances of getting a record played on this station are as good as anywhere else. We pride ourselves on being eminently fair and on breaking many records in the market."

# VOX JOX

• Continued from page 24

and his trio, Barbara McNair, Allan Sherman, and the Burns and Schreiber comedy team. Passengers on the shipboard party, selected by the station and announced over the air, will be greeted as they board by KSFO personalities.

# STATIONS BY FORMAT

• Continued from page 24

of 3-man news dept. 5-min. news on the hr. Extended news twice daily. Folk Music occasionally programmed. New records are selected for air-play by prog. dir. Gen'l mgr., Robert G. Clarke.

Prog. dir., Jerry Roberts. Send 2 copies of LP's to Mr. Roberts, Grandview, Pittsburgh, Pa. 15211. Phone: (412) 381-8100.

WKPA: 1,000 wats. Daytime. Broadcasting Enterprises. Daytimer. Music format: Pop-Standard (50%) Jazz (30%)

Standard (20%). Special programming: "Home Editor Show," women's show with Laura York, 9:15-10 a.m. M-F. "Radio Bingo," Bob Tatro hosts this audience call-in show, 9:15-10 a.m. M-F. "Mike Rice Stock Report," 12:14, 3:05, 4:40 p.m. M-F, Sat. 8:35-45 a.m. "Accent," syndicated news commentary, 6 times daily, M-F. Mike Felack is director of 3-man news dept. 5-min. news on the hr., headlines on the half hr. 3 hr. of news at 6:45 & 15-min. at 9 a.m. Sat. Cuts from Comedy LP's and Folk Music programmed on the Bob Tatro show. New records are selected for air-play by prog. dir. Record promotion people are seen M-F. Gen'l mgr., Nelson L. Goldberg. Prog. dir., Phil Brooks. Send 2 copies of 45's and 2 copies of LP's to Mr. Brooks, 810 Fifth Ave., New Kensington, Pa. 15068. Phone: (412) 337-3588.

WYDD (FM): ERP 50,000 wats. Music format: Standard (60%) Jazz (40%). Special programming: "New York Philharmonic in Concert," 5-7 p.m. Sun. "WYDD World of Wisdom," documentaries, speeches, essays, 2-3 p.m. Sun. "WYDD World Theater," famous dramatic plays, 3-5 p.m. Sun. Boston Symphony Orchestra, 7-9 p.m. Sat. Station covers P.G.A. Masters & Open golf, and Area Championship football playoff in season. Send 2 copies of 45's and 2 copies of LP's to Phil Brooks, Address and other personnel same as WKPA.

WLOA: 1,000 wats. Daytimer. Music format: Classical (75%) Conservative (15%) Standard (10%) Editorializes occasionally. Special programming: "The House You Live In," a discussion program with Blanch Anderson, 5 days. "Audio Adventures," unusual speech & music with host George Baker, 2 days. Live concerts by the Philadelphia, Cleveland, & Boston Pops Orchestra. Wm. J. Matta is director of 2-man news dept. 5-min. news on the hr., headlines on the half hr. Cuts from Comedy LP's and Folk Music featured on "Audio Adventures." New records are selected for air-play by prog. dir. & gen'l mgr. Approx. 20 new records programmed each week. Record promotion people are seen Thurs. Gen'l mgr., Wm. G. Matta. Prog. dir., E. R. Matta. Send 1 copy of LP's to Mr. W. G. Matta, 1233 Braddock Ave., Bradfodd, Pa. 15104. Phone (412) 351-1100.

WLOA (FM): ERP 68,000 wats. Simulcast daytime with WLOA. Market 1 affiliate. Special programming: "Viewpoint," discussion show with Casper Citron, "Stage 3" performing acts show with Skitch Henderson. Send 2 copies of LP's to Mr. W. G. Matta. Address and other personnel same as WLOA.

WMCK: 5,000 wats days, 1,000 wats nights. Mutual affiliate. On the air 6 a.m.-midnight. Music format: Pop-Standard (Current Adult) (84%) Contemporary (16%). Editorializes occasionally. Special programming: McKeesport High School basketball & football, Penn. Hills High School football, Regional & State scholastic basketball, football championship tournaments in season. "Kathy Milton Show," women's program, 9:05-9:30 a.m. M-F. Tom Powers is director of 3-man news dept. 5-min. news on the hr. Extended newscasts 4 times daily M-F. Cuts from Comedy LP's and Folk Music occasionally programmed. New records are selected for air-play by prog. dir. & research of local retailers. 37 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., Peter Stanton. Prog. dir., Jay Morton. Send 2 copies of 45's and 2 copies of LP's to Mr. Morton, Elks Temple Bldg., McKeesport, Pa. 15136. Phone: (412) 461-4221.

WPIT: 5,000 wats. A Rustcraft Station. Daytimer. Music format: Religious (75%) Country (25%). Jim Thompson is director of news dept. New records

are selected for air-play by dir. of country music, Gen'l mgr., A. F. Hoffman. Asst. mgr., Mr. Konichak. Dir. of country music, Gene Bennett. Send 2 copies of 45's and 2 copies of LP's to Mr. Bennett, 6th St. & Penn. Ave., Pittsburgh, Pa. 15222. Phone: (412) 281-1900

WPIT-FM: ERP 20,000 wats. Music format: Religious (80%) Country (20%). Simulcast with WPIT until 6 p.m. Address & personnel same as WPIT.

WRYT: 5,000 wats. The Hearst Corp. On the air 24 hrs. a day. Music format: Pop-Standard (20%) Standard (40%) Conservative (40%). Editorializes weekly. Special programming: "WRYT Answers," audience call-in 10:30 p.m.-mid. Sun. "Metropolitan Opera," Milton Cross hosts, 2-5 p.m. Sat. "Wall Street Report," with Ron Rinninger, 5:45 p.m. M-F. "Front Row Center," music and stories of famous composers, host Ed Price, 6-6:30 p.m. Sun. Fred Remington is director of 6-man news dept. Special equipment: Mobile units, 5-min. news on the hr. Headlines 4:30-5:30 p.m. 10-min. newscast at 7, 8 a.m., noon, 6, 7 p.m., daily. Cuts from Comedy LP's programmed occasionally on "The Tea-house," with Jason Flake. New records are selected for air-play by program dir. Record promotion people are seen M-F. Gen'l mgr., F. Geer Parkinson. Prog. dir., Bob Stevens. Send 2 copies of 45's and 2 copies of LP's to Mr. Stevens, 400 Ardmore Blvd., Pittsburgh, Pa. 15230. Phone: (412) 242-4300.

WRYT-FM: ERP 30,000 wats. Simulcast with WRYT.

WWSW: 5,000 wats. Independent. On the air 24 hrs. a day. Music format: Standard, Pop-Standard, Classical, Gen'l mgr., and prog. dir., Ben W. Wuros. Music lib., Marie Wilk. Send 2 copies of 45's and 1 copy of LP's to Miss Wilk, Hotel Sherway, Pittsburgh, Pa. 15222. Phone: (412) 471-5200.

WWSW-FM: ERP 50,000 wats. Simulcast with WWSW.

WVVA: 50,000 wats. Independent. On the air 24 hrs. a day. Music format: Country (100%). New records are selected for air-play by prog. dir. Gen'l mgr., George Faudner. Prog. dir., Mr. Sanders. Send 2 copies of 45's and 2 copies of LP's to Mr. Sanders, Hawley Bldg., Wheeling, W. Va., 26003. Phone: (304) 232-1170.

WVVA-FM: ERP 7,500 wats. Simulcast with WVVA.

WZUM: 1,000 wats. Independent. Daytimer. Music format: Contemporary (10%) Rhythm & Blues (90%). Editorializes weekly. Special programming: "A Date With Andrea," women's show with Andrea Griffin, 10:30 a.m. 5 days. "Rights Round-Up," NAACP Report-Commentary, host Herbert Wilkerson, 6:30-6:35 a.m. 3 days. "We Shall Overcome," United Negro Protest Committee commentary, with Charles Harris, 6:30-6:35 a.m. 1 day. Loran Mann director of 2-man news dept. 5-min. news on the hr., headlines on the half hr. New records are selected for air-play by committee of station personnel, research of local retailers, phone-in votes. Station publishes play-list weekly. Record promotion people are seen Wed. & Thurs. Gen'l mgr., James D. Pillsbolls. Prog. dir., Albert Germany. Send copies of 45's and 1 copy of LP's to Music Library, 201 Ewing Ave., Pittsburgh, Pa. 15205. Phone: (412) 922-0550.

TO: All radio broadcasters, managers, program directors, music directors, disc jockeys, librarians, and others

FROM: Bill Gavin

You are invited to attend a

# RADIO PROGRAM CONFERENCE

to be held at the Sheraton Chicago Hotel, Chicago, on Saturday and Sunday, March 26 and 27.

Among those taking part as speakers and discussion leaders will be

- |                  |                 |
|------------------|-----------------|
| Harold Krelstein | Harvey Glascock |
| Allan Slight     | Chuck Blore     |
| Kent Burkhardt   | Clint Churchill |
| Gene Taylor      | John Barret     |
| Jerry Glaser     | George Dubinetz |
| Lloyd Webb       | Mark Olds       |
| Al Newman        | Dick Carr       |
| Gertie Katzman   | Elma Greer      |
| Bertha Porter    | Joe Bogart      |
| Chris Lane       | Ken Draper      |
| Ed Wright        | Lucky Cordell   |

—and many more well-known broadcasters with new views on Top 40, R & B, C & W and non-rock programming.

Registration fees are scaled to each market's population size, as listed in Standard Rate & Data. Top 25 markets—\$75.00. Next 50 markets—\$50.00. All others—or additional delegates from any station—\$25.00. To register, fill out and mail this entry blank.

Mail to BILL GAVIN, 114 Sansome St., San Francisco, Calif.

Please register me as a delegate to your Radio Program Conference in Chicago, March 26 & 27.

Name \_\_\_\_\_ Station \_\_\_\_\_

Street Address \_\_\_\_\_

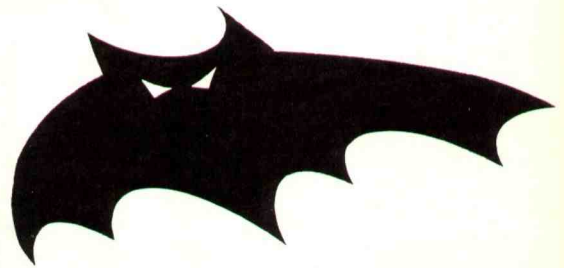
City & State \_\_\_\_\_

Will you attend the Saturday dinner?

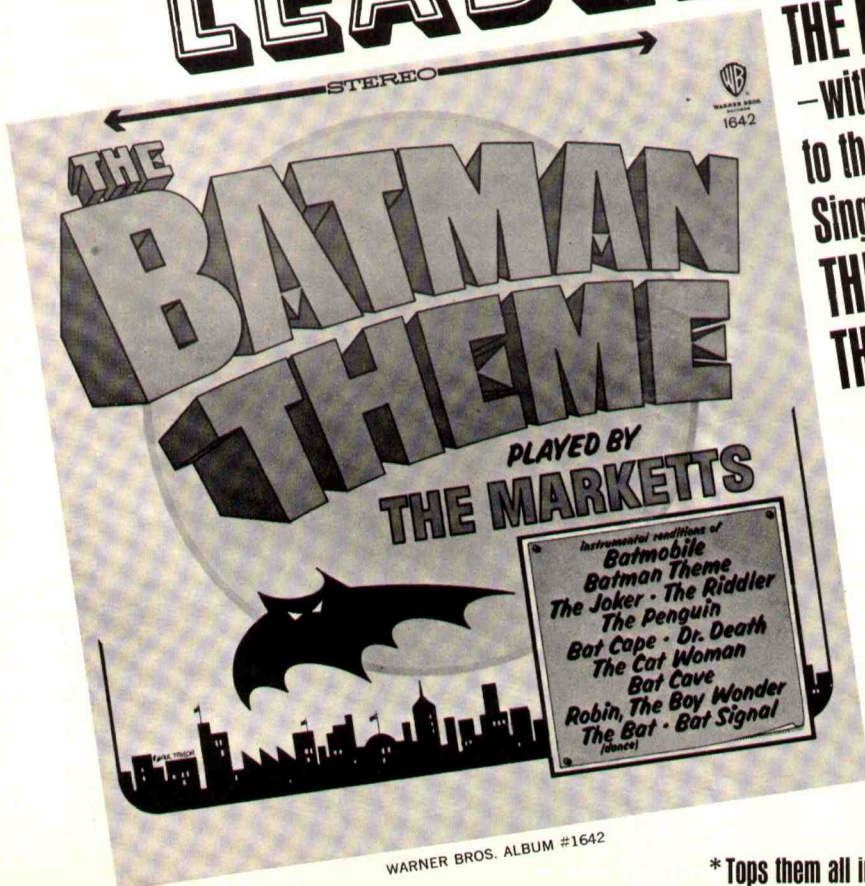
(Please check) Yes \_\_\_\_\_ No \_\_\_\_\_ Maybe \_\_\_\_\_

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

# THE BATMAN ALBUM FROM THE BATMAN LEADER



**THE MARKETTS**  
— with the LP follow-up  
to their Surging  
Singles Winner \*  
**THE BATMAN  
THEME**



WARNER BROS. ALBUM #1642

\* Tops them all in the current Cash Box and Billboard Charts

## Film Production Plot Gets Hotter As Bertelsmann Enters Race

By OMER ANDERSON

**GUETERSLOH** — Bertelsmann has joined the race of German disk firms and recording artists to produce opera and concert films for television.

Bertelsmann, probably the largest European "cultural communications" empire, thus enters into competition with the newly founded Polyphon Fernsehgesellschaft and the Herbert von Karajan Corp.

Polyphon is jointly owned by Philips and Siemens (through their 50-50 owned Deutsche Grammophon Gesellschaft (DGG)) and the Studio Hamburg Atelierbetriebsgesellschaft, the TV film-producing arm of North German Radio-Television Network.

Karajan's operation bears close resemblance to the independent film production units organized by Hollywood's top box-office stars. Karajan will produce opera and concert films using famous opera companies and concert orchestras of Europe, the United States and Canada.

### Make Own Deals

How Karajan's operation will mesh with that of DGG-Polyphon is yet to be revealed. Presumably, DGG will continue to release Karajan's disks (as is now the case under his exclusive re-

ording contract), and the conductor will be free to make his own deals for film sales.

No such complications beset the Bertelsmann operation, however. The Guetersloh cultural giant has been quietly preparing some time for invasion of the cultural film market. Indeed, there are indications that Bertelsmann may have stolen a march on Karajan and Philips-Siemens.

It now develops that Bertelsmann has signed a contract giving it exclusive rights to film and television productions for the Vienna State Opera (Wiener Staatsoper) for three years. Only exception are live TV transmissions over the Austrian TV for domestic viewing.

Bertelsmann began the post-war era as Germany's biggest book club. It expanded into phonograph records through Ariola, and within recent years it has entered film production and exhibition through acquisition of key assets of the Universum Film AG (UFA), the famous prewar German film producer.

Bertelsmann has worked with these gift-edged assets to develop the concept of "total cultural merchandising" with every unit in the Bertelsmann empire reinforcing and amplifying the efforts of the other units.

Bertelsmann has strengthened Ariola's classical production, which is now handled by Ariola-Eurodisc. What is basically the Bertelsmann book merchandising organization is now used to merchandise the organization's phonograph records.

Ariola recording artists are available to Bertelsmann's UFA units—and vice versa. Bertelsmann's film venture is expected to boost Ariola's disk sales substantially under the "total merchandising" concept. The theory is that film and TV audiences will rush to buy the Ariola soundtracks of the films.

### Theater Push

There is speculation that the next moves in the Bertelsmann "total merchandising" strategy will be to press the sale of Bertelsmann books and Ariola disks in the motion picture theaters it has acquired from UFA.

As one Ariola executive said, "There is a tremendous hunger for culture on the part of ordinary Germans. For the first time ever, millions of Germans now have the leisure and the money to enjoy culture. This is the great achievement of the German prosperity miracle, and this is the mass market to which our merchandising strategy is geared. The results could be colossal."

## NANCY DOES LIKE CONNIE ON THE BRITISH CHARTS

LONDON—Nancy Sinatra has become the first American female vocalist to top the British charts since Connie Francis turned the trick in 1958 with "Stupid Cupid." The record is "These Boots Are Made for Walking" on Reprise.

It also gives Reprise its first British chart topper (released through Pye) since the charts made their debut in 1952. Miss Sinatra's father had one No. 1 hit here—"Three Coins in a Fountain" in 1954.

## Palladium TV Show May Come to the U.S.

LONDON—Britain's Sunday night TV variety show from the London Palladium may be networked in this summer as a replacement for "Hollywood Palace." ATV chief Lew Grade has been negotiating the deal with ABC-TV chiefs there and the prospects are good.

If the deal goes through, "Hollywood Palace" producers Bill Harbach and Nick Vanoff would co-produce the London show with the British team and it would develop an American look. The Palladium show, which has always attracted international stars to Britain, would, for American purposes, for the first time be filmed in color.

The Palladium show is not normally screened in Britain

during the summer. Instead, ABC-TV transmits a similar variety show, "Blackpool Night Out," over the TV network.

Whichever program ATV presents this summer, the BBC will challenge their rival channel's Sunday supremacy. For singer-comedian Ken Dodd—whose "Tears" was Britain's biggest-selling record of 1965 and whose live shows have shattered box office records in London and other principal cities in the past three years—has been signed by the BBC to host a Sunday night variety show featuring the Paris Bluebelles and top-rated guest attractions. It is understood that the BBC is considering offering the Dodd show to another U.S. channel.



AT A RECEPTION to mark the singing debut of celebrated French actor Jean Marais, are, left to right, Sacha Distel, Pierre Rousties, director general of IME Pathe-Marconi and Jean Marais.

## Ellington Band in 'Snarefu': Drums Up Two Drummers

PARIS—Because of a mix-up, the Duke Ellington band featured two drummers—poll-winner Elvin Jones, lately of the John Coltrane Quartet, and Skeets Marsh—when the Ella Fitzgerald-Duke Ellington package played two concerts in

Paris under the aegis of Norman Granz.

Sam Woodyard, who was to have replaced Louie Bellson for the tour, was unable to join the band for the opening concerts in Lisbon, Barcelona, Frankfurt, Paris, Milan and Geneva.

Marsh was signed at the last minute by band manager Mercer Ellington, then Duke himself phoned his sister in the States with instructions to invite Elvin Jones to join the tour.

Jones, who was on a tour in California with the John Coltrane Quartet, jumped a plane for New York, flew off to join Duke in Frankfurt.

Marsh sat out for the Frankfurt concert, but in Paris, both drummers took the stage—and had a hard time not getting

Continued on page 36

## Pierre Boulez Is Signed by CBS

LONDON—CBS has signed French composer and conductor Pierre Boulez. First releases on CBS in Britain and Columbia in the U.S. are expected in the fall.

Boulez will record his own compositions and works by 20th-century composers. This month he begins work on the opera, "Wozzech."

## FROM THE MUSIC CAPITALS OF THE WORLD

### AMSTERDAM

The popular Dutch-Indonesian duo the **Blue Diamonds** and their instrumentalists back from a successful tour through the Indonesian Archipelago. The recordings of the Blue Diamonds and many of other European and American pop groups were destroyed a couple of months ago, stigmatized as "decadent and imperialistic music." However, the tour was a triumph. Originally planned for three weeks, it was lengthened to seven. The Indonesian government was present at a concert at Djakarta. . . .

The famous Dutch broadcasting dance and entertainment orchestra, the **Skymasters**, recently celebrated its 20th anniversary. The band was formed soon after World War II as Red White and Blue Stars, and toured the American forces in Germany. **Phonogram** released a special album with a collection of Skymasters' hits. . . .

**Louis Malle's** new comedy, "Viva Maria," filmed in Mexico with **Jeanne Morreau** and **Brigitte Bardot**, sold out at the Dutch premiere. The soundtrack, featuring attractive novelty "Paris," was released on the Philips label. . . .

Out of stock many years in the Dutch market, the famous jazz LP "Quintet of the Year," a live recording at Massey Hall from 1953 by the **Dizzy Gillespie Quintet** (with **Charlie Parker**, **Bud Powell**, **Max Roach** and **Charles Mingus**) has been re-released by Phonogram on Vocalion. . . .

**Funckler** released this week **Bobby Vinton's** current U.S. chart-bobby "Satin Pillows" in Benelux. . . . Strong local chart contenders from the **Tamla-Motown** line issued by Funckler are "My World Is Empty Without You," a strong follow-up on "I Hear a Symphony" by the **Supremes**; "Don't Mess With Bill" by the **Marvelettes**; "Going to a Go Go" by the **Miracles**, and "Up Tight" by **Stevie Wonder**.

**Artone's** Benelux release from the United Artists' single catalog

this week includes **Jay & the Americans** with their current hit "Sunday and Me," **Bobby Goldsboro's** upcoming "Broomstick Cowboy" and **Patty Duke's** "Funny Little Butterflies." . . .

The **Negram-Delta** company is the second firm here to raise its single prices to / 4.25. Other companies are undecided on whether to follow this example or not. . . . Recent CBS additions to the single field include one by **Gene Pitney** and **Melba Montgomery**, "Baby, Ain't That Fine," and **Jerry Vale's** "Big Wide World." CBS also released this week a single by **Barbra Streisand** from her latest album, "My Name Is Barbra, Two"; "Second Hand Rose" c/w "The Kind of Man a Woman Needs." . . .

**Mr. Smit Jr. of the Melodia Publishing House** is pleased that "Here It Comes Again" and "I'm Gonna Take You There" have been at the top of the national lists for weeks. . . .

**Bovema** released this week a **Beattles** single with the songs "Michelle" and "Girl" from their LP "Rubber Soul" at HMV. . . . Singer **Vic Dana** arrived Feb. 11 to videotape his own Vic Dana TV show. He will be accompanied by the Skymasters band and the **Mat Matthews** combo. . . .

**Cilla Black's** British hit "Love Is Just a Broken Heart" has also been released on Parlophone. . . . Imperial released the first Dutch-organized Hootenanny albums on the market with songs from local groups like "The Low Four," "The Portland Singers" and "The Beat Town Skiffers." **BAS HAGEMAN**

### CHICAGO

Deejay **Ron Riley** (WLS-Radio's Batman) postured on an exterior window ledge high above Michigan Avenue the other day in full costume, setting secretaries in offices opposite all aflutter. . . .

Continued on page 36

## CBS LP on Easter Rising

DUBLIN—Columbia Broadcasting Corp. will release an LP of the 1916-1921 period to commemorate the 50th anniversary of the Easter Rising.

The recordings are being compiled here and in other parts of the country by Columbia's Dave Rubinson, who interviewed President de Valera, Senator Margaret Pearse and a number of other survivors of the Rising.

He has collected and recorded many "I was there" stories and interviewed a wide section of the community to get the atmosphere of the period. He also visited the Abbey Tavern, near Dublin, where songs of the period sung by ballad singers were taped.

A few days ago, Columbia's Goddard Lieberman was received by de Valera.

## SWEDES CHOOSE CONTEST TUNE

STOCKHOLM—"Nygammla Vals," sung by Lill Lindfors of Karusel Records and Svante Turesson of Metronome Records, was the winning song in a contest here. The song will be Sweden's entry at the Song for Europe contest. The song was written by Bengt Are Wallin, jazz arranger and trumpet player, and Bjorn Lindroth. Lindroth did the lyrics.

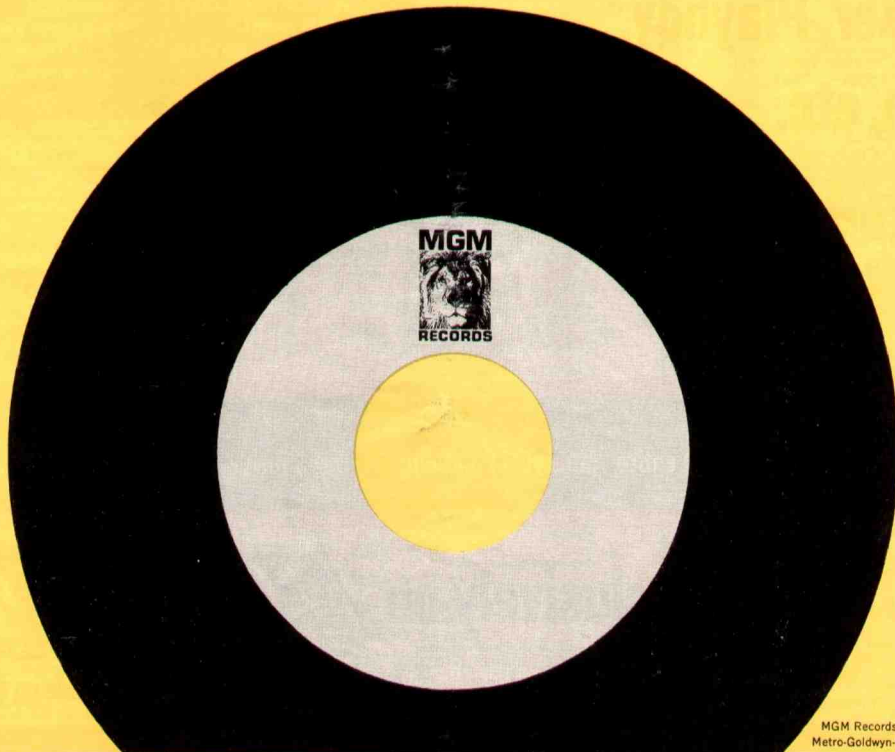
Record companies are rushing out releases of the song. On record, Lindfors will probably be featured with Ossten Warner-bring; Turesson with Metronome's Gals and Pals Ulla Hallin. The song was arranged by Mats Olsson.

You're playing it like a hit single so we've made it one!

# **LISTEN PEOPLE** **BY HERMAN'S HERMITS**

**b/w GOT A FEELING K-13462**

(It's still available as a soundtrack performance in the MGM album "When The Boys Meet The Girls," E/SE-4334)



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

The big **M** is back!

# March is Mantovani Month

(15 consecutive years of the industry's most successful promotion)



Feature of the program:  
Monty's biggest LP ever!

Backed up with high-  
powered consumer ad  
campaign in Life, Esquire,  
New Yorker, Playboy,  
Schwann, etc.



Stereo PS448

Mono LL3448

## DEALER SELLING AIDS:

- Full Color Mounted Displays (22" x 28")
- Browser Cards
- Full Color Streamers
- LP Jacket Kits
- Ad mats
- Alphabetical Catalogs of Monty's 517 recorded selections

**SPECIAL TERMS** on entire "Monty" LP catalog

See your London distributor for full details

**MANTOVANI...exclusively on**



All Mantovani stereo LP's available on 4 track stereo tape

# TOP 100

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

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

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart	This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart	This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
1	2	<b>WHIPPED CREAM &amp; OTHER DELIGHTS</b> Herb Alpert's Tijuana Brass, AAM LP 110 (M); SP 4110 (S)	41	51	36	<b>JAY AND THE AMERICANS GREATEST HITS</b> Various Artists, UAL 3453 (M); UAS 6453 (S)	14	101	78	<b>BRINGING IT ALL BACK HOME</b> Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	43
2	1	<b>RUBBER SOUL</b> Beatles, Capitol T 2442 (M); ST 2442 (S)	9	52	48	<b>I'M THE ONE WHO LOVES YOU</b> Janet Rayburn, Reprise 4172 (M); RS 4170 (S)	26	102	97	<b>TRY TO REMEMBER</b> Brothers Four, Columbia CL 2379 (M); CS 9179 (S)	15
3	3	<b>GOING PLACES</b> Herb Alpert & His Tijuana Brass, AAM LP 112 (M); SP 4112 (S)	19	53	53	<b>HAVING A RAVE UP WITH THE YARDBIRDS</b> Epic LN 24177 (M); BN 24177 (S)	10	103	—	<b>SPANISH EYES</b> Al Martino, Capitol T 2435 (M); ST 2435 (S)	1
4	4	<b>THE SOUND OF MUSIC</b> Soundtrack, RCA Victor LDCS 2005 (M); LSO 2005 (S)	49	54	51	<b>YOU DON'T HAVE TO BE JEWISH</b> Various Artists, Kapp KAL 4553 (M); (No Stereo)	23	104	—	<b>HANG ON RAMSEY!</b> Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	1
5	5	<b>MY NAME IS BARBRA, TWO</b> Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	16	55	43	<b>TONY BENNETT'S GREATEST HITS, VOL. III</b> Columbia CL 2373 (M); CS 9173 (S)	27	105	142	<b>MICHELLE</b> Billy Vaughn, Dot DLP 3479 (M); DLP 25479 (S)	2
6	8	<b>SEPTEMBER OF MY YEARS</b> Frank Sinatra, Reprise F 1014 (M); FS 1014 (S)	27	56	54	<b>MORE HITS BY THE SUPREMES</b> Motown 627 (M); S 627 (S)	27	106	93	<b>MY NAME IS ALLAN</b> Allan Sherman, Warner Bros. W 1404 (M); WS 1404 (S)	10
7	7	<b>ROGER MILLER/GOLDEN HITS</b> Smash MGS 27073 (M); SRS 47073 (S)	15	57	55	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	69	107	143	<b>MICHELLE</b> Bud Shank, World Pacific WF 1840 (M); WPS 2140 (S)	2
8	6	<b>THE BEST OF HERMAN'S HERMITS</b> MGM E 4315 (M); SE 4315 (S)	14	58	71	<b>ANDY WILLIAMS' NEWEST HITS</b> Columbia CL 2383 (M); CS 9183 (S)	3	108	115	<b>IT'S MAGIC</b> Jerry Vale, Columbia CL 2444 (M); CS 9244 (S)	2
9	10	<b>A MAN AND HIS MUSIC</b> Frank Sinatra, Reprise F 1016 (M); FS 1016 (S)	9	59	59	<b>JAMES BROWN PLAYS JAMES BROWN TODAY &amp; YESTERDAY</b> Smash MGS 27072 (M); SRS 47072 (S)	14	109	111	<b>I'M A FOOL</b> Dino, Dast & Billy, Reprise R 6176 (M); RS 6176 (S)	22
10	13	<b>THE 4 SEASONS GOLD VAULT OF HITS</b> Phillips PFM 200-194 (M); PHS 400-194 (S)	11	60	56	<b>SEE WHAT TOMORROW BRINGS</b> Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	17	110	108	<b>KINGSMEN ON CAMPUS</b> Wand WDM 470 (M); WDS 470 (S)	17
11	11	<b>MY WORLD</b> Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	19	61	57	<b>HOW GREAT THOU ART</b> Kate Smith, RCA Victor LPM 3445 (M); LSP 3445 (S)	6	111	105	<b>GO AWAY FROM MY WORLD</b> Marlene Faithfull, London LN 2455 (M); LS 452 (S)	19
12	12	<b>THUNDERBALL</b> Soundtrack, United Artists UAL 4132 (M); UAS 5132 (S)	11	62	63	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	142	112	113	<b>JOAN BAEZ/5</b> Vanguard VRS 9160 (M); VSD 79160 (S)	66
13	20	<b>THE LONELY BULL</b> Herb Alpert & His Tijuana Brass, AAM LP 101 (M); SP 4101 (S)	37	63	60	<b>PAPA'S GOT A BRAND NEW BAG</b> James Brown, King 928 (M); (No Stereo)	24	113	99	<b>KEEP ON DANCING</b> Dentys, MGM E 4336 (M); SE 4336 (S)	10
14	14	<b>THE MIRACLES GOING TO A-GO-GO</b> Tamla T 267 (M); ST 267 (S)	13	64	68	<b>TIJUANA BRASS</b> Herb Alpert & The Tijuana Brass, AAM LP 102 (M); SP 4102 (S)	6	114	117	<b>FOR ANIMALS ONLY</b> Baja Marimba Band, AAM LP 113 (M); SP 4113 (S)	7
15	9	<b>DECEMBER'S CHILDREN</b> Righteous Brothers, Philips PHL 4009 (M); PHL 4009 (S)	11	65	61	<b>GOLDFINGER</b> Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	63	115	131	<b>THE TOYS SING "A LOVER'S CONCERTO" AND "ATTACK!"</b> DynaVoice LP 3002 (M); LP 9002 (S)	3
16	18	<b>SOUTH OF THE BORDER</b> Herb Alpert's Tijuana Brass, AAM LP 108 (M); SP 4108 (S)	33	66	66	<b>ON A CLEAR DAY YOU CAN SEE FOREVER</b> Original Cast, RCA Victor LOC 2006 (M); LSO 2006 (S)	11	116	139	<b>THE MAN FROM U.N.C.L.E.</b> Hugo Montenegro, RCA Victor LPM 3475 (M); LSP 3475 (S)	4
17	22	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	73	67	64	<b>ORGAN GRINDER SWING</b> Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	23	117	107	<b>THE DUCK</b> Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S)	3
18	15	<b>HOUSTON</b> Dean Martin, Reprise R 6181 (M); RS 6181 (S)	14	68	86	<b>JUST LIKE US!</b> Paul Revere & the Raiders, Columbia CL 2431 (M); CS 9231 (S)	3	118	107	<b>LOOKING THROUGH MY EYES OF LOVE</b> Gene Pitney, Mercury MGR 2009 (M); MRS 3069 (S)	23
19	23	<b>BACK TO BACK</b> Righteous Brothers, Philips PHL 4009 (M); PHL 4009 (S)	9	69	74	<b>KINKS KINKDOM</b> Reprise R 6184 (M); RS 6184 (S)	9	119	124	<b>MORE THEM FROM THE JAMES BOND THRILLERS</b> Roland Shaw Ork, London LN 2445 (M); LS 445 (S)	3
20	16	<b>OUT OF OUR HEADS</b> Rolling Stones, London LL 3429 (M); PS 429 (S)	39	70	80	<b>ONE HAS MY NAME</b> Barry Young, Dot DLP 3672 (M); DLP 25672 (S)	8	120	121	<b>BOOTS RANDOLPH'S YAKETY SAX</b> Monument MLP 8002 (M); MLP 18002 (S)	30
21	31	<b>TURN! TURN! TURN!</b> Byrds, Columbia CL 2454 (M); CS 9254 (S)	8	71	72	<b>DO YOU BELIEVE IN MAGIC</b> Laurie Spornoff, Kama Sutra KSP 8050 (M); KLS 8050 (S)	12	121	115	<b>LOVE SONGS—MEXICO'S A...</b> Tony Martin, Mercury MGR 2009 (M); MRS 3069 (S)	11
22	17	<b>HELP</b> Beatles, Capitol MAS 2386 (M); MAS 2386 (S)	26	72	69	<b>THE BEST OF THE RAMSEY LEWIS TRIO</b> Cadet CLP 755 (M); CLPS 755 (S)	16	122	125	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Righteous Brothers, Philips PHL 4007 (M); PHL 4007 (S)	57
23	21	<b>WELCOME TO THE LBJ RANCH</b> Various Artists, Capitol W 2422 (M); WS 2422 (S)	13	73	94	<b>THE MEN IN MY LITTLE GIRL'S LIFE</b> Mike Douglas, Epic T 24186 (M); BM 24186 (S)	4	123	118	<b>JUST ONCE IN MY LIFE</b> Righteous Brothers, Philips PHL 4008 (M); PHL 4008 (S)	39
24	19	<b>TEMPTIN'-TEMPTATIONS</b> Gordy G 914 (M); GS 914 (S)	13	74	75	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	385	124	127	<b>THE MAN OF LA MANCHA</b> Original Cast, RCA Victor LOC 2006 (M); LSO 2006 (S)	5
25	27	<b>SUPREMES LIVE AT THE COPA</b> Motown 636 (M); ST 636 (S)	15	75	76	<b>HERMAN'S HERMITS ON TOUR</b> MGM E 4295 (M); SE 4295 (S)	36	125	119	<b>MR. TAMBORINE MAN</b> Byrds, Columbia CL 2372 (M); CS 9172 (S)	35
26	24	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	72	76	88	<b>WORKING MY WAY BACK TO YOU 4 Seasons</b> Phillips PFM 200-201 (M); PHS 400-201 (S)	4	126	112	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN</b> Vladimir Horowitz, Columbia MZL 328 (M); MZS 728 (S)	31
27	39	<b>WHY IS THERE A FIRE?</b> Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	26	77	65	<b>ANIMAL TRACKS</b> Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	23	127	128	<b>NAT KING COLE AT THE SANDS</b> Capitol 2344 (M); ST 2344 (S)	1
28	28	<b>HIGHWAY 61 REVISITED</b> Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	21	78	103	<b>WHEN THE BOYS MEET THE GIRLS</b> Soundtrack, MGM E 4334 (M); SE 4334 (S)	4	128	130	<b>NO MATTER WHAT SHAPE (Your Stomach's In)</b> T-Boones, Liberty LP 3459 (M); LSP 7439 (S)	2
29	26	<b>MY NAME IS BARBRA</b> Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	40	79	83	<b>HERE THEY COME</b> Paul Revere & the Raiders, Columbia CL 2307 (M); CS 9107 (S)	25	129	137	<b>BOBBY VINTON SINGS SATIN PILLOWS AND CARELESS</b> Epic LN 24182 (M); BN 24182 (S)	2
30	38	<b>MY CHERIE</b> Al Martino, Capitol T 2362 (M); ST 2362 (S)	24	80	84	<b>BEATLES VI</b> Capitol T 2358 (M); ST 2358 (S)	35	130	136	<b>BEATLES '65</b> Capitol T 2320 (M); ST 2320 (S)	59
31	29	<b>THE VENTURES A-GO-GO</b> Dotlon BLP 2037 (M); BST 6037 (S)	22	81	73	<b>ALL I REALLY WANT TO DO</b> Rock, Imperial LP 9292 (M); LP 12292 (S)	23	131	133	<b>THE BEST OF JIM REEVES, VOL. II</b> RCA Victor LPM 3482 (M); LSP 3482 (S)	2
32	30	<b>BEACH BOYS PARTY</b> Capitol MAS 2398 (M); MAS 2398 (S)	13	82	77	<b>THE ROLLING STONES, NOW!</b> London LL 3420 (M); PS 420 (S)	49	132	101	<b>MANTOVANI OLE</b> Mantovani & His Orchestra, Philips PHL 4006 (M); PHL 4006 (S)	18
33	40	<b>WEDNESDAY MORNING, 3 A.M.</b> Simon & Garfunkel, Columbia CL 2422 (M); CS 9049 (S)	5	83	90	<b>THE BAROQUE BEATLES BOOK</b> Baroque Ensemble, Elektra EKL 306 (M); EKS 7306 (S)	11	133	106	<b>THE 4 SEASONS SING BIG HITS BY BURT BACHARACH... HAL DAVID... BOB DYLAN</b> Capitol 200-193 (M); PHS 400-193 (S)	10
34	32	<b>I LIKE IT LIKE THAT</b> Dave Clark Five, Epic LN 24178 (M); BN 24178 (S)	11	84	62	<b>YOU WERE ON MY MIND</b> We Five, AAM LP 111 (M); SP 4111 (S)	19	134	123	<b>THE PAUL BUTTERFIELD BLUES BAND</b> Elektra EKL 294 (M); EKS 7294 (S)	9
35	25	<b>THE FOUR TOPS SECOND ALBUM</b> Motown 634 (M); ST 634 (S)	15	85	89	<b>FAIRYTALES</b> Donovan, Hickory LP 127 (M); LPM 127 (S)	10	135	—	<b>THE SCREEN SCENE</b> Peter Nero, RCA Victor LPM 3496 (M); LSP 3496 (S)	1
36	33	<b>ROBERT GOULET ON BROADWAY</b> Columbia CL 2418 (M); CS 9218 (S)	11	86	92	<b>HERE I AM</b> Dionne Warwick, Scepter S31 (M); S 31 (S)	8	136	122	<b>GILT/GERBERTO</b> Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	90
37	35	<b>DEAR HEART</b> Barbra Streisand, Columbia CL 2338 (M); CS 9138 (S)	46	87	85	<b>SUMMER DAYS (And Summer Nights)</b> Beach Boys, Capitol T 2354 (M); ST 2354 (S)	31	137	140	<b>LIES</b> Knickerbockers, Challenge LP 422 (M); ST 622 (S)	2
38	37	<b>THE IN CROWD</b> Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S)	28	88	70	<b>MORE GENIUS OF JANKOWSKI!</b> Hoot Jankowski, Mercury MGR 2104 (M); ME 6104 (S)	12	138	132	<b>BOSS BEAT</b> Sandy Nelson, Imperial LP 9298 (M); LP 12298 (S)	7
39	40	<b>SINATRA '65</b> Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	34	89	120	<b>THE BEST OF THE ANIMALS</b> MGM E 4324 (M); SE 4324 (S)	2	139	138	<b>SKYSCRAPER</b> Original Cast, Capitol VAS 2422 (M); SVAS 2422 (S)	7
40	41	<b>MY KIND OF BROADWAY</b> Frank Sinatra, Reprise F 1015 (M); FS 1015 (S)	9	90	109	<b>WHERE THE ACTION IS!</b> Ventures, Dotlon BLP 2040 (M); BST 6040 (S)	2	140	144	<b>SILK 'N' BRASS</b> Jackie Gleason, Capitol W 2409 (M); SW 2409 (S)	3
41	50	<b>ZORBA THE GREEK</b> Soundtrack, 20th Century-Fox FTM 3167 (M); FTS 4167 (S)	43	91	116	<b>THEY'RE PLAYING OUR SONG</b> Al Hiatt, RCA Victor LPM 3492 (M); LSP 3492 (S)	2	141	146	<b>OUR TIME'S COMING</b> Dino, Dast & Billy, Reprise R 6194 (M); RS 6194 (S)	2
42	52	<b>PEOPLE</b> Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	73	92	87	<b>WHERE DID OUR LOVE GO</b> Supremes, Motown ME 421 (M); S 421 (S)	75	142	126	<b>THE SING ALONG WORLD OF TRINI LOPEZ</b> Reprise R 6185 (M); RS 6185 (S)	10
43	58	<b>MOON OVER NAPLES</b> Bill Williams, Dot DLP 3456 (M); DLP 25654 (S)	20	93	91	<b>JOHN GARY SINGS YOUR ALL-TIME FAVORITE SONGS</b> RCA Victor LPM 3411 (M); LSP 3411 (S)	17	143	145	<b>THE BEACH BOYS TODAY!</b> Capitol T 2269 (M); ST 2269 (S)	48
44	47	<b>HANG ON SLOOPY</b> McCoys, Bang BLP 212 (M); BLP 212 (S)	14	94	82	<b>THE GREAT RACE</b> Henry Mancini & His Orchestra, RCA Victor LPM 3402 (M); LSP 3402 (S)	21	144	128	<b>BUMPIN'</b> Wes Montgomery, Verve V 8625 (M); V6-8625 (S)	11
45	42	<b>MOM ALWAYS LIKED YOU BEST!</b> Smothers Brothers, Mercury MGR 21051 (M); SR 41051 (S)	19	95	96	<b>LOUIE LOUIE</b> Kingston, Wand 657 (M); (No Stereo)	110	145	147	<b>FROM BROADWAY WITH LOVE</b> Henry Wilson, Capitol T 2423 (M); ST 2423 (S)	3
46	44	<b>EVERYBODY LOVES A CLOWN</b> Gary Lewis & the Playboys, Liberty LSP 3428 (M); LST 7428 (S)	12	96	95	<b>TODAY'S GREAT HITS</b> Lawrence Welk, Dot DLP 3463 (M); DLP 25663 (S)	5	146	150	<b>FIVE O'CLOCK WORLD</b> Vogues, Co & Co LP 1320 (M); (No Stereo)	2
47	45	<b>LOOK AT US</b> Sonny & Cher, Atco 177 (M); SD 177 (S)	27	97	100	<b>THE SWEETHEART TREE</b> Johnny Mathis, Mercury MGR 21041 (M); ME 61041 (S)	17	147	148	<b>HEART! HERE!</b> Hollies, Imperial LP 9299 (M); LP 12299 (S)	2
48	57	<b>I GOT YOU (I Feel Good)</b> James Brown, King 946 (M); (No Stereo)	5	98	79	<b>IT AIN'T ME BABE</b> Tuffies, White Whale W 111 (M); S 111 (S)	17	148	149	<b>MORE HIT SOUNDS OF THE LETTERMAN</b> Capitol T 2428 (M); ST 2428 (S)	1
49	49	<b>THAT WAS THE WEEK THAT WAS</b> Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	16	99	67	<b>FAREWELL, ANGELINA</b> Joan Baez, Vanguard VRS 9200 (M); VSD 79200 (S)	18	149	—	<b>THE GOLDEN HITS OF LESLEY GORE</b> Mercury MG 21024 (M); SE 61024 (S)	22
50	46	<b>HAREM SCARUM</b> Evan Praeger, RCA Victor LPM 3468 (M); LSP 3468 (S)	15	100	—	—	—	150	—	—	—

