

Tape CARtridge Bonanza

Recording Industry's Newest Big Market

See Page TC-1

MARCH 5, 1966 • SEVENTY-SECOND YEAR • 60 CENTS

Billboard

The International Music-Record Newsweekly

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

3 Giants Go CARtridge

By MIKE GROSS

Columbia Forms A Separate Dept.

NEW YORK—Columbia Records will make its catalog available on eight-track, continuous loop stereo tape CARtridge by late summer of this year. Columbia's new eight-track cartridge is designed to play on the tape deck system presently

(Continued on page 3)

DECCA GOING 8 AND 4-TRACK

NEW YORK — Decca Records, along with its two major subsidiaries, Coral and Brunswick, will enter the stereo tape CARtridge field by producing and marketing its own eight

(Continued on page 3)

Capitol to Roll With '67 Autos

HOLLYWOOD—After more than a year of research and development, Capitol Records will be making its catalog available on eight-track continuous loop stereo tape CARtridges in time

(Continued on page 3)



CAPITOL ARTISTS Peter and Gordon have a hit again! Their recently released single, "Woman" (5579), is now heading for the top of the charts here and in the United Kingdom, and it's being followed next week by their new album of the same name, "Woman" (S)T 2477. (Advertisement)

Tiedjens Mapping Tape Move

By RAY BRACK

CHICAGO — Former rack-jobbing giant James J. Tiedjens will soon open an exclusive tape distribution center in Milwaukee called Midwestern Tape Distributors, Inc.

Tiedjens, who recently sold his interest in Milwaukee-based Musical Ise Record Corp. to M. S. Distributing of Chicago, said his new enterprise "is not yet quite ready to go, but will open in the near future." An opening date will be announced soon after the close of the National Association of Record Merchandisers convention in Florida, Tiedjens said.

Midwestern Tape Distributors will handle the Craig Panorama line of CARtridge and home players, eight and four-track prerecorded cartridge lines and a full line of prerecorded reel-to-reel tapes. Tiedjens has the Craig equipment distribution rights for Wisconsin. He anticipates servicing accounts with prerecorded tape over an 11-State Midwest area.

Compatible Player

Tiedjens declined at present to disclose what generic types of eight-track cartridges or what

prerecorded libraries he will be handling.

The Craig player line, Billboard has learned, will soon include automobile and home players capable of playing either four or eight-track cartridges.

Though his new enterprise

closely resembles Mike Daniels' San Francisco-based Western Tape Distributors, Inc., in both name and concept, Tiedjens said that his relationship with Daniels is only a "close association."

Service Franchises

"We'll perform for our customers whatever tape service work they require," Tiedjens said. This will include the franchising of equipment installation centers all over Wisconsin. These centers will also handle the tape lines. Some three or four of these centers will likely be located in Milwaukee, he said.

The tape cartridge market is a going thing right now," Tiedjens said, "despite the fact it is in its early stages." He added, "because of the great variety of outlets emerging for cartridge tapes, I am in favor of an end to franchised area distributors for tape. I'm for 100 per cent multiple distribution on tapes."

Tiedjens also insisted that the demand for four-track cartridge tape will remain strong for a number of years.

Midwestern Tape Distributors, Inc., will be located at 5401 West State Street in Milwaukee.

(Advertisement)



JACKIE LEE became the first hit artist for the new MIRWOOD label when his first record, "THE DUCK," hit #1 on the R&B chart and top 10 pop charts everywhere. His new album, "JACKIE LEE SINGS THE DUCK" (MM-7000; MWS-7000), is currently climbing the best selling LP chart. Jackie Lee is really on his way with his recently released single, "YOUR P-E-R-S-O-N-A-L-I-T-Y" (5509), with very strong distributor reorders from coast to coast. (Advertisement)

IT'S
Lil Wally
MONTH

DO THE
Lil Wally Twirl

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BARTENDER SONGS
Lil Wally

(M)1086 (S)5086

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JUST BECAUSE • TICK TOCK POLKA
Mr. Polka Music Lil Wally

(M)1001 (S) 5019

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Jagiello
Lil Wally's
GREATEST SONGS

(M)WJM8002 (S)WJS8002

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Lil Wally
ON THE
LAWRENCE WELK
T.V. SHOW
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MARCH 19th
A.B.C.