## FOLK GUITARS



### DMI 120

Steel string guitar with mahogany back, sides and neck. Natural straight grain white spruce top with multiple striping around sound hole. Steel reinforced neck with pearl position markers and slotted head.

**\$17.95**

Suggested List Price

### DMI 121

Same as above with Nylon strings.

**\$18.95**

Suggested List Price



### DMI 122

Spanish guitar with steel strings. Back, sides and neck have a high gloss mahogany finish. Natural grain white spruce top with sunburst finish, pick guard, inlaid position markers, slotted head, steel reinforced neck. Elaborately decorated sound hole and large concert size.

**\$24.95**

Suggested List Price

### DMI 123

Same as above with Nylon strings.

**\$25.95**

Suggested List Price



### DMI 262

True western style steel string guitar with 14 fret steel reinforced neck. Simulated mother of pearl pick guard, heavy celluloid binding around top edge and sound hole. The ebony bridge which is both glued and bolted has an attractive celluloid inlay. Natural wood fingerboard. Highly polished, hand rubbed, sunburst finish.

**\$29.95**

Suggested List Price



### DMI 263

Western-Folk style guitar, grand concert size. Top quality hand rubbed Honduras mahogany back, sides and neck with natural straight grain spruce top. Celluloid binding inlaid on back and top edges and around sound hole. Shell celluloid guard plate. Bridge glued and bolted for added strength. Brass frets inlaid on oval, hand finished fingerboard.

**\$37.50**

Suggested List Price

## CLASSICAL GUITARS



### DMI 313

Nylon string classic guitar, grand concert size body and neck of choice cherry, finished in high gloss hand rubbed finish. Straight grain white spruce top, celluloid inlay around body. Inlaid fingerboard markers.

**\$32.50**

Suggested List Price



### DMI 319

Nylon string grand concert size classic guitar. Body of choice zebra striped hardwood. Mahogany neck, hand rubbed finish, straight grain white spruce top with inlay on sound hole, back and front edges of body. Ebony fingerboard with large inlaid pearl position markers.

**\$37.50**

Suggested List Price



### DMI 311

Grand concert size classic guitar. Select hardwood body and neck, hand rubbed mahogany finish. Special selected natural straight grain spruce top. Inlaid top and bottom edges, neck and sound hole. Natural rosewood fixed bridge with bone saddle and matching solid rosewood fingerboard.

**\$39.95**

Suggested List Price

## UKULELE



### DMI 431

This ukulele is all hardwood construction with a beautiful hand rubbed mahogany finish. Complete with metal pegs, nylon strings and plastic fingerboard. Designed to satisfy the most discriminate musician.

**\$5.95**

Suggested List Price



## ELECTRIC GUITARS

### DMI 201

This elegant double cutaway mahogany solid body electric guitar features six in a line precision tuning keys, genuine oval rosewood fingerboard with bound edges and pearl inlay position markers. Super sensitive pickup with adjustable magnetic poles, steel reinforced neck and adjustable metal bridge. All hardware, including pickguard, finished in high gloss chrome. Separate volume and tone controls.

**\$44.95**  
Suggested List Price



### DMI 202

This solid body guitar incorporates the same features as Model 201 but with the following additions: 2 super sensitive pickups with adjustable magnetic poles, separate volume controls for each pickup plus tone control. Individual organ type rocker switches for each pickup provides, at a touch, a complete change of tone.

**\$54.95**  
Suggested List Price



### DMI 205

This exceptional professional type electric guitar has all the features of Model 202 but has the added advantage of a smooth action vibrato.

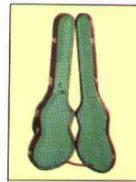
**\$59.95**  
Suggested List Price



### DMI 203

This modern, solid body electric guitar is hand finished in a warm sunburst effect showing the grain of the choice mahogany wood. Detachable steel reinforced neck of rock hard maple has solid rosewood fingerboard, pearl position markers, bound edges and 6 in line tuning keys. Three ultra sensitive pickups with adjustable magnetic poles, high gloss chrome hardware, 3 separate volume controls plus tone control, 3 selector switches for the ultimate in performance, plus a smooth action vibrato. Complete with hard shell carrying case.

**\$89.95**  
Suggested List Price



## BASS GUITARS



### DMI 300

Solid body four string electric bass. The ultimate in modern styling is found in the carved and bevel-edged hardwood body. Featuring a special bass pickup, which gives that true, deep bass tone and complete bass scale. The long neck has a genuine solid rosewood fingerboard with pearl inlay position markers. Complete with hard shell carrying case.

**\$99.95**  
Suggested List Price



### DMI 301

This double pickup four string electric bass is specially designed to meet the exacting requirements of the professional. The same features as Model 300. The two special design pickups can be controlled through the use of the two individual pickup selector switches which make possible a choice of full bass to lighter baritone response. The rosewood finger rest facilitates ease of playing. Both Decca electric basses have a highly polished, hand rubbed, lacquer finish. Complete with hard shell carrying case.

**\$119.95**  
Suggested List Price

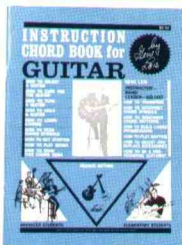
## ACCESSORIES



### DMA 600

A pure vinyl zipper bag, completely lined with green felt that accommodates all Decca acoustic guitars.

**\$5.95**  
Suggested List Price



### DMA 700

A complete instructional book for the guitar. This book will teach the basic chords as well as how to select a guitar, care for a guitar, tune a guitar, hold a guitar, play songs, adjust and replace accessories. Many, many other important facts are included in this very complete instructional book. A must for every beginner and advanced student.

**\$2.50**  
Suggested List Price

## AMPLIFIERS



### DMI 60

High Fidelity amplifier for undistorted, clear reproduction. Has 3 tubes plus 2 instrument input jacks. Volume control with On/Off switch. Overall size: 12 1/2" High x 15" Wide x 6" Deep. Control and attractive metal control panel are mounted on the top. Case covered in attractive lustrous Black with complementary Silver grill cloth. Individual unit weighs 7 lbs. Packed 6 to a master carton weighing approximately 50 lbs. Power output—2 watts 1-4"—1.0 oz. magnet speaker. U.L. Approved.

**\$31.95**  
Suggested List Price



### DMI 61

High Fidelity amplifier for big, concert hall sound. Has 3 tubes, volume and tone controls plus 3 instrument input jacks. Overall size: 14 1/2" High x 17" Wide x 8" Deep. Controls and attractive metal control panel are mounted on the top. Case covered in attractive lustrous Black with complementary Silver grill cloth. Individual unit weighs 8 1/2 lbs. Packed 4 to a master carton weighing approximately 40 lbs. Power output—2 watts 1-8"—2.15 oz. magnet speaker. U.L. Approved.

**\$41.95**  
Suggested List Price



### DMI 62

High Fidelity amplifier has 3 tubes, 2 instrument input jacks, 1 foot pedal input jack for Tremolo control. Separate Tone and Volume Controls plus separate Tremolo speed and Strength Controls. A total of 4 Controls. Overall size: 16" High x 19" Wide x 8" Deep. Controls and attractive metal control panel are mounted on the top. Case covered in attractive lustrous Black with complementary Silver grill cloth. Individual unit weighs 10 1/2 lbs. Packed 2 to a master carton weighing approximately 25 lbs. Power output—2.5 watts 1-8"—3.16 oz. magnet speaker. U.L. Approved.

**\$49.95**  
Suggested List Price

SEE FOLLOWING PAGE FOR YOUR NEAREST DECCA BRANCH!

**CONTACT THE LOCAL  
DECCA BRANCH  
IN YOUR AREA  
FOR THIS PLUS  
BUSINESS LINE:**

**New York, New York**  
J. McDonald, Mgr.  
445 Park Avenue  
212 PL 2-1600

**Baltimore, Maryland**  
E. Keelan, Mgr.  
291 Alexander Avenue  
301 FO 7-0710

**Boston, Massachusetts**  
A. Ross, Mgr.  
138 Ipswich Street  
617 CO 6-5110

**Fanwood, New Jersey**  
C. Lindroth, Mgr.  
31 Gere Place  
210 MI 2-3202

**Hamburg, New York**  
M. Bloom, Mgr.  
Shero Road—Route 2  
716 TL 2-8318

**Springfield, Massachusetts**  
H. Borrelli, Mgr.  
539 Dickinson Street  
413 CH 7-0330

**Camden, New Jersey**  
S. Passamano, Mgr.  
1722 Federal Street  
609-966-7111

**Cleveland, Ohio**  
B. Green, Mgr.  
746 West Superior Ave.  
216-621-9770

**Cincinnati, Ohio**  
C. W. Doherty, Mgr.  
Daylight Building, 6th & Court  
513 PA 1-4210

**Detroit, Michigan**  
M. De Filippo, Mgr.  
12730 Puritan Ave.  
313 DI 1-6040

**Indianapolis, Indiana**  
M. Taylor, Mgr.  
838 Broad Ripple Ave.  
317 CL 1-1732

**New Orleans, Louisiana**  
R. N. McCormick, V. P.  
517 Canal Street  
504 JA 2-1786

**Atlanta, Georgia**  
E. Russek, Mgr.  
156 Alexander Street N.W.  
404 JA 4-8428

**Dallas, Texas**  
C. E. McNabb, Mgr.  
139 Cole Street  
214 RI 2-3739

**Memphis, Tennessee**  
J. Brown, Mgr.  
741 Galloway Ave.  
901-527-4539

**Miami, Florida**  
B. Jones, Mgr.  
2452 N.W. 77th Terrace  
305-691-4816

**Chicago, Illinois**  
A. Weiner, Mgr.  
425 North Michigan Avenue  
312 DE 7-1100

**Greenfield, Wisconsin**  
B. Blie, Mgr.  
4404 South 80th Street  
414 BR 2-3370

**Minneapolis, Minnesota**  
O. Lowe, Mgr.  
1719 E. Hennepin Ave.  
612 FE 5-7681

**Kansas City, Missouri**  
C. Wayne, Mgr.  
2729 Gillham Road  
816 GR 1-4030

**Broomfield, Colorado**  
B. Eggers, Mgr.  
1250 West 8th Avenue  
303 IN 6-3449

**St. Louis, Missouri**  
M. Melton, Mgr.  
1923 Delmar Boulevard  
314 CE 1-6600

**Honolulu, Hawaii**  
L. C. Gilman  
345 Kamakee Street  
808-504-2111

**Los Angeles, California**  
L. Verzola, Mgr.  
6750 Santa Monica Blvd.  
213 HO 3-7126

**San Francisco, California**  
V. Cupples, Mgr.  
66 Dorman Avenue  
415 VA 4-0161

**Seattle, Washington**  
M. Nimon  
3131 Western Avenue  
206 AT 4-8060

**Charlotte, North Carolina**  
J. Voynow, Carol Dist.  
124 West Morehead Street  
704 ED 3-9457

# ALBUM REVIEWS (continued)



**POP SPOTLIGHT**  
**MAGNIFICENT MOVIE MUSIC**  
Original Soundtrack and Great New Themes. United Artists UAL 3476 (M); UAS 6476 (S)

A clever packaging idea with the top themes from original soundtracks. Such great film tunes as "Hallelujah Trail" and "The Sound of Music," coupled with performances by Ferrante and Teicher, LeRoy Holmes, Elmer Bernstein and John Barry provide an unbeatable sales and programming LP.



**POP SPOTLIGHT**  
**SOLID GOLD SOUL**  
Various Artists. Atlantic 8116 (M); SD 8116 (S)

The stars and the hit material speak for themselves in this package aimed at a high spot on the LP chart. Loaded with the golden hits of Solomon Burke, Joe Tex, Wilson Pickett, Otis Redding, James Brown and Ben E. King, this package has sales appeal for both the pop and r&b charts.



**POP SPOTLIGHT**  
**MISTY**  
Vibrations. Okeh OKM 12112 (M); OKS 14112 (S)

Now successful in both the pop and r&b markets, the quintet has a hot chart contender in this well diversified program. All in the standard vein of material, the boys excel with their hit "Misty" as well as "Gina" and "Tonight." Well performed, arranged and produced.



**POP SPOTLIGHT**  
**A STRING OF PEARLS**  
Bobby Hackett. Epic LN 24174 (M); BN 26174 (S)

The artistry of Hackett backed by a full swinging band and shimmering strings creates one of the best mood albums to come along in some time. Added support comes from the basis of the album, the songs made famous by Glenn Miller. "Adios" and "Rhapsody in Blue" are among the standouts in this highly compelling and chart-bound album, well produced by Manny Kellern and Bob Morgan.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### SPANISH EYES

Al Martino, Capitol T 2435 (M); ST 2435 (S)

#### HANG ON RAMSEY

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

#### SOUNDS OF SILENCE

Simon & Garfunkel, Columbia CL 2469 (M); CS 9269 (S)

### ★ NEW ACTION LP's

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

#### BALLADS OF THE GREEN BERETS . . .

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

#### DO HO—AGAIN . . .

Reprise R 6186 (M); RS 6186 (S)

#### PLAY GUITAR WITH THE

VENTURES, VOL 2 . . .  
Dalton BLP 16502 (M); (No Stereo)

#### MEET THE VOGUES . . .

Co & Ce LP 1229 (M); (No Stereo)

#### VILLAGE CALLER! . . .

Johnny Lytle, Riverside 480 (M); 9480 (S)

#### BEST OF THE LITTLE ANTHONY & THE IMPERIALS . . .

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

#### FOR THE "IN" CROWD . . .

Jack Jones, Kapp KL 1465 (M); KS 3465 (S)

#### MIMI HINES SINGS . . .

Decca DL 4709 (M); DL 74709 (S)

#### AN EVENING WASTED WITH TOM LEHRER . . .

Reprise R 6199 (M)

#### CRYING TIME . . .

Roy Charles, ABC-Paramount ABC 545 (M); ABCS 545 (S)

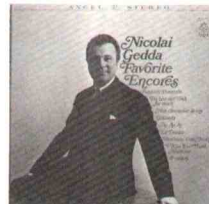


#### POP SPOTLIGHT

#### THE SHACKLEFORDS SING

Capitol T 2450 (M); ST 2450 (S)

The Shacklefords' sound has made its mark on the singles market with "Stranger in Your Town" and "Five High and Rising," so they've got a built-in audience ready for this LP. "Five Feet High" is included here as well as a number of other sides with hit potential.

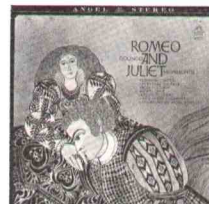


#### CLASSICAL SPOTLIGHT

#### FAVORITE ENCORES

Nicolai Gedda. Angel 36314 (M); S 36314 (S)

An outstanding package featuring the opera great on a collection of well-known selections. This one should prove to be commercially successful.



#### CLASSICAL SPOTLIGHT

#### GOUNOD: ROMEO AND JULIET HIGHLIGHTS

Corelli/Dedda/Dens. Angel 36287 (M); S 36287 (S)

All the ingredients of a strong seller are incorporated in this package, including popularity of repertoire and artists. This is further strengthened by the fact that performances and recording are top-flight.

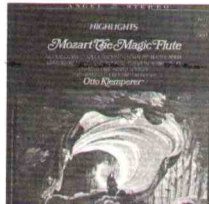


#### COUNTRY SPOTLIGHT

#### THE WILBURN BROTHERS SHOW

Wilburn Brothers & Various Artists. Decca DL 4721 (M); DL 74721 (S)

This exciting live performance album can't miss being a sales giant on the country chart. Opening with their hit single "It's Another World," the boys' show is enhanced by the appearance of Loretta Lynn and her performance of "The Home You're Tearin' Down" and the hilarious comedy of Harold Morrison. A truly entertaining Wilburn Brothers show that's a must.



#### CLASSICAL SPOTLIGHT

#### MOZART: THE MAGIC FLUTE HIGHLIGHTS

Otto Klemperer. Angel 36315 (M); S 36315 (S)

This sampling of the best known arias from the popular opera is certain to find a strong following. Its sales strength is further enhanced by the name appeal of the artists.



#### JAZZ SPOTLIGHT

#### STAN KENTON CONDUCTS THE LOS ANGELES NEO-PHONIC ORCHESTRA

Capitol MAS 2424 (M); SMAS 2424 (S)

The debut of Stan Kenton's Neophonic Orchestra in Los Angeles last summer attracted a lot of interest for its development of new trends in music. This set, containing highlights from the first season, carries that interest even further. The compositions are all contemporary, all loaded with musical excitement.

(Continued on page 46)

## ALBUM REVIEW POLICY

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



**A Mancini double feature**  
(31 "Oscar" winners in a new two-record album)



LPM/LSP-6013

**RCA VICTOR**

The most trusted name in sound

## German Firms Giving Big Play to Small-Fry Records

HAMBURG — An unusual record has just been released by Philips — "Der Letzte Mohikaner" from James Fenimore Cooper's Leatherstocking Tales. The disk has been produced in German, and it has proved to be a moppet hit.

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

Polydor has a new record series for children built around the adventures of "Robby and

Tobby." The flavor of these small-fry productions is suggested by the "Robby and Tobby" titles: "Robby and Tobby Bring Two Thieves to Justice"; "Robby Believes Himself Threatened by a Smuggler and Alarms the Airliner's Captain" and "Robby and Tobby Overpower a Bank Robber." Another Polydor platter, "Unfallwagen 4-Anton" demonstrates a life-saving action by police in a gas accident.

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

## 'All-Service' Label Bows

LONDON — Another British record label has been launched here with American-inspired techniques. The label, Strike, has been formed by Millwick Music chief, Lionel Segal, and his general manager, Jack Heath. It will be distributed by Decca's distribution subsidiary, Selecta.

Segal and Heath have previously produced independently and leased to RCA, ABC-Paramount and other labels. They had a British hit last year with the Sorrows' "Take A Heart."

The new company will not only record artists and publish much of its own material but also offer management and agency services to the artists. Release deal (not exclusive) have been arranged with Deutsche Vogue in Germany and Barclay in France, and a U. S. outlet

is being discussed with several American companies.

First releases next week (25) include a single, "That's Nice," by Neil Cristian, who was formerly with EMI, "Go Away" by Jackie Bond, and an instrumental "Italian Yenka," acquired from the Italian company, Tokyo.

Strike has signed musical director Ken Woodman, who was responsible for the backing on several of Sandie Shaw's records and many other hits. He will wax an instrumental LP for the label's first album release. Micki Dallon is producing several records for Strike starting with the Neil Cristian record.

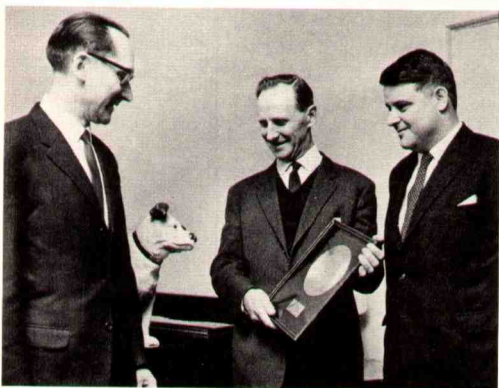
Operations are based at 43 Upper Berkeley Street, London, W.1.

## Powell Tapes Issued as LP

PARIS—Tapes privately recorded by pianist Bud Powell during his Paris trip have been issued as an album by Fontana as "Bud Powell at Home—Strictly Confidential."

The selections, part of a vast amount of material recorded at

home by French commercial artist Francis Paudras in 1962, when Bud was a house guest and enjoying one of the happier periods of his life, include such old Bud Powell favorites as "Cherokee," "All God's Children Got Rhythm" and "Thou Swell."



Ragnar Heger, center, managing director of the Heger Plastics pressing plant in Oslo, was presented a gold record—to celebrate his 50th birthday anniversary by E.M.I. Records of Norway. Steve Gottlieb, supervisor of E.M.I. Records of Norway, right, came in from London to make the presentation. At left is Hans Rø, general manager of Carl M. Iverson, E.M.I.'s Norwegian representative.

## PROFITS OF U.K. DECCA ZOOM

LONDON—Sir Edward Lewis, chairman of British Decca, has announced six months profits of \$5,300,000 for the current financial year, an increase of almost \$750,000. He upped the interim dividend from 10 to 11½ per cent, and Decca's shares rose approximately 20 cents on the results.

The key to Decca's leap seems to be the selling last year of its land radar business for \$11 million. There is no breakdown in the interim report on the record side of the business but Decca started the year poorly on singles with a three-week absence from the Top Ten.

## Ellington Band

• Continued from page 28

in each other's way. Despite the rhythmic problems, the band played well and got a storming reception.

But it was Ella who pulled the place down. She has never sung better. She was backed for some numbers by her trio of Jimmy Jones, piano, Gus Johnson, drums, and Joe Comfort, bass and for the others by the Ellington band, minus the rhythm section.

Both concerts were sellouts and two additional performances were fixed for Feb. 11. Jones finally left the band in Geneva and was planning to return to New York after a brief spell in Paris, to freelance. Woodyard joined Duke in Basel

## FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 28

Also outdoors, WBKB-TV's "American Swingaround" c&w show taped Mercury's **Roy Drusky** with RCA Victor's **Waylon Jennings** atop the State-Lake Building, Capitol's **Mary Taylor** on the sunny side of Marina City, host **Chris Lane** cut a special number with Mary in a studio. . . . Northwestern U. Waa-Mu grad, **Claiborne Cary**, opens Mister Kelly's Feb. 14. . . . **June** ("Crying in the Chapel") **Valli** and **Alan Sherman** will entertain boat buyers March 5-13 at McCormick Place.

**Larry Attebery**, lately of WBKB-TV, is producing a half-hour special on **Anita Bryant** for use on that station in the spring. . . . The Minneapolis Chamber of Commerce, women's division, is sponsoring a \$3,000 national contest for an original song about the town. . . . **Little Milton** comes to The Club Feb. 18. . . . Triangle Theatrical Productions' President **Frank Fried** (hot off his most successful year) will announce his "Summer of Stars 66" line-up in a few days. Gross receipts from this coming summer's series could hit \$1 million. . . . Public relations has been added to the sundry chores of **Linda Smith** at WSDM-FM. . . . That Scopitone video-juke box in Palmer's Pub grossed \$10,000 in quarters during 1965, someone told me. **RAY BRACK**

## HOLLYWOOD

Supreme Recordings custom division has produced an EP for free evangelist **Oral Roberts** for free distribution during the minister's national radio appeal in March. Supreme President **Paul Mickelson** acted as recording co-ordinator on the disk featuring the Oral Roberts University Choir. Mickel-



AT A RECENT RECEPTION IN London given by CBS for Gary Walker of the Walker Brothers, are, left to right: Maurice Oberstein, CBS director; Philip Solomons, Gary Walker; Stan West, CBS marketing manager, and Walter Sparksman, CBS sales manager.

## COMPLETES 16-DAY TOUR

## Arnold Digs U. K., Vice Versa

By ANDRE de VEKEY

LONDON — Country artist Eddy Arnold, who completes a 16-day visit to the U. K. on Feb. 14, guested on 10 of the top TV and radio shows here, which included BBC radio's "Saturday Club," "Top of the Pops," TV show, "Juke Box Jury," the "Eamon Andrews Show," the "Murray Cash" radio program, and "Pop Inn," BBC radio show with live audience.

Eddy taped eight songs for the BBC radio program "Music to Midnight," headed by David Jacobs.

As with many visiting U. S. artists, Arnold and manager Gerry Purcell were surprised at the impact of radio in the U. K.,

particularly at the wide coverage of BBC radio, where one program from London covers the entire country, reaching millions of listeners. "Quite a different situation in New York, for instance," says Arnold, "where 10 radio stations sectionalize the listening population."

With country music being what it is in the States, Eddy found it hard to understand why there was no program devoted entirely to country music, either on Radio Luxembourg or on BBC radio. The possible exception is the Murray Cash show, which is strongly oriented to country music. Purcell said he thought British radio "was more potent" than U. S. radio, and enjoyed the personal appearance slots on record programs, the live interviews and the shows which had a live audience, "something we do not have much of in the U. S." Arnold learned that Paul, one of the members of the Overlanders group, currently No. 1 on the U. K. charts with their "Michelle," is a great Arnold fan.

While visiting the U. K. Arnold talked with Bernard Ness, deputy managing director of RCA Great Britain. Arnold told Billboard he was so gratified with his reception here that he wants to come back again. It was Arnold's first U. K. visit.

along with the **Billy Preston** revue. British dancer was among the judges at a regional elimination contest for the rock 'n' roll band contest titled "Countdown U.S.A.," which concludes in August, with groups competing from the U. S. and foreign countries. **Charles Royal**, British promoter, is behind the rock band competition.

Singer **Jackie DeShannon**, a member of the Liberty Records family, married **Bud Dain**, national sales-promo manager for World Pacific Records, a Liberty subsidiary. **ELIOT TIEGEL**

## LONDON

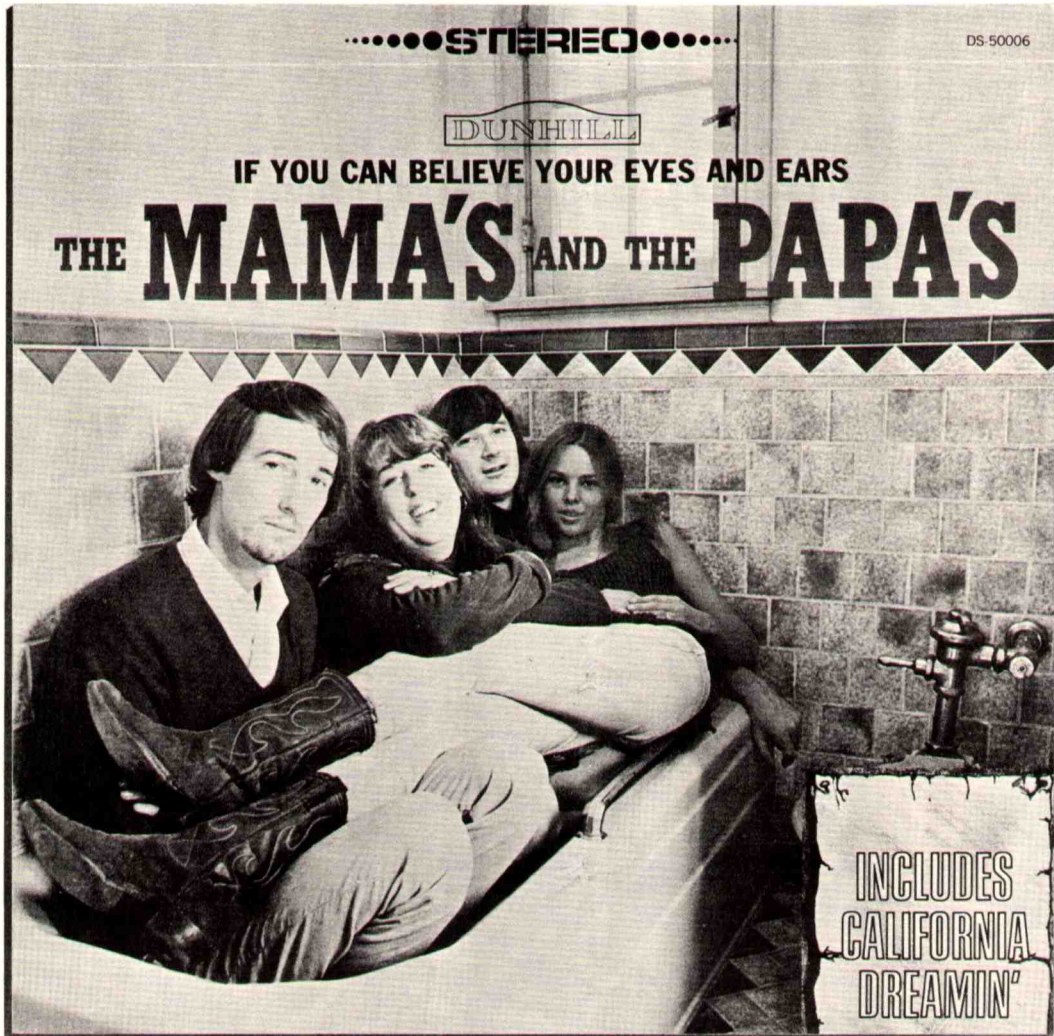
Because a surprise "Cover" of **Les Reed's** composition "To Make a Big Man Cry" by **Adam Faith** was rushed out by EMI (4), **Tom Jones'** recording of the same number was withdrawn from the following week's Decca schedule. So Jones will fly back to London after his "Ed Sullivan Show" appearance in New York on Sunday (13) to make a new single and will make three TV appearances to promote it before returning to New York Sunday (20) to film a **Sammy Davis** TV show. . . . **Tommy Steele** returns here March 19 after leaving. (Continued on page 38)

when answering ads . . .

Say You Saw It in Billboard

DUNHILL

**...and here it is**



.....STEREO.....

DS 50006

DUNHILL

IF YOU CAN BELIEVE YOUR EYES AND EARS

THE **MAMA'S** AND THE **PAPA'S**

INCLUDES  
CALIFORNIA  
DREAMIN'

(Exclusively Distributed by ABC-Paramount Records, Inc.)

**PRODUCED BY LOU ADLER**

FROM THE  
**MUSIC CAPITALS  
OF THE WORLD**

• Continued from page 36

ing the Broadway cast of "Half a Sixpence" and vacations for five weeks before filming the new Walt Disney screen musical "The Happiest Millionaire" in Hollywood. . . . Pye hosted a reception for Pat Boone. Dot issued a new Boone single, "Something About You," to coincide with his Palladium TV appearance. Dot hosted a party to welcome back Doris Troy. Decca staged a similar event to welcome the Animals to its roster. . . . A record box-office is predicted by promoter Arthur Howes for the three-week Gene Pitney-Len Barry tour opening here this week (12). Howes is equally excited about the prospects of his Roy Orbison-Walker Brothers-Lulu package, just signed to commence a four-week tour on March 25. An orchestra is being specially formed to accompany Roy and the Walkers. . . . Following Mervyn Solomon's visit to the U. S. to study rack-jobbing operations, the Solomon and Peres distribution set-up plans to adopt the method in Ireland with CBS product and is planning

a major push in hundreds of stores. Solomon and Peres will lose the Decca product when the company goes over to direct distribution soon but they have CBS exclusively in Northern Ireland. . . . CBS has rush-released an Andy Williams' single and launched major push on both sides—"May Each Day" and a vocal version of Bert Kaempfer's hit, "Bye Bye Blues." . . . After months of negotiations Gracie Fields has agreed to release an album of her songs in the EMI Paul Hamlyn Music for Pleasure series which retails at one-third the normal British LP price. . . . Beatles' manager Brian Epstein has signed another group, Tony Rivers and the Castaways, and switched them from EMI to Rolling Stones' manager Andrew Oldham's Immediate Records. . . . A Cyril Ornadel-Peter Callender composition, "A Man Without Love," will be Britain's entry in next month's Eurovision Song Contest. BBC-TV viewers selected it by vote from six entries sung by Kenneth McKellar in his series. The song is published by Skidmore Music.

CHRIS HUTCHINS

MILAN

Giuseppe Velona, Rifi international manager, announced agreement was reached with United Artists for distribution of their line in the United States, Canada-Ontario area, Great Britain, Australia and New Zealand. Mina, Rifi's leading artist, will score the soundtrack of a United Artists picture. . . . Distribution contract between Ricordi and CBS, regarding distribution of the CBS line in Italy, was not renewed. CBS artists the Minstrels and Chad & Jeremy were backed at the San Remo Festival by CGD. . . . Rifi issued eight cover records with

**EDIZIONI SIDET**  
is your active  
Italian publisher.  
Contact: Emanuele Daniele  
Piazzetta Paffari 4, Milano

songs from the San Remo Festival, under its pop pocket label. Such artists as Iva Zanicchi, Giorgio Gaber and Memo Remigi are performers. . . . The Rolling Stones recorded the Italian version of their hit "As Tears Go By" (Con Le Mie Lacrime) in London. . . . Sales picked up after the San Remo Festival for "Nessuno Mi Può Giudicare" by Gene Pitney (Musicor-CGD) and Caterina Caselli (CGD); "Dio Come Ti Amo" by Domenico Modugno (Curci) and Gigliola Cinquetti (CGD); "Il Ragazzo Della Via Gluck" by Adriano Celentano (Clan); and "Mai, Mai, Mai (Valentina)" by Pat Boone (Dot-Saar) and Giorgio Gaber (Rifi). Françoise Hardy of French Vogue, and Caterina Valente of Decca, will be singer of the "Il Ragazzo Della Via Gluck."

Gene Pitney will record the two songs performed at San Remo, "Nessuno Mi Può Giudicare" and "Lei Mi Aspetta," in French, English and German. . . . Pat Boone recorded "Mai, Mai, Mai (Valentina)" in English and German. . . . Adriano Celentano will record his "Il Ragazzo Della Via Gluck" in French and German. . . . Gigliola Cinquetti and Domenico Modugno will record "Dio, Come Ti Amo" in French. . . . Los Paraguayos recorded their San Remo song "Quando Vado Sulla Riva" in French, English, Spanish and German. . . . Iva Zanicchi, Rifi, recorded "La Notte Dell'Addio" and "Io Ti Darò Di Più" in French, to be performed on French television in Paris, as well as "La Notte Dell'Addio" in Spanish. . . . Mina, who deserted the San Remo event, recorded "Una Casa In Cima Al Mondo" and "Se Tu Non Fossi Qui" in Italian and Spanish. . . . Giorgio Gaber recorded "Mai, Mai, Mai (Valentina)" in Spanish and German. . . . Rifi issued an album with 12 numbers from San Remo Festival, simultaneously released by United Artists, U. S. A. and Great Britain; Disques Barclay, France; Discos Belter, Spain; and Philips, Japan. . . . Wilma Goich,



EDDY ARNOLD chats with Petula Clark during the "Top of the Pops" TV show.

Ricordi, recorded "In Un Fiore" in German. . . . Pat Boone bought sub-publishing rights of "Sara Che Sei Vicino" (Because You're Near Me) for his Spoonie Music Corp. GERMANO RUSCITTO

NEW YORK

Marvin Deane, artists relations director for Warner Bros. Records, became the father of a son, his second, on Feb. 5. . . . Erroll Garner is continuing along the college circuit with dates at Dade Junior College in Miami on Feb. 17 and Kent College in Ohio on Feb. 19. . . . Bobbi Martin, Coral Records artist, signed with the William Morris Agency. . . . The Un-Forgiven, Columbia Records group, held over at the Cinderella. . . . Mary Lou Ryhal appearing in the "Student Prince" at the Pabst Theatre in Milwaukee. . . . Bettye Vornhees, currently with the Cotton Club Revue at the Flamingo in Las Vegas, has recorded one of the show numbers, "Till My Heart," for Epic Records.

Bobby Vinton plays one-nighters at the New Paul State College (N. Y.) on Feb. 18 and the Concord Hotel on Feb. 21. . . . Singer Lucien Farrar on a five-month tour of the Far East. . . . Jazz pianist Bill Evans makes his Town Hall debut on Feb. 21. . . . Comedienne Joan Rivers will be guest speaker at Adelphi's Alumni Day ceremonies on Feb. 22. . . . Allan Sherman will do a concert tour of Europe in the spring. . . . Joe Petrone, who's been singing at Jilly's, signed a personal management contract with Monte Kay Artists. . . . Chris Starr goes into the Latin Quarter on March 1. . . . Anthony & the Imperials have been set by Premier Talent for spring dates at the Fontainebleau, Miami Beach, and the Latin Casino, Camden, N. J.

The Toys spent a week on the Coast for a series of TV appearances plugging their DynoVoice album, "The Toys Sing a 'Lover's Concerto' and Attack. . . . Christine Cooper is on a 30-city promotion tour for her Parkway disk, "S.O.S." . . . Bobby Rydell's manager, Frankie Day, is playing bass with the Jimmy Wisner Trio during Rydell's current trip to Vietnam. The troupe includes Philadelphia disk jockey George Woods (WDAS) and Go-Go girls Sandy Kane and Judy Lynn. . . . Mal Braveman's office handling public relations for Mitch Ryder & the Detroit Wheels. . . . Oscar Peterson set for Carnegie Hall concert March 4. . . . South Mountain Music has acquired the American publishing rights to the score from "A Study in Terror," an English film. . . . Jerry Vale signed to headline at the Roosevelt Hotel, New Orleans, for the second consecutive year—March 3-16. . . . Barry Green, Mark Fleischman, Rick Abbrevaya and Red Gilson have formed Westminster Management, an artist representation firm. . . . Donovan, folk singer from England, gives a concert at Carnegie Hall on Feb. 19 under

the sponsorship of Harold Leventhal. . . . Pianist Jaki Byard appearing nightly, except Monday, at the Top of Gate in Greenwich Village. . . . An independently made disk by Johnny Desmond has been picked up for release overseas by Polydor. . . . Jack Jones' ABC-TV special will be aired on April 5. . . . Ramsey Lewis concertizes at Philharmonic Hall on Feb. 22. MIKE GROSS

OSLO

A&R man Ivan Nordstrom of Skandinaviska Grammophon in Stockholm, the Swedish EMI representative, visited here this week with his singers, Marianne and Gunnar Wiklund. The artists participated in a TV program and a radio program. . . . Wiklund is best known here for his rendition of "I Love You Because" (Mest Av All). . . . Managing director of his independent record company, Arne Fr. Ellorsten, accompanied by A&R man Ivar Thørestsen, visited Stockholm this week. . . . They had talks with Cupol's managing director Helge Rundquist and Sweden Music's owner Stig Anderson. . . . Two German records constantly selling here in Norway, "Schwarze Rose Rosemarie," by Peter Kraus, and "Tanza Mit Mir in den Morgen," by Bodo Timber, both on Polydor, will now be pressed in Norway by Nord-Disc because the Germans stopped producing the platters. . . . "Tanse" (Midnight Tango) was on the Norwegian charts in three versions ago. . . . The French jazz-classical group, the Swingle Singers, founded by American Ward Swingle, will visit Oslo Feb. 23. . . . They feature the works of Bach, Vivaldi and others in jazz rhythms. . . . Local thrust Kirsti Sparboe may be the first Norwegian artist in two years to top the Top 10 here with her recording of "Hjem" (Home on the Range) on the Triola label. This week the record soared into No. 4. ESPEN ERICKSEN

PARIS

Promoting the new dance launched by Eddie Barclay at the end of last year, Barclay is releasing an Atlantic album of the McCoy's and the Strangeloves called "Dance the Monkiss." Another combined disk from Barclay, issued under Aristocrat license, features Fontella Bass singing "Recovery" and "Leave It in the Hands of Love," and 23-year-old Canadian singer Chantal Francois singing other Fontella Bass hits, "Rescue Me" ("Tu m'Oublie") and "Soul of the Man" ("L'Homme que l'on Aime") in French. . . . The Labrador song, "Pourquoi Je Chante" featured on the new RCA EP by Stella, is making a good impression. Other tracks are "La Fiemme," "T'achetes des Disques Americains" and "La Vieille Chanson d'Amour," all published by Labrador. . . . Pathe-Marconi has launched a new series of EP's called "Legend of the Blues," re-

(Continued on page 40)

SEE HOW BAD WE'RE DOING ON THE BRITISH MARKET—AND MARKETWISE THAT'S VERY, VERY BIG....

WE HAVE TO INVESTIGATE... HIRE A MARKET RESEARCH FIRM... FLY OUT A TEAM OF OUR GUYS TO TAKE A LOOK.... SET UP CONFERENCES, MAKE CONTACTS, LEARN, FACTS.

....BIQWISE IT'S BIG CHIEF!

....COSTWISE THAT'LL BE BIG BUT....

....RESERVATIONWISE IT'LL COST US PLENTY BUT....

....TIMewise IT'LL TAKE TIME CHIEF BUT....

STOP !!! WAIT !!! HOLD !!!

There is an easier way. Just take out a subscription to the RECORD RETAILER and MUSIC INDUSTRY NEWS.

The Record Retailer is the only trade newspaper serving the music industry in Great Britain. The paper has a circulation of over 7,000 subscriptions per week, 6,500 record dealers throughout the country form the bulk of our subscribers and are obviously the first and most important step in an advertising campaign to promote a recording and ensure that stocks are available to the consumer. The remainder of our subscribers consist of almost every D.J. and producer of note as well as every influential member of the recording business.

RECORD RETAILER, 27 JOHN ADAM STREET, LONDON WC2



British pop artist Twinkle visited Norway and participated in TV shows. She is lifted here by general manager Totto Johannessen of Nor-Disc, left, and composer and conductor Kjell Karlsen, who may write an original song for her for launching in Norway and Great Britain.

# THE TWO WORLDS OF KURT WEILL

MORTON GOULD AND HIS ORCHESTRA



## BERLIN

Mack the Knife  
Theme from "Mahagonny"  
Bilbao Song  
Marie Galante  
Polly's Song  
Surabaya Johnny

## NEW YORK

Mack the Knife  
Speak Low  
September Song  
Lost in the Stars  
Train to Johannesburg  
My Ship  
I Got a Marble and a Star



LM/LSC-2863

## A New Album with Worlds of Sales Appeal

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



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

**RCA Victor**  
The most trusted name in sound



FROM THE  
**MUSIC CAPITALS  
OF THE WORLD**

• Continued from page 38



**PINO DONAGGIO**  
UNA CASA  
IN CIMA AL  
MONDO  
DISCO COLUMBIA



**SAN  
REMO  
1966**



**RICHARD ANTHONY**  
NESSUNO  
DI VOI  
DISCO COLUMBIA



**VIC DANA**  
LA  
NOTTE  
DELL'ADDIO  
DISCO LIBERTY



**GIUSEPPE  
DI STEFANO**  
PER QUESTO  
VOGLIO TE  
DISCO VOCE



**P. J. PROBY**  
PER QUESTO  
VOGLIOTE  
DISCO LIBERTY

cordings from the Prestige-Bluesville catalog. First three disks feature **Memphis Slim, Sonny Terry and Otis Spann**. Others by **Lightnin' Hopkins, Curtis Jones, Big Joe Williams and Lonnie Johnson** will follow.

Sugar Music has acquired French rights of six of the songs featured in the San Remo Festival—"La Carta Vincente" (Gino Paoli-Riccardo), "Nessuno Mi Puo' Giudicare" (C. Caselli-Gigi Finley), "Mai, Mai, Mai" (Tony Renis-Pat Boone), "Io Ti Amo" (Plinio Maggi-Anna Marchetti), "Dio Come Ti Amo" (Modugno-G. Cinquetti) and "Il Ragazzo Della Via Gluck" (Adriano Celentano). The company has also acquired for France two other songs by Celentano: "La Festa," the current No. 1 in Italy and "E Voi Ballate." Celentano is shortly to record some of his hits in French. . . . Pathe-

Marconi has released a new **Sacha Distel** EP with four songs featured by the singer in his show at the Olympia Theater. . . . Decca will shortly release disks by the **Who** and **Len Barry**. . . . Britain's **Mike Cotton Sound** will make their record debut in France on the Festival label. . . . Following his big success on the TV show "Tetes de Bois et Tendres Annees" with "La Priere," singer-composer **Jean-Noel Michelet** has written and recorded a new song for Decca, "The Ballad of the Beatnik." . . . Editions Essex, now in new offices at 28, Boulevard Poissonniere, Paris, 9, have published the French version of the **Byrds'** No. 1 U.S. hit "Turn, Turn, Turn," with French lyrics by **Georges Aber**. The song has been recorded by **Sylvie Vartan** for RCA and for Barclay by **Gerard Melet**.

**Nancy Holloway's** latest EP for Decca includes a French adaptation of "Stop the Wedding." . . . New Tamla-Motown EPs from Pathe-Marconi include "I Hear a Symphony" by the **Toys**, "Something About You" by the **Four Tops** and "High Heel Sneakers" by **Stevie Wonder**. . . . **Pierre Vassiliu** has had to amend the lyrics of his latest song for Decca, "Ivanhoe," in which Ivanhoe calls up Robin Hood at Robin 12-33. The subscriber on the Paris number Robinson 12-33 was getting hundreds of calls, day and night. . . . **Dominique Walter** has recorded for A-Z "Ou Va La Chance," **Eddie Marnay's** adaptation for

Essex of the **Joan Baez** hit "There But for Fortune." . . . **Georges Jouvin** has recorded the **Rolling Stones'** hit "Satisfaction" for Pathe-Marconi. . . . **Marianne Faithfull** has recorded "Come Une Aube Nouvelle." **Hubert Wayaffe's** French adaptation of "Morning Sun" for Decca. . . . **Eileen's** latest on the A-Z label includes "Je Cherche Un Coin du Terre" and "Mon Frere le Poisson," both published by Essex. . . . **Jack Jones'** latest EP on Vogue includes the **Lennon-McCartney** number "And I Love Her" and his big hit "Love Bug." **MIKE HENNESSEY**

**SYDNEY**

The Federation of Broadcasting Stations has requested radio stations throughout the commonwealth to use their own discretion in playing the **Pete Sellers** version of "A Hard Day's Night." . . . **Jimmy Durante's** new single on Reprise, "One of Those Songs," is receiving heavy air exposure, and could quite easily become a hit. . . . **Jack Argent** of Leeds Music expects a hit from "Call Me." To date there are three versions on the market, by **Georgia Gibbs, Chris Montez**, and the **Village Stompers**. **Bob Cooley**, Philips a&r manager, reports his company is preparing an all-out promotion for the **Walker Brothers** single, "My Ship is Coming In" and their album "Take It Easy." . . . The Mercury single, "Play a Simple Melody," has proved a successful follow-up to "Walk in the Black Forest" by **Horst Jankowski**. . . . **Bert Kaempfert** and his Orchestra are receiving chart honors with two single hits, "Bye Bye Blues" and "Swingin' Safari," on the Philips label. . . . RCA offering dealers a free picture of **Elvis Presley** in each album of his latest soundtrack "Harem Scarem," scheduled for release in early February. . . . To introduce their latest c&w artist **Wayne Stevens**, EMI released a single featuring two cover versions, two c&w chart toppers "Sittin' on a Rock" c-w "Write Me a Picture." The original versions have not been released here to date.

**Buddy Williams**, top c&w RCA artist, recorded single and album material, before departing on a 12-month tour of Australia. While in town Williams signed RCA artist **Vic Taylor** to tour with his all-star Western Show. . . . Due to heavy airplay in Melbourne, Victoria EMI has reissued the single, "This Can't Be Love" by **Brenda & Johnny** on English Decca. . . . London Records has released the Sun Record "Original Sun Sounds of Johnny Cash" which is proving a great seller in country districts. . . . **Ray Brown & the Whippers** who had four chart toppers to their credit have issued a terrific version of the oldie, "Tennessee Waltz Song" on Leedon Records. New Zealand artist **Ray Columbus** who now resides here and who has completed a tour with **Herman's Hermits** and **Tom Jones**, has signed up with the new label, Spin Records. His first produced by **Pat Kipner** is titled "All Through Pride." . . . **Harry M. Miller's** next teen-age show to tour commencing here Feb. 18 will star the **Rolling Stones** and the **Searchers**. Other visiting artists scheduled for appearances here within the next few weeks include **Rolf Harris, Johnny Ray, Earl Grant** and **Shirley Bassey**. . . . The U. S. State Department is weighing in with \$120,000 towards the cost of the forthcoming tour of Australia by the **New York Philharmonic Orchestra** and **Leonard Bernstein**. **GEORGE HILDER**

to further boost the orchestra's 17 albums marketed under the London label. . . . Time and Life International will reportedly start to sell Deutsche Grammophon records by mail order after the pattern of what the publishing house is already doing in France, England and Australia. The initial package, "Home Classic Collection," contains 10 albums and is sold for 10,000 yen (about \$28) on five monthly installments. This is the fourth firm to enter into disk mail order business on the heels of Concert Hall Society, World Record Club and Reader's Digest Record Club in Japan.

**Masao Koga**, Japan's top popular music composer and president of the Japanese Popular Music Composers Society, attended the San Remo Festival to make a survey regarding a Japanese Song Festival in the future. The project is to hold a festival of songs composed by Japanese writers once every three or five years with the participation of several name artists from abroad. . . . The **Spiders**, one of the top Japanese electric guitar bands, closed a deal with Philips Records to tape disks for sale in the international markets through the label's affiliates. . . . **Milva** is expected to arrive from Italy March 16 on her second concert tour until the middle of April. . . . **Eduardo Falu**, Argentine folklorist and guitarist, arrived to fulfill the rest of his former engagement. He was forced to cancel his concerts and return home due to his mother's illness last time. . . . **Trio Los Galantes** of Mexico are here for debut performances in Japan. . . . Other talents slated to visit Japan shortly are **Jimmy Smith Trio**, April 1; **Modern Jazz Quartet**, Feb. 18; **Chico Hamilton Quartet**, March 4; and **Anita O'Day**, March 10. **J. FUKUNISHI**

**TORONTO**

**Gordon Lightfoot**, off on a two-week tour of one-nighters in the U.K. with **Ian and Sylvia**, hears that **George Hamilton IV** has recorded his "Early Morning Rain," and that **John D. Loudermilk** has recorded his new "Ballad of the Yarmouth Coast" and "Talkin' Silver Cloud Blues." . . . RCA Victor has a runaway Canadian hit with its "Clear the Track, Here Comes Shack," by **Douglas Rankine and the Secrets**. The rockin' ode to **Eddie Shack**, star forward of the Toronto Maple Leafs hockey team, sold out in its first day of release in Toronto's top stores, and Sam the Record Man reports it's the most-asked-for single since "Day Tripper." . . . **Herman's Hermits'** "Listen People" from the soundtrack LP, "When the Boys Meet the Girls," is getting so much airplay across the country that Quality Records has pressed a single of the cut solely for the convenience of radio stations, while still hopping MGM will release it as a single.

The city of Orillia, which turned away the summertime Mariposa Folk Festival because of rowdiness in the past, is now presenting the first Orillia Folk Festival (18 and 19) with such names as **Phil Ochs, Oscar Brand, Bonnie Dobson, Jim Kweskin and His Jug Band, Judy Roderick, Casey Anderson, Len Chandler**, the **Allen-Ward Trio**, **Allen McCrae, Michael Sherman, Jim and Jean, the Chambers Brothers, Guy Carawan, Charles O'Hegerty**, and **Len Udo**. Artistic director of the festival is **Syd Banks**, producer of the folk TV'er "Let's Sing Out," and also "Carl Smith's Country Music Hall." . . . CBC-TV's prestige "Festival" series profiles "The Blues" on Feb. 23 with a program featuring such names as **Sonny Terry and Brownie McGhee**, and **Muddy Waters** and his blues band, and more obscure blues artists **Booker White, Willie Dixon, James Cotton, Big Joe Williams** and **Mabel Hilary**. Producer is **Paddy Sampson**, whose shows invariably win rave reviews. . . . "While I'm Away," which is introducing **Bobby Curtola's** new sound and starting nicely across the country, was written by **CKWS Kings-ton deejay Brian Olney** with **Peter Beebe**, and it's in the top 10 on **CKWS**. **KIT MORGAN**

**BLUE NOTE Swings With 6 Great Albums**



LEE MORGAN THE RUMPROLLER BLP 4199



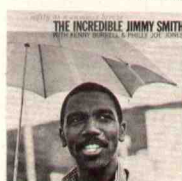
THE HORACE SILVER QUINTET PLUS J. J. JOHNSON THE CAPE VERDEAN BLUES BLP 4220



ORNNETTE COLEMAN LIVE AT THE "GOLDEN CIRCLE" STOCKHOLM BLP 4224



BIG JOHN PATTON OH BABY! BLP 4192



JIMMY SMITH SOFTLY AS A SUMMER BREEZE BLP 4200



STANLEY TURRENTINE JOYRIDE BLP 4201

**BLUE NOTE** WRITE FOR FREE CATALOG  
43 W. 61st St., New York, N. Y. 10023



## ARGENTINA

This Week	Last Week	*Denotes local origin
1	1	<b>AVEC</b> —Charles Aznavour (Spanish Version (Barclay); Frank Pourcel (Odeon); *Lucio Milena (Disc Jockey); *Elio Roca (Polydor)—Korn
2	3	<b>LA PLAYA</b> —Claude Chiari (Odeon); Aldo Perricone (RCA); *Nancy Liu (CBS); *Lucio Milena (Disc Jockey); *Dany Montano (Music Hall)—Korn
3	2	<b>HELP!</b> —The Beatles (Odeon); *Viola Rivas (RCA); *Los Baños (CBS)—Fermata
4	4	<b>UNA CUCARADA DE AZUCAR/TRABALENGUA</b> —The Ray Conniff Singers (CBS); *Los Supercalifragilisticos (Philips); Rita Pavone (RCA); *Leo Dan (CBS)
5	5	<b>UN SABOR A MIEL</b> —Herb Alpert y Los Tijuana Brass (Fermata); *Los Iracundinos (RCA); *Richard Davis (Microfon)—Korn
6	11	<b>LA LUNA Y EL MAR/RIO MAMORE</b> —Cuarteto Imperial (CBS)—Melograf
7	12	<b>SI TU NO FUERAS TAN LINDA</b> —Gianni Ferrio/Fred Bongusto (Fermata); Aldo Perricone (RCA)—Fermata
8	10	<b>LUNA LUNERA</b> —Eddy Gorme/Trio Los Panchos (CBS)—Edami
9	9	<b>UN BESO ES MUY POCO/SOLAS</b> —Minia (Fermata)—*Monica Lander (Music Hall)—Fermata
10	15	<b>AL LADO</b> —Paito Ortega (RCA)—Korn

## AUSTRALIA

This Week	Last Week	*Denotes local origin
1	1	<b>DAY TRIPPER</b> —The Beatles (Parlophone)—Leeds
2	—	<b>THE CARNIVAL IS OVER</b> —The Seekers (Columbia)—Chappells
3	—	<b>WHERE HAS LOVE GONE</b> —Charles Boyer (Stateside)—Chappells
4	3	<b>WOMEN</b> —*The Easybeats (Parlophone)—Albion
5	6	<b>A MUST TO AVOID</b> —Herman's Hermits (Columbia)
6	—	<b>SOME SUNDAY MORNING</b> —Wayne Newton (Capitol)—Chappells
7	9	<b>SPANISH EYES</b> —Al Martino (Capitol)—Belinda
8	2	<b>SOUNDS OF SILENCE</b> —Simon & Garfunkel (CBS)
9	—	<b>TENNESSEE WALTZ</b> —*Ray Brown & Whispers (Festival-Leedon)
10	—	<b>BARBARA ANN</b> —The Beach Boys (Capitol)

## BRITAIN

(Courtesy New Musical Express, London)

This Week	Last Week	*Denotes local origin
1	2	<b>MICHELLE</b> —*Overlanders (Pye)—Northern Songs
2	1	<b>KEEP ON RUNNIN'</b> —*Spencer Davis (Fontana)—Island Music
3	5	<b>LOVE'S JUST A BROKEN HEART</b> —*Cilla Black (Parlophone)—Belinda
4	3	<b>SPANISH FLEA</b> —Herb Alpert & the Tijuana Brass (Pye Int.)—Burlington
5	16	<b>THESE BOOTS ARE MADE FOR WALKIN'</b> —Nancy Sinatra (Reprise)—MCPS
6	10	<b>YOU WERE ON MY MIND</b> —*Crispian St. Peters (Decca)—Blossom Music
7	7	<b>A MUST TO AVOID</b> —Herman's Hermits (Columbia)—Dick James Music
8	8	<b>MY GIRL</b> —Otis Redding (Atlantic)—Belinda
9	4	<b>LET'S HANG ON</b> —Four Seasons (Philips)—Ardmore & Beechwood
10	5	<b>SECOND HAND ROSE</b> —Barbra Streisand (CBS)—Keith Prowse
11	20	<b>LIKE A BABY</b> —Len Barry (Brunswick)—Leeds Music
12	18	<b>MIRROR, MIRROR</b> —*Pinkerton's Assorted Cousins (Decca)—King Music
13	12	<b>MY SHIP IS COMING IN</b> —*Walker Brothers (Philips)—A. Schroeder
14	—	<b>TOMORROW</b> —*Sandie Shaw (Pye)—Glasgow
15	6	<b>DAY TRIPPER WE CAN WORK IT OUT</b> —*Beatles (Parlophone)—Northern Songs
16	11	<b>MICHELLE</b> —*David and Jonathan (Columbia)—Northern Songs

17	14	<b>THE RIVER</b> —*Ken Dodd (Columbia)—Peter Maurice
17	19	<b>A GROOVY KIND OF LOVE</b> —*Mindbenders (Fontana)—Screen Gems Columbia Music
19	8	<b>TILL THE END OF THE DAY</b> —*Kinks (Pye)—Belinda
20	27	<b>GIRL</b> —*St. Louis Union (Decca)—Northern Songs
20	—	<b>LITTLE BY LITTLE</b> —*Dusty Springfield (Philips)
22	17	<b>ENGLAND SWINGS</b> —Roger Miller (Chips)—Burlington
23	—	<b>CAN YOU PLEASE CRAWL OUT YOUR WINDOW</b> —*Bob Dylan (CBS)—Blossom
24	—	<b>THINK</b> —*Chris Farlowe (Imperial)—Mirage Music
25	13	<b>THE CARNIVAL IS OVER</b> —*Seekers (Columbia)—Springfield Music
26	25	<b>TAKE ME TO YOUR HEART AGAIN</b> —*Vince Hill (Columbia)—Noel Gay
27	22	<b>YOU MAKE IT MOVE</b> —*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn
28	—	<b>GIRL</b> —*Truth (Pye)—Northern Songs
29	—	<b>CRYIN' TIME</b> —Ray Charles (HMV)—London Music
30	—	<b>HAVE PITY ON THE BOY</b> —*Paul and Barry Ryan (Decca)—Donna Music

## CANADA

This Week	Last Week	
1	1	<b>MY LOVE</b> —Petula Clark (Warner Bros.)
2	2	<b>BARBARA ANN</b> —Beach Boys (Capitol)
3	9	<b>MY WORLD IS EMPTY WITHOUT YOU</b> —Supremes (Tamla-Motown)
4	5	<b>TELL ME WHY</b> —Elvis Presley (RCA Victor)
5	3	<b>A MUST TO AVOID</b> —Herman's Hermits (MGM)
6	8	<b>A WELL RESPECTED MAN</b> —Kinks (Reprise)
7	10	<b>UP TIGHT</b> —Stevie Wonder (Tamla-Motown)
8	6	<b>AS TEARS GO BY</b> —Rolling Stones (London)
9	—	<b>DID YOU EVER HAVE TO MAKE UP YOUR MIND</b> —Lovin' Spoonful (Kama Sutra)
10	—	<b>TJUANA TAXI/ZORBA THE GREEK</b> —Herb Alpert & the Tijuana Brass (Quality)

## DENMARK

This Week	Last Week	
1	2	<b>YESTERDAY MAN</b> —Chris Andrews (Decca)—Sweden Music
2	—	<b>STORKESPINGVANDET</b> —Caesa (Sonet)—Winkler
3	3	<b>YESTERDAY</b> —The Beatles (Odeon)—Multitone
4	1	<b>WE CAN WORK IT OUT</b> —The Beatles (Parlophone)—Multitone
5	4	<b>GET OFF OF MY CLOUD</b> —The Rolling Stones (Decca)—Essex
6	6	<b>HELP!</b> —The Beatles (Parlophone)—Essex
7	13	<b>THE CARNIVAL IS OVER</b> —The Seekers (Columbia)—Bens Music
8	10	<b>DONNA DONNA</b> —Donovan (Pye)—Trad.
9	21	<b>MY GENERATION</b> —The Who (Brunswick)
10	19	<b>IT'S MY LIFE</b> —The Animals (Columbia)—Screen Gems

## EIRE

This Week	Last Week	
1	1	<b>LOVELY LEITRIM</b> —Mighty Avons (King)
2	—	<b>OLD MAN TROUBLE</b> —Royal Blues (Parlophone)—Tin Pan Alley
3	4	<b>ACHING, BREAKING HEART</b> —Drifters (Pye)—Mecolico
4	2	<b>KEEP ON RUNNIN'</b> —Spencer Davis Group (Fontana)—Island
5	3	<b>THE RIVER</b> —Ken Dodd (Columbia)—A. Schroeder
6	6	<b>YOUNG LOVE</b> —Donie Collins Showband (Pye)—Cromwell
7	—	<b>ONE KISS</b> —Miami (Pye)—T.M. Music
8	—	<b>WIND ME UP</b> —Cliff Richard (Columbia)—Ardmore & Beechwood
9	—	<b>A MUST TO AVOID</b> —Herman's Hermits (Columbia)—Dick James
10	5	<b>DAY TRIPPER</b> —Beatles (Parlophone)—Northern Songs, Ltd.

## FLEMISH BELGIUM

This Week	Last Week	*Denotes local origin
1	1	<b>SING C'EST LA VIE</b> —Sonny & Cher (Atco)—Belindamusic
2	2	<b>LES MARIONNETTES</b> —Christophe (AZ)—Madeleine
3	3	<b>YESTERDAY MAN</b> —Chris Andrews (Vogue)—Eds. Bens
4	4	<b>LAAT JE HOEFD OP MIJN SCHOUDEUR</b> —*John Larry (Polydor)—Eds. Dancing
5	5	<b>DAY TRIPPER</b> —The Beatles (Parlophone)—Ag. Musicale
6	6	<b>I'M GONNA TAKE YOU THERE</b> —Dave Berry (Decca)—Eds. Francis-Day
7	7	<b>MON COEUR D'ATTACHE</b> —Enrico Macias (Pathe)—Ardmore & Beechwood
8	8	<b>J'AIME</b> —*Adamo (HMV)—Ardmore & Beechwood
9	9	<b>YESTERDAY</b> —The Beatles (Parlophone)—Ag. Musicale Intern.
10	10	<b>LE FOLKLORE AMERICAIN</b> —Sheila (Philips)

## FRANCE

This Week	Last Week	
1	7	<b>MICHELLE</b> —The Beatles (Odeon)—AMI
2	1	<b>LE FOLKLORE AMERICAIN</b> —Sheila (Philips)—Bagatelle
3	3	<b>LA BARBARA ANN</b> —Beach Boys (Capitol)—French Music
4	6	<b>POTEMKINE</b> —Jean Ferrat (Barclay)—Halleux
5	4	<b>MON COEUR D'ATTACHE</b> —Enrico Macias (Pathe)—Ardmore & Beechwood
6	5	<b>MEME SI TU REVENAIS</b> —Claude Francois (Philips)—Tutti
7	2	<b>LES MARIONNETTES</b> —Christophe (A.Z.)—Jacques Plante
8	9	<b>Z'AVES PAS VU MIRZA</b> —Nino Ferrer (Riviera)—Beuscher
9	—	<b>MONSIEUR CANNIBALE</b> —Sacha Distel (Voix de son Maître)—Prosats
10	8	<b>SING C'EST LA VIE</b> —Franck Alamo (Riviera)—Pigalle

## HONG KONG

This Week	Last Week	
1	1	<b>DAY TRIPPER</b> —The Beatles (Parlophone)
2	2	<b>TURN! TURN! TURN!</b> —The Byrds (CBS)—Music
3	3	<b>PUPPET ON A STRING</b> —Elvis Presley (RCA Victor)
4	1	<b>I FOUND A GIRL</b> —Jan and Dean (Liberty)
5	5	<b>LA BAMBAM</b> —The Ventures (Liberty)
6	10	<b>WIND ME UP</b> —Cliff Richard (Columbia)
7	6	<b>FIVE HUNDRED MILES</b> —Peter and Gordon (Columbia)
8	7	<b>FUN! FUN! FUN!</b> —The Beachboys (Capitol)
9	9	<b>THE CARNIVAL IS OVER</b> —The Seekers (Columbia)
10	8	<b>GET OFF OF MY CLOUD</b> —The Rolling Stones (British Decca)

## ITALY

This Week	Last Week	*Denotes local origin
1	1	<b>LEI</b> —Adamo (VdP)
2	3	<b>PER OLCHE DOLLARO IN PIU'</b> —*E. Morricone (RCA)
3	2	<b>LA CASA DEL SIGNORE</b> —*Bobby Solo (Ricordi)
4	5	<b>THUNDERBALL</b> —Tom Jones (Decca)
5	6	<b>STASERA CON TE</b> —*Rita Pavone (RCA)
6	4	<b>LA FESTA</b> —Adriano Celentano (Char)
7	8	<b>ORA O MAI PIU'</b> —*Mina (Ri Fi)
8	9	<b>SOLO TU</b> —*Rita Pavone (RCA)
9	7	<b>NON MI TENERE IL BRONCIO</b> —Adamo (VdP)
10	—	<b>DIO COME TI AMO</b> —*Domenico Modugno (Circi)
11	—	<b>UNA CASA IN CIMA AL MONDO</b> —*Pino Donaggio (Columbia)
12	—	<b>NESSUNO MI PUO' GIUDICARE</b> —*Gene Pitney (Musicor)
13	—	<b>IO TI DARO' DI PIU'</b> —*Ornella Vanoni (Ricordi)
14	—	<b>DIO COME TI AMO</b> —*Giogliola Cinquetti (CGD)
15	—	<b>ADESSO SI'</b> —*Sergio Endrigo (Cetra)

## JAPAN

This Week	Last Week	*Denotes local origin
1	1	<b>FUTARI NO SEKAI</b> —*Ishihara Yujiro (Teichiku)—JASRAC
2	2	<b>NAMIDA NO RENRAKUSEN</b> —*Miyako Harumi (Columbia)—JASRAC
3	3	<b>SAYONARAWA DANCE NO ATONI</b> —Baisho Chieko (King)—JASRAC
4	7	<b>DON'T LET ME BE MISUNDERSTOOD</b> —The Animals (Odeon)—Aberback Tokyo
5	5	<b>AKAI GLASS</b> —*Ai George & Shima Chinami (Teichiku)—JASRAC
6	6	<b>LA PLAYA</b> —Claude Clarti (Odeon); Greame Bartlett (Philips)—Toshiba
7	—	<b>TOKYO NAGAREMONO</b> —*Takekoshi Hiroko (King)—JASRAC
8	—	<b>KARELLA</b> —The Spotnicks (Polydor)—OMP
9	4	<b>SAKABA KOUTA</b> —Matsuyama Keiko (Toshiba)—JASRAC
10	9	<b>KOIGOKORO</b> —*Kishi Yoko (King)—Toshiba

## MALAYSIA

This Week	Last Week	*Denotes local origin
1	1	<b>WIND ME UP</b> —Cliff Richard (Columbia)
2	5	<b>WE CAN WORK IT OUT</b> —Beatles (Parlophone)
3	2	<b>HAPPY HAPPY BIRTHDAY, BABY</b> —*Naomi and the Boys (Philips)
4	3	<b>THE CARNIVAL IS OVER</b> —Seekers (Columbia)
5	4	<b>OVER AND OVER</b> —Dave Clark Five (Columbia)
6	7	<b>LOVE HAS GONE</b> —*The Quests (Columbia)
7	6	<b>GET OFF OF MY CLOUD</b> —Rolling Stones (Decca)
8	—	<b>A MUST TO AVOID</b> —Herman's Hermits (Columbia)
9	—	<b>WHAT'S NEW PUSSYCAT</b> —Tom Jones (Decca)
10	10	<b>YESTERDAY MAN</b> —Chris Andrews (Decca)

## MEXICO

This Week	Last Week	*Denotes local origin
1	1	<b>ES LUHYE</b> (Hang on Sloop)—*Los Johnny Jets (CBS)—Grever
2	2	<b>POR LAS CALLES DE MEXICO</b> —*Sonora Santanera (CBS)—Emmi
3	3	<b>MAZATLAN</b> —*Mike Laure (Musart)—Pham
4	4	<b>QUE VA (La mentira)</b> —*Javier Solis (CBS)—Mundo Musical—Campei
5	6	<b>TRUINFAMOS</b> —*Los Panchos (CBS)—Campei
6	7	<b>ZORBA'S DANCE</b> —Trio from Athens (Gamma)—Grever
7	5	<b>HELP!</b> —The Beatles (Capitol)—Pending
8	8	<b>LA MENTIRA</b> —*Pepe Jara (RCA)—Campei
9	9	<b>MARIA NO MAS</b> —Cliff Richard (Capitol)—Pending
10	—	<b>THE LAST ROUND UP</b> —Cliffie Stone (Capitol)—Pending

## NORWAY

This Week	Last Week	*Denotes local origin
1	1	<b>DAY TRIPPER</b> —Beatles (Parlophone)—Edition Lyche
2	8	<b>YOU WERE ON MY MIND</b> —Barry McGuire (RCA Victor)—Gehrmann
3	4	<b>HJEM (Home on the Range)</b> —*Kirsti Sparboe (Triola)—Bendixsen
4	2	<b>YESTERDAY</b> —Beatles (Parlophone)—Edition Lyche
5	3	<b>THE CARNIVAL IS OVER</b> —Seekers (Columbia)—Sweden Music/Stig Anderson
6	6	<b>IT'S MY LIFE</b> —Animals (Columbia)—Screen Gems/Stig Anderson
7	10	<b>TILL THE END OF THE DAY</b> —Kinks (Pye)—Kranmer Music
8	—	<b>MICHELLE</b> —Overlanders (Pye)—Edition Lyche
9	—	<b>A MUST TO AVOID</b> —Herman's Hermits (Columbia)—Sweden Music/Stig Anderson
10	5	<b>GET OFF OF MY CLOUD</b> —Rolling Stones (Decca)—Essex

## PHILIPPINES

This Week	Last Week	
1	2	<b>WOOLY BULLY</b> —Sam the Sham and the Pharaohs (MGM)—Mareco, Inc.
2	1	<b>WISHING IT WAS YOU</b> —Connie Francis (MGM)—Mareco, Inc.
3	3	<b>BALLA BALLA</b> —The Rainbows (CBS)—Mareco, Inc.
4	4	<b>MEMPHIS TENNESSEE</b> —Elvis Presley (RCA)—Filipinas Record Corp.
5	5	<b>LITTLE OLD LADY FROM PASADENA</b> —The Beach Boys (Capitol)—Mareco, Inc.
6	7	<b>MR. TAMBOURINE MAN</b> —The Byrds (CBS)—Mareco, Inc.
7	6	<b>DO RE MI</b> —Julie Andrews & the Children (RCA)—Filipinas Record Corp.
8	8	<b>PA-OO-MOW-MOW</b> —The Beach Boys (Capitol)—Mareco, Inc.
9	9	<b>LITTLE SPEEDY GONZALEZ</b> —The Astronauts (RCA)—Filipinas Record Corp.
10	—	<b>HANG ON SLOOPY</b> —The Newsbeats (Hickory)—Mareco, Inc.