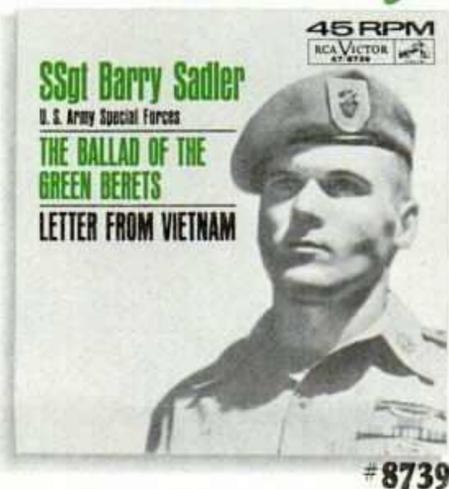
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The Ballads of the Green Berets have turned to Gold



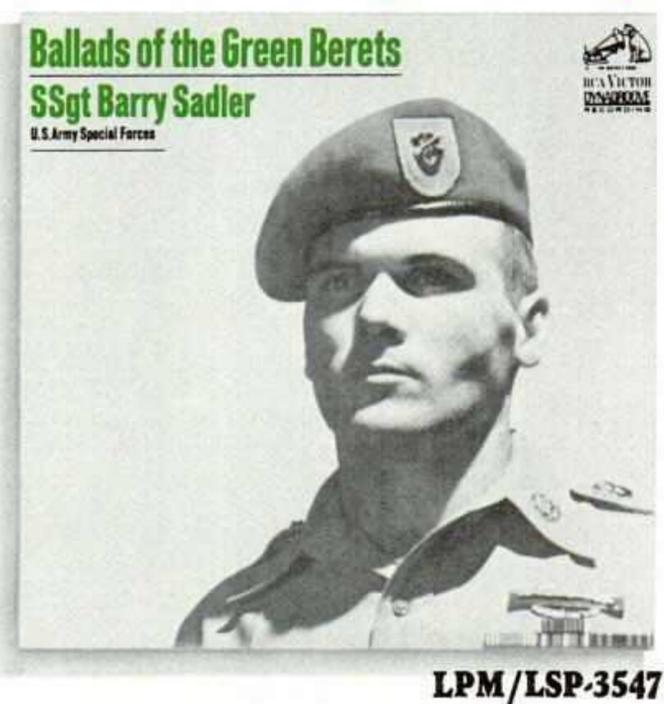
Over 2,000,000 Singles Shipped!

Certified by the RIAA for a gold record, Thursday, February 17, 1966.



Over 1,000,000 Albums Shipped!

Certified by the RIAA for a gold record, Thursday, February 17, 1966.



RCA Victor

 The most trusted name in sound 

3 Record Giants Enter CARtridge Arena

Capitol Ready to Roll With '67 Automobiles

• Continued from page 1

for the debut of Detroit's 1967 automobiles. In making the announcement, Alan W. Livingston, Capitol president, said available to buyers of new Ford, Mercury and Lincoln cars. Columbia's move comes after more than two years of intensive research and development in the automobile tape cartridge field.

In commenting on Columbia's position in the automobile tape cartridge field, Clive J. Davis, the label's administrative vice-president, said, "During the last two years Columbia's engineering staff has been working closely with tape deck cartridge and automobile manufacturers, actively participating in many technical advancements and refinements. We are now convinced that the eight-track continuous loop cartridge system has been perfected to a point where it can satisfy our exacting standards of quality sound reproduction. In addition, our marketing organization has carefully developed a comprehensive distribution and merchandising plan that will be designed to complement the full-scale marketing of tape playback systems by the major automobile manufacturers."