## RIO DE JANEIRO

This Week	Last Week	
1	2	<b>QUERO QUE VA' TUDO PRO INFERNO</b> —*Roberto Carlos (CBS)
2	4	<b>HEL PASADENA</b> —Odeon
3	5	<b>QUERIDA</b> —*Jerry Adriani (CBS)
4	1	<b>IO CHE NON VIVO SENZA TE</b> —Richard Anthony (Odeon)
5	—	<b>PESCARIA</b> —*Erasmo Carlos (RGE)
6	—	<b>SCANDAL IN THE FAMILY</b> —Renato & Blue Caps (CBS)
7	3	<b>OH HOW I LOVE YOU</b> —SABIA AMAR—Jose Ricardo (RCA)
8	—	<b>ZORBA THE GREEK</b> —Dalida (RGE-Barclay)
9	8	<b>UM GRANDE AMOR</b> —*Jerry Adriani (CBS)
10	7	<b>IL SILENZIO</b> —Dalida (RGE-Barclay)

## SINGAPORE

This Week	Last Week	
1	2	<b>THUNDERBALL</b> —Tom Jones (Decca)
2	1	<b>WE CAN WORK IT OUT</b> —Beatles (Parlophone)
3	5	<b>A MUST TO AVOID</b> —Herman's Hermits (Columbia)
4	6	<b>MICHELLE</b> —Billy Vaughn Orchestra and Chorus (Dot)
5	7	<b>ONE HAS MY NAME</b> —Barry Young (Dot)
6	4	<b>ENGLAND SWINGS</b> —Roger Miller (Philips)
7	8	<b>THE WHOM</b> —Jackie Lee (Philips)
8	9	<b>TO WHOM IT CONCERNS</b> —Chris Andrews (Decca)
9	—	<b>I'VE GOT A WAY OF MY OWN</b> —Holly (Parlophone)
10	3	<b>WIND ME UP</b> —Cliff Richard (Columbia)

## SPAIN

This Week	Last Week	
1	5	<b>CAPRI C'EST FINI</b> —Herve Vilard (Fonogram)—Musica Sur
2	1	<b>YESTERDAY</b> —The Beatles (Voz)—Odeon
3	15	<b>ALINE</b> —Christophe (Hispavox)—Canciones Mundo
4	6	<b>HELP!</b> —The Beatles (Voz)—Odeon
5	11	<b>LITTLE DRUMMER BOY</b> —*Raphael (Hispavox)—Canciones Mundo
6	—	<b>CABRIOLA</b> —*Marisol (Zafiro)—Canciones Mundo
7	—	<b>TU PARA SIEMPRE</b> —*Luis Gardez (Zafiro)—Canciones Mundo
8	—	<b>EL OLE</b> —*Duo Dinamico (Voz)—Musica Sur
9	3	<b>TU ME DIJISTE ADIOS</b> —

# COUNTRY MUSIC

## Ambassador Expands C&W, Opens Nashville Office

NASHVILLE—Ronnie Page, member of the Rangers gospel group, announces that Ambassador Records of Newark, N. J., which has several specialty subsidiary labels, is expanding into country music.

Page has been retained on a salary basis by Ambassador and will be the firm's Nashville a&R chief.

Page said his first artist is Ray King, and his first single, "Another Mountain to Climb," is due next week. King is co-writer of the hit "Truck Drivin' Son of a Gun."

Page, who has produced many gospel albums for Ambassador's Scripture label, for which the Rangers also record, said Ambassador's country music production was limited before.

He said what they produced was cut in New York and now all country music product will be cut in Nashville.

Page opened an office in Faron Young's building at 1314 Pine. Page will also represent Kasen Music, a publishing firm owned by the New Jersey complex.

## C&W Shows Build Fund For Firemen

NASHVILLE—Moeller Talent, Inc., has booked a country music show for the Houston Coliseum, March 25-26, for the Houston Fire Department's Burial and Pension Fund. It makes the sixth year Moeller has packaged a show to benefit the fund.

Talent for this year's show will include Ray Price, Porter Wagoner, the Wilburn Brothers, Sonny James, Red Sovine, Loretta Lynn and Merle Travis.

W. E. Moeller, president of the talent agency, said the fire department fund had received a total of \$118,303.35 from the shows to date. The breakdown: 1961—\$18,533.15; 1962—\$17,654.62; 1963—\$25,369; 1964—\$27,701.90, and 1965—\$29,044.68.

Jack Andrews, Moeller vice-president, will go to Houston to give the show all-out promotion 10 days in advance.

## Van Dyke's Son Drowns

NASHVILLE — Ray Leroy Van Dyke, five, son of country music star LeRoy Van Dyke, fell behind the ice on a small lake and drowned. A playmate, Phillip Goodall, eight, was drowned in the same accident.

Van Dyke was playing an engagement in Chicago at the time of the drowning and flew home as soon as he was notified of the tragedy.

Mrs. Van Dyke was inside the house with the couple's four-month-old baby when the two boys, skidding about the ice, crashed through. A youth who had been watching ran and told Mrs. Van Dyke, who summoned a neighbor for help.

By the time the boys were pulled from the icy water, it was too late. Mouth-to-mouth respiration and efforts to revive them at the hospital failed.

## KROB Tops 10 Stations

ROBSTOWN, Tex. — Radio Station KROB, daytime which switched to an all-country music policy more than a year ago, reports the latest Pulse rating shows it is the No. 1 station in the area from 9 a.m. to 3 p.m. daily.

Program director Karl Lentz said KROB's audience is almost twice that of the second-rated station. KROB is one of 10 stations in the Corpus Christi metropolitan area. KROB deejays are Lentz, Jimmy Bell and Roy Bales.

## WRIGHT-WELLS BOOKED SOLID

NASHVILLE — Larry Moeller, vice-president of Moeller Talent, Inc., here, believes he has set some kind of booking record. During January, he booked the Johnny Wright-Kitty Wells package show for 168 appearances during the year. The bookings averaged about eight per work day. He expects to have the rest of the year filled in a few weeks.

## K-BUB

RENO-SPARKS  
NEVADA

1270 Kc. — 1,000 Watts

Since December 1, 1965 this station has been straight country music—the record library needs to be enlarged. Religious records are more than welcome.

All labels are requested to send discs to

## K-BUB

Country music is our  
business—All day  
every day

Box 1270

Sparks, Nevada, 89431

**Hierpe is coming!**



## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 2/19/66

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	5	WAITIN' IN YOUR WELFARE LINE Buck Owens, Capitol 5566 (Central Songs, BMI)	5	26	34	DEAR UNCLE SAM Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	3
2	1	GIDDYUP GO Red Sovine, Starday 737 (Starday, BMI)	14	27	27	BEFORE THE RING ON YOUR FINGER Turns Green Dottie West, RCA Victor 8702 (Acuff-Rose, BMI)	12
3	4	SNOWFLAKE Jim Reeves, RCA Victor 8719 (Open Road-Rondo, BMI)	7	28	30	A WOMAN HALF MY AGE Kitty Wells, Decca 31881 (Cramart, BMI)	3
4	3	TRUE LOVE'S A BLESSING Sonny James, Capitol 5536 (Marson, BMI)	11	29	24	MY DREAMS Faron Young, Mercury 72490 (Vanadore, BMI)	13
5	2	FLOWERS ON THE WALL Stallter Brothers, Columbia 43315 (Southwind, BMI)	22	30	31	I'D BETTER CALL THE LAW ON ME Hugh K. Lewis, Kapp 717 (Moss-Rose, BMI)	10
6	12	SKID ROW JOE Porter Wagoner, RCA Victor 8723 (Carreta, BMI)	9	31	48	TIPPY TOEING Harden Trio, Columbia 43463 (Window, BMI)	2
7	6	WHAT KINDA DEAL IS THIS Bill Carlisle, Hickory 1348 (Lonzo & Oscar, BMI)	11	32	41	IF YOU CAN'T BITE, DON'T GROWL Tommy Collins, Columbia 43489 (Seashell, BMI)	3
8	8	ENGLAND SWINGS Roger Miller, Smash 2010 (Tree, BMI)	14	33	25	BUCKAROO Buck Owens & His Buckaroos, Capitol 5517 (Bluebook, BMI)	17
9	10	SITTIN' ON A ROCK Warner Mack, Decca 31853 (Talent House, SESAC)	16	34	28	MORE THAN YESTERDAY Slim Whitman, Imperial 66130 (Maiden Fair/Cuculo, BMI)	17
10	7	BABY Wilma Burgess, Decca 31862 (Blue Echo, BMI)	11	35	38	I WISH Ernie Ashworth, Hickory 1358 (Acuff-Rose, BMI)	5
11	9	MAKE THE WORLD GO AWAY Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	20	36	36	NOBODY BUT A FOOL Connie Smith, RCA Victor 8746 (Stallion, BMI)	2
12	11	WHAT WE'RE FIGHTING FOR Dave Dudley, Mercury 72500 (New Keys, BMI)	14	37	50	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	2
13	13	WOMEN DO FUNNY THINGS TO ME Del Reeves, United Artists 949 (Window & Starday, BMI)	12	38	43	SOMEONE BEFORE ME Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	3
14	16	DON'T YOU EVER GET TIRED OF HURTING ME Ray Price, Columbia 43420 (Pamper, BMI)	13	39	35	THE GIRLS GET PRETTIER (Every Day) Hank Locklin, RCA Victor 8695 (Combine, BMI)	7
15	14	TAKE ME George Jones, Musicor 1117 (Glad, BMI)	16	40	—	COUNT ME OUT Marty Robbins, Columbia 43500 (Mariposa, BMI)	1
16	26	A BORN LOSER Don Gibson, RCA Victor 8732 (Acuff-Rose, BMI)	5	41	45	THE ONE ON THE RIGHT IS ON THE LEFT Johnny Cash, Columbia 43496 (Jack, BMI)	2
17	20	GOLDEN GUITAR Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	5	42	39	FIVE MILES FROM HOME Bob Luman, Hickory 1355 (Acuff-Rose, BMI)	4
18	18	I'VE CRIED A MILE Hank Snow, RCA Victor 8713 (Wilderness, BMI)	9	43	44	BOSTON JAIL Carl Belew, RCA Victor 8744 (4 Star Sales, BMI)	3
19	21	THE MEN IN MY LITTLE GIRL'S LIFE Archie Campbell, RCA Victor 8741 (Jewel, ASCAP)	5	44	46	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	2
20	32	ANITA, YOU'RE DREAMING Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	6	45	33	HAPPY TO BE WITH YOU Johnny Cash, Columbia 43420 (Copper Creek & Gallico, BMI)	14
21	17	THANK YOU MA'AM Ray Pillow, Capitol 5518 (Screen Gems-Columbia, BMI)	9	46	—	BALLAD OF THE GREEN BERTS S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	1
22	23	BABY AIN'T THAT FINE Gene Pitney & Melba Montgomery, Musicor 1125 (Blue Crest, BMI)	6	47	47	MEADOWGREEN Browns, RCA Victor 8714 (Tree, BMI)	3
23	15	YOU FINALLY SAID SOMETHING GOOD Charlie Louvin, Capitol 5550 (Regent, BMI)	10	48	—	YOU'RE DRIVING ME OUT OF MY MIND Norma Jean, RCA Victor 8720 (Papa Joe's, SESAC)	1
24	19	BOTTOM OF A MOUNTAIN Tex Williams, Boone 1036 (Pamper, BMI)	7	49	49	TEAR TALK Johnny Dollar, Columbia 43343 (Zanetti, BMI)	2
25	22	WRITE ME A PICTURE George Hamilton IV, RCA Victor 8690 (Harbot, SESAC)	12	50	—	I KNOW YOU'RE MARRIED Bill Anderson & Jan Howard, Decca 31884 (Lois, BMI)	1

## HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY for Week Ending 2/19/66

This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart
Billboard Award	1	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	20	11	11	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	27
2	2	BEHIND THE TEAR Sonny James, Capitol T 2415 (M); ST 2415 (S)	13	12	10	HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	5
3	3	THE OTHER WOMAN Ray Price, Columbia CL 2382 (M); CS 9182 (S)	21	13	13	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	22
4	5	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	14	14	15	GIDDYUP GO Red Sovine, Starday SLP 363 (M); (No Stereo)	3
5	4	CUTE 'N' COUNTRY Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	17	15	12	DOODLE-OO-DOO-DOO Del Reeves, United Artists UAL 3458 (M); UAS 6458 (S)	11
6	7	PRETTY MISS NORMA JEAN RCA Victor LPM 3449 (M); LSP 3449 (S)	7	16	17	MORE OF THAT GUITAR COUNTRY Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	20
7	8	HELLO VIETNAM Johnny Wright, Decca DL 4698 (M); DL 74698 (S)	9	17	20	THE MANY MOODS OF CHARLIE LOUVIN Capitol T 2437 (M); ST 2347 (S)	2
8	6	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca DL 4686 (M); DL 74686 (S)	9	18	16	THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE Dave Dudley, Mercury MG 21057 (M); SR 61057 (S)	3
9	9	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE "Little" Jimmy Dickens, Columbia CL 2442 (M); CS 9242 (S)	10	19	—	TOWN AND COUNTRY Flatt & Scruggs Columbia CL 2443 (M); CS 9243 (S)	1
10	19	FLOWERS ON THE WALL Stallter Brothers, Columbia CL 2449 (M)	2	20	—	FERLIN HUSKY SINGS THE SONGS OF MUSIC CITY, U. S. A. Capitol T 2439 (M); ST 2439 (S)	1

Announcing the New  
**BUCK OWENS**  
*\* Show \**



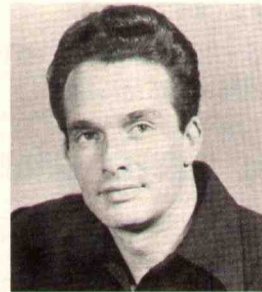
**BUCK OWENS AND THE BUCKAROOS**



**DICK CURLESS**  
 Voted most promising male  
 C&W artist of 1965.



**TOMMY COLLINS**  
 Latest hit is: "IF YOU CAN'T  
 BITE DON'T GROWL."



**MERLE HAGGARD**  
 Latest hit is: "THE GIRL  
 TURNED RIPE."



**BONNIE OWENS**  
 Latest single hit is:  
 "SOUVENIRS."



**KAY ADAMS**  
 Latest hit is: "ROLL OUT  
 THE RED CARPET."



**RED SIMPSON**  
 Latest hit is: "ROLL  
 TRUCK ROLL."

★ A COMPLETE 2½ HOUR SHOW ★

**BUCK OWENS' ...**

*Latest Single Hit:*

"WAITIN' IN YOUR WELFARE LINE" \*

*Latest Album Hit:*

"ROLL OUT THE RED CARPET"

**Bookings: JACK McFADDEN**

1904 Truxtun Ave., Suite 7, Bakersfield, Calif. 805-FA 7-7201 or 805-FA 7-1000

# NASHVILLE SCENE

By ELTON WHISENHUNT

**SNOW GLOW**—Country music get a warm reception in Erie, Pa., even though the thermometer was below zero and snow was piling up. It was Erie's biggest c&w show. There were 1,250 seats, but folding chairs were brought in to seat a crowd of 1,500. Featured were **Buddy Durham, Ethel Delaney** and **Her Buckeye Strings**, Deco artists; **WWVA "Jamboree's" Vandergrift Brothers** and others. Emcee was **Virge Brown**, country deejay on WGRP, Greenville, Pa.

Erie Chapter of the Pennsylvania Federation of Blind benefited.

**TOUR TOPICS**—**Buck Owens** and **His Backroads** will play the Pacific Northwest through February; Carnegie Hall, New York, March 25; Symphony Hall, Newark, N. J., March 26, and Brooklyn's Academy of Music March 27. . . . **Dick Flood** leaves March 26 for a three-month tour of the Far East, including Japan, Philippines, Okinawa, South Korea, South Vietnam and Hawaii. . . . **Chick Strippling**, Alexandria, Va., former "Grand Ole Opry" musician, will leave with the **Stanley Brothers** Feb. 27 for a four-week tour of England and Germany.

**TV TAPERS**—**Warner Mack** tapes for "The Jimmy Dean Show" this week, for airing next week. **Don Gibson** tapes next week, his third appearance on the show.

**CHART CHAT**—**Acuff-Rose** promoters are pushing **Sue Thompson's** "I'm Looking for a World" and **Johnny Ellledge's** "Pink Dally Rue." . . . **Teddy Bart**, vocalist on a local WSM radio show, has a single out on the Sincere label, "Rainy Streets" and "Sharpen My Feet." . . . **K-Art Records' Johnny Capps** reports **Onie Wheeler's** "Too Hot to Handle" is still moving and recently broke in San Diego, Calif.; Pittsburgh; Phoenix, Ariz., and Roanoke, Va. . . . **Johnny Dollar's** next for Columbia, out soon, will be "Stop the Start." Johnny was

in town the other day and dropped by for a visit. . . . **Dick Curless** and **Kay Adams** will cut a duet single next week for Tower Records. . . . **Anne Christine** has a clever one out titled "Kitty-Up Go."

**SHOW STOPPERS**—**X. Crosse's** "Festival of Music" plays Nashville this week (15). Features **Chet Atkins, Boots Randolph, Floyd Cramer**. . . . **Al Hirt** plays here Feb. 25. . . . Charities sponsored by Nashville Womans Club will benefit. . . . **Curley Gold** and **His Texas Tune Twisters** played to a good house recently at the Round Hill Golf and Country Club, Alamo, Calif.

**TOWN AND COUNTRY**—**Trio Los Panchos**, Columbia artists, guested on the "Grand Ole Opry" last week and recorded an album of Acuff-Rose songs. . . . Program director **Bill Benson**, of KXKW, Lafayette, La., reports "Just Around the Corner From the Blues," by **Larry Brasso** on Louisiana Records, is a local breaker. . . . **Hoyt Axton** has filmed a segment for the "I Dream of Jeannie" TV series. . . . Deejays may obtain copies of **Orville Couch's** new Monument single, "Permanent Wave" and "Down Where the Hurt Begins," from Sam Gibbs Orchestra Service, 2404 Holliday, Wichita Falls, Tex.

**HOPSCOTCH**—**Merle Kilgore** had his tonsils out last week and says he will be in shape to open next week (21) at the Black Poodle in Nashville's Printers Alley. . . . **DJ Lee Hudson**, of KYCA, Prescott, Ariz., needs old and new c&w disks. . . . **Buddy Records**, of Marshall, Tex., has signed **Jim Hadley** to a long-term contract.

Deejays can get copies of **Johnny Dollar's** latest from Johnny Dollar, 3003 Claire Avenue, Apt. 203, Suitland, Md.

**WHAT'S THIS?**—**Freeman Roach**, former deejay on CJCB, Fredericton, Canada, writes he now hosts "Roach's Ranch" from 4 to 6 p.m. daily on CJCB, Sydney, Nova Scotia. He said: "I invite any artist or anyone connected with country music to call me collect on the show any time. The number is 564-5596, area code 902."

## C&W Album Recorded by Mexican Trio

**NASHVILLE**—**Trio Los Panchos**, of Mexico City, which has recorded for Columbia 21 years, cut an album of country music standards in Spanish here last week. It was their first session in Nashville. The group is an international favorite and has recorded and appeared in most of the free world, including South America, Japan and the Philippines.

**Don Law**, Columbia's chief country music a&r director, said the group is one of the biggest sellers of Latin American music in the world. They have recorded almost 100 albums in their career and sold many millions of records all over the world.

Their album here consisted of mostly Acuff-Rose songs. **Gov. Frank Clement** of Tennessee, in a ceremony in his office, made the trio honorary citizens of the State. Following this, Acuff-Rose hosted a luncheon in their honor.

The trio was accompanied to Nashville by **Nat Shapiro**, of New York, director of Columbia's international publishing division. He also served as interpreter.

## Helms Signs With Neal

**NASHVILLE**—**Bobby Helms**, Kapp Records artist, has signed for bookings with the **Bob Neal Agency**. On other artists he books, Neal reported:

**Sonny James** will be in New York this week for negotiations

## YESTERYEAR'S COUNTRY HITS

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

### COUNTRY SINGLES— 5 Years Ago February 20, 1961

1. On the Wings of a Dove, **Ferlin Husky, Capitol**
2. Window Up Above, **George Jones, Mercury**
3. I Missed Me, **Jim Reeves, RCA Victor**
4. North to Alaska, **Johnny Horton, Columbia**
5. Don't Worry (Like All the Other Times), **Marty Robbins, Columbia**
6. My Last Date (With You), **Skeeter Davis, RCA Victor**
7. Fallen Angel, **Webb Pierce, Decca**
8. Foolin' Around, **Buck Owens, Capitol**
9. I'll Have Another Cup of Coffee, **Claude Gray, Mercury**
10. Loving You, **Bob Gallion, Hickory**

### COUNTRY SINGLES— 10 Years Ago February 18, 1956

1. Sixteen Tons, **Tennessee Ernie, Capitol**
2. I Forgot to Remember to Forget, **Elvis Presley, RCA Victor-Sun**
3. Love, Love, Love, **Webb Pierce, Decca**
4. Why, Baby Why? **Red Sovine & Porter Wagoner, RCA Victor**
5. Eat, Drink and Be Merry, **Porter Wagoner, RCA Victor**
6. I Don't Believe You've Met My Baby, **Louvin Brothers, Capitol**
7. I Feel Like Cryin', **Carl Smith, Columbia**
8. You and Me, **Red Foley & Kitty Wells, Decca**
9. These Hands, **Hank Snow, RCA Victor**
10. Folsom Prison Blues, **Johnny Cash, Sun**

## Big Event in Sovine's Life



**BIGGEST YET**—Red Sovine (left) and Larry Moeller, vice-president of Moeller Talent, Inc., admire Sovine's plaque presented by Billboard for his No. 1 single, "Giddyup Go," biggest hit of Sovine's career.

## Gibson Sets P.A. Record

**KNOXVILLE**—**Don Gibson** was honored in his hometown last week with a special "Don Gibson Night," which broke attendance records for any kind of show here and snarled traffic for hours.

Ten thousand filled Municipal Auditorium and hundreds were turned away. **Ray Charles** had previously held the record.

**Gibson**, who starred in the big country music show promoted by Station WIVK, was presented a citation by **Bob Clement** on behalf of his father,

**Gov. Frank Clement**, for his many contributions to country music.

Gibson was also presented a key to the city by Knoxville officials. **Chet Atkins**, **RCA's** Nashville a&r chief, also presented Gibson a guitar and a citation on hits Gibson has had on **RCA Victor** in the past 10 years.

**Wesley Rose**, president of **Acuff-Rose Publications, Inc.**, for whom Gibson is an exclusive writer, also attended and made a speech honoring Gibson.

## Curless Signs With OMAC

**BAKERSFIELD, Calif.**—**Dick Curless**, a country music favorite in New England, has moved his base of operations to the West Coast.

**Curless**, of Bangor, Me., has signed for booking with the **OMAC Artist Corporation** of Bakersfield, agency formed recently by **Buck Owens** and his manager, **Jack McFadden**. **OMAC** is currently promoting "The Buck Owens American Music Show," a package star-

ting Owens. **Curless** will appear frequently on the show.

**Curless** has had chart action on several hits on **Tower Records** the past two years, including "A Tombstone Every Mile," "Six Times a Day," "Tater Raisin' Man" and "Travelin' Man."



**DICK CURLESS**

**Hierpe is coming!**

## 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.

This easy reference Guide will be of great value to the performer, placing at his disposal the names, addresses and telephone numbers of all those interested in booking talent.

Acts and agents will want to define their specialty in an informational ad to attract the talent buyer.

Reserve your copy of the Theatrical Variety Guide. Information on advertising rates and space available may be obtained by completing the form below. Time is short! Deadline for copy is March 15, 1966. Additional information is also available in all A.G.V.A. branch offices.

**THEATRICAL VARIETY NEWSLETTER** is a description availability listing of artists who are looking for bookings, will be circulated via first-class mail every two weeks to all agents and many private concerns who have an interest in buying talent.

If you are tired of large postage expenses and unprofitable calls, pounding the pavement and time-consuming office visits, then you need this advertising service. The cost of a personal mailing to all franchised A. G. V. A. agents alone would cover almost 6 months of Newsletter advertising.

The Newsletter will be in the hands of countless talent buyers. We invite you to advertise, placing your name before the people who are interested in you as an artist. You will wish to list all pertinent data—description of the act, important credits, current appearance, available dates, agent or personal manager, address and telephone number.

Submit your copy and reserve advertising space in the coming issues.

### Subscription Form & Advertising Request

Please send \_\_\_\_\_ copy(s) of the Theatrical Variety Guide at \$5 per copy. (Canadian and Foreign—\$1.00 additional—State tax when applicable.)

Please rush advertising rates for the Guide.

Enclosed find photo and advertising copy for Theatrical Variety Newsletter at a charge of \$15 per month. (Additional cut charge of \$7.50 for photo on first entry.)

Subscription to Theatrical Variety Newsletter at \$9 per year. Find check enclosed in the amount of \_\_\_\_\_.

Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_ Phone \_\_\_\_\_

**THEATRICAL VARIETY PUBLICATIONS, INC.**

6363 Wilshire Blvd., Los Angeles, California 90048 (213) 651-0040

# CLASSICAL MUSIC

## Pickwick Intl.'s 'Name Policy' Burgeoning Budget Lines' Sales

NEW YORK — Economy-minded classical record buyers have been keeping sales on a constant upswing for Pickwick International. According to Cy Leslie, president of Pickwick, while the demand for classical product in the economy-price range (\$1.98 list) has been growing steadily, the 99-cent classical market has all but evaporated.

At present, Pickwick-33 classical series numbers 15 titles (expected to double shortly) featuring name talent and war-horse repertoire. Both these facets are important, says Leslie. "Name value is always of top priority in sales," he says, "and we've found that it pays to avoid the esoteric and stick with the most popular works."

The Pickwick-33 classical packages are all from Capitol and include such names as William Steinberg and the Pittsburgh Symphony, Eric Leinsdorf conducting both the Los Angeles Symphony and the Philharmonia Orchestra, and Vladimir Golschmann and the St. Louis Symphony. Among the prominent works highlighted are the best known compositions from the catalogs of Tchaikovsky, Beethoven, Mozart, Schubert, Brahms and Franck, among others.

### A Ready Market

In England, the firm's two-year old British affiliate Pickwick International of Great Britain, Ltd., has also found a ready market for classical product, which it markets through its Allegro label. The Allegro classical line has played a major role in the successful launching of the firm there. European recordings form the backbone of this line and while, as in the U. S., the better known repertoire is stressed, a strong market also exists for some of the more specialized and esoteric titles.

The Allegro line is also being marketed in the U. S., having been introduced here a little over a year ago. The 25 current packages were brought to market at a \$1.98 list price at about the same time that the 99-cent classical LP on such labels as Design and Grand Prix was seen to be having less and less impact.

Leslie's theory is that the packages have to sell themselves. He said, "If you're selling something for a lower price than people are used to, you have to convince them on eye contact, that they're not buying something that's cheap and mediocre. If the package should look inferior to the other regular-priced ones, you've lost the sale. Your only chance is to intrigue your customer to the point where he's not thinking about price, but about values. If you prove to him that you

can care enough about your own product, by the way you package it, he's going to believe the truth, that he's getting real value."

An indication of the importance that Leslie and his staff attach to classics is the fact that they will devote considerable time to discussing their two classical lines in their meeting with the nation's top rack jobbers during the forthcoming NARM (National Association of Record Merchandisers) Convention in Miami Beach next month.

## DGG Enters Battle For 'Curtain' Artists

By OMER ANDERSON

HAMBURG — Deutsche Grammophon has joined the scramble for Iron Curtain recording artists.

Grammophon's entry in the Iron Curtain platter sweepstakes is Gounod's St. Cecilia Mass, one of the major works of French Grammophon with the Czech Philharmonic Orchestra and the Czech Singers' Choir. Soloists are Irmgard Seefried, Gerhard Stolze and Hermann Uhde.

The Gounod masterwork plants Grammophon squarely in the hot German disk firms competition for Iron Curtain artists and repertoire. Moreover, it complicates efforts by certain of Grammophon's competitors to claim primacy in this particular facet of Communist interpretation of the classics.

Igor Markevitch, a Russian emigre conductor living in Paris, recently flew to Moscow to produce the first disk with Soviet artists. Markevitch used 120 singers from the Bolshoi in recording Verdi's Requiem. Philips

is distributing the Markevitch-Bolshoi Requiem.

Meanwhile, the West German firm of Willy Motz has been beating the drums for the Czech Supraphon label, exclusive distribution rights to which the Motz firm disposes. Now, Grammophon has released the Gounod disk, thereby demolishing any claims to exclusivity built on either Markevitch or Czech artists via Supraphon releases. The Communists, in fact, are demonstrating shrewd capitalistic initiative in exploiting the Western market for all that the traffic in Communist classical will bear.

Grammophon's access to Markevitch and top Czech classical recording artists has a parallel in Ariola's success in challenging the exclusive position which Electrola was believed to have with a number of top Soviet artists. Ariola was able to circumvent whatever exclusivity Electrola appeared to have in the Soviet artist area by acquiring the repertory of Melodia, the Soviet state disk firm.

## Wm. Morris Widens Scale

NEW YORK — With the signing of concert pianist Alexander Brailowsky, the Concert and Special Attractions Division of the William Morris Agency intends to broaden its representa-

tion to encompass the entire range of musical concert.

This is the program being fostered by Klaus Kolmar, director of the division headquartered in New York, which is concentrating on adding a select but limited group of top classical artists to the agency's roster. Scheduled for the 1966-1967 season, under the William Morris banner for national tours, are Finnish basso Martti Talvala, the National Orchestra of Belgium conducted by Andre Clutens, and La Venice Opera Co. from Venice.

The concert division intends to limit its representation in this field in order to provide close personal attention to servicing artists, tour bookings and engagements in TV and other entertainment media. Representatives of the division are presently covering all major recitals in New York and elsewhere, reports Kolmar, to obtain representation of "no more than a half-dozen artists with substantial classical prestige."

The division currently represents Jose Greco & Co., Ferrante and Teicher, Charles Montoya, Fred Waring and the Pennsylvanians, Maurice Chevalier, Earl Wrightson and Lois Hunt.

## BEST SELLING CLASSICAL LP'S

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

### OPERA, VOCAL AND CHORUS

This Week

- PUCCINI**—La Boheme; Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M).
- HANDEL**—Messiah; Schwarzkopf; Hoffman, Gedda, Hines, Phil. Orch. & Cho. (Klemperer): Angel (3-12") S 3657 (S), 3657 (M).
- PRESENTING MONTSERRAT CABALLE-BELLINI AND DONIZETTI ARIAS**: RCA Victor LSC 2868 (S), LM 2868 (M).
- BERG**—Wozzeck; Lear, Fischer-Dieskau, Wunderlich, Berlin German Op. (Bohm): D.G.G. (2-12") 138991/2 (S), 18991/2 (M).
- OFFENBACH**—Tales of Hoffman; Gedda, Di Angelo, Schwarzkopf, De Los Angeles, London, Blanc, Benoit, Paris Conservatory Orch., Ducloux Cho. (Cluytens): Angel (3-12") S 3667 (S), 3667 (M).
- WAGNER**—Götterdämmerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), 4604 (M).
- SCHOENBERG**—Curre-Lieder; Borkh, Topper, Eugen, Fiedler, Schachtlschneider, Bavarian Radio Orch. & Cho. (Kubelik): D.G.G. (2-12") 138984/5 (S), 18984/5 (M).
- MIRELLA FRENI-OPERATIC ARIAS**: Angel S 36268 (S), 36268 (M).
- VERDI**—La Forza del Destino; Price, Tucker, Merrill, Tozzi, RCA Ital. Op. Orch. (Schippers): RCA Victor (4-12") LSC 6413 (S), LM 6413 (M).
- BERLIOZ**—Les Troyens; Crespin, Chauvet, Paris Op. (Pretre): Angel (2-12") S 3670 (S), 3670 (M).

### CHAMBER MUSIC

- BRAHMS**—Quartets (3) (Complete); Budapest Quartet: Columbia (2-12") M25-734 (S), M2L-334 (M).
- MOZART**—Piano Quartets Nos. 1 and 2; Horszowski, Budapest Quartet Members: Columbia MS-6683 (S), ML-6083 (M).
- BRAHMS**—Quintet in B Minor for Clarinet and Strings; De Peyer, Melos Ensemble Members: Angel S 36280 (S), 36280 (M).
- BEEHOVEN**—Quartets Nos. 7, 8 & 9 (Rasumovsky); Juilliard Quartet: Epic (3-12") BSC 152 (S), SC 6052 (M).
- BRAHMS**—Quintet in F Minor for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).

### SOLO INSTRUMENT AND CONCERTI

- AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL**: Columbia (2-12") M25-728 (S), M2L-328 (M).
- SAINT-SAENS**—Piano Concerti Nos. 2 and 4; Entremont, Phila. Orch. (Ormandy): Columbia MS 6778 (S), ML 6178 (M).
- CHOPIN**—Ballades 1, 2, 3, 4; Aschkenazy: London 6422 (S), 9422 (M).
- TCHAIKOVSKY**—Piano Concerti Nos. 2 and 3; Graffman, Phila. Orch. (Ormandy): Columbia MS 6776 (S), ML 6176 (M).
- THE ARTISTRY OF ARTURO BENEDITTI MICHEL-ANGELI**: London CS 6446 (S), CM 9446 (M).

### SYMPHONIC AND ORCHESTRAL

- IVES**—Symphony No. 4; American Sym. Orch. (Stokowski): Columbia MS 6775 (S), ML 6175 (M).
- NIELSEN**—Symphony No. 3; Royal Danish Phil. (Bernstein): Columbia MS 6769 (S), ML 6169 (M).
- MAHLER**—Symphony No. 10; Phila. Orch. (Ormandy): Columbia M25-735 (S), M2L-335 (M).
- BEEHOVEN**—Symphonies Nos. 8 and 9; Berlin Phil. (Karajan): D.G.G. (2-12") 138807/8 (S), 18807/8 (M).
- TCHAIKOVSKY**—Nutcracker (excerpts)/Sleeping Beauty (excerpts)/Swan Lake (excerpts); Phila. Orch. (Ormandy): Columbia (3-12") D35-706 (S), D3L-306 (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. 6; New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
- BACH**—Brandenburg Concerti (6) (Complete); Berlin Phil. (Karajan): D.G.G. (3-12") 138976/8 (S), 18976/8 (M).
- BRUCKNER**—Symphony No. 9; Vienna Phil. (Mehta): London CS 6462 (S), CM 9462 (M).
- ANSERMET CONDUCTS CHABRIER**: Suisse Romande Orch. (Ansermet): London CS 6438 (S), CM 9438 (M).



NONESUCH RECORDS received an award from Concert-Party at New York's Biltmore Hotel "for their contribution toward furthering the understanding and appreciation of chamber music." Left to right are Nonesuch coordinator Teresa Sterne, Concert-Party's director, Edgar S. Feldman, and Nonesuch staff musicologist, Joshua Rifkin.

• Continued from page 34

**Pfanstiehl's**

**FIRST WITH THE LATEST NEEDLE DESIGNS!**

Cartridge designers set a merry pace for needle makers... it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.

**DIRECT-TO-DEALER**

**Pfanstiehl**

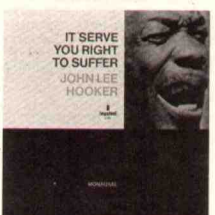
CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle



**JAZZ SPOTLIGHT**

**TIJUANA JAZZ**  
Gary McFarland & Co./Clark Terry. Impulse A 9104 (M); AS 9104 (S)

The marriage of jazz and Latin music has been attempted many times, but it seldom comes out as successful as on this outing. McFarland and his group give cool, relaxed performances on such Mexican-American numbers as "South of the Border" and "Mexicali Rose" and even give "Limehouse Blues" a Latin-jazz flavor.



**BLUES SPOTLIGHT**

**IT SERVES YOU RIGHT TO SUFFER**  
John Lee Hooker. Impulse A 9103 (M); AS 9103 (S)

With the exception of Berry Gordy's "Money," Hooker's selections are all of his own composition. There is the hard-driving "Shake It Baby," the relaxed "Country Boy" and the moving "It Serves You Right to Suffer." Appeal of this album should go beyond the blues fans.



**GOSPEL SPOTLIGHT**

**THE LOVE OF GOD**  
Blue Ridge Quartet. Canaan CA 4616 LP (M)

The Blue Ridge Quartet has come up with some sparkling gospel tunes in this album. "Move Up a Little Closer" will provide the sales drive. Other excellent songs by the group include "Gonna Build a Mountain," "Michael, Row the Boat Ashore," and "Room at the Cross."



**INTERNATIONAL SPOTLIGHT**

**HOMENAJE A RAFAEL HERNANDEZ**  
Tito Puente y La Lupe. Tico LP 1131 (M)

This should be a blockbuster among Puerto Rican buyers, and should also do well among other Latin-American groups. It's a homage to Rafael Hernandez, the late great Puerto Rican composer. The artists are Tito Puente and La Lupe—and that won't hurt either.

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

**LISTEN PEOPLE**  
Herman's Hermits, MGM 13462

### ★ REGIONAL BREAKOUTS

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

**DARLING BABE** . . .  
Elgins, V.I.P. 25029 (Jobete, BMI) (Los Angeles)

**WALKIN' MY CAT NAMED DOG** . . .  
Norma Tanega; New Voices 807 (Saturday, BMI) (San Francisco)

**MY BABY** . . .  
Roy Head, Back Beat 560 (Arc, BMI) (New Orleans)

**THE ONE ON THE RIGHT IS ON THE LEFT** . . .  
Johnny Cash, Columbia 43496 (Jack, BMI) (Dallas-Fort Worth)

**HELLO ENEMY** . . .  
Johnny Tillotson, MGM 13445 (Vicki, BMI) (Milwaukee)

**I'VE BEEN A LONG TIME LEAVIN'** . . .  
Roger Miller, Smash 2024 (Tree, BMI) (Houston)

**MEN OF WAR** . . .  
Rouzan Sisters, Frisco 113 (Frisco-Chervolin, BMI) (New Orleans)

**SWEET PEA** . . .  
Tommy Roe, ABC-Paramount 10762 (Low Twi, BMI) (Atlanta)

**THE SINGLE SOURCE FOR YOUR GRAPHIC REQUIREMENTS**

We are equipped with the finest in skilled talent... plus the latest in modern lithography techniques and equipment... to produce the album jacket and liner that will help you sell a million!

**MSI**

GRAPHIC CONSULTANTS, INC.  
30 WEST 42ND STREET, N.Y.C. N.Y. 10018  
LO 5-7322 and 7386

**RECORD DISTRIBUTORS WANTED**

Nationally known prime importer of musical instruments including electric and acoustic guitars, ukuleles, mandolins, drums and cymbals wishes to establish association with progressive record jobbers. Products are warranted, nationally advertised and promoted. For details, write or phone Joseph Lipman, **Strum & Drum, Inc.** 2814 West Peterson Ave. Chicago 60645 312: 274-0700

**Hiernpe is coming!**

**SPECIAL MERIT PICK**

**SPECIAL MERIT PICKS**

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

**POP SPECIAL MERIT**

**POP SPECIAL MERIT**

**THE MCGUIRE SISTERS RIGHT NOW!**  
ABC-Paramount ABC 530 (M); ABCS 530 (S)

The McGuire Sisters make an impressive ABC-Paramount debut. The sound, which was "in" not too many years ago, is the same, and the showmanship which made the group a big record act, remains. Selections are standards.

**POP SPECIAL MERIT**

**POP SPECIAL MERIT**

**WOODY'S WINNERS**  
Woody Herman. Columbia CL 2436 (M); CS 9236 (S)

The Woody Herman band was in top swinging form during its engagement last June at San Francisco's Basin Street West and it's been captured on disk here. It's a big band that knows what to do with an evergreen like "Funny Valentine" or an original blues like "Woody's Whistle" and they do it well.

**POP SPECIAL MERIT**

**POP SPECIAL MERIT**

**QUIET NIGHTS & BRAZILIAN GUITARS**  
Guitars Unlimited, Capitol T 2451 (M); ST 2451 (S)

Guitars Unlimited, in their first outing, demonstrate that a guitar group can furnish lush, romantic mood music. Selections are mostly the work of Jobim and Gilberto, with Bonfá's melodic "Manha de Carnaval" added for good measure.

**COUNTRY SPECIAL MERIT**

**COUNTRY SPECIAL MERIT**

**THE BUCK OWENS SONG BOOK**  
The Buckaroos. Capitol T 2436 (M); ST 2436 (S)

This album features the Buckaroos playing instrumentals without Buck Owens... the listener is supposed to strum along with his own guitar, so this package should prove popular with both beginning and experienced guitar players. It'll have a lot of the impetus of the recent hit instrumental LP by the Buckaroos (with Buck Owens), and could be an excellent sales item.

**CLASSICAL SPECIAL MERIT**

**CLASSICAL SPECIAL MERIT**

**RUSSIA**  
Stanley Black. London SP 44075 (M)

This album is an excellent bridge between popular and classical music. The selections—"Under Moscow Skies," "Sabre Dance," "Dark Eyes," and the stirring "Meadowland" will draw the pop buyer. Their rendition by the London Festival Orchestra and Chorus is excellent.

**FOUR-STAR ALBUMS**

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

**POPULAR**

**TUFF GUITAR TIJUANA STYLE**  
Al Caiola. United Artists UAL 3473 (M); UAS 6473 (S)

**MORE THAN YESTERDAY**  
Slim Whitman. Imperial LP 9303 (M); LP 12303 (S)

**MANN MADE**  
Manfred Mann. Ascot ALS 16024 (S)

**FREDDY CANNON'S GREATEST HITS**  
Warner Bros. W 1628 (M); WS 1628 (S)

**HURT SO BAD**  
Susan Rafey. Verve V 8636 (M); V6-8636 (S)

**POPULAR**

**PEE WEE PLAYS PRETTY**  
Pee Wee Spitzler. RCA Victor LPM 3511 (M); LSP 3511 (S)

**BOSS BAROQUE**  
Carmel Strings. World Pacific WP 1838 (M); WPS 21838 (S)

**THE MANY GUITARS OF JIMMY WILKERSON**  
Spar SP 3002 (M)

**COUNTRY**

**JACK GUTHERIE**  
Capitol T 2456 (M)

**CLASSICAL**

**BRAHMS: SYMPHONY NO. 2**  
Vienna Philharmonic (Kertesz). London CM 9435 (M); CS' 6435 (S)

**18TH CENTURY HARP CONCERTOS**  
Nicanor Zabaleta/Paul Kuentz Chamber Orch., Deutsche Grammophon 139 112 SLPM (S)

**BRITTEN TIPPETT CORELLI MENUHIN/BATH FESTIVAL**  
Bath Festival Orch. (Menuhin). Angel 36303 (M); S 36303 (S)

**JOSTEN: CONCERTO SACRO I-II**  
Leopold Stokowski. CRI 200 (M); CRI SR 200 (S)

**HILDE SOMER PLAYS KEYBOARD MASTERPIECES OF LATIN AMERICA**  
Desto D 426 (M); DST 6426 (S)

**JAZZ**

**THE ORNETTE COLEMAN TRIO AT THE GOLDEN CIRCLE STOCKHOLM VOLUME ONE**  
Blue Note 4224 (M)

**FEELIN' KINDA BLUES**  
Gerald Wilson. Ork. Pacific Jazz PJ 10099 (M); ST 20099 (S)

**FEELING GOOD**  
Henry (Red) Allen. Columbia CL 2447 (M); CS 9247 (S)

**RHYTHM & BLUES**

**COMFORT ME**  
Carla Thomas. A Stax 706 (S)

**SEE ALBUM REVIEWS ON BACK COVER**

**INTERNATIONAL**

**LES FEUX-FOLIETS**  
RCA Victor PC 1088 (M); PCS 1088 (S)

**ITALIA A GO-GO**  
Giacome Rondinella. MGM E 4341 (M); SE 4341 (S)

**SPAIZERGANG DURCH DAS LAND DES FILMS MIT PETER ALEXANDER**  
Polydor 237 469 (S)

**SCHLAGERRENNEN '65**  
Frank Nelson. Ork. Polydor 237 491 (S)

**THREE-STAR ALBUMS**

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

**CLASSICAL**

**HAEIFFE: CONCERTO FOR PIANO & ORCHESTRA/GREEN SUNDAY SING SYMPHONY**  
Vienna Symphony Orch. (Hendl); Leo Smit (Schoenherr). Desto DST 6420 (M); D 420 (M)

**GOSPEL**

**GONNA WAKE UP SINGIN'**  
Flo Price. World WST 8352 (S)

**SPOKEN WORD**

**THAILAND: ITS MUSIC AND ITS PEOPLE**  
Christobel Weearinghe. Desto D 502 (M)

**INTERNATIONAL**

**MEET THE LI LATINOS**  
JGF JGM 1003 (M)

## HITS OF THE WORLD

• Continued from page 41

- |    |    |   |
|----|----|---|
| 5  | 10 | TILL THE END OF THE DAY—Kinks (Pye)                 |
| 6  | 2  | SHOULD I—Herb Stars (Olga)                          |
| 7  | 6  | GOOD MORNING TEARS—Larry Finnegan (Svensk-American) |
| 8  | 3  | OVER AND OVER—Dave Clark Five (Columbia)            |
| 9  | 15 | A WELL RESPECTED MAN—Kinks (Pye)                    |
| 10 | 11 | MY GENERATION—The Who (Decca)                       |

## SWITZERLAND

- This Last Week
- |    |   |   |
|----|---|---|
| 1  | 1 | MARMOR, STEIN UND EISEN—Druff Deutscher (Decca)—Intro |
| 2  | — | 17 JAHR, BLONDES HAAR—Udo Juergens (Vogue)—Montana    |
| 3  | — | DAY TRIPPER—Beatles (London)—Budde                    |
| 4  | — | GANZ IN WEISS—Roy Black (Polydor)—Seith               |
| 5  | 9 | BALLA BALLA—Rainbows (CBS)—April                      |
| 6  | 3 | DU BIST NICHT ALLEIN—Roy Black (Polydor)—Seith        |
| 7  | — | ER IST WIEDER DA—Marion (Hansa)—Intro                 |
| 8  | — | GET OFF OF MY CLOUD—Rolling Stones (Decca)—Gerig      |
| 9  | 2 | IL SILENZIO—Nini Rosso (Hansa)—Intro                  |
| 10 | — | WINTER IN CANADA—Elisa Gabbai (Hansa)—Intro           |

# NEW ALBUM RELEASES

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

## ARGO (SPOKEN WORD)

**MICHAEL REDGRAVE & OTHERS**—English Poets, John Milton; RG 431  
**MICHAEL REDGRAVE & OTHERS**—English Poets, John Milton; RG 432  
**WILLIAM DEVLIN & OTHERS**—English Poets, John Milton; RG 433  
**ROBERT DONAT Reads Selected Poetry**; RG 437  
**RICHARD BURTON & OTHERS**—English Poets, Samuel Taylor Coleridge; RG 438

## ASCOT

**MANFRED MANN**—Mann Made; ALS 16024

## BRUNSWICK

**JACKIE WILSON**—Soul Galore; BL 54120, BL 754120

## COLUMBIA

**JOHNNY CASH**—Mean as Hell; CL 2446, CS 9246  
**RAY CONNIF**—Happiness Is; CL 2461, CS 9261  
**MILES DAVIS**—"Four" & More; CL 2453, CS 9253  
**ROBERT HORTON**—The Man Called Shenandoah; CL 2408, CS 9208

**MAHALIA JACKSON**—Mahalia; CL 2452, CS 9252  
**The Swinging Electric Sounds of THE TEN TUFF GUITARS**; CL 2445, CS 9245

## COLUMBIA (EX. SERIES)

**LINDA VERA**—Fiesta En El Tropico; EX 5156  
**EL TRIO LOS PANCHOS**—Triunfoscos; EX 5161, ES 8161  
**VARIOUS ARTISTS**—La Misa En Mexico; EX 5155, ES 1855

## COLUMBIA (MASTERWORKS)

**The Baroque Oboe**—Columbia Chamber Orch./Harold Gomberg (Ozawa); ML 6232, MS 6832  
**BARTOK: CONCERTO FOR ORCH./JANACEK: SINFONETTA**—Cleveland Orch. (Szell); ML 6215, MS 6815  
**COPLAND: THE TENDERLAND**—New York Philharmonic (Copland); ML 6214, MS 6814  
**HAYDN: MIRACLE SYMPHONY**—Philadelphia Orch. (Ormandy); ML 6212, MS 6812  
**The Istomin/Stern/Rose Trio Plays Beethoven's Archduke Trio**; ML 6219, MS 6819  
**STRAUSS: SALOME'S DANCE, DON JUAN, TILL EULENSPIEGEL**—New York Philharmonic (Bernstein); ML 6222, MS 6822  
**The Great TCHAIKOVSKY: SYMPHONIES FOUR, FIVE AND SIX**—Philadelphia Orch. (Ormandy); D3L 327, D3S 727

## CORAL

**RABBI ROBERT SCHENKER**—Purim in Story and Song; CRL 57483, CRL 757483  
**VARIOUS ARTISTS**—Here's to the Irish; CRL 57485, CRL 757485

## DECCA

**MARA LYNN BROWN**—My Way; DL 4728, DL 74728  
**JOE BUSHKIN**—Night Sounds—San Francisco; DL 4731, DL 74731  
**CARMEN CAVALLARO**—Easy Listening; DL 4743, DL 74743  
**XAVIER CUGAT**—Dance Party; DL 4740, DL 74740  
**GORDON JENKINS**—My Heart Sings; DL 4714, DL 74714  
**BERT KAEMPFERT & HIS ORCH.**—Bye Bye Blues; DL 4693, DL 74693  
**WEBB PIERCE**—Sweet Memories; DL 4739, DL 74739  
**SOUNDTRACK**—Madame X; DL 9152, DL 79152

**ROSALYN TURECK—BACH: The Well-Tempered Clavier**; DL 710120  
**ROSALYN TURECK—BACH: The Well-Tempered Clavier/Preludes & Fugues Nos. 9-16, Book 1**; DL 71021  
**ROSALYN TURECK—BACH: The Well-Tempered Clavier/Preludes & Fugues Nos. 17-24, Book 1**; DL 710122  
**CONWAY TWITTY**; DL 4724, DL 74724  
**VARIOUS ARTISTS—Crisis!**; DKSX 7194  
**VARIOUS ARTISTS—The Most Important News Events and Famous Voices of the Year—Playback '65**; DL 9153, DL 79153  
**KITTY WELLS Sings Songs Made Famous by Jim Reeves**; DL 4741, DL 74741  
**WILBURN BROS. & VARIOUS ARTISTS—The Wilburn Brothers—Show**; DL 4721, DL 74721

## EPIC

**MOSE ALLISON Sings and Plays V-8 Ford Blues**; LN 24183, BN 26183  
**FRED ASTAIRE**—Nothing Thrilled Us Half as Much; FLM 13103, FLS 15103  
**BACKPORCH MAJORITY**—That's the Way It's Gonna Be; LN 24184, BN 26184  
**THE DAVE CLARK FIVE's Greatest Hits**; LN 24185, BN 26185  
**VARIOUS ARTISTS—Toragee: The Romantic Music of Asia**; LF 18042, BF 19042

## FOLKWAYS

**PROF. CASSIANO NUNES**—Modern Brazilian Poetry; FL 9914  
**DOCUMENTARY**—Born to Live; Hiroshima; FD 5525  
**JOHANNA E. KULBACH & ARTHUR NITKA**—The Recorder Guide; FM 8357  
**PAUL MANKIN**—20th Century French Poetry; FL 9943  
**TED PUFFER**—Charles Ives Songs, Vol. 2—1915 to 1929; FM 3345  
**HELEN GENE PURDY**—The New House; FC 7073  
**VARIOUS ARTISTS**—Cora Indian Festive Music; FE 4327  
**VARIOUS ARTISTS**—Charles Ives Songs, Vol. 1; FM 3344  
**VARIOUS ARTISTS**—James Joyce's Ulysses/Sirens; FL 9563  
**VARIOUS ARTISTS**—Music of the Jos Plateau & Other Regions of Nigeria; FE 4321  
**DOMENICO ZULLO & EMILIO PRADOS**—Two Flamenco Guitars; FW 8848

## GALLERY

**JOHN CACAVAS SINGS**—The Broadway Showbook; LPG 3200

## HARMONY

**ANDRE KOSTELANETZ**—You & the Night & the Music; HL 7366, HS 11168  
**ANDRE KOSTELANETZ**—Broadway Theatre Party; HL 7371, HS 11171

## IMPERIAL

**IRMA THOMAS**—Take a Look; LP 9302, LP 12302  
**SLIM WHITMAN**—More Than Yesterday; LP 9303, LP 12303

## MELODEON

**SKIP HAMES**—Greatest of the Delta Blues Singers; MLP 7321  
**THE STANLEY BROTHERS**—Their Original Recordings; MLP 7322

## MGM

**LOU CHRISTIE**—Lightnin' Strikes; E 4360, SE 4360

## MIRROSONIC

**SAXONS**—Love Minus Zero/No Limit; 1017, AS 1017

## MONITOR

**THE DARK DUCKS**—Swing Japanese Folk Songs; MF 458, MFS 458  
**FEIS EIRANN**—Singers & Dancers From Ireland; MF 461, MFS 461  
**VARIOUS ARTISTS**—Fados-Cancoes; MF 455, MFS 455  
**VARIOUS ARTISTS**—Ukrainian Songs & Dances; MF 460, MFS 460

## MUSICOR

**TITO RODRIGUEZ**—Tito No. 1; MM 2084, MS 3084

## MUSIC GUILD

**OKEGHEM: MOTETS**—Instrumental & Vocal Ensemble (Blanchard); MG 134, MS 134  
**SOLAR: SIX CONCERTOS FOR TWO ORGANS**—Marie-Claire Alain/Luigi Ferdinando Tagliavini; MG 127, MS 127

## OKEH

**TED TAYLOR's Greatest Hits**; OKM 12113, OKS 14113

## PRESTIGE

**THE JAKI BYARD Quartet/Live**; Vol. 1; 7419  
**PAT BOWIE**—Feelin' Good; 7437  
**LIGHTNIN' HOPKINS**—Soul Blues; 7377  
**Introducing ERIC KOSS With Don Patterson**; 7442  
**BROTHER JACK McDUFF**—Hot Barbeque; 7422  
**CHARLES McPHERSON**—Con Alma; 7427  
**A. K. SALIM**—Afro-Soul/Drum Orgy; 7379

# 5 BIG ONES

## on MODERN-KENT

★ ★ ★ ★

# 1 "DO YOU FEEL IT"

(PART 1 - PART 2)

Little Richard

Modern #1019

# 2 "HOLY MACKERAL"

Little Richard

Modern #1018

# 3 "HAPPINESS IS ALL I NEED"

Z. Z. Hill

Kent #439

# 4 "SHATTERED DREAMS"

Lowell Fulson

Kent #440

# 5 "EYESIGHT TO THE BLIND"

B. B. King

Kent #441

ULTRA HIGH FIDELITY  
**KENT RECORDS**

Modern RECORDS

## ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Check must accompany order from all international accounts.

**Barney's One-Stop**

3234 Roosevelt, Chicago, Ill. 60624  
 PHONE: (312) VA 6-1828

self-service sales improved with proven overwrap



**AF** AUDIO FIDELITY RECORDS adds the brightness and buy appeal that makes best sellers of their releases with Cryovac Y-Film overwrap. Y-Film is the proven overwrap program. Over 300,000,000 albums have gone to market in it — better protected, better looking — and best sellers. Important fact: Cryovac Y-Film is economical to use, although it's the most durable, sparkling overwrap on the market. Any wonder it is the proven overwrap program to wrap up self-service sales? Check into it — today!



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

# TALENT

## Col. 'Relay System' Puts 'Silence' Over

NEW YORK—The sharp communication lines that Columbia Records maintains between its home office and its field force was the key factor in bringing Simon and Garfunkel's disk, "The Sounds of Silence," into the hit brackets. First released in the fall of 1964 as a selection in their album, "Wednesday Morning - 3 A.M.," "Silence" is now being certified by the RIAA for a million single disk sales.

Although the "Wednesday Morning" LP was released at the height of the Christmas 1964 buying season, there was hardly any sales response at all and Columbia was about to give up when, in February, 1965, some rumblings of interest in the album, and the "Sounds of Silence" side in particular, began to come in to the New York office from Colum-

bia's Dallas-Houston distributor. The information was relayed to Stan Kavan, Columbia's vice president for merchandising and he, in turn, passed the information along to Columbia's men around the country.

There was no pickup of interest in the LP or the "Sound of Silence" side until May 1965, when Columbia's Miami distributor reported that the college kids in his area were latching on to "Sounds of Silence." It was a virtual repeat of the Dallas-Houston story.

Kavan and other Columbia executives in New York decided, this time, to push it to the limit. In analyzing the side, as it was recorded in the album, they figured that it had some commercial shortcomings primarily because it was not done in the current folk-rock genre. They had a&R producer Tom Wilson, who recorded the original date, re-record the side with the folk-rock beat and released "Sounds of Silence" as a new single. After breaking out in Boston, the disk went on to become a

## McCOYS' LINE ON THE RIGHT

NEW YORK—On the basis of three consecutive hits on the Bang label: "Hang on Sloopy," "Fever" and the current "Up and Down," the McCoys have been set for a solid string of personal appearance dates running through May with a Decoration Day weekend date at Atlantic City's Steel Pier.

Roy Rifkind, the McCoys' personal manager, revealed that he's willing to commit the group beyond the end of May at this time and that he is currently considering offers for films, TV and Asian tours during the summer and fall.

national hit and established Simon and Garfunkel as a key team on the Columbia roster.

The boys, whose full names are Paul Simon and Art Garfunkel, now have a "Sounds of Silence" album on the market as well as a recently released single, "Homeward Bound." At the rate the new single was going last week, 20,000 to 30,000 copies sold a day, Kavan believes the boys have another winner but that this time it won't take as long to make it.

## HERALD DENNIS FUND

### McFarland, All-Stars Give An All-Star Performance

NEW YORK—Gary McFarland brought a 19-piece jazz orchestra into Philharmonic Hall Sunday (6) in a one-night concert to announce the "Willie Dennis Scholarship Fund." The young arranger, composer and musician led the all-star group in a program of "Profiles," original compositions written specifically for this performance.

The program was a showcase for the material McFarland had composed over a six-month period. The compositions highlighted the abilities of the many jazz notables in the orchestra. Clark Terry and Joe Newman on trumpets, Bob Brookmeyer and Jimmy Cleveland on trombones; Zoot Sims, Phil Woods and Jerome Richardson in the reed section, all were spotlighted and played most impressively. Terry was particularly effective on his solo in McFarland's "Reinstatement Blues," an uptempo

swinger that relied heavily on concerted riffs from the brass section. Guitarist Gabor Szabo, from McFarland's regular contingent, and bassist Richard Davis were also outstanding.

McFarland conducted in a relaxed manner, frequently displaying enjoyment with the treatment given his material by the musicians. Casually dressed in a turtleneck sweater and gray suit, the Impulse recording artist infected the group with his easygoing manner and developed esprit de corps among his sidemen, some of whom had never played together.

The concert, presented by Norman Schwartz, and recorded by Impulse, was a success on several levels, from a financial viewpoint for the producer, from the audience's viewpoint as entertainment and as a success debut for composer McFarland's works. **HERB WOOD**

## UA Is Carving New Niche for Lena Horne

NEW YORK—Lena Horne has found a new disk life on United Artists Records. "For too long," she explained, "I've been hung up doing special cabaret material that just didn't come over on records."

Miss Horne, who's been with UA for six months, is now reaching for a broader audience with records that are aimed specifically for the disk market and not just offshoots of her nightclub act. She feels that a record performance should be given special treatment and that men who arrange for records style their work for broader tastes than the men who arrange for cafe acts.

Such a man, in Miss Horne's opinion, is Ray Ellis, who arranged and conducted her two UA album releases: "Feeling Good" and the current "Lena in Hollywood."

It's the "Lena in Hollywood" album that the UA executives figure will bring the singer back to the best-seller charts. The company is getting behind the LP with a strong promotional campaign. Last week, for example, they sat Miss Horne at a phone in its New York home office and had her on a person-to-person hookup with key disk jockeys around the country. The label also is arranging tie-ups for the album with book stores in conjunction with "Lena," the autobiography she wrote in collaboration with Richard Schickel. The tie-ups include special book-and-record window displays as was arranged with



LENA HORNE

the Doubleday Book Shop on Fifth Avenue. UA is also tying in with the showings the syndication of her three-part one-woman TV special by Metro-media. Two segments are already on the rounds of the TV stations around the country and the third is expected to be aired soon.

To further its push on the LP, UA is now mulling a single release made up of two numbers from the album. Talks were being held last week on which two sides to pull out for the single.

In explaining all this renewed activity on her recording efforts, Miss Horne said, "United Artists began to get something good from me."

## Guillaume Has the Goods

NEW YORK—Robert Guillaume, an explosive singer with strong musical stage credentials, made his New York debut at Paul Taubman's Penthouse Club last week, and he demonstrated qualities that could establish him as a winner in the pop recording field.

Guillaume's material was varied—a Tosca aria, a "Porgy" medley, two spirituals and "A Wonderful Day Like Today."

Throughout, his voice had a dramatic quality, and he demonstrated a sureness in timing and phrasing. Guillaume is able to communicate with the audience. He knows when to talk and when to shut up.

Guillaume most recently appeared in "Golden Boy" and had singing roles in "Kwamina" and "Fly Blackbird." He has the voice, the training and the feel for entertaining. All he lacks is a record contract, and this should be a temporary condition.

Sharing the bill with Guillaume was Carol Rice, a pretty girl with a good voice. She started off slowly with a "Fair Lady" medley, picking up confidence with "Irresponsible" and "More."

Miss Rice has the physical and vocal equipment to make it as a club singer and recording artist. She needs arrangements badly, she needs club experience—and most important, she needs an act.

Together, Guillaume and Miss Rice provide a relaxing and occasionally a rewarding evening. Their shortcomings are not in talent but in club experience.

Miss Rice does have the stage experience—as Liza in the national company of "Fair Lady."

The two demonstrate there is

an untapped reservoir of talent among some of the not-too-well-known musical stage names, and that this talent is potentially better than many of the going pop acts.

**AARON STERNFIELD**

## LEWIS BOWS THE JAZZ BAND AT VANGUARD

NEW YORK—The Jazz Band, a new group with some top jazz names, made its debut at the Village Vanguard Monday (7). The band was organized by drummer Mel Lewis, who began by recruiting Thad Jones, former Count Basie trumpeter.

Lewis, who works for ABC, crossed network lines to get trumpeter Jimmy Nottingham, trombonist Jack Rains, bass trombonist Cliff Hather and pianist Hank Jones, all from CBS, and trumpeter Snooky Young from NBC.

Bob Brookmeyer, trombonist, and Bill Berry, trumpeter, were recruited from the Merv Griffin TV band. The rest of the group includes Richard Davis, bass; Marv Holliday, baritone sax; Joe Farrell, tenor sax; Jimmy Owens, trumpet; Garnet Brown, trombone; Sam Herman, guitar, and Jerry Dodgion, Eddie Daniels and Jerome Richardson, reedmen.

Representatives from six record labels were on hand at the Monday opening. The group has been booked for three more Vanguard Mondays and is arranging a two-week booking this spring.

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**

7 1/2¢ EACH IN 1000 LOTS  
8x10  
\$10.98 per 100  
Post Cards \$4 per 1000

100 8x10 COLOR \$98.00  
WE PROCESS YOUR COLOR FILMS

**COPYART PHOTOGRAPHERS**

A Division of JAMES J. KRIEGSMANN  
165 W. 46th St., N.Y. 36 PL 7-0233

"WHERE THE ACTION IS"

**PAUL REVERE**

And The **RAIDERS**

**PAT MASON**  
P.O. Box 286  
738-7512  
Seaside, Oregon

COMPLETE INFORMATION ON VIP'S FOR YOUR PLAY, FILM, RADIO OR TV SHOW IS AVAILABLE BY DIALING NEW YORK'S MOST IMPORTANT TELEPHONE NUMBER—

**MO 1-1770**

ASK FOR FULL SUBSCRIPTION DETAILS

**STARR SERVICE**



DEL SHANNON, center, signs long-term contract with Liberty Records as a recording artist and as a writer for Metric Music, firm's publishing company. With Shannon are Phil Skaff, left, executive vice-president of Liberty, and Mike Gould, Metric Music chief.



## 'Ivanov' Caster to RCA

NEW YORK—RCA Victor has acquired the original cast album rights to "Ivanov," the Chekhov play which will open on Broadway May 3. The Alexander Cohen production stars Sir John Gielgud and Vivien Leigh.

## AFM Changes Agents Rules

NEW YORK—The American Federation of Musicians' International Executive Board has changed the AFM regulations on booking agents. The effect of the new regulations is: 1) To eliminate the "personal manager" classification; 2) to define "regulated booking agents" as those persons who procure engagements for musicians and who are available to represent three or more soloists, orchestras, bands, or groups, and 3) to replace old forms of exclusive three-year and five-year booking agent-musician contracts.

Presently licensed booking agents and personal managers will have until the close of business on March 31 to become parties to new agreements with

The album will be co-produced by George R. Marek, vice-president and general manager of the RCA Victor Record Division, and Joe Linhart, artists and repertoire producer.

The album will be recorded prior to the play's opening in New York. Sessions are now scheduled for Feb. 27 at RCA's Studio B in New York.

The production, which features Roland Culver and Paula Lawrence in the cast, which has been playing in London, will hit New Haven, Boston, Toronto, Philadelphia and Washington before coming to New York.

The production was taped in England and will be shown in the U. S. on CBS-TV at the conclusion of its Broadway run.

the Federation. In announcing the new regulations, AFM president Herman Kenin said, "It is hoped that these procedures which are the result of several years' intensive study, will streamline the administration of this important division of the Federation's activities to the satisfaction and advantage of Federation members and their booking agents."

## SIGNINGS

**Burt Ward**, the actor who portrays Robin on ABC-TV's "Batman" series, has been signed to ABC - Paramount. **Bob Thiele**, ABC's director of artist and repertoire, flew to Hollywood last week to record Ward. . . . Singer **Kenny Carter** to RCA Victor. . . . **Bill Barnes** will debut on Columbia Records with "Karibarok," which combines the sound of Caribbean with rock and roll. . . . **Vep Ellis**, lead vocalist and song leader with Oral Roberts, to Supreme Recordings. Also signed to the religious label are the Beegles, a vocal duo.

## Decca's Barry Touring the U.K.

NEW YORK — Len Barry, Decca's click teen artist, left for England last week where he's been set for six TV shows and two radio spots for the BBC. He'll also join Gene Pitney's tour playing 14 cities in 16 days.

Barry was accompanied by his manager, Henry Colt, and his disk producers John Madara and Dave White. During their stay in England, Madara and White will be scouting for material, artists and independent producers to add to their expanding production and publishing operations.

## Mitchell on Mark as Soloist

LOS ANGELES—In a new role as a solo performer, Chad Mitchell is sensational. The former leader of his own trio bowed at the Troubadour Tuesday (26), his second solo appearance since heading out alone last June.

Mitchell's voice is forceful, clear and his lyrical interpretations expound with emotion and feeling. He knows when to underscore a phrase, shift his body, reach out his arms, and package all phases of performing.

Chad's repertoire fits into no single category. There is wit, satire, soul and a dynamic amount of verve and swing to his singing. Backing was by instrumental quartet. The vocalist offered "Buddy, Can You Spare a Dime?" "Half a Crown," "Over There" tied into a "Three Penny Opera" treatise ("Let's Join the Army, We'll All Go Balmy"), and a French-Flemish love-blues, "Marieke," his curtain closer.

Mitchell's pacing is smooth. He is a class act.

ELIOT TIEGEL

## Knickerbockers Solid Rock Unit

HOLLYWOOD—The Knickerbockers, four lads from the East, are an above average rock group, a 1965 version of the 1950 Hilltoppers harmonizing gang.

Knicks have developed a strong Coast following after five months at the Red Velvet and one hit Challenge single, "Lies." Their presentation is built around strong four-part harmonies, with leader-saxophonist Buddy Randell and drummer Jimmy Walker's standout vocal soloists. Brothers Beau and John Charles, on electric guitar and electric bass, respectively, offer all-round support.

Repertoire is all top 10 chart songs. Effective gimmick is use

of group's reverb-delay-echo chamber. Randell's sax work is often overshadowed by the drums. He and Walker have been influenced by r&b records and phrase that way. Walker's solo on "Lovin' Feeling" is wild and meaty. A closing number unique for a rock group, "It's Intermission Time," adds additional spice. **ELIOT TIEGEL**

## Collegiate Block Bookers Meet on N.C. State Campus

RALEIGH, N. C.—Delegates from more than 60 Southern colleges and universities met with 20 talent agencies and personal managers here Thursday and Friday (3 and 4) for the annual Block Booking Conference. Meetings were held at the Erdahl-Cloyd Union of North Carolina State University.

Aim of the conference is to coordinate talent booking among member schools, thus reducing travel time and transportation expense, and getting lower talent fees for the member schools.

Fred Weintraub, owner of the Bitter End in New York and manager of the Bitter End Singers, the Serendipity Singers and the Womenfolk, suggested to the conference that new talent could be booked on campus for a week at a minimum rate to perform in a coffeehouse atmosphere. This method, he added, would give the entire student body an opportunity to see the act and provide adequate exposure.

He also suggested that when the school books a major act, a lesser-known act come with the package.

Hans Hopf, chairman of the artists representative committee of the Association of College Unions, warned of the dangers of dealing with non-recognized agencies. He told of ACU's reference file of talent agencies and talent with regard to college concerts, a system which enables colleges to check on performances by agencies.

Hopf said that at ACU's annual convention, to be held in New Orleans March 19-22, a panel discussion on "Know Your Agents and Read Your Contract" will be conducted.

The Block Booking Conference was first held four years ago with 13 schools and five agents. This year more than 60 schools and some 20 agents attended. Hosting this year's event was David W. Phillips, student union director at North Carolina State University. C. Shaw Smith of Davidson College was emcee.

Agencies represented included Perenchio, Associated Booking, William Morris, Ashley Famous, General Artists, Queens Booking, Shaw Artists, Universal Attractions, Willard Alexander, Harry Walker, Jan Thompson, Beejay Productions, Leonard Rosenfeld, APA, Alkahest Attractions, Fredana Management, American Program Bureau, Bliss Celebrity Bureau and CAMI.

Talent appearing at the show included David della Rosa and Brooks, the Minute Men, the Staple Singers, Jerry Butler, Bitter End Singers, Warner, Porter and Warner, the Town Criers, Josh White Jr. and the Drifters.

The fifth annual Block Booking Conference will be held in February next year, same place.



FRED WEINTRAUB, with beard, and Mike Slobin, AFA, chat with a couple of the Bitter End singers.



FRED DALE, Perenchio Artists, informs college talent buyers of his acts.



DELORES ROSALER, Universal Attractions, discusses artists with a pair of collegians.



APA's FRED SEARLES waxes ecstatic about the agency's talent.



JAMES ARNOLD, Queens Booking, shows collegians talent roster.



ED RUBIN, AFA, draws the winning prize—a concert by the Serendipity Singers with the proceeds going to a scholarship fund. Winning school was Georgia Tech. Holding the box is Dave Phillips, coordinator of the Block Booking Conference. Maggie Klukas, Phillips' secretary, drew the winning number.