Not Swayed

Davis added that Columbia has felt a keen obligation not to be swayed by the hoopla and publicity whipped up by those who may have other interests at stake. "What we have been concerned about as a record company," he said, "is the necessary technical refinement of the art, the market potential of this business, its profitability and whether it is plus or substitutional business."

He pointed out that for almost a year Columbia has been negotiating with the developers of tape cartridge systems attempting to reconcile its need

MARTIN JOINS LEAR FOLD AS A DISTRIBUTOR

CHICAGO—James H. Martin, one of Chicago's oldest independent record distributors, has been named distributor of a complete line of Lear-Jet stereo products in Northeastern Illinois and Northwestern Indiana.

In addition to the Lear's two types of 8-track auto tape systems, Martin is handling Lear's new home player which is compatible to the Lear and Ford autoplayers.

The home player, which lists at \$79.95, is a tiny unit that plugs into the amplifier of any home stereo system and plays 8-track cartridge music through the existing speakers. Martin also told Billboard that he will be carrying Lear's battery operated portable 8-track unit which will be on the market in a few months.

Martin said he is distributing to anyone in the area who sells records, music, electronic home entertainment products, cars and car accessories. He said one record dealer in Chicago is already selling the playback units and that several others have shown interest.

for a return on investment with the realistic economic needs of the recording industry and, of course, most importantly, the consumer. "We now feel confident that an equitable license rate can be worked out which will provide for a royalty free system when the market reaches maturity," Davis said.

Separate Unit

In line with Columbia's optimistic attitude about the future of the tape cartridge business, a separate operating unit has been created to co-ordinate all developments in this area with George Novak heading the department. Novak will report to William P. Gallagher, Columbia vice-president, who, along with William S. Bachman, vice-president of engineering, research and development, has been actively working with all interested parties from the outset of the development of Columbia's auto stereo program.

"It should be emphasized," Davis concluded, "that although Columbia is proceeding on all fronts, we are ever mindful of our obligation as a leader of the industry not to lead others down the primrose path. We will study all further developments carefully and will not join bandwagons or take ill-considered steps before the effect on all segments of our industry is considered."

Glad-Hamp Expands

NEW YORK — Glad-Hamp Records, disk firm formed by jazzmen to produce Lionel Hampton's recordings, is expanding into the pop field, according to general manager Bill Titone. Upcoming initial release features Hampton and Roberta Sherwood in "Brand New World," coupled with "It Doesn't Hurt to Say You're Sorry." The label has signed the English Setters, a rock combo.

The label will continue to cut jazz artists in association with Hampton.

Leo Moore has been appointed national promotion manager.

Privilege Leases

LOS ANGELES — Privilege Distributors, formed by Norm Goodwin, Larry Nunes and Monroe Goodman, has leased the 2818 West Pico Boulevard building. Facility currently houses Al Sherman's disk lines, but Sherman is understood planning to move to another location within weeks.

Rack Offered to Sell Bible Series

HOLLYWOOD — Audio Bible Studies is offering dealers a metal counter rack to sell the company's "Living Lessons" and "Learn the Bible" series.

The top browser section of the rack holds 68 records (136 lessons at \$1.98. Eight Bible courses fill the bottom section and sell from \$5.20 to \$39.95 each. Total retail sales of \$276.49 may be attained by selling 68 records from the top browser section and another 68 with eight examinations in binders from the bottom section, according to Bob Cotterell, ABS sales manager.

DECCA GOING 8 AND 4-TRACK

• Continued from page 1

and four-track stereo cartridge tapes. According to Leonard W. Schneider, Decca executive vice-president, the company is going with eight and four-track in response to a growing demand for both types and will incorporate all the latest technical advances in the recording, manufacture and packaging of this product.