# RHYTHM & BLUES

## TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 2/19/66

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	UP TIGHT Stevie Wonder, Tamla 54124 (Jobete, BMI)	8	21	9	RAINBOW '65 Gene Chandler, Constellation 158 (Abaco-Conrad, BMI)	12
2	2	BABY SCRATCH MY BACK Slim Harpo, Excello 2273 (Excellorec, BMI)	5	22	26	LOVE (Makes Me Do Foolish Things) Martha & the Vandellas, Gordy 7045 (Jobete, BMI)	10
3	4	DON'T MESS WITH BILL Marvlettes, Tamla 54126 (Jobete, BMI)	6	23	22	HOLE IN THE WALL Packers, Pure Soul 1107 (Pure Soul, BMI)	15
4	3	GOING TO A GO-GO Miracles, Tamla 54127 (Jobete, BMI)	8	24	—	DARLING BABY Elgins, V.I.P. 25029 (Jobete, BMI)	1
5	12	CRYING TIME Ray Charles, ABC-Paramount 10739 (Bluebook, BMI)	8	25	21	MICHAEL C.O.D.'s, Kellam 1003 (Chevis, BMI)	10
6	6	THE DUCK Jackie Lee, Mirwood 5502 (Keyman-Mirwood, BMI)	12	26	—	STOP HER ON SIGHT (S. O. S.) Edwin Starr, Ric-Tic 109 (Myto, BMI)	1
7	8	YOU DON'T KNOW LIKE I KNOW Sam & Dave, Stax 180 (East, BMI)	8	27	38	1	MICHAEL C.O.D.'s, Kellam 1003 (Chevis, BMI)
8	5	GET OUT OF MY LIFE, WOMAN Lee Dorsey, Amy 945 (Marsaint, BMI)	6	28	28	BLACK NIGHTS Lowell Fulson, Kent 431 (Modern & Little M, BMI)	10
9	18	LOVE MAKES THE WORLD GO ROUND Deon Jackson, Carla 2526 (McLaughlin, BMI)	5	29	—	DEAR LOVER Mary Wells, Atco 6392 (Jaymne, BMI)	1
10	11	I'M TOO FAR GONE (To Turn Around) Bobby Bland, Duke 393 (M.P.I., BMI)	5	30	—	TEMPTATION WALK Entertainers IV, Dove 749 (Hilliary, BMI)	1
11	19	MY WORLD IS EMPTY WITHOUT YOU Supremes, Motown 1089 (Jobete, BMI)	4	31	33	BABY COME ON HOME Solomon Burke, Atlantic 2314 (Keetch, Caesar & Dino, BMI)	3
12	13	MY ANSWER Jimmy McCracklin, Imperial 66147 (Metric, BMI)	4	32	34	A HARD DAY'S NIGHT Ramsey Lewis Trio, Cadet 5525 (MacLen & Unarf, BMI)	3
13	20	RECOVERY Fontella Bass, Checker 1131 (Chevis, BMI)	4	33	—	634-5789 Wilson Pickett, Atlantic 2320 (East-Pronto, BMI)	1
14	16	CLOE'S MOOD Jr. Walker & the All Stars, Soul 35017 (Jobete, BMI)	4	34	35	I WANT SOMEONE Mad Lads, Volt 131 (East, BMI)	2
15	25	MY BABY LOVES ME Martha & the Vandellas, Gordy 7048 (Jobete, BMI)	3	35	36	FOR YOUR PRECIOUS LOVE Jerry Butler, Vee Jay 715 (Gladstone, ASCAP)	2
16	7	A SWEET WOMAN LIKE YOU Joe Tex, Dial 4022 (Tree, BMI)	11	36	—	EYESIGHT TO THE BLIND B. B. King, Kent 441 (Modern, BMI)	1
17	10	I GOT YOU (I Feel Good) James Brown, King 6015 (Lois-Try Me, BMI)	15	37	37	THINK TWICE Jackie Wilson & LaVern Baker, Brunswick 55287 (Ramitary & BRC, BMI)	3
18	17	THIS CAN'T BE TRUE Eddie Holman, Parkway 960 (Cameo-Parkway/Strain, BMI)	9	38	—	SMOKEY JOE'S LA LA Goolie Rene Combo, Class 1517 (Recordo, BMI)	1
19	14	SOMETHING I WANT TO TELL YOU Johnny & the Expressions, Josie 946 (Cranebreak, BMI)	8	39	32	BABY, YOU'RE MY EVERYTHING Little Jerry Williams, Calla 105 (Grocaila, BMI)	4
20	15	JUST ONE MORE DAY Otis Redding, Volt 130 (East-Time-Redwal, BMI)	9	40	—	EASY GOING FELLOW Roscoe Shelton, Sound Stage 7 2555 (Cape Ann, BMI)	1

## NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.

NO NEW ACTION SINGLES THIS WEEK

## TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	3	TEMPTIN'-TEMPTATIONS, Gordy G 914 (M); GS 914 (S)	12
2	1	MIRACLES GOING TO A GO-GO, Tamla T 267 (M); ST 267 (S)	12
3	2	I GOT YOU (I Feel Good), James Brown, King 946 (M); (No Stereo)	4
4	4	HERE I AM, Dionne Warwick, Scepter 531 (M); S 531 (S)	8
5	7	THE SUPREMES LIVE AT THE COPA, Motown 636 (M); ST 636 (S)	12
6	6	GENE CHANDLER LIVE ON STAGE IN '65, Constellation 1425 (M) (No Stereo)	9
7	10	HOLE IN THE WALL, Packers, Pure Soul PM 1001 (M); PS 1001 (S)	2
8	5	THE FOUR TOPS SECOND ALBUM, Motown 634 (M); ST 634 (S)	12
9	—	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	1
10	8	THE PRIME OF MY LIFE, Billy Eckstine, Motown 632 (M); S 632 (S)	6

## NEW ACTION R&B LP'S

Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.

THE "NEW" LOOK . . . Fontella Bass, Checker LP 2997 (M); ST 2997 (S)	A TRIBUTE TO THE GREAT NAT KING COLE . . . Marvin Gaye, Tamla 261 (M); S 261 (S)
RUMPROLLER . . . Lee Morgan, Blue Note 4199 (M); 84199 (S)	UNBELIEVABLE . . . Billy Stewart, Chess LP 1499 (M); ST 1499 (S)
SPANISH GREASE . . . Willie Bobo, Verve V 8631 (M); V6-8631 (S)	VILLAGE CALLER! . . . Johnny Lytle, Riverside 480 (M); 9480 (S)

## CARtridge Will Boom, Says Marek

Continued from page 1  
announced Tarr's appointment, said that establishment of the new activity reflected not only the exceptional initial success of Stereo 8 cartridges but also the importance of RCA attaches to the future growth potential of recorded tape in both autos and the home.

Tarr, who will continue to report to Jenkins, guided the development and introduction of Stereo 8 Tape Cartridges as manager of planning and merchandising.

Tarr joined Victor in 1952 as manager of Red Seal promotion. In 1953, he became manager of special markets. At that time, Tarr sparked the broadening of record distribution to rack jobbers, who now account for approximately 40 to 50 per cent of all record sales.

In 1962, premium record sales and educational record sales were added to the activity. This was followed by his appointment in 1963 as manager of planning and merchandising.

# Nominations for 1965 Grammy Awards

Continued from page 8

- |  |   |   |   |
|--|---|---|---|
| <p>37. BEST ALBUM COVER—PHOTOGRAPHY<br/>THE AZNAVOUR STORY—Charles Aznavour BRINGING IT ALL BACK HOME—Bob Dylan JAZZ SUITE ON THE MASS TEXTS—Paul Horn KENNY BURRELL/GUITAR FORMS—Kenny Burrell<br/>MONK—Thelonious Monk<br/>MY NAME IS BARBRA—Barbra Streisand WHIPPED CREAM &amp; OTHER DELIGHTS—Herb Alpert &amp; the Tijuana Brass, BMI</p> <p>38. BEST ALBUM COVER—GRAPHIC ARTS<br/>BARTOK: CONCERTO NO. 2 FOR VIOLIN/STRAVINSKY: CONCERTO FOR VIOLIN—Joseph Silverstein/Leinsdorf, cond. Boston Symphony<br/>CONCERT IN THE VIRGIN ISLANDS—Duke Ellington<br/>GOULD: SPIRITUALS FOR ORCHESTRA/COPLAND: DANCE SYMPHONY—Morton Gould, cond. Chicago Symphony<br/>HOROWITZ AT CARNEGIE HALL—An Historic Return—Vladimir Horowitz<br/>SOLD MONK—Thelonious Monk<br/>WILLIAM TELL AND OTHER FAVORITE OVERTURES—Leonard Bernstein, cond. the New York Philharmonic</p> <p>39. BEST PERFORMANCE—ORCHESTRA (CLASSICAL) (Conductor's Award)<br/>BACH: BRANDENBURG CONCERTOS—Herbert von Karajan, cond. Berlin Philharmonic<br/>BERLIOZ: ROMEO AND JULIET—Arturo Toscanini, cond. NBC Symphony Orch.<br/>GOULD: SPIRITUALS FOR ORCHESTRA/COPLAND: DANCE SYMPHONY—Morton Gould, cond. Chicago Symphony<br/>IVES: SYMPHONY NO. 4—Leopold Stokowski, cond. American Symphony Orch.<br/>PROKOFIEFF: SYMPHONY NO. 6 IN E FLAT—Erich Leinsdorf, cond. Boston Symphony<br/>RAVEL: DAPHNIS &amp; CHLOE SUITE NO. 2<br/>ROUSSEL: BACCHUS AND ARIANNE, SUITE NO. 2—Jean Martinon, cond. Chicago Symphony</p> | <p>40. BEST CHAMBER MUSIC—INSTRUMENTAL OR VOCAL<br/>BACH: THE SIX SONATAS FOR VIOLIN AND HARPISCHORD—Eric Friedman/Brucce Prince-Joseph<br/>BARTOK: THE SIX STRING QUARTETS—Juilliard String Quartet<br/>MOZART/SCHUMANN RECITAL—Vladimir Ashkenazy, Malcolm Frager<br/>A PURCELL ANTHOLOGY—Yehudi Menuhin<br/>SCHUBERT: TRIO NO. 1 IN B FLAT FOR PIANO—Isaac Stern, Eugene Istomin, Leonard Rose<br/>SONATA RECITAL BY SZIGETI &amp; BARTOK (BARTOK/BEEHOVEN/DEBUSSY)—Joseph Szigeti, Bela Bartok</p> <p>41. BEST PERFORMANCE—INSTRUMENTAL SOLOIST OR SOLOISTS (WITH ORCHESTRA)<br/>BARBER: CONCERTO FOR VIOLIN &amp; ORCHESTRA/HINDEMITH: CONCERTO FOR VIOLIN &amp; ORCHESTRA—Isaac Stern (Leonard Bernstein, cond. the New York Philharmonic)<br/>BEEHOVEN: CONCERTO NO. 4 IN G MAJOR FOR PIANO AND ORCHESTRA—Auror Rabinowitz (Erich Leinsdorf, cond. Boston Symphony)<br/>BEEHOVEN: CONCERTO NO. 4 IN G MAJOR FOR PIANO AND ORCHESTRA—Rudolf Serkin (Auroto Toscanini, cond. NBC Symphony)<br/>BEEHOVEN: TRIPLE CONCERTO (Concerto in C major for Violin, Cello &amp; Piano)—Isaac Stern, Leonard Rose, Eugene Istomin (Eugene Ormandy, cond. Philadelphia Orchestra)<br/>RACHMANINOFF: CONCERTO NO. 1 IN F SHARP FOR PIANO/CONCERTO NO. 4 IN G MINOR FOR PIANO—Leonard Pennario (Andre Previn, cond. Royal Philharmonic Orchestra)<br/>TCHAIKOVSKY: CONCERTO NO. 2 IN G MAJOR FOR PIANO &amp; ORCHESTRA/CONCERTO NO. 3 IN E FLAT MAJOR FOR PIANO &amp; ORCHESTRA—Gary Graffman (Eugene Ormandy, cond. Philadelphia Orchestra)</p> | <p>42. BEST PERFORMANCE—INSTRUMENTAL SOLOIST (WITHOUT ORCHESTRA)<br/>ALKAN: PIANO MUSIC—Raymond Lenthalbach<br/>BACH: WELL TEMPERED CLAVIER BOOK 1, VOL. 3 (17-24)—Glenn Gould<br/>CHOPIN BALLADES (1-2-3-4)—Vladimir Ashkenazy<br/>CHOPIN: 8 POLONAISES AND 4 IMPROMPTUS—Arthur Rubinstein<br/>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN—Vladimir Horowitz<br/>JULIAN BREAM IN CONCERT—Julian Bream</p> <p>43. BEST OPERA RECORDING (Conductor's Award)<br/>BELLINI: NORMA—Richard Bonynge, cond. London Symphony Orch. &amp; Chorus, Prin. Solos: Joan Sutherland, Marilyn Horne, John Alexander, Richard Cross<br/>BERG: WOZZECK—Karl Boehm, cond. Orchestra of German Opera, Berlin, Prin. Solos: Dietrich Fischer-Dieskau, Evelyn Lear, Fritz Wunderlich<br/>VERDI: LO FORZA DEL DESTINO—Thomas Schippers, cond. RCA Italiana Opera Orch. &amp; Chorus, Prin. Solos: Leontyne Price, Richard Tucker, Shirley Verrett, Robert Merrill, Giorgio Tozzi, Ezio Flagello<br/>VERDI: LUISA MILLER—Fausto Cleva, cond. RCA Italiana Opera Orch. &amp; Chorus, Prin. Solos: Anna Moffo, Carlo Bergonzi, Shirley Verrett, Cornell MacNeil, Giorgio Tozzi, Ezio Flagello<br/>WAGNER: GOTTERDAMMERUNG—Georg Solti, cond. Vienna Philharmonic, Prin. Solos: Birgit Nilsson, Wolfgang Windgassen, Dietrich Fischer-Dieskau</p> <p>44. BEST CHORAL PERFORMANCE (OTHER THAN OPERA) (Conductors' Awards)<br/>BERLIOZ: REQUIEM—Robert Page, cond. Temple University Choir—Eugene Ormandy, cond. Philadelphia Orch.<br/>BRAHMS: GERMAN REQUIEM—Herbert von Karajan, cond. Vienna Singsverein and Berlin Philharmonic</p> | <p>BRITTEN: CANTATA MISERICORDIUM—Benjamin Britten, cond. London Symphony Chorus and Orchestra<br/>HANDL: MESSIAH—Wilhelm Filtz, chorus master, the Philharmonia Chorus—Otto Klemperer, cond. Philharmonia Orchestra<br/>SCHOENBERG: GURLE LIEDER—Wolfgang Schubert, cond. Bavarian Radio Symphony Chorus with soloists—Rafael Kubelik, cond. Bavarian Radio Symphony<br/>STRAVINSKY: SYMPHONY OF PSALMS/POULENC: GLORIA—Robert Shaw, cond. Robert Shaw Chorale and RCA Victor Symphony Orchestra</p> <p>45. BEST VOCAL SOLOIST PERFORMANCE (WITH OR WITHOUT ORCH.)<br/>CANTELOUBE: SONGS OF THE ALVERGNE/RACHMANINOFF: VOCALISE/VILLA LOBOS: BACHINA BRASILEIRAS NO. 5—Anna Moffo<br/>FALLA: SEVEN POPULAR SPANISH SONGS—Shirley Verrett<br/>MIRELLA FRENÍ—OPERATIC ARIAS—Mirella Frení<br/>MOUSSORGSKY: SONGS—Galina Vishnevskaya<br/>RUSSIAN &amp; FRENCH ARIAS—Nicolaï Ghiaurov<br/>SCHUMANN: LIEDERKREIS—Dietrich Fischer-Dieskau<br/>STRAUSS: SALOME (DANCE OF THE SEVEN VEILS, INTERLUDE, FINAL SCENE)/THE EGYPTIAN HELEN (AWAKENING SCENE)—Leontyne Price</p> <p>46. BEST COMPOSITION BY A CONTEMPORARY CLASSICAL COMPOSER<br/>CANTATA: MISERICORDIUM—Benjamin Britten<br/>CHICHESTER PSALMS—Leonard Bernstein<br/>STRING QUARTET NO. 4—David Diamond<br/>SYMPHONY NO. 4—Charles Ives<br/>VARIATIONS ON A THEME BY HINDEMITH—Walter<br/>WORLD WAR I SUITE—Morton Gould</p> <p>47. MOST PROMISING NEW RECORDING ARTIST<br/>NICOLAI GHIAUROV, Bass<br/>EVELYN LEAR, Soprano<br/>RAYMOND LEWENTHAL, Pianist<br/>PETER SERKIN, Pianist<br/>SHIRLEY VERRETT, Soprano</p> |
|--|---|---|---|

# NEW ALBUM RELEASES

Continued from page 47

## RCA VICTOR

**MYRON COHEN**—Everybody Gotta Be Someplace; LPM 3534, LSP 3534  
**JOSE FELICIANO**—A Bag Full of Soul, Folk, Rock and Blues; LPM 3503, LSP 3503  
**JOHN GARY**—Choice; LPM 3501, LSP 3501  
**PEE WE SPITELERA**—Pee Wee Plays Pretty; LPM 3511, LSP 3511  
**LOS INDIOS TABAJARAS**—Casualty Classics; LPM 3505, LSP 3505

## STARDAY

**JOHNNY BOND**—The Man Who Comes Around; SLP 366  
**COWBOY COPAS**—Shake a Hand; SLP 371  
**LOWELL FULSON** and **CHARLES BROWN**—Everybody I Have the Blues; NLP 2030  
**THE GEORGE JONES STORY**; SLP 370  
**CHARLIE MONROE Sings Again**; SLP 372  
**The Seasonal Red (Giddy Up Go) SOUVINE**; NLP 2033  
**VARIOUS ARTISTS**—Four Kings of Country Music; NLP 2032  
**VARIOUS ARTISTS**—Family Gospel Album; SLP 370  
**VARIOUS TOP ARTISTS**—Stars of the "Grand Ole Opry"; NLP 2031  
**WILLIS BROTHERS**—Wild Side of Life; SLP 369

## TURNABOUT

**BRAMHMS**: PIANO QUARTET IN G MINOR, OP. 25—Members of the Hungarian String Quartet (Sokolhar); TV 4027, TV 34027  
**BRAMHMS**: DVORAK, SCHUBERT & GRIEG—Walter & Beatrice Klien; TV 4041, TV 34041  
**HANDEL**: NINE GERMAN ARIAS—Elisabeth Szeiler; TV 4024, TV 34024  
**HAYDN**: TRUMPET CONCERTO—Various Artists; TV 4031, TV 34031  
**HUMMEL**: PIANO CONCERTO IN A MINOR, OP. 85—M. Gullig & S. Laubenbacher; TV 4023, TV 34023  
**MOZART**: BASSOON CONCERTO—G. Zuckerman, Wurttemberg Chamber Orch.; TV 4039, TV 34039  
**MOZART**: DON GIOVANNI EXCERPTS—Various Artists; TV 4030, TV 34030  
**MOZART**: PIANO CONCERTO NOS. 15 & 11—Peter Frankl; TV 4027, TV 34027  
**NIELSEN**: VIOLIN CONCERTO, OPUS 33—Tibor Varga Royal Danish Orch. (Semkow); TV 4043, TV 34043  
**PURCELL**: CONCERT OF VOICES (Burgess)—Music of the High Renaissance in England; TV 4017, TV 34017  
**VARIOUS ARTISTS**—Electronic Music; TV 4046, TV 34046  
**VARIOUS ARTISTS**—Sons of Bach; TV 4026, TV 34026

## VERVE

**BILL EVANS TRIO** With Symphony Orch.; V 8640, V6 8640

## VOX

**HAYDN**: STRING QUARTETS, Vol. 3—Dekany Quartet; VBX 59, SVBX 559  
**HAYDN**: SONATAS FOR KEYBOARD, Vol. 1—Fritz Neumeier; VBX 73, SVBX 573

**WALTER KRAFT**—Bach Organ Music, Vol. 3; VBX 443, SVBX 5443  
**MOZART**: EARLY SYMPHONIES, Vol. 1—Mainz Chamber Orch. (Kehr); VBX 118, SVBX 5118  
**MOZART**: CHAMBER MUSIC FOR WINDS—Various Artists; SVBX 548  
**JOSEPH PAYNE**—Fitzwilliam Virginal Book; VBX 72, SVBX 572  
**SCHUBERT**: MUSIC FOR VIOLIN AND PIANO—Various Artists; VBX 69, SVBX 569  
**VARIOUS ARTISTS**—A Vox Box Selector; A-1

## WESTMINSTER

**BACH**: ART OF THE FUGUE—Hermann Scherchen; WST 237  
**BARTOK**: SONATAS NO. 1 AND NO. 2—Andre Gertler & Edith Farnady; XWN 19098, WST 17098

# Top 9 Charts LP's Wearing RIAA's Seal

Continued from page 1

Years" (No. 6) and "A Man and His Music" (No. 9).

The Beatles' "Rubber Soul" dropped from No. 1 to the runner-up spot, while "The Sound of Music" soundtrack, on the chart for 49 weeks, held at No. 4.

"Roger Miller-Golden Hits" got in under the wire, with the RIAA certification coming in late this week. It's No. 7 on the chart.

Rounding out the RIAA list is "The Best of Herman's Hermits" at No. 8, and "My Name Is Barbara, Two" at No. 5. In the top 10, but still shy of RIAA certification, is "The 4 Seasons Gold Vault of Hits."

Henry Brief, RIAA executive secretary, pointed out that while the spate of certifications probably does indicate unusually high album sales, he also said that more and more records are submitted for certification today, and that in the past many million seller records failed to carry the seal simply because they were not submitted.

Another three records in the top 20—"December's Children" with the Rolling Stones, the "Mary Poppins" soundtrack and the Righteous Brothers' "Back to Back" also carry the seal.

## Capitol Hires 3

Continued from page 1

As an off-shoot of the r&b concentration, Capitol will add strength to gospel music, with several new albums and re-packaged products set for release shortly.

On the a&r end, Steve Douglas, recently named Capitol's new pop singles head, will receive tapes and dubs from the promotion men, buy masters from outside sources and assign staff producers to work with artists.

During the past few weeks five r&b artists have joined the company: Billy Preston, Charlie Wright, Verdelle Smith, Reuben Wright and Little Willie John, the latter two brought to Capitol by new promo men. Miss Smith's first Cap single, "In My Room," has already jumped on the Billboard Hot 100. Bobby Sheen, Frank Polk and an unnamed girl's group are also on the r&b roster.

Douglas indicated a release of 3-4 r&b singles a month. Capitol's r&b product will clash with the Tower subsidiary Uptown, formed in May 1965 to cover the r&b market. But Tallant's answer to this double emphasis is simply: "Why not?"

# Services for Billy Rose On Sunday

Continued from page 4

Theater. Rose died Feb. 9 in Montego Bay, B.W.I.

As a songwriter, he was interested in the welfare of the composer and lyricist and was instrumental in founding the Songwriters Protective Association in 1931. He was SPA's first president. SPA has since changed its name to the American Guild of Composers, Author & Publishers.

His songwriting career spanned more than four decades and his credits include "Barney Google," "That Old Gang of Mine," "More Than You Know," "Great Day," "Paper Moon" and "Without a Song."

As a theatrical producer, Rose became famous for his spectacular musical revues, including "Jumbo," "Casa Manana" and the outdoor extravaganza "Aquadace," at the New York World's Fair in 1939. He once ran the Diamond Horseshoe nightclub in New York. Rose owned two theaters in New York—the Ziegfeld and the Billy Rose.

# Billboard Buyers & Sellers

# CLASSIFIED MARKET

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

## EMPLOYMENT SECTION

### HELP WANTED

**LEAD, RHYTHM, BASS ORGANIST** wanted for Stones-Animals type R&B group now forming. Contact: Lon Spangler, 9 Valley Place, Tenafly, N. J. 07670.

### DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

**RECORD RIOT 45's**—BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. m26

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

### PRESSING, PLATING

#### PRESSING CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

**NATIONAL RECORD PROMOTION & PUBLICITY**  
 Trade disc jockey coverage...  
 National paper publicity... etc.

#### DISTRIBUTION ARRANGED

**MORTY WAX PROMOTIONS**  
 1650 Broadway  
 N.Y., N.Y. 10019  
 C.I. 7-2159

### RECORD PROMOTION & PUBLICITY

3½ MILLION RADIO LISTENERS AUDIENCING potential radio hits. Complete Southwest regional exposure. Direct personal presentation to director musical programming. Consistent eight-week follow through. 1 record, \$50 complete fee. 3 records released within 13 weeks—complete total fee, \$100. Request brochure. Star Records Promotions, 102 Texas Ave., P. O. Box 1055, El Paso, Tex. 79946.

### National Record Promotion

(You Record It—We'll Plug It)  
**Music Makers Promotion Network**  
 New York City  
 20 Years' Dependable Service  
 Brite Star, Cleveland, Ohio  
 Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.  
 • DISTRIBUTION ARRANGED  
 • MAJOR RECORD LABEL CONTACTS  
 • NATIONAL RADIO & T.V. COVERAGE  
 • BOOKING AGENT CONTACTS  
 • NASHVILLE NEWSPAPER PUBLICITY  
 Call Collect: CLEVELAND 261-J 4-2211 DIST. OFFICE.  
 ★ ★ ★ BRITE STAR ★ ★ ★  
 14881 Overlook Drive Newbury, Ohio

### PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors. Now available from RSI (a division of Billboard) for \$5.95 each postpaid.

"PROFESSIONAL PROGRAMMING VOL. 1"  
 by DICK STARR and BOB HARRIS  
 RSI (Record Source Int'l)  
 165 West 46 Street  
 New York, N. Y. 10036

when answering ads...

# Say You Saw It in Billboard

## USED COIN MACH. EQUIP., PARTS & SUPPLIES

### FOR SALE

**FOR SALE: SHUFFLE ALLEYS.** BALLY Deluxe, \$50 ea.; United Bonus, \$95; United Baseball Shuffle, \$150; Wurlitzer 1900, \$150; Corsair 20 Col., \$125. All games rebuilt and ready for location. Send \$5 deposit to: Guerrini's, 1211 W. 4th St., Lewistown, Pa.

## BUSINESS OPPORTUNITIES

**ATTENTION: RECORD OUTLETS.** We have the largest selection of 45 r.p.m. oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex-Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 653-9400, de-10-66

**COPYRIGHTED SONGS FOR SALE.** \$43,000 each before March 10; \$44,000 each before next March 10. James Rice, P. O. Box 4851, Main Post Office, Miami, Florida.

**RECORDING NEW POTENTIAL ARTISTS** in stereo. This talent scout desires affiliation with reliable recording companies. Howard A. Short, P. O. Box 107, Alberta, Va. 22821.

**WANT TO PURCHASE COMEDY BITS** and 3 act dramatic material. Let me know what you have and price. Gladys Campbell, 115 W. Rose St., Kissimmee, Florida.

**WISH TO LEASE BALLROOM** FOR teen dances or discotheque. City beach, summer resort. Info: Box 1808, Hollywood 28, Calif. fe19

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3336 Daniel Crescent, Baldwin Harbor, N. Y. ch-my-766

## INTERNATIONAL EXCHANGE

### ENGLAND

**ALL ENGLISH RECORDS RUSHED** BY airmail. Beatles' new album "Rubber Soul." All new, "Help," "Beatles for Sale," U.K. albums all \$6.15 inc. airmail. Mono or stereo. Complete pop catalogue \$1. John Lever, Gold St., Southampton, England. se19

**BEATLES NEW ENGLISH ALBUM** "Rubber Soul" rushed to your home by airmail from stock! \$6 mono or stereo. Also "Help," Searchers, Ivy League, all English records and any other English albums. Record Centre Ltd., Newcastle, England. se24-66

**BRAND NEW BEATLES ALBUM** "Rubber Soul." Any record album of your choice six dollars inc. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley St., London W.1, England. ap9

**FIRST-CLASS GUARANTEED AIR MAIL** service on British records to U. S. A. All titles available. U.K. albums 46 each, additional albums only \$5. All breakers replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England. ap9

## Classified Advertisers: WE'VE MOVED!

That's right. We've moved our Classified Advertising Department to a new home. So...

FROM NOW ON  
 send all orders for classified advertising to:  
 Classified Ad Dept.

## BILLBOARD

188 W. Randolph Chicago, Illinois 60601

### CLASSIFIED RATES

#### REGULAR CLASSIFIED AD

25¢ a word. Minimum \$5. First line set all caps.

#### DISPLAY CLASSIFIED AD

1 Inch—\$20. 2 Inches—\$35. Each additional inch—\$15.  
 Box rule around all ads.  
 3 consecutive insertions of same ad—5% discount  
 6 consecutive insertions of same ad—10% discount  
 13 or more insertions of same ad—15% discount

#### PAYMENT MUST ACCOMPANY ALL ORDERS

If Box Number is used: allow 10 words for number and address. Box Number service charge is 50¢ per insertion, payable in advance.

All ads must be received 11 days prior to date of issue.

#### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Size: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy \_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE, CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 188 W. Randolph, Chicago, Illinois 60601. ADVERTISING RATES INTERNATIONAL EXCHANGE. Classified: Per line, \$1. Minimum, 4 lines per insertion. DISPLAY: Per inch, \$14. Minimum, 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION, CONTACT: Denis Nyland, International Advertising Director, Billboard, 165 W. 46th Street, New York City, 10036 or Andre de Vaeye, European Director, 15 Hanover Square, W. 1, England.

## BILLBOARD DEALER PANEL

# Radio Spots Rate Highest With Dealers

**EDITOR'S NOTE:** The Market Research Department of Billboard recently interviewed hundreds of dealers around the country. The following is a report on dealers' comments in response to a question about which merchandising or promotional device (s) has (have) been most effective traffic builders in the stores.

CHICAGO — Record dealers answering Billboard's queries listed radio ads, window and in-store displays, and newspaper ads as the three most productive types of sales promotion.

Twelve per cent of the dealers (see adjoining chart) said they had found no promotional devices to be really helpful. Some of these dealers qualified their answers by stating that good service and reasonable prices were the best inducements that a store could offer to potential buyers.

Many dealers had directly opposing views about the uses and effectiveness of various types of promotional techniques.

John Nagl, Active TV, Milwaukee, said: "We get the highest percentage of return from direct mail pieces. If we advertise the same specials in the newspapers we get practically no return."

James Niemeyer, Niemeyer's Record Shop, Minneapolis, said: "Newspaper ads are the most effective. Radio is not too good unless you concentrate heavily for at least a week—and this becomes expensive."

### Radio

Clint Smithdeal Jr., Junior's Records, Winston-Salem, N. C., said that "radio advertising is the most effective promotion we have ever done. Their ads over the air really brought in the customers."

Lydia Pensie, Bilsten's, Fresno, Calif., agreed with Smithdeal about radio effectiveness. "Radio stations are best," she said. "A person listening to a jazz program, for example, will hear a record they like. They will also hear us advertised on the same station, so they will call us to see if we have the album. I believe this has been very successful for our store."

Mrs. Louis Raez, Hi-Fi Sound

and Record Shop, Columbia, S. C., believes that no special promotions are necessary. "Having records on hand when they are hot is the most important thing. People will go where they are sure they can get the records. This kind of reputation gets established quickly and brings customers back many times."

Thomas McAlees Jr., Delaware Music House, Newark, Del., reported that his biggest sales builder "is the fact that we take special orders. Many stores do not take such orders and we are able to attract many customers who know we give a more complete line of service than our competitors."

### Clubs

Carl Henry, Carl's Diggins, Providence, R. I., told Billboard that "our record club brings them back all the time. We give them a card which we punch when they buy records. After they purchase 10, we give them one free. It has been very successful."

Joe Little, Joe Little's Record Shop, Charlotte, N. C., said: "We used to have a record club, but it gradually decreased in effectiveness. Then we started heavy discounting of LP's and found this is bringing in very good traffic."

R. DeCapri, Village Music, Los Angeles, said "the only successful thing we've ever had is good window material. However, this is getting harder and harder to come by lately, and we don't understand the reason for it."

Helen Thompson, Carroll's Records, Enid, Okla., said: "My best promotion is by personal contact. I send cards through the mail and occasionally I will telephone some of my customers. I think this personalized service to good customers pays very high dividends."

### Co-op Ads

Carl Stacy Jr., Stacy's Music Store, Charlottesville, Va., said that his best promotion is "the co-op advertising down with manufacturing companies. It's 50-50 co-operation and they furnish the ad mats."

Gale Warren, Wayne's Records, Lubbock, Tex., said: "I get no response to manufacturer's promotional devices. Local promotions are very effective. High school and college papers are among the best."

Dealers used the same advertisers in different ways in many cases. One dealer said ads in the classified section of the local paper were best. Another said he runs a "column" type of newspaper ad once a week and receives an excellent response. Some dealers felt that the daily press was the most effective ad.

(Continued on page 53)

## Scanning The News

Revlon, one of the nation's leading cosmetics manufacturers, may find its stock rising fast in 1966. The firm, which has been one of the most profitable in the country in recent years, owns the Amerline Corp., which is expected to play a key part in the predicted tape cartridge boom this year.

Portable transistor radios have become permanent desk accessories in many business offices in New York, according to a survey by the Admiral Corp. Approximately 75 per cent of business offices queried said that transistor radios were on someone's desk. Nearly 66 per cent of the radios were there to stay, while the rest were taken home at night or on weekends.

Muntz STEREO-PAK (Canada) has been formed to market Muntz STEREO-PAK four-track solid-state stereo tape-cartridge players for use in both cars and homes. It will also market recorded stereo-tape cartridges from a library that includes over 25,000 prerecorded selections. Head office of the new company will be in Hamilton, Ontario.

Viking of Minneapolis will have a bank of recorders in constant operation at the Philadelphia Hi Fi Show. Visitors will be allowed to record music and then take the recorded tape home with them. Music and tape will be courtesy of Viking. Object of the promotion is to show customers how easy it is to operate a new recorder.

The Empire Recording Co., a subsidiary of Vidair Electronics Manufacturing Corp., has announced the release of its new extended play reel-to-reel pre-recorded tapes. The tapes are four-track stereo, 3 3/4 ips and have a playing time of over two hours. A company spokesman stated that this new tape, especially developed for Empire, allows recording at the slower speed of 3 3/4 ips, giving excellent fidelity over the complete audio range.

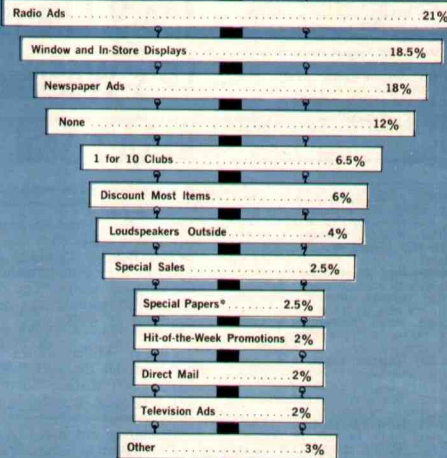
The 3M Co. recently reported its sales for 1965 to have exceeded \$1 billion for the first time in the firm's 63-year history. Net income, also an all-time high, reached \$116 million in the past year.

The Electronics Industries Association has been scheduled for June 7-9 in Chicago's Continental Plaza Hotel.

Record dealers will get the opportunity to retail a book on careers in music. The 86-page guide prepared by Marion S. Egbert, Director of Educational Services for the American Music Conference, was written for young men and women considering a musical career and for

(Continued on page 53)

## WE SELL RECORDS!



\*This category includes high school and college papers, neighborhood publications, shoppers' specials, and similar local publications that do not fall in the category of the news press.

SALES PROMOTION METHODS in the chart are listed in the order of their popularity with dealers. Dealers' replies sometimes mentioned more than one form of promotion that was considered highly successful. Percentages are based on the total number of sales promotion methods mentioned by dealers.

## New L.A. Dealer Has 100% Stereo Disks and Tapes

BEVERLY HILLS, Calif. — Operating with a concept of being a total stereo shopping market, the Sound Center has been in business three months catering to an above average financial community.

The store sells four-track Autostereo tape cartridges and RCA Stereo 8 packs, but reel-to-reel merchandise dominates, according to general manager

Ron Allcott. Business in car tapes is "triple" what the store thought it would be.

Tape and phonograph albums are used as leader items to lure customers to purchase high fidelity components. With the exception of spoken word and comedy albums, all LP's are stereo. The store attempts to undersell its area competitors with disk discounts, 40 per cent being a typical lead-in. Owner Joel Miller is the disk and tape buyer. Allcott the component man.

All of the store's four salesmen are equipment technicians. (Continued on page 53)

## NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

### Columbia



MASTERWORK solid-state phonograph by Columbia. Drop head turntable, detachable side speakers, volume, bass and treble controls. Complete with custom stand. No price.



COLUMBIA stereo solid-state Masterwork phonograph. Four-speed, volume, bass/treble, stereo/monaural controls. Detachable speakers mount on side of stand if desired. Vinyl covered case. Price \$99.95, includes custom stand.



GUITAR ACCESSORIES DISPLAY of Walco music strings and music accessories is a good reminder to browsing customers that they need various kinds of supplementary products. Display can be set up in one of three sizes. The counter model (left), the stand-up rack (right) or the large punchboard (center).

## Radio Spots Rate Highest

• Continued from page 52

media, while others thought that community papers, school publications and even yearbooks were the best places for ads.

Dealers playing music over a loudspeaker outside the store to attract customers from the sidewalk were all very happy about this method of promotion. One dealer was so enthusiastic that he began using a sound truck to tour the streets and play hit records.

Of course, many dealers do a little of everything. Ads in newspapers, yellow pages, radio programs, store displays, shopping bag stuffers, direct mail, record clubs, special sales, hit-of-the-week promotions, across the board discounting and many other types of promotional ideas have been implemented two or three at a time by many of the dealers interviewed. Most dealers were optimistic about their current programs, giving the general feeling that their trial-and-error methods had led them to satisfactory solutions for their stores.

In the next installment of the Dealer's Panel, Billboard will report on guitar sales in record stores. Guitars, currently played by more Americans than any instrument except the piano, out-sold all other musical instruments in 1965 and have become an important sales item for many record dealers. If you care to contribute your comments to this subject or to suggest topics for discussion, write to: Audio Retailing Editor, Billboard Magazine, 188 West Randolph Street, Chicago, Ill. 60601.

## Scanning The News

• Continued from page 52

their high school and college career counselors. The book will retail for \$1.

The Philco Corp., in the midst of an expansion program, has broken ground recently for several of the 10 regional consumer products distribution centers planned to span the country. The firm's objective is to improve its factory-to-dealer warehousing and distribution system. J. W. Weinstein has been named Eastern zone manager for General Electric's new Electronics Sales Operation. Weinstein is responsible for sales of General Electric radios, portable phonographs, portable tape recorders, and Show 'N Tell, through the company-owned portion of the distribution system for these products.

William Oppenheim has been appointed manager of the Newark (N. J.) District, Sales and Distribution Division of the Philco Corp. Oppenheim succeeds Robert G. Furlong, who recently resigned.

The Magnavox Co. reported a 50 per cent increase in sales during the past year. Company spokesmen said consumer products accounted for about 75 per cent of the \$333 million sales in 1965.

The Sonotone Corp. has entered the dynamic microphone field with a line of seven basic models ranging in price from \$32.50 to \$37.50, in four different impedance choices.

Chancellor Electronics of Newark, N. J., distributor of

## RCA STEREO 8 CARTRIDGES TOTAL 226

NEW YORK—RCA Victor has issued 26 new titles in January and February for its Stereo 8 Tape Cartridge catalog. This brings the number of titles available in Stereo 8 cartridges to 226. The initial 175 titles were released last September and October. Another 25 were released before the end of the year.

Of the new titles, nine are pop, three Broadway or motion picture original cast or soundtrack, seven Red Seal, one pop Twin-Pak, three Red Seal Twin-Pak and three Camden Twin-Pak. RCA Victor plans to add at least a dozen new titles to its catalog monthly.

OKI solid-state tape recorders, has announced details of a new promotional program for the OKI line. The campaign is built around a four-color mailing piece, which will be custom designed for each of the participating dealers. The mailer's special feature to get customers into the stores will be the offer of a four-track, prerecorded stereo tape free for bringing mailer to the dealer.

Motorola has moved into the lower price range in AM/FM car radio with the introduction of model FM-106M, a manual tuning unit with the manufacturer's suggested list price of \$79.95, some \$60 under its previous car radio in the dual broadcast band category.

## 19 Stereo Tape Albums Added To 3M Catalog

ST. PAUL—The 3M Co. has recently added 19 new music releases on its stereo tape album catalog, bringing the total to 357 releases available on 24 different recording labels.

The tapes are designed for use with the Wollensak Automatic Tape Recorder, which changes, plays, rewinds and changes tape albums without attention and provides up to 15 hours of continuous play.