Cartridge tapes of Decca, Coral and Brunswick product will be available shortly, and will be followed by a regular schedule of additional releases. These new cartridge tapes, as is all the company's product, will be stocked and sold by all Decca branches.

GM's Move

See Page TC-3

Monument to Set Up Own Tape Operation

NASHVILLE — Monument Records will have its complete music catalog available on eight-track stereo tape under its own label within a few months, Billboard learned recently.

The firm currently has a non-exclusive contract with Larry Finley's International Tape Cartridge Corp. to distribute its music. "It will take us a few months to get our own operation set up," said Monument spokesman Jack Kerby, "and we signed with ITCC because we wanted to get our music on the market right away."

Kerby said that Tape-Handling (ITCC's duplicator) is not duplicating the music, however. "For the time being we have RCA doing it for us."

Kerby said Monument's contract with ITCC has a 120-day "cancellation clause." He said that most record companies are signing such temporary agreements with eight-track duplicators and distributors at the moment because "eventually they want to have control over most of the operation themselves."

Fantasy Expands On Two Fronts

SAN FRANCISCO — Fantasy Records has obtained national distribution rights for the Arhoolie line, a Berkeley-based blues company, and has started its own r&b label, Early Bird.

There are 35 albums in the Arhoolie catalog, topped by Lightnin' Hopkins. Owner of the authentic blues label is Chris Strachwitz.

These two moves, indicated Fantasy's national sales chief Saul Zaentz, are in line with expanded activities for the small jazz company. Ray Shanklin has been hired as a&r man for the r&b line. He was previously associated with Johnny Taylor.

First artists on Early Bird are Claude Huey, Sisters Three and Buddy Conner.

Col. Forms Separate Co-Ordinating Body

• Continued from page 1

that the cartridge will be compatible with the tape decks now installed in Ford cars and with those of other major automobile manufacturers, including General Motors which has just revealed its adoption of the Lear cartridge, now in the development stage.

Livingston also said that negotiations with various suppliers, prior to commitment, have enabled Capitol to be assured of cartridge supply at competitive prices, as well as the right to manufacture. He added, "This right to manufacture is at a fair and acceptable license rate and is, with certain suppliers, license free after a reasonable number of years—thus assuring us of being in complete control of our own product. It is assumed that similar arrangements will be offered to other record manufacturers."

Have Obligation

Livingston pointed out that this was the essence of Capitol's demands in considering the future of the industry. Other record companies apparently saw fit to take a similar position. "Had this not occurred," Livingston said, "the record industry would have found itself at the mercy of limited suppliers and the whims of patent holders. We felt it our obligation to accept industry leadership in the face of another threatened battle of record systems."

It was almost a year ago (March, 1965) that Livingston spoke out for the industry in not only the promising future of tape cartridge system, but the problems that would also come with them. At that time, in a letter to major automobile recording equipment manufacturers, he called for the creation of "An industry-wide approach to the immediate development of one standard automobile stereo tape playback system."

Since that time, Capitol has

taken the position that it would not make its catalog available for this purpose until the future rights of this cartridge by the record industry were established and standardization assured.

Backs Compatibility

"A compatible system," Livingston said, "is one of the keys to success for the tape cartridge. Without it there would only have been chaos, much the same as when the record industry created the battle of record speeds."

In discussing Capitol's forthcoming tape venture, Stanley M. Gortikov, president of Capitol Records Distributing Corp., said that the industry should be aware that although the tape cartridge has glowing prospects, it also represents a number of industry-wide problems, such as: (1) The cost to the consumer is considerably higher than for equivalent record. (2) The retailer and wholesaler must carry a new inventory. (3) The cartridge does not offer complete tune selectivity: A listener cannot just lift the needle and place it wherever he chooses. (4) Obsolescence risks and costs will be greater because of the high out-of-pocket charges inherent in the product itself. (5) The tape cartridge may reduce radio listening habits and compromise the interests of the broadcasting industry whose destiny is so closely linked with our own.