The new release offers a good range of selection, going from current pop hits to several classical favorites. Big pop names of the new issue include Frank Sinatra, Trini Lopez, Ray Charles, Horst Jankowski, Duke Ellington and Sammy Davis.

Mercury labels dominated the release. Besides the "Genius of Jankowski," were such albums as "Chopin Piano Concerto #2 Opus 21," London Symphony, Antal Dorati conducting, Gina Bachauer featured soloist, "An Evening of Flamenco Music," Romero; "Orchestral Dance Favorites," Frederick Fennel, "Champagne, Roses and Bonbons," Antal Dorati conducting the Minneapolis Symphony Orchestra, and Schumann Piano Concerto, by the Minneapolis Symphony Orchestra.

Reprise offerings include: "September of My Years," Frank Sinatra; "Rhythm and Blues," Trini Lopez; "Big Band Come-Back," Duke Ellington, and Sammy Davis' "Sammy's Back On Broadway."

ABC-Paramount albums are: "Country and Western Meets Rhythm and Blues," Ray

## New L.A. Dealer

• Continued from page 52

Allcott and Morris Kessler are full-time; Charlie Manners and Mike Pontella are part-time college students.

The store will lug equipment to a potential customer's house. Often after purchasing a hi fi system (from \$340 to \$450 are good ones), the new owner will have several free albums recorded upon him by the store. "The customer is usually shocked," said Allcott. "We entice him with a gift after the sale's been made."

When a customer comes perusing who has a monaural phonograph system, the salesmen sell him a stereo needle so he can play stereo disks through his existing equipment, explains Allcott. This is the first step in converting him to stereo.

Among the components sold are Fisher, A.R., JBL, KLIH; Dual, Sony, Ampex, Dyna, Kett, Marantz, Barzilay and Garrard.

Charles; "C'Mon and Hear," Della Reese, and "Italian Romance, American Style," Frank De Vol.

From Command: "Magnificent Movie Themes," Enoch Light, and "Mexico S. A.," Tony Mottola.

Billy Vaughn's "Moon Over Naples" is featured on the Dot label.

Tchaikovsky "Swan Lake" by the London Symphony, Monteux conducting, is offered on the Phillips labels.

"La Boutique Fantastique and Rossiniana," by Rossini-Respighi performed by the Vienna Festival Orchestra, conducted by Antonio Janigro and "Jan Peerce Arias" are the Vanguard offerings.

# BE HEARD!

- OVER YOUR INSTRUMENTS
- OVER AUDIENCE NOISE

WITH A

# SHURE

MICROPHONE

Your microphone is your link with your audience. Choose it with care. Shure microphones project your voice over your instruments, and over audience noise . . . YOU WILL BE HEARD. They are used by many of the world's most famous Rock 'n Roll and Country 'n Western groups. Complete with carrying case, 20' cord and plug to fit most musical instrument amplifiers.

SHURE MICROPHONES HELP PUT YOUR ACT ACROSS



SHURE UNIDYNE® III

A favorite in Las Vegas.



SHURE UNIDYNE® A

Combines economy with quality



SHURE SPHER-O-DYNE™

For "pop"-proof performance at a popular price

Write for catalog and name of nearest Franchised Dealer: SHURE BROTHERS, INC., 222 Hartrey Ave., Evanston, Ill.

DEALERS: Write to learn how you can become a Franchised Shure Dealer for Professional Entertainer Line Products.

# BULK VENDING news

## Discounters Friend and Foe to This Vendor-Record Dealer

By RAY BRACK

TEMPLE, Tex. — Wearing one hat, Bill Harrell is delighted with this town's two big discount houses. Wearing another hat he is displeased.

Harrell is one of the country's few retail record dealers with a bulk vending route on the side. As a vendor he views the discount stores as his most profitable stops. As a record dealer he's been forced to cut album prices 2 to 3 cents to meet the discount house competition.

"I'm probably your only reader who avidly pores over both the music and bulk vending departments of Billboard," Harrell said.

Deejay

Harrell opened House of Sound, Inc., three years ago as

a logical extension of his avocation as a c&w disk jockey on KTON-Radio here. He still holds down the sign-on-till-10 a.m. slot on the same station.

House of Sound records the bulk of its sales in the country music category. Buck Owens and Roger Miller leading the pack during 1965. Harrell also has a record mail-order business going—customers all over the U. S. and even overseas—that accounts for 20 per cent of his volume.

Harrell also handles fretted instruments and portable phonographs.

### 180 Machines

His entry into bulk vending occurred a year ago, largely on

impulse, with the acquisition of a local route. He now operates—as Temple Vending Co.—some 180 machines in this town of 30,000 population.

Harrell vends tab gum, ball gum, peanuts, capsuled merchandise and Boston baked beans. "Yes, the discount houses are my best locations."

The bulk vending operation and record store are housed in the same building at 1309 West Adams. Harrell employs three persons.

"I'm in the bulk vending business for real," Harrell said. "I'm expanding my route, while making it pay as it goes." He buys merchandise and machines from Graff Vending Supply Co. in Dallas.

## NCA Releases Its Own 'Candy' Film



NEW MOVIE just released by the National Confectioners Association has many scenes such as this showing how candy is the ideal supplement food for children and adults.

## Marketing Expert Says Children Have Changed

BOULDER, Colo.—"Children are different today than when we were young," observed Mattel, Inc., marketing services director Jack Jones in a speech before the American Association of Advertising Agencies here early this month.

"They have the benefit of instant mass communication and new teaching methods, resulting

in a greater awareness of everything around them, a sophistication at such an early age that still astounds me," Jones declared.

Jones said that Mattel, recognizing the emergence of the modern child, is now basing its advertising philosophy on the admission that "children cannot be talked down to or put on. They're aware, Missouri types that want to be shown. They're more cynic than believer."

### Ad Drive

Mattel, Jones said, decided in 1955 to launch an advertising drive directed at the child "cynic." Before this drive, he said, the company was doing about \$5 million annually. "This year our annual sales are in the neighborhood of \$100 million," he reported.

He also observed: "It's interesting to note how TV has changed as a result of the impact of children's viewing habits. Where a scant 10 years ago children were allotted a small amount of television time on only one network in the late afternoon, now the bulk of the daily TV fare is scheduled with them in mind. No network can compete for leadership without strategic scheduling of kid appeal shows."

CHICAGO—A non-commercial movie extolling the benefits of candy-eating has been produced for the National Confectioners Association and will be made available to NCA members and the general public.

The film is being made available on loan—no cost—to schools, theaters, television stations, service clubs, business and fraternal groups, women's clubs, PTA groups and other organizations. Loan requests may be sent to Modern Talking Picture Service, Inc., 10 Rockefeller Plaza, New York, N. Y. 10020.

NCA descriptive literature reads: "The film explains why candy is a wholesome, nourishing and quick-energy food, ideal for growing children and adults, for athletes, as well as a safety factor for motorists as it relieves fatigue by raising the blood-sugar level."

### MUSIC

The film features "a typical American family . . . also contains some delightful, original music and songs."

Called "Wonderful World of Candy," the movie is in full color and is said to "portray candy as a colorful, appealing

and mouth-watering food supplement. It shows a wide variety of candy may be purchased around the clock at supermarkets, school lunchroom counters, office and factory vending machines, drugstores, airports, and retail candy outlets."

An estimated 4 million persons will view the film during 1966. In addition, NCA officials are hopeful that the original music in the film, recordings of which are being made available for radio and TV spots or disk jockey shows, will catch on with the public and provide an added bonus to the film.

## BUY YOUR EMPTY CAPSULES FROM A RELIABLE SOURCE

**\$3.50** Per M  
PAPCO  
PAUL A. PRICE COMPANY  
5 Skillman St. Roslyn, N. Y.  
(516) MA 1-5500  
Charms, Rings, Etc.

## BUILT FOR BUSINESS!

### MARK-BEAVER

Bulk Vending Machines  
Full of built-in advantages for longer life and greater profits.



**VENDOR**  
MFRS., INC.  
C. V. (Red) Hitchcock,  
President

P. O. Box 7307  
R-457 Chestnut St.  
Nashville, Tennessee 37203  
PHONE: 615 256-4148  
(Distributor areas available throughout the world)

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 23, 1c Forc. Com.	12.00
verified for 100 ct. B.G.	6.50
Atlas 1c & 5c 100 ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

## MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.92
Pistachio Nuts, Jumbo Queen, White	.87
African Crown Red Lip Pistachio Nuts	.70
African Prince Red Lip Pistachio Nuts	.40
Indian Nuts, 5 lb. bag, per lb.	1.00
Cashew, Whole	.50
Cashew, Butts	.74
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.48
Marshelets	.47
Rain-Bio Gum, 72 ct.	5.72
Mall-ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct.	.32
170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.32
300 lb. minimum prepaid on all Rain-Bio Ball Gum	.45
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 boxes, assorted.	

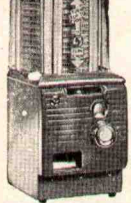
CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.  
Everything for the operator, One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN

# GUM

GET YOUR SHARE WITH  
**Northwestern**

GUM VENDER PACKAGE



This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Wisidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LQngarr 4-6467



# NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

. . . Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vendors. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK . . . priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

**Northwestern**  
CORPORATION  
2623 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## GO AHEAD AND WRITE FOR YOUR REPRINT

Requests for free reprints of Billboard's Second Annual Bulk Vending Survey have exhausted our initial run. However, we're turning out several hundred more. The reprints collect five separate reports that appeared in the Bulk Vending Department of Billboard during January into handy form for your file. Write Bulk Vending Editor, Billboard, 188 West Randolph Street, Chicago, Ill. 60601.

When Answering Ads . . .  
SAY YOU SAW IT IN BILLBOARD

# COMING EVENTS

March 2-6—Toy Manufacturers of the U.S.A. annual convention, Sheraton Hotel, New York.

March 7-12—Toy Manufacturers of the U.S.A. annual Toy Fair, Hotel New Yorker, New York.

April 22—National Bulk Vending Machine Distributors meeting, Sheraton-Chicago Hotel, Chicago, 10 a.m.

April 21-24—National Vendors Association Annual Convention and Trade Show, Sheraton-Chicago Hotel, Chicago.

June 12-15—National Confectioners Association annual convention, Washington Hilton, Washington, D. C.

Oct. 29-Nov. 1—National Automatic Merchandising Association Annual Convention and Trade Show, McCormick Place, Chicago.

# NEWSPAPER TELLS FOLZ SUCCESS STORY

OCEANSIDE, N. Y. — The Folz Vending Co.'s operation was the subject of a full-page feature story in the Jan. 31 issue of Newsday, the Long Island daily newspaper.

The story, which led off the paper's Business News section, told how Roger and Harold Folz parlayed their operation into a 50,000-machine business and how, through their efforts, the 1965 session of the New York State Legislature amended the 2 per cent sales tax bill to exclude items which vend for 10 cents or less.



Now is the time to upgrade every top-notched location with **NEW VICTOR MULTIPLE**

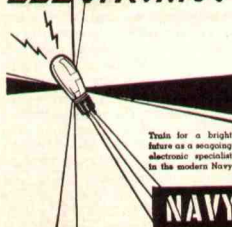
STANDS AND EQUIPMENT

You'll immediately get BIGGER COLLECTIONS.

Write for free color circular.

**LOGAN DISTRIBUTING, INC.**  
1850 W. Division St., Chicago, Ill. 60622  
Phone: (312) HU 6-4870

# ELECTRONICS



Trade for a bright future as a seeping electronic specialist in the modern Navy

**NAVY**

# Survey of State Business Laws Relating to Vending

**EDITOR'S NOTE:** We continue a series of reports on State regulations related to the bulk vending industry. By no means exhaustive, each article carries the name and address of the State official from whom full information on vending regulations may be obtained. Clip and save.

## Texas

AUSTIN—The State levies an annual occupation tax of \$10 on the operators of "coin-operated machines." Under the coin-operated machines tax law, cities and counties are permitted to levy an additional tax not to exceed half the amount of the State fee. However, the statute specifically excludes the operators of the following types of equipment from this particular levy: gas meters, pay telephones, pay toilets, food vending machines, confection vending machines, beverage vending machines and cigaret vending machines. These machines are subject to a gross receipts tax.

For additional information, contact Robert S. Calvert, Comptroller of Public Accounts, Austin, Tex.

## Utah

SALT LAKE CITY—State Sales and Use Tax Regulation Number 74 reads as follows:

"Persons operating vending machines are deemed to be retailers and selling articles of tangible personal property which are disposed of in connection with the operation of such vending machines.

"The total receipts from the

operations of the above will be considered as the total selling price of the tangible personal property distributed in connection with their operations and must be reported as the amount of sale subject to tax

"Where vending machines are owned by persons other than the proprietor of a place of business in which the machine is placed and the person owning the machine has full control over the sales made by the machine, of the collecting of the money, such owner is required to secure a sales tax license. One license is sufficient for all of the machines of one operator. A statement in substantially the following form must be affixed upon each vending machine in a conspicuous place:

This machine is operated under Utah Sales Tax License No. \_\_\_\_\_

## Virginia

RICHMOND—Article 12 of the Taxation Title of the Code of Virginia reads:

"Every person, firm and corporation engaged in the business of selling goods, wares and merchandise through the use of coin-operated vending machines shall be classified as a retail merchant on that phase or part of the business done through such machines and shall pay an annual State license tax for the privilege of doing business in this State of \$20."

The Code also reads: "Every such person, firm and corporation (vendors) shall also pay a tax of 20 cents on every \$100 of gross sales through such vending machines in excess of \$2,000 each calendar year, or part thereof."

# COINMEN IN THE NEWS

## KANSAS CITY, MO.

A number of operators made W. B. Music one of their stops while in town recently—Joe Roth-co, Omaha, Neb.; Bill Welch, Trenton, Mo.; Ernie Connelly, Eric, Kan.; Lawrence, Kan., operator John Emick; John Williams from Chanute, Kan., and Tina Massa of Galena, Kan.

Bud Lurie was a visitor at Sutherland Dist. on a recent sales tour of the Williams distributors and Seeburg's Ed Blanken-Beckler also stopping off at the branch here. . . . Congrats all around for Al Catan, record dept. manager here who recently tied the nuptial knot.

The Seeburg branch a busy place with a number of out of town ops in recently: Al Phinney, Salina, Kan.; A. J. Hilbrenner, Waverly, Mo.; John Meister, St. Joseph, Mo.; Harley Tripp, Brookfield, Mo., and Walter Cobb, St. Joseph, Mo., were all in town shopping for supplies and equipment.

Dave Elliott just back from a sales swing down Springfield, Mo., way visiting with his many Elliott Dist. vending operator customers and a sad note from Springfield in the recent passing of well-known coinman Byron (Fat) Smith, Byron, a veteran operator around Springfield, was 56.

Floyd Tawney has joined the sales staff at Bird Music Dist. in Manhattan, Kan., where Floyd Evers infos that Rock-Ola field engineer William Finlay was just in visiting the busy branch. Walter Cobb, St. Joseph, Mo.; John Emick, Lawrence, Kan.; Bob Burge, Republic, Kan., and Mike Quinlan of Seneca, Kan., were all in Manhattan for post-holiday buying treks. And Floyd also passes along the unfortunate news that veteran Atchison, Kan., operator George Adams passed away recently.

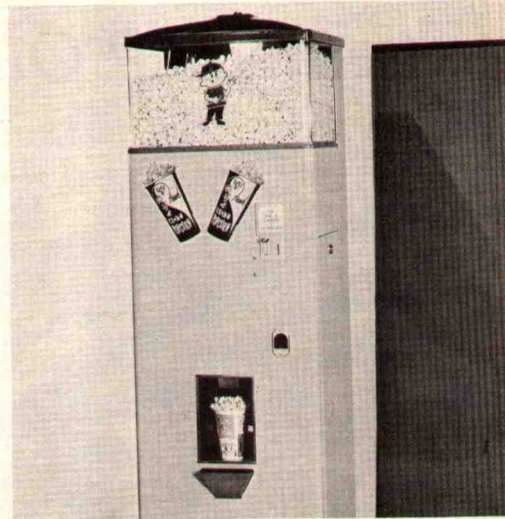
EARL PAIGE

## BOSTON

Wedding bells will soon ring in the Baker manor in Canton. David J. Baker, president of Melo-Tone Vending, Inc., of Somerville, announces the engagement of his daughter, Karen Ruth, to Leslie Rudnick, of the real estate clan here. Miss Baker is a senior at Garland Junior College, Boston, and Rudnick is a senior at Colby College, Waterville, Me., majoring in economics. A June wedding is planned. . . . The music business was saddened by the sudden death of Barney Zelinsky, who died last week in Brockton. He had been in the music and coin business for 35 years and operated S. Lazarus Co. to Massachusetts General Hospital of Brockton. He had been confined for a short time. . . . Phil Swartz, of Winrox Vending Co., Brookline, is spending a good deal of his time with his Portland, Me., operation. . . . Tony Grazzio, veteran coin and music man, established business in Boston for some years, has gone back to his old haunts in Quincy and has consolidated his interests in a large building on Copland Street, under the name of King Distributors. . . . Richard Mandell, once associated with the late Ed Raverby and subsequently with International Vending, Inc., of Boston and Waltham, has left the music business and is now doing well in the real estate business. Another partner in International, Sid Walbarst, is now on his own with International dissolved. . . . Steve Sonnabend, of Hotel Corp. of America, did an excellent job for the United Jewish Appeal contacting vending firms around town. . . . Marshall Caras, general manager of Tri-mount Automatic Sales Co. (Rowe), delighted with the early progress his firm has made with its new acquisition of Chicago Coin equipment.

CAMERON DEWAR

# NEW EQUIPMENT



FEDERAL—CUP-DROP POPCORN VENDER

From Federal Machine Corp., Des Moines, a cup-drop popcorn vending machine with five-peck, pre-popped corn capacity. Fills 130 18-ounce cups inside the machine. Heating unit. Stainless steel interior with anti-corrosive paint exterior. Takes 19-inch-square floor space. Weather-proof for outdoor installation. Shipped with locked coin box and counter. Sixty-three inches tall.

# Report Business Slump in Denver

DENVER — Now that final figures are in, Denver bulk operators are reporting volume down from 20 to 35 per cent.

The past year was the first in which the Colorado capital did not gain at least 1,000 new bulk machines. License figures showed that bulk venders placed on location for 1965 exceeded 1964 by only 82 new machines —whereas in 1964, some 1,250 new units were registered over 1963.

Bulk operators blame the drop primarily on the gigantic flood in June, which not only destroyed many machines but dealt a severe jolt to the tourist industry. Tourist figures for 1965 show less than half the previous year's traffic of tourists was registered.

The only bright spot in the picture was the healthy success which has been registered in 5-cent and 10-cent vending, according to such leading operators as Frank Thorwald, who has upped to 5-cent machines in many of his spots.

Operators without exception are looking forward to a good 1966, however.

# SCHOENBACH CO.

Manufacturers Representative  
Acorn - Amco Distributor

## MACHINES

AMCO  
Sanitary Vendor  
Model 21-F

OAK  
Sanitary Vendor  
Complete supplies  
available

### HOT 16¢ VEND ITEMS

Mr. Magoo	.....\$9.50
Fruit Capsules	..... 9.50
Hunt & Ring Gum	..... 9.00
Martian Flak	..... 8.00
Asst. Glimos	..... 8.00
Key Chain Assort.	..... 7.00
Necklaces, Brooches, Bracelets (Penny King)	..... 8.00

### 5¢ VEND ITEMS

(from \$4 to \$5 per bag)	
1¢ VEND ITEMS	(all prices per M)
Mini-Books	.....\$10.00
Soupy Sales & U.N.C.L.E.	..... 13.00
Flicker Rings	..... 13.00
Gummy & Magoo	..... 8.50
Pop-it Rings	..... 12.00
1¢ mixes from \$2.50	

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

**SCHOENBACH CO.**  
715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900

# YOU COUNT MORE WITH OAK



## WRAPPED GUM VENDOR

This new concept in vending dispenses paper wrapped merchandise without stacking. Think of the time you save in service. Just 'dump in' merchandise the same as you would ball gum, nuts or charms. Attractively designed with all the popular features of the Vista Model machines, the new wrapped gum vendor accommodates any of the many wrapped items soon to hit the market. The dispensing unit is precision engineered and crafted of long life Tufion which assures you trouble-free operation. Oak's wrapped gum vendor measures 16 1/2" high, 8" wide, and 8" deep. Wt is 7 1/2 lbs.

**18.95**

F.O.B. Los Angeles



**oak MANUFACTURING CO., INC.**  
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

## Increased LP Output Reported

HADDONFIELD, N. J.—“Greatly increased output of Little LP’s for juke boxes” was reported last week by William B. Cannon, chairman of the Music Operators of America Record Co. Communication and Programming Committee.

Cannon noted the release activity of Capitol, Seeburg, Columbia, Epic and Monument in particular, adding, “The entire record industry has shown a great deal of interest in the welfare of the juke box market.”

Capitol, he said, is now releasing 12 new Little LP’s (Billboard, Jan. 22). Meanwhile, Seeburg, Columbia, Epic and other companies “continue their regular release pattern.”

### Urges Support

Monument Records, Cannon said, “has been working closely with the committee on its current new releases for juke boxes.” He reported that Monument’s recent LP release—“specifically designed for juke boxes”—was very successful.

“The committee urges MOA members to support all new LP releases,” Cannon declared, “as the companies cannot continue if sales are unprofitable.”

Cannon, MOA treasurer and owner of Cannon Coin Machine Co. here, was named to head the newly formed MOA record programming committee following the association’s national convention in Chicago last fall. At that convention coinmen and record men joined in unprecedentedly frank discussion about juke box record supply problems, with both interests resolving to better the situation.

### Other Releases

In other Little LP developments last week:

The Seeburg Corp., in an announcement from national promotion manager Stanley W. Jarocki, reported that since the beginning of its Little LP program the company has released 950 commercial disks (contrasted with Seeburg’s leased-

disk program) in co-operation with 60 record companies.

Newest Seeburg stereo LP releases include Herb Alpert & Tijuana Brass, “Going Places,” 924 (A&M); Len Barry, “1-2-3,” 941 (Decca); the Three Sounds, “Beautiful Friendship,” 947 (LimeLight); Johnny Wright, “Hello Vietnam,” 940 (Decca); Pat Daly/Paddy Noonan, “Delightful Irish Music and Song,” 733 (Dublin); Pat Daly/Tom Delaney, “Ireland’s Favorite Entertainers,” 779 (Dublin); Phil Regan, “When Irish Eyes Are Smiling,” 792 (Coral); Dennis Day, “Shamrocks and Shillelaghs,” 5281 (Reprise); Sammy Kaye, “Swing and Sway Au Go Go,” 937 (Decca); Lawrence Welk, “Today’s Great Hits,” 943 (Dot); Lawrence Welk, “Golden Trumpet Classics,” 944 (Dot); Henry Jerome, “That New Country Feeling,” 938 (Decca).

Additional recent Seeburg releases include Gloria Lynne, “Love and a Woman,” 945  
(Continued on page 60)

## A Trade School Is Founded



THIS PICTURE WAS TAKEN shortly after the subjects—representing government and the coin machine industry—reached agreement on specific plans for an industry trade school to be located in Chicago. Seated (from left) are William R. Schumacher, Illinois State Employment Service representative; Joseph T. Sullivan, State Supervisor, Bureau of Apprenticeship and Training; Alma Barr, Manpower Development Training Act unit supervisor; Bob Lindelof and Frank Padula, members of Music Operators of America trade school committee. Standing (from left) are James Douglas, Illinois State Employment Service representative; Hugh Harshbarger, Illinois State Board of Vocational Education officer; Jack Smith, area office co-ordinator, Illinois State Employment Service; MOA executive vice-president Fred Proffitt; proposed school director Jack Moran and MOA school committee member Earl Kies.

## Gov. Unfair to Industry, Kentucky Assn. Charges

By PAUL ZAKARAS

LOUISVILLE, Ky.—The Automatic Amusement Association, which has a membership of approximately 70 local operators, has taken a public stand against Gov. Edward T. Breathitt’s attempt to pass legislation that would outlaw pinball machines in Kentucky.

Breathitt’s measure, Senate Bill 104, was introduced last week. The primary purpose of the bill is to revoke a 1950 law which specifically exempts pinball machines, both bingo and flipper games, from the anti-gambling regulations of the State.

An eight-page statement re-

cently issued by the operators’ association and distributed to lawmakers in the State, accuses the Governor of “breaking a basic concept of fairness” by supporting bill 104.

The statement says that Breathitt has been relying upon court action to determine the future of pinball games in Kentucky. The fact that he now has shifted his focus to the Legislature is unfair, says the association, because SB 104 would revoke the very law that the Governor has attempted to test in court.

Breathitt replied to the statement by saying: “The attack on me yesterday by the pinball gamblers was not unexpected. I

imagine that during the next few days the protests of their lobbyists, both privately and publicly, at Frankfort (Kentucky’s State capital) will be loud and specious. They will attempt to lull the legislators and the public to accept their so-called amusement devices as simply innocent servants of whimsy. Just a harmless means of sport and entertainment, they will say.

“However,” continued the Governor, “nothing could be further from the truth. Pinball gambling is cancerous and widespread in some areas of this State, and like any malignancy it must be cut out at its roots.”

The Governor said he intends  
(Continued on page 58)

## COMING EVENTS

Feb. 20—Milwaukee and Wisconsin Music Operators’ Association joint meeting, Ambassador Hotel, Milwaukee, 2 p.m.

March 20-23—Music Operators of America midyear board of directors meeting, Statler Hilton Hotel, Washington.

April 16-17—South Carolina Coin Machine Operators Association (quarterly meeting), Florence, S. C.

April 23-24—Illinois Coin Machine Operators Association (quarterly meeting), Pick-Congress Hotel, Chicago.

April 23-May 1—General Trades Fair, Hanover, West Germany.

May 14-15—Tobacco-Candy Distributors & Vendors of Kansas convention, Broadview Hotel, Wichita.

Oct. 15-16—13th annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and trade show, McCormick Place, Chicago.

Nov. 12-15 — Second International Congress of Coin Machine Equipment, Kunsterhaus, Vienna, Austria.

## Revision Is Going Slowly

• Continued from page 4

and BMI. Copyright Office lists suggestion by National Licensed Beverage Association made during hearings for fees of up to \$30 per box, depending on number of plays offered. (Music Operators of America have consistently opposed this idea.)

Since the hearings, MOA has suggested a record-based royalty to serve in lieu of performance royalty, collections to be handled by a selected entity, possibly the Harry Fox office. Royalty would be on records played in juke boxes, but record manufacturers would not be involved in bookkeeping. Operators would register with the Copyright Office and make periodic payments and accountings to copyright owners. Suggested payment is 2 cents per side.

## Making Money With Games, Part Two—Pool



POOL TABLE PROMOTION, such as the employment of cue cuties, helps operator John Masters realize \$100 per week grosses in numerous Greater Kansas City, Mo., locations.

**EDITOR’S NOTE:** We present the second in a series of articles on ways of improving income from amusement game operation. The next installment, to appear in March, will deal with bowlers—shuffle and ball varieties.

By EARL PAIGE

KANSAS CITY—There are numerous locations around the greater Kansas City area where pool tables are grossing in excess of \$100 per week, according to John Masters, owner of Missouri Valley Amusement headquarters in suburban Lee’s Summit here.

According to Masters the formula for making pool tables pay off is simple: good equipment and aggressive promotion. Masters, who has operated

six-pocket tables for the past 10 years, says the best locations for pool tables are taverns. “These can be the small neighborhood-type bars,” he said, “or the more plush nightclub places. And,” he added, “the location of the table inside the spot is very important. We often point out to location owners that tables should be located in prominent spots because pool is still a spectator sport, and spectators will buy drinks and take an interest in lively, exciting games.”

### Shorter Sticks

The problem of locations that complain they do not have enough room for a pool table can often be solved by the resourceful operator, Masters said. “We found a bowling alley where we knew a pool table would do well,” Masters explained, “so instead of using the usual 57-inch length cue sticks, we cut some sticks down to 44

inches, a length that will still accommodate players on a seven-foot table. The table did so well the first week that the bowling alley owner had us move it out into the lobby where we had more room and could go into the regular length cue sticks. It’s been a great spot ever since.”

### Promotion

It is unusual to find a pool table in one of Missouri Valley Amusement’s locations standing idle. “We have a location, as an example, that seems scarcely large enough for a pool table, but it’s one of our top spots,” Masters said. “If there’s one customer in the place, there’ll be two people playing pool—the customer and the barmaid. We encourage our location owners to have the barmaids hustle pool just like they do music, and we find that the girls can help keep  
(Continued on page 61)



# Massachusetts Association Reborn; Mawdsley is Prexy

By CAMERON DEWAR

BOSTON—Massachusetts music operators, who have been attempting to reorganize since the Massachusetts Music Operators Assn. died in the '50's, founded a new association last week.

Some 50 operators and distributors met here to organize under the name Massachusetts Coin Machine Assn.

The immediate aim of the group is to keep members of the industry aware of current legislation that may be deemed "confiscatory, prejudiced and grossly unfair." The MCMA immediately girded to battle a bill that has been filed in the State Legislature asking for a 10 per cent tax on the gross income of all services and merchandise sold through coin machines.

### Contact Salons

Plans are under way for each member to contact or write his Representative and Senator demanding that the bill be nullified. The music and vending business also stands to lose much in the proposed tax bill which the Legislature will take up within the next few weeks.

An attorney has been retained to shape the unit into a bona fide, non-profit trade association.

A slate of officers was named as follows: President, Russ Mawdsley, of Holyoke, long connected with the Western Massachusetts Operators Assn.; executive vice-president, David J. Baker, of Somerville, who headed the former organization and has fought untiringly to band the operators together;

## MIDWESTERN TOPS INVITED TO MILWAUKEE

MILWAUKEE—Clinton Pierce and Sam Hastings have reiterated their invitation to all music operators in Wisconsin, Illinois, Michigan, Minnesota and Iowa to attend a joint Milwaukee-Wisconsin trade association meeting here Feb. 20. The meeting will begin at 2 p.m. and will be held at the Ambassador Hotel, 2308 West Wisconsin Avenue. Smorgasbord will be served after the meeting. Music Operators of America board chairman Lou Casola and executive vice-president Fred Granger will be featured speakers.

## New Score Motor In Bally Flipper

CHICAGO—Paul Calamari, sales manager of Bally Manufacturing Co., reports outstanding results with the newly introduced multiple cam scoring motor in the firm's flipper-type games, and says the mechanism will be standard in all such Bally machines.

"This type of score motor has been successfully used in bowlers and various other kinds of coin equipment," said Calamari. "It is as close to 100 per cent troubleproof as any electrical mechanism can be, requires practically no service and is extremely accessible for any routine adjustment that may be necessary."

Contribute to the  
**NAT KING COLE  
CANCER FOUNDATION**  
BOX 8598, CRENSHAW STATION  
L.A., CALIF. 90008

vice-presidents, Saul Robinson, of Boston; Arthur Sturgis, of Boston, and Myron (Kip) Hillman, of Fall River, all prominent in the MCMA. Raymond Barker, of Shirley, was named treasurer, and Marshall Caras, of Boston, secretary-clerk.

A further slate of eight directors will shortly be appointed.

# Missouri Association Hears Jack Moran

COLUMBIA, Mo.—In spite of Missouri's worst snowstorm of the season, the Missouri Coin Machine Council's meeting here last week (1) was very well attended with operators journeying in from as far away as St. Joseph, Trenton, Brookfield and Kansas City.

Highlight of the affair was the appearance of Jack Moran who heads a mechanic's training school in Denver.

Moran outlined the five-

month Denver course, which has classes beginning every three weeks, devoted to the maintenance of phonographs, amusement games and cigaret vendors. Moran said the school is working with five various government and State agencies who send in men for training. He also invited operators to pick men off their own routes to be upgraded as service technicians.

"It costs you the operator nothing," Moran stated, "to send

your men through this training school. All that you're required to do is to get in touch with your State Employment Service who will ask you to sign a letter of intent stating that you will gainfully employ this man for a stipulated period following his training in Denver," Moran explained.

The next Missouri Assn. meeting will be at the Ramada Inn in Moberly on April 5.

# FOR YOUR JUKE BOX

FOR ADULT LISTENING PLEASURE

**FREE!**  
TITLE STRIPS  
& DIVIDER CARDS




A DOUBLE WINNER . . . BY DORA HALL

**HERMAN TAKE ME HOME c/w  
YOU CALL EVERYBODY DARLIN'**

DB 119

QUANTITY

ARRANGED BY DAVID CARROLL . . . VOCAL BY *Lil Wally*

**NEED YOU c/w Your Cheatin' Heart is Showin'**

Billboard Pick predicted "Need You" to reach top Hot 100

DB 117

QUANTITY

KIND OF SPICY . . . BY THE KRAZY KAYS

**THAT'S AMORÉ c/w LAZY RIVER**

DB 114

QUANTITY

ALL INSTRUMENTAL . . . BY WALTER JAGIELLO

**MAYBE BABY c/w HAPPY ALONG**

JJ 323

QUANTITY

DICK SARLO SINGS . . .

**APPLES and BANANAS c/w BILL BAILY**

DB 116

QUANTITY

IT'S TOPS FOR YOUR POLISH STOPS . . . BY *Lil Wally*

**HAPPINESS c/w GOING TO THE FIELDS**

JJ 315

QUANTITY

BEAUTIFUL INSTRUMENTAL . . . BY DAVID ROMAINE

**MELODY No. 9 c/w COME BACK TO SORRENTO**

DB 118

QUANTITY

A JUKE BOX FAVORITE

**BARTENDER SONG c/w BALLOON**

JJ 314

QUANTITY

**LITTLE  
STEREO  
ALBUMS**

All Instrumental . . . Great Listening  
By WALTER JAGIELLO  
**"JAGIELLO SOUND"**

WJS  
8000

Total  
Little Stereo  
Albums

Total 45's

Juke Box Favorite . . . By *Lil Wally*  
**"No Beer In Heaven"  
and others**

LS  
5079

Please Ship to:

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zone \_\_\_\_\_

Cut Along Dotted Line and Mail To Your Record Supplier or JAY JAY - DRUM BOY Record Company,, 2454 S. Kedzie Ave., Chicago, Ill. 60623



Model 426  
**prestige**

with the  
ultimate in styling!

**NEW  
ROCK-OLA  
GRAND PRIX II**

- 160 selections
- Plays 33 1/3 and 45 RPM records
- 7" LP albums or singles . . . any intermix
- Exclusive Rock-Ola revolving record magazine

music products for profits  
for 30 years

Rock-Ola Manufacturing Corp.  
800 N. Kedzie Ave., Chicago, Ill. 60651

## Govt. Unfair to Industry, Kentucky Assn. Charges

• Continued from page 56

"to put the full weight of my administration behind passage of Senate Bill 104. This bill, if passed, will re-establish the pinball law as it existed in 1950. It will eliminate the metering device which records free games in each machine and will outlaw the multiple-coin bingo-type slot machines."

The Governor's statement did not make clear whether SB 104 would allow flipper games to operate in the State. In one of the four current court cases involving pin games, the Franklin County Circuit Court has been asked to declare that flipper games are not in the same legal category as bingo or in-line pin games. The suit was filed by that segment of the industry which operates only flipper games.

Such a decision, which would most likely be meaningless if

SB 104 were to pass, would prevent the State from confiscating flipper-type machines under provisions of existing law.

The State's confiscating of a number of machines in 1965 actions reportedly intended to prove the illegality of the 1950 pinball amendment, were doomed to failure in the courts, according to informed Kentucky sources. SB 104 is apparently an attempt to accomplish the same purpose by using legislative means rather than judicial ones.

Spokesmen for the Automatic Amusement Association told Billboard that they are fighting to keep both bingo-type and flipper-type games in the State. Bernard S. Berman, president of the association, said that "there is no difference between bingo and flipper games. They pay off in free games, not in money, therefore they are legal in Kentucky. It is illegal under State law to pay off winning games with cash and we warn our operators that they would be breaking the law if they encouraged such payoffs."

### Gambling Denied

Leon J. Shaikun, one of the attorneys of the association, said that "there is no widespread and large-scale gambling problem in the coin-operated amusement field in this State. The few people who are wrongfully using these devices can easily be apprehended and prosecuted."

"If the Governor is sincere in his attempts to wipe out gambling, and concerned about the effects of gambling on the morale of the people, although we do not advocate such legislation, why does he not propose legislation to eliminate pari-mutuel betting at the race tracks of Kentucky?"

The association stated that money spent on pinball play in Kentucky was "infinitesimal" when compared with \$86 million wagered at State racetracks in 1965, and the \$803 million wagered at Kentucky tracks since 1950. When asked to give the precise difference in dollars between money taken in by pin-games and racetracks, Frank E. Hadad Jr., another association attorney, said, "we have no such figures." Hadad added he would not be willing to venture a guess.

Berman, however, did say that he feels "98 per cent of the people of Kentucky are opposed to banning pinball machines." Attorney Shaikun added that there has been "no mandate from the people for the Legislature to take any action in this field." He gave two examples which indicated that "the people are in favor of the pinball industry:

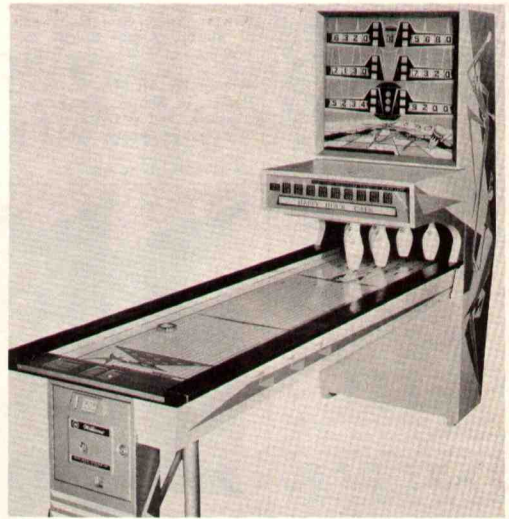
—Governor Breathitt and the Democratic Party made pin games an issue in a recent election. Jefferson County Judge Marlow W. Cook, a target of the political attack, was re-elected by a majority of 50,000 votes, perhaps the largest plurality of any GOP office holder elected in Jefferson County.

—In Fayette County, where pinballs were also made a political issue, Republicans did succeed in electing the county judge notwithstanding.

"And in other areas where pinball games are currently operated," Shaikun added, "the Democrats were victorious by a very narrow margin compared to their previous victories."

According to Shaikun, adverse legislation would threaten the jobs of more than 50,000 people in the State

## NEW EQUIPMENT



WILLIAMS-TANGO SIX-PLAYER SHUFFLE ALLEY

From Williams Electronic Manufacturing Corp., Chicago, a six-player shuffle alley with five (dual flash, flash, regulation strike 90 and bonus lane) ways to play. Operators' attention called to the new "bonus lane feature." Lane is indicated by lighted arrows; making a strike scores 800 points. Going down the opposite lane scores 400. Has such service features as back box adjustment for easy or normal strike. Is 8 1/2 feet long, 2 1/2 feet wide with shipping weight 470 pounds.



MIDWAY-LITTLE LEAGUE BASEBALL GAME

Just introduced by Midway Manufacturing Co., Franklin Park, Ill. a pitch-and-bat baseball game called "Little League." Included for the first time on this type of game are "magic score spinners." Two of these spinners are on the playfield proper and three others are among the seven targets on the rear panel. The longer these targets spin, the higher the score. The game also incorporates a simplified, long-life target panel.



NATIONAL SHUFFLEBOARD—45 X 77" CORNET

National Shuffleboard & Billiard Co., East Orange, N. J., has introduced a 45 x 77-inch version of its Cornet coin-operated pool table. Features solid slate bed, Mica covered rails and aprons, molded gum rubber cushions, picture window ball return, cast aluminum corners, heavy metal ball mechanism, silent subways and extruded aluminum trim.

### COMPLETELY RECONDITIONED READY FOR LOCATION

Dale Desert Hunter	.....\$275.00
Exhibit 6-Shooter	..... 125.00
Exhibit Wild West	..... 125.00
Genco Big Top	..... 225.00
Genco Circus	..... 245.00
Genco Invader	..... 145.00
Genco Sky Gunner	..... 145.00
Genco State Fair	..... 225.00
Kenny 2 Gun Fun	..... 175.00
United Pirate	..... 225.00
Williams Vanguard	..... 225.00
Bally Ball Park	..... 245.00
CC All Star Baseball	..... 275.00
CC Big Hit	..... 195.00
Midway Top Hit	..... 325.00
United Yankee	..... 225.00
Williams Official BB	..... 225.00
Williams Batting Champ	..... 275.00

### MIKE MUNVES CORP.

577 10th Ave., New York, N.Y. 10036  
Phone (212) BR 9-6477

**"CORONET"** by National of New Jersey

Write for FREE Color Brochure

Phone 201-672-9100

**NATIONAL**  
Shuffleboard & Billiard Co.  
31 MAIN ST., E. ORANGE, N. J.

13" STAR-LITE & 16" TO 22" ASTRO-LITE SHUFFLEBOARDS

NOW AVAILABLE  
4 X 8 PRO.  
4 1/2 X 9 PRO.  
52" X 92"

- PICTURE WINDOW BALL VIEWER
- DECORATOR DESIGNED FOR BEAUTY
- SOLID SLATE BED
- TROUBLE-FREE UPKEEP

You're Invited  
to our

**OPEN HOUSE**

Bring your associates . . . and your appetites. Come see the new offices and showrooms of

**DAVID ROSEN, Inc.**

for the Phonograph Records and all the Coin Machine distributing divisions at

855 No. BROAD ST.  
PHILADELPHIA, PA. 19123

**SUNDAY  
FEB. 20  
2 to 5 P.M.**

## Brabo Corp. Active In Music Promotion



ANDRE BRASSEUR, organist-composer who is one of Belgium's hottest recording artists, is seen during a recent visit to the Brabo Corporation showrooms in Antwerp. Brabo is the sole outlet in the Benelux countries for the Rock-Ola line of phonographs and vending equipment, and is headed by George Charlier. Brasseur, who records on the Palette label, has a hit called "Early Bird."



A ROCK-OLA PRINCESS ROYAL phonograph (foreground) was featured at a recent Belgian Radio-TV exhibit by the well-known show business magazine "Humo." Pictured at the exhibit are participants in the "Vlaams Schlager Festival" (Flemish Hit Parade). Enlarged picture at left is of Little Joe Cartwright, winner of prize for the most popular Belgian TV show.



AT THE HORECAVA FAIR in Amsterdam in January, Brabo was very much in evidence with this handsome display of music and vending equipment. The exhibit coincided with the announcement of Van Dessel & Company, headed by D. P. Van Dessel, as Brabo's newly appointed representatives for the Rock-Ola line in the Netherlands.



JIMMY FREY, another popular Belgian recording star, is shown with the Rock-Ola wall-model phonograph in the Brabo showrooms in Antwerp. A regular Brabo visitor, Frey's hit tune "Niemand" (Nobody) is—due to a recent hike in juke box play fees—making 5 cents per play for Belgian operators rather than the 2 cents formerly collected per play. Brabo, which sells the recordings of Frey and other top artists, is one of the country's largest record outlets, air freighting large quantities of U. S. hits into Belgium daily.

## Granger to Address South Dakota Assn.

SIoux FALLS, S. D.—The Music & Vending Association of South Dakota has invited Music Operators Association executive vice-president Fred Granger to keynote its 21st annual convention here Feb. 27-28.

Granger is expected to continue the series of briefings on national copyright legislation that he has presented during recent weeks to trade associations in Indiana, North Carolina and Illinois.

The topic of industry trade schools will be much discussed at the meeting as well, Billboard was informed.

Hosting the convention—one of the association's regular quar-

terly gatherings—will be vice-president Mac Hasvold. Business meetings and closing banquet will be held in the Sheraton Hotel.

The program:  
Sunday afternoon, Feb. 27—Business forums on background music and vending.

Monday morning, Feb. 28—Business forums on phonographs and amusement games.

Monday afternoon, Feb. 28—General membership meeting.

Monday evening, Feb. 28—Banquet.

Wielding the gavel at all business sessions will be association president Darlow Maxwell of Pierre. Other officers and di-

rectors are Earl Porter, Mitchell, secretary-treasurer; John Trucano, Deadwood; Herman Warn, Salem; Ronald Manolis, Huron, and Dean Schroeder, Aberdeen.

**Schmelke**  
Dedicated to superior workmanship  
The Finest Name On  
**PRECISION CUE STICKS**  
We manufacture accurate, durable, quality Cue Sticks . . . Exclusively  
For information write  
**SCHMELKE MFG. CO.**  
Shakopee, Minnesota

United's **TANGO** SHUFFLE ALLEY

United's **KECKAPOO** 6 PLAYER TARGETTE GAME

**Williams**  
BIG 3 FOR BIG PROFITS!

**MAVERICK** BOWLING ALLEY

**Williams** ELECTRONIC MANUFACTURING CORP.  
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618  
Cable Address: WILCOIN, CHICAGO  
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

**OUR GOALS FOR THIS YEAR!**

TO ALL MANUFACTURERS, DISTRIBUTORS AND IMPORTERS FROM THE MEMBERS OF NCMDA

Now that we have entered 1966, NCMDA pledges to perform and support all possible activity to improve our industry's public image, as well as to promote its products in broader and more extensive markets.

We shall hope that all manufacturers and their distributors as well as importers abroad will fully support and join NCMDA NOW in this united confrontation of sincere effort towards increased productive goals and higher achievements this year.

**BOB SLIFER**  
Executive Director

**THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION**  
Our 18th Year 30 North La Salle Street, Chicago, Illinois 60602 Phone: STate 2-6096

# Another French Firm Enters The Cinema-Juke Box Market

By OMER ANDERSON

PARIS—A new French company has entered the film phonograph market and its executives are organizing a big sales drive in the U. S.

The company is Societe Francaise de Radio Television, and its product is the Cinematic,

which has a number of unique features.

Its so-called "panoramivision," with a 25-inch screen, has a "luminous-power" screen guaranteeing high quality projection even in illuminated rooms.

The magazine contains 28 color films, which can be preselected. There is a 15-watt hi-fi amplifier. The unit plays 16mm. films with magnetic soundtrack.

Cinematic, in format, resembles a console (housing the mechanism) with the speaker and screen arranged neckshape above the console. The manufacturer has opened a big promotion campaign in Europe stressing the machine's "high quality pictures, unequalled sound and elegant form."

Cinematic executives are focusing their export drive on the United States because, as one executive explained, "That is where the market is—that is where the money is. If the machine won't sell in America, it won't sell anywhere."

With Gallic logic, the Cinematic management is trying to divide sales 50 per cent in Eu-

rope, 40 per cent in North America and 10 per cent in other foreign markets. "We are trying to stand on two feet," the firm says, "one in Europe and the other in the North American market."

Cinematic will not release information on its U. S. and other foreign sales arrangements until the shipment of equipment to distributors commences. This is expected to be in the autumn.

Meantime Societe Francaise de Radio Television, a major producer of radios and television sets, with its manufacturing plants at Montreuil, is test-marketing its new set over Europe.

Cinematic is the fourth European film phonograph on the world market. The others are Scopitone, Cinebox and Telebox Caravelle.

None of the three machines has clear predominance in the European area, and Cinematic executives regard the field as still wide open.

One of Cinematic's strongest competitive assets is a reported link-up with TV film producers in France and Italy which will

# Rhodesian Operator Calls in Cleveland



CLEVELAND COIN INTERNATIONAL played host recently to Rhodesian operator William Chapman (left), whose machines are located over a 300-square-mile area. Here he tells Cleveland Coin's D. H. Liebling about the perils of traversing jungle trails by Jeep, dodging elephant herds, to service his music and amusement game route. Chapman's two-day visit included talks on industry expansion in Africa. He returned to Rhodesia via England.

enable the company to offer a large supply of films.

## Wanted

USED SCOPITONE MACHINES

Give price and condition in letter.

Write

Billboard Box 239

188 West Randolph Chicago, Illinois 60601

## Enticing Light-Box Animation

## Gottlieb's 4-player "MASQUERADE"



NEW MULTI-BUMPER SPELLS OUT "MASKED BEAUTY".

SCORING MOVES LACE FAN REVEALING THE FACE OF THE "BELLE OF THE BALL"

COMPLETING ONE WORD MULTIPLIES TARGET VALUES BY 10.

COMPLETING BOTH WORDS MULTIPLIES TARGET VALUES BY 100.

ROTO-LIGHTS INDICATE VALUES OF 5 TARGETS.

"SHOOT AGAIN" FEATURE SCORED ON TARGET INDICATED BY ROTO-STAR.

6 ROLLOVERS SPOT LETTERS IN WORD "MASKED".

AVAILABLE WITH TWIN CHUTES AND 3 OR 5 BALL PLAY.

That Extra Touch of Quality and ORIGINALITY



Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

## News Briefs

### Monster Gun In Germany

FRANKFURT—Triefenbach Apparatehandel, general agents in Germany, are introducing Midway's Monster Gun, a target game.

Triefenbach is tying promotion to the opening of the German carnival season. The game is being billed as the logical avenue for the release of frustrations and the display of carnival euphoria.

Triefenbach is also giving heavy promotion to four other games on the German market: Chicago Coin's Mustang flipper game, Midway's Rodeo flipper game, Chicago Coin's Gold Star six-player shuffleboard and Chicago Coin's Super Sonic six-player shuffleboard.

### Rowe Sales Push

HAMBURG—Rowe-AMI is mounting a strong sales promotion drive in the German market with its Tropicana 200 selection and Diplomat models.

Rowe is gearing its sales strategy to local manufacturing operations. For example, its promotion for the Diplomat stresses that production is conducted on four continents and that the sun never sets on the flow of machines from Rowe-AMI factories scattered around the world.

The four big U. S. phonograph producers are now locked in a sales battle royal for primacy in the German market. Sparks are flying in this battle from the recent claim by David R. Rockola that Rock-Ola is the hands-down leader in Germany.

## LP Output

• Continued from page 56

(Fontana); Bill Black's Combo, "Mr. Beat," 918 (Hi); Oscar Peterson Trio, "Eloquence," 946 (Limelight); Frank Chacksfield, "Great Country and Western Hits," 917 (London); the Drifters, "Take You Where the Music's Playing," 929 (Atlantic); Sonny and Cher and Friends, "Baby Don't Go," 927 (Reprise); Solomon Burke, "The Best of Solomon Burke," 928 (Atlantic); and Joe Tex, "The New Boss," 931 (Atlantic).

# Chicago Association Re-Elects Earl Kies

CHICAGO — Seventy-five members of the Recorded Music Service Association re-elected President Earl Kies and nearly all other incumbent officers and directors in a meeting here last week.

Guest speakers at the meeting were Fred Granger, Music Operators of America executive vice-president—who briefed the operators on the state of national copyright legislation—and Jack Moran, director of the Denver Institute of Coin Operations—who discussed the establishment of a coin machine industry trade school in Chicago.

"This is one of the most impressive operator meetings I have ever seen," Granger remarked to the group, "and I have attended many association meetings during the past two years."

Returned by the association as vice-presidents were Sam Greenberg, Elliott Music Co.; Moses Proffitt, South Central Novelty Co., and Dan Gaines, Gaines Music Co.

Re-elected secretary-treasurer was Louis Arpia, Austin Music Service.

## Making Money With Games

• Continued from page 56

the game more orderly, interesting and discourage gambling." Further, Masters sometimes offers the location a 10 per cent playback. "We normally split 50-50 with locations but in some cases we give the spot 10 per cent off the top as money to use in promoting play," Masters explained.

### Maintenance

Masters has found that upkeep on pool tables and equipment is no great problem. "As for cue stick breakage and ball loss," Masters explained, "this is something you have to iron out with every location. We have one spot where the owner lays the law down—she collects right on the spot for any broken cue sticks."

Keeping tables in good condition is very important when depreciation is considered, Masters explained. "We use an independent contractor here who re-covers our tables three times a year. His fee is pretty reasonable, he furnishes all the materials, and he can cover a table in two and a half hours. This means we don't have our tables tied up too long for out of service."

### Rotation

A practice that decreases the depreciation problem for Missouri Valley Amusement is their reconditioning older tables for sale to individuals. "We rotate our tables just like juke boxes," Masters said, "figuring to keep a table in a top spot for a year and a half before rotating it down the line. When we do obsolete a unit, we take out the coin mechanism and completely recondition the table. Then we get back half of what we originally paid for the table by selling it to someone for his recreation room. And this means that more people will be discovering pool."

Remaining directors are Charles Sacco, Lee-Nordic Music, Inc.; Vincent Angeleri, A.A. Swingtime Music Co., and Larry Cooper, Western Automatic Music, Inc.

Joining the board for the first time is Ray Gallet.

# Rosen Bringing Operations Under One Roof

PHILADELPHIA—David Rosen has expanded the present quarters of his David Rosen, Inc., to bring all branches of the company under a single roof. As a result, his record distributing department will move in this month with the coin machine distributing departments.

David Rosen, Inc., is one of the largest distributing firms in

the East, handling Rowe AMI music and vending machines, along with a varied line of amusement machines, arcade, specialty and kiddie ride machines. The Rosen firm is also one of the largest independent record distributors in the country.

The central operation is at 851-853-855 No. Broad Street. Rosen is moving his ware-

housing and shipping department to the recently acquired factory site at nearby 22d and Master streets. Under the present reorganization plan, the Rosen factory will house the company's engineering department, research and development division and machine storage facilities.

The machine parts and serv-  
(Continued on page 62)

# CHICAGO COIN'S NEW 6-PLAYER AUTOMATIC BOWLING LANE

# Corvette

....with EXCLUSIVE NEW

## SPOT BOWL

## FEATURE

**EXCLUSIVE!**  
**SWIVEL SCORE RACK**

Front or back of Score Rack serviced from either side.

**Doubles Scores for Strikes and Spares!**  
●●●●● When player rolls ball over any one of 6 "SPOT BOWL" buttons on alley, SPOT-HIT is lighted on hood glass, and a strike made with that ball scores double. If strike is not made, SPOT-HIT lights go out, and player tries again for "SPOT-BOWL" button with his second ball, to double his score for a spare pick-up.

**EXCLUSIVE! EXTENDED PLAY**  
The proven Money Maker! Location tests prove it doubles earnings in many instances!

• New Art Styling and Colors by  
One of America's Foremost Designers!

**Plus: REGULATION,  
DUAL FLASH, STEP-UP,  
and FLASH-O-MATIC SCORING  
RED PIN GAME  
LATEST FLUORESCENT LIGHTING  
INDIVIDUAL NAME FEATURE**

**AVAILABLE IN 13' and 17' LENGTHS**  
Extensions Available in 4' and 8' Lengths.

Mrs.  
of  
PROVEN  
PROFIT MAKERS  
Since  
1931

**YOUR DISTRIBUTOR IS NOW DELIVERING THESE PROVEN PROFIT MAKERS**  
**BEL-AIR • TEXAS RANGER • PAR GOLF**  
CHICAGO COIN MACHINE DIV.  
**CHICAGO DYNAMIC INDUSTRIES, INC.**  
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

ALL MACHINES READY FOR LOCATION

Bally Spinner	55.00
Gott. Contest	95.00
Gott. Flipper Clown	195.00
Gott. Flipper Parade	150.00
Midway Deluxe Baseball	95.00
Wms. Black Jack	95.00
Wms. Kismet 4P	155.00
A.M.I. G 200	145.00
A.M.I. Continental II	345.00
Seeburg R	145.00
Seeburg G	115.00
Wurlitzer 2404	200.00
Wurlitzer 2510	245.00
Wurlitzer 2600	245.00
Seeburg 3W1 Wall Box	9.95
Wurlitzer 5210 Wall Box	35.00
22-Col. Eastern	45.00

Call, Write or Cable.  
Cable: LEWJO

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: ME9ose 5-1593



AT LINCOLN PARK ZOO, Chicago, are subjected annually to black-tie society's annual benefit. The event, based in the Lion House, invariably spills over into the Primate House. And when this happens, Atlas Music Company is called in to supply the music. Here Atlas' Stanley Levin takes the floor with Mrs. Levin to the sound of the bandstand phonograph. (Note ivy-covered speaker at left.)

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

Under One Roof

Continued from page 61

ice department will continue at 855 No. Broad Street.

An Open House reception for both the coin machine and the phonograph record trades will be held on Sunday afternoon, Feb. 20, between 2 and 5.

The open house will mark the opening of the new Rosen showrooms which were enlarged to allow for the showing of all the new models for all the machines distributed by the company. The open house, said Rosen, will also provide the trade an opportunity to meet all the executives and staff of the Rosen company. Refreshments will be served all afternoon in the company restaurant, a major service feature in the Rosen building.

LOS ANGELES

The Wurlitzer Co. was on the move last week with Clayton Ballard, branch manager, in San Diego; Johnny Morris in Bakersfield and Leonard Hicks, California field service engineer in Phoenix, Ariz. Hicks on his return to California will journey to San Francisco. . . . George Muraoka, Simon Distributing Co., expects a large shipment of Valley pool tables, which he says is a "hot item." Muraoka also reports the used coin machine business is starting the year off "with a bang." . . . Allen Lober, vice-president of Coin Machine Service Co., broke his leg skiing. . . . Diana Tsuji, secretary at Coin Machine Service, on vacation. . . . Marlene Fisher has joined Coin Machine Service in the business office.

David Solish, Coin Machine Service, off on a week's business trip to the San Diego area. The company, says Marvin Miller, will soon announce a "Get Acquainted" sales campaign for February. . . . Leo Simone, sales manager of Badge Sales & Vending Co., back from his Phoenix business trip. . . . Shopping at Badger were Tex Miller of Blyth and Cal Albright of Bishop. . . . Charlie Daniels, of the Paul Layton Co., out sick. . . . Operators visiting Layton include Pete Merlow of Burbank, Bud Benner of San Jacinto, L. Olney of San Bernardino, Tom Henderson of Arcadia, Bill Bradley of Covina, Jerry Druker of Upland, Bill Vessel of San Marcos, Ed Elmore of Buena Park and Tom Catana of Maywood. . . . Pete Shupp, a long-time operator from Downey, died Jan. 11 of a heart attack.

Operators shopping at the C. A. Robinson Co. include Dave Wright of Santa Monica, Jack Gutshall of Corona, Claude Sharpsteen of Yuma and Cece Ellison of Lancaster. . . . Stan Larsen, Struve Distributing, back from an Arizona business trip for a few days before returning to the same area to drum up business.

Ed Quinn, field engineer for Rock-Ola, conducted a school on coin machines. . . . H. O. Chapman, Kings Distributing, back from a 4-day trip to San Diego County. . . . George Muraoka, Simon Distributing, spent the weekend with his family in the snow at Mt. Baldy. . . . Operators shopping at Simon included Jack Fink of Pismo Beach, Bob Cardoff of Salinas and Bill Olson of Balboa. . . . Operators visiting the C. A. Robinson Co. included Richard Dent of San Diego, Art Moore of Long Beach and George Mahlum of San Diego. . . . Henry Tronick, C. A. Robinson, reports good action on used equipment. . . . Dale Hoppers, Dale Vending Co., dropped a golf match and some prestige to Bill Hoppel, Badger Sales & Vending Co., after 18 holes at the Wishfire Country Club.

Mel Wolsinger, W. W. Amusement Co., Las Vegas, shopping at Badger Sales. . . . Alicia Guzman of the Philippines also shopping at Badger. . . . Operators shopping at the Paul Layton Co. included Tom Catana of Maywood, John Ketchersid of Long Beach, E. B. Elison of Lancaster, Harold Sharkey of Huntington Park, Bill Wessel of San Marcos, Jerry Druker of Upland, Kenneth Mumm of Long Beach, Ed Elmore of Buena Park and Chico Landon of Montebello. . . . Willie Williams (shop), Jerry Schlessinger (background music) and Jenny Cook (secretary) have joined Struve Distributing. . . . Stan Larsen, Struve, will spend the week in Arizona on business. . . . Ferd Tuttle here from Struve, Salt Lake City, while Dorothy Leonard travels to Salt Lake City on business.

Joining Advance Automatic Sales Co. are Larry Roulette (shop) and Liz Krigsmann (office). . . . Marvin Miller, Coin Machine Service, reports the company will begin to manufacture billiard supplies. He also says the All-Tech Co. is redesigning its home pool tables. Coin Machine Service exported a shipment of machines to Latin America. BRUCE WEBER

MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

2 1/4" MAGNETIC CUE BALL

ALL 16 BALLS NOW SAME SIZE

Valley<sup>®</sup> manufacturing & sales company

333 Morton Street • Bay City, Michigan • 892-4536

WANTED

GENCO GUN CLUBS—WMS. 57 BASEBALLS—SEEBURG MODEL R & A.M.I. MODELS H, I & J HIDEAWAYS—PHILADELPHIA TOBACCANS WITTS WINNER LIGHTS—BOWL-A-RAMAS—RAMOS—NATIONAL 222 CIGARETTE VENDERS.

FEBRUARY SPECIAL

Bowlers 15" & 16"

Falcon

Savoy

Dixie

Un. Classic Deluxe

Fury

Official

Gold Crown

Grand Prize

Continental

KIDDIE RIDES

Wagon . . . \$395

All Tech Fire Engine 395

All Tech Hi-Way

Patrol . . . 525

All Tech Satellite . . . 495

Bally Hot Rod . . . 395

Bally Champion . . . 395

Bally Motorcycle . . . 325

Exc. Big Bronco . . . 295

Stone Age . . . 280

King's Choo-Choo . . . 280

Train . . . 250

Turquoise Auto . . . 195

GUNS & RIFLES

C. C. Champion Rifle . . . 125

Dale Desert Hunter . . . 125

Bally Sharp Shooter . . . 175

Bally Snook . . . 210

Bally Bull's Eye . . . 175

Specials For Sale

Seeburg 772 . . . \$795

Coffee

Rowe L-1000 . . . 525

Cold Drink . . . 525

National Manual

11ML Cigt. . . 135

40g & 45g operation

Mid. Monster Gun . . . write

Un. Sky Raider . . . \$175

Un. Bonus Gun . . . 150

Un. Carnival . . . 125

Un. Pirate Gun . . . 150

Mute Sky Flier . . . 195

Seeburg Bear Gun . . . 165

Seeburg Coon Gun . . . 165

Wms. Hercules . . . 175

Wms. Crusader . . . 175

Seeburg Bear Gun . . . 165

Wms. Safari Gun . . . 125

Wms. Space Glider . . . 225

Wms. Titan Gun . . . 195

Wms. Vanguard . . . 175

Wms. Cross Fire . . . 150

Write for our latest price bulletin #661.

CLEVELAND COIN International

2023 PROSPECT AVE. CLEVELAND 15 OHIO

All Phones, Telex 16715

IN BILLBOARD

YOU GET THE NEWS

WHEN IT'S NEWS

... SUBSCRIBE NOW

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 714

Please enter my subscription to BILLBOARD for

1 YEAR \$20  3 YEARS \$45  New  Renew

Payment enclosed  2 EXTRA issues for cash  Bill me later

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

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_

DISTRICT THREE

Operating Company Honor Roll—Will You Share in New Services?

CHICAGO—The emphasis of the Music Operators of America (national trade association for the coin machine operator) will be on providing new services during 1966, MOA president John Wallace has declared.

One of these services to the operating firm likely to come to fruition during the year is the industry's first "cost of doing business survey," an invaluable help to any company seriously interested in cutting overhead and hiking efficiency.

This and other new services will be available to MOA member firms only. "So qualify," urges MOA membership committee chairman Jack Bess, Richmond, Va., "by joining now."

Operators in the MOA's membership District Three (West Virginia, Virginia, Kentucky and Tennessee) may obtain full information about joining MOA from area membership chairman William Anderson, Logan, W. Va., or from any of the following members of MOA situated in District Three:

- West Virginia
- Price Music Co., Barboursville; C&R Music Service, Beckley; K&K Music Co., Beckley; Belle Amusement Co., Belle; West Virginia Amusement Co., Bluefield; Cruze Music Co., Charleston; Derrick Amusement Co., Charleston; Elkins Music Co., Charleston; Dana M.

- Hicks, Charleston; Tabor Music Co., Charleston; Clarksburg Amusement Co., Clarksburg; Herbert Woolard, Clarksburg; Mid-State Distributors, Fairmont; Mid-Town Novelty Co., Fairmont; Ferrell Music Co., Huntington; Moderne Music Co., Inc., Huntington; Smith Music Co., Huntington; Broom & Anderson Amusement Co., Logan; White Amusement Co., Inc., Logan; DeHaven Vending Machine Co., Martinsburg; Hutzler Vending Co., Martinsburg; Mammoth Amusement Co., Montgomery; New Cumberland Vending Co., New Cumberland; Wallace & Wallace Music Co., Oak Hill; Southern Distributors, Welch; Palace Amusement Co., Wellsburg; Dobkin Bros. Automatic Phonograph Co., Wheeling; Tri-State Amusement Co., Wheeling.

- Virginia
- Bryant & Lumpkin, Ashland; Vending Machine Exchange, Bristol; Connell Music Co., Charlottesville; A. E. Edwards, Charlottesville; Brovatone Co., Covington; Danville Amusement Co., Danville; Southland Music Co., Emory; Electric Phonograph Co., Emporia; Bailey Amusement Co., Gloucester; George's Automatic Music Co., Hampton; Pearson-Wampler Music, Harrisonburg; Showalter Music Co., Harrisonburg; Pete's Music & Cigaret Machine Co., Martinsville; Southeastern Dis-

- tributors, Inc., Norfolk; Tide-water Music Corp., Norfolk; Manning & Evans, Phoebus; Virginia Novelty Corp., Portsmouth; Minor's Music Co., Richmond; C. E. Morse, Richmond; O'Connor Distributors, Inc., Richmond; Arthur J. Oley Sr., Richmond; Richmond Amusement Sales Co., Richmond; Roanoke Vending Exchange, Inc., Richmond; Dixie Amusement Co., Roanoke; National Coin Machine Service, Roanoke; Salter's Music Co., Roanoke; State Amusement Co., Inc., Roanoke; Valley Music Co., Roanoke; Quick Music Co., Strasburg.

- Kentucky
- Miller's Inc., Irvine; Modern Music, Inc., Lancaster; Central Music Co., Lexington; Central Music Co., Richmond; Luther Fuson Music Co., Williamsburg.

- Tennessee
- Chattanooga Coin Machine Co., Inc., Chattanooga; Shearer Amusement Co., Chattanooga; Dixie Amusement Co., Chattanooga; Southland Novelty Co., Columbia; R. L. Harbin Sr., Memphis; Or-Matt Music Co., Memphis; S&M Sales Co., Memphis; Southern Amusement Co., Memphis.

Anderson and his fellow MOA members in District Three are shooting for 35 new member firms before the association membership drive closes in October.



## THEY LOVE TO LISTEN TO IT

• Nearest thing to live performance is the stirring stereophonic reproduction of current artists by the Model 3000 Wurlitzer. It's a musical magnet that pulls people in, makes their food and beverage more enjoyable, keeps them there longer, spending money. Your own ears will prove it. Just step into your Wurlitzer Distributor and listen.



*Wurlitzer*  
MODEL *3000* STEREO CONSOLE

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK

# ALBUM REVIEWS



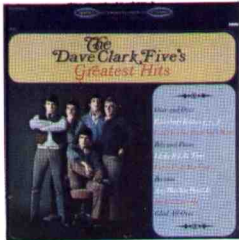
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



## POP SPOTLIGHT

**THE DAVE CLARK FIVE'S GREATEST HITS**  
Epic LN 24185 (M); BN 26185 (S)

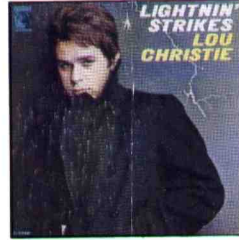
The phenomenal success of the group continues with this exciting album of their great single hits. "Over and Over," "Catch Us If You Can," "I Like It Like That" and "Glad All Over" insure the LP of a top-of-the-chart spot. A well-performed and well-produced package.



## POP SPOTLIGHT

**LIGHTNIN' STRIKES**  
Lou Christie. MGM E 4360 (M); SE 4360 (S)

Basing his MGM album debut upon his smash hit single "Lightnin' Strikes," Christie has a winner in this package of hot commercial material. Well-planned program from ballads to rockers, they are exceptionally well performed and arranged. Included among the hit singles possibilities are "Trapeze," "Crying in the Street" and "Jungle."



## POP SPOTLIGHT

**BYE BYE BLUES**  
Bert Kaempfert & His Ork. Decca DL 4693 (M); DL 74693 (S)

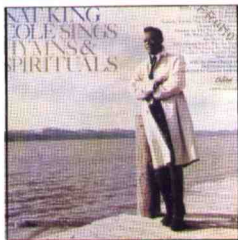
With the spotlight on his current singles hit "Bye Bye Blues," the Kaempfert organization has one of their finest and most commercial albums to date in this well-programmed package. Loaded with taste and creativity, they freshen such greats as "When You're Smiling" and "You Stepped Out of a Dream" with exceptional styling.



## POP SPOTLIGHT

**HAPPINESS IS**  
Ray Conniff. Columbia CL 2461 (M); CS 9261 (S)

"Happiness Is" listening to Ray Conniff and The Singers vocalize such happy tunes as "Blue Moon" and "Jamaica Farewell." Sure to make its way high up the LP chart, the album is also a programming must.



## POP SPOTLIGHT

**NAT KING COLE SINGS HYMNS & SPIRITUALS**  
Capitol T 2454 (M); ST 2454 (S)

The late Cole's feel and understanding for this important religious music is captured in this outstanding package. Destined to be a top seller, this album has wide sales appeal for all collectors.



## POP SPOTLIGHT

**NEW YORK MY PORT OF CALL**  
Jimmy Roselli. United Artists UAL 3467 (M); UAS 6467 (S)

In a musical salute to the Big Town, Roselli sings "Manhattan," "Autumn in New York" and the title tune. The ideal package for programming, it contains soft ballads and easy swingers, all well performed in the unique Roselli style.



## POP SPOTLIGHT

**THE IN INSTRUMENTALS**  
Kai Winding. Verve V 8639 (M); V6-8639 (S)

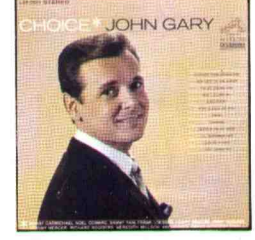
This pop hit material is given a fresh dimension via tasteful and commercial, jazz-oriented arrangements. The big band, augmented with lush strings and the exceptional Winding trombone swings in great style through "On Broadway," then segues into a tender and compelling arrangement of "Yesterday." The Sherman, Winding and Sebesky arrangements are block-busters.



## POP SPOTLIGHT

**JOHNNY TILLOTSON SINGS**  
MGM E 4328 (M); SE 4328 (S)

With his hit single "Our World" heading the package, Tillotson has a guaranteed seller in this well produced and performed LP. "Angel" and "How High the Moon" are also standouts.



## POP SPOTLIGHT

**CHOICE**  
John Gary. RCA Victor LPM 3501 (M); LSP 3501 (S)

Singing the "choice" songs of such great composers as Irving Berlin, Hoagy Carmichael, Johnny Mercer and Jimmy McHugh, Gary has a solid package for sales and programming. Outstanding cuts are "Georgie on My Mind" and "Younger Than Springtime."



## POP SPOTLIGHT

**SEE-SAW**  
Don Covay. Atlantic 8120 (M); SD 8120 (S)

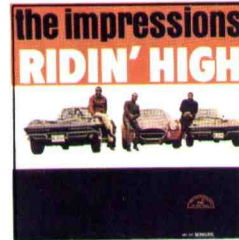
Basing the LP on his recent singles success, "See-Saw," Covay demonstrates both his writing and vocal talents in an exciting soul-rock performance. Also included in this hot sales item are "Mercy, Mercy" and "Please Do Something."



## POP SPOTLIGHT

**RIDIN' HIGH**  
Impressions. ABC-Paramount ABC 545 (M); ABCS 545 (S)

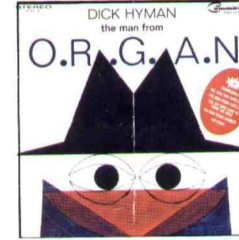
The wailing, rocking sound of the trio is heard on 10 Curtis Mayfield tunes including "I Need a Love," "I'm a Telling You" and the well-performed title tune. With many great hits to their credit and a large following, the group is sure to have a top-selling package in this well-performed album.



## POP SPOTLIGHT

**DICK HYMAN THE MAN FROM O.R.G.A.N.**  
Command RS 891 (M); RS 891 SD (S)

The wizard of the organ, Dick Hyman, brings new excitement and color to some of the best in music from the spy and detective films and TV shows. The superb recording technique of Command combined with Hyman's imaginative arrangements and performances make this an exceptional and commercial album.



## COUNTRY SPOTLIGHT

**WHAT GOD HAS DONE**  
Marty Robbins. Columbia CL 2448 (M); CS 9248 (S)

Marty Robbins wraps up such favorite gospel songs and hymns as "The Great Speckled Bird," "When the Roll is Called Up Yonder" and "There's Power in the Blood" with deep feeling. This album is a guaranteed big seller for both country music and gospel shelves.



## CLASSICAL SPOTLIGHT

**STRAUSS: SUITE FROM 'DER ROSENKAVALIER/STRAVINSKY: FIREBIRD SUITE (1919)**  
Philharmonia Orch. (Krips). Angel 36260 (M); S 36260 (S)

Two war horses enjoy a brilliant reading and equally brilliant recording. While the catalogs are well endowed with numerous versions of both selections, the Krips should more than hold its own.



## CLASSICAL SPOTLIGHT

**VIVALDI: FOUR CONCERTI FOR FESTIVE OCCASIONS**  
I Solisti Veneti. Columbia ML 6221 (M); MS 6821 (S)

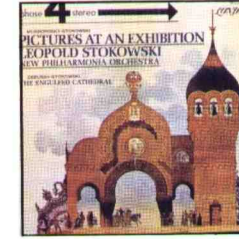
Excellent musicianship is matched by outstanding recording to enhance this LP's sales potential. Baroque followers will find it a worthy addition to their collection.



## CLASSICAL SPOTLIGHT

**VIRTUOSO!**  
Charles Rosen. Epic LC 3912 (M); BS 1312 (S)

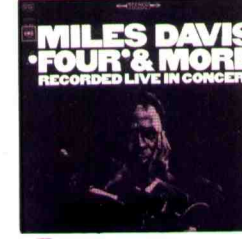
Rosen's keyboard pyrotechnics endows this package with great commercial appeal. What he may lack in richness of interpretation and tone, from a sales standpoint, he will make up with his technique and showmanship.



## CLASSICAL SPOTLIGHT

**MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION**  
New Philharmonic Orch. (Stokowski). London SPC 21006 (M)

The colorful, melodic flavoring inherent in "Pictures at an Exhibition" are painted in lush musical strokes by the New Philharmonic Orchestra under Leopold Stokowski's direction. It is all superbly enhanced by the "Phase 4 stereo" technique.



## JAZZ SPOTLIGHT

**"FOUR" & MORE**  
Miles Davis. Columbia CL 2453 (M); CS 9253 (S)

Recorded live at Lincoln Center in New York in two separate concerts, this exciting jazz package captures the best of Davis' quintet in superb performances. Miles' multitude of fans will storm the record stores for this LP which includes two fine Davis tunes, "Four" and "So What."



## JAZZ SPOTLIGHT

**ELLA AT DUKE'S PLACE**  
Ella Fitzgerald & Duke Ellington. Verve V 4070 (M); V6-4070 (S)

After an eight-year lapse, the team of Ella and Duke are back in action in the recording studios. Miss Fitzgerald's at her best on Duke's beautiful ballad, "Azure," and the lyrical "Passion Flower." Well produced by Norman Granz. The package is a must for the jazzophiles.