Gortikov added that besides extending the horizons of the record industry, the tape cartridge will also become a challenge to the industry in several areas: (1) It is a medium bringing the discretionary musical enjoyment to a broad new consumer group, the automobile owners. (2) Soon, with household tape equipment developments, the same cartridge will be used both in the home and in the automobile. (3) The automobile will multiply the number of retail outlets offering musical product.

Bus Distrib Gets in The CARtridge Act

MINNEAPOLIS — Smith, Inc., a wholesale bus distributor in the Middle West, has set up a nationwide distribution system for a complete line of tape CARtridge products. The firm is selling playback units for cars, buses, homes and offices supplied by Viking of Minneapolis, four-track cartridges (fidelipac concept) prepared by TDC Electronics of Omaha, and a host of dealer and consumer cartridge accessories.

Smith's music library includes Liberty, Chess, MGM, Verve and a host of minor labels. Their home and office units carry a list price of \$179.50, the bus system (including four speakers and all accessories) lists at \$189.50, and their auto unit retails for \$159.50.

The company is currently installing bus players at the factory and at the "after market" level for several school bus manufacturers. Smith representative,

Don Crothers, told Billboard that his firm is currently negotiating with a national bus line and has received inquiries from several tourist bus companies.

Smith's distributors, located in dozens of cities coast to coast, "will give complete one-stop service," Crothers said. "They will carry all our playback systems, our cartridges, and all kinds of accessories." He added that such consumer items as hand carrying cartridge cases and additional speakers, as well as dealer items like cartridge display cabinets and racks, will make up the distributor's inventory. The distributors will also provide various types of installation service for their customers.

Crothers said that the distributors will approach all kinds of dealers, "music, auto accessories, used car—anyone who is willing to carry all our part of our cartridge products."

Added Treats Due at NARM

NEW YORK—This year's NARM convention—the Eighth Annual, scheduled for the Fontainebleau Hotel, Miami Beach, March 6-10—will be notable for an especially glamorous talent contingent. In addition to top talent to be presented at the banquet 10, there will also be the following artists at parties hosted by various manufacturers:

Sunday evening (6) following the presidential welcome cocktail party sponsored by Atlantic, MGM will hold the first dinner party of the convention. Entertaining will be Merve Griffin and Arthur Treacher, in a replica of their TV show. MGM-Verve artists Astrud Gilberto and Steve Perry will be featured.

On Monday (7), following the London Records cocktail party, RCA Victor hosts a dinner featuring performers Myron Cohen and Barry Sadler.

On Tuesday following the Mercury-Smash-Philips Records cocktail party, there will be a dinner party sponsored by Columbia Records, during which Steve Lawrence and Eydie Gorme will present their night club show. The act will have special material prepared for the NARM convention.

Mills Launches Drive on Duke

NEW YORK—Mills Music has launched a drive on Duke Ellington's catalog with a two-color, 12-page brochure. The booklet, which is being sent to artists, manager, artists and repertoire men, musical directors and producers, contains a reprint of last September's New York Times Magazine article on Ellington by Nat Hentoff; 20 thematic of Ellington compositions, and a list of 216 Ellington titles.

ASCAP Mgrs. to Meet March 24-26

NEW YORK—The division and district managers of the American Society of Composers, Authors & Publishers will meet at the Hotel Americana here March 24-26. The representatives of the Society's 24 offices throughout the country will convene to discuss the ASCAP sales program.

Chips Triples Size

PHILADELPHIA—Chips Distributing here has moved to larger quarters, tripling its former size. The move, according to firm's vice-president and general manager, Al Rosenthal, was the result of increased business which reported 1965 sales up 10

8th Annual NARM Convention Schedule March 6-10, Fontainebleau Hotel, Miami Beach

SUNDAY, MARCH 6

10:00 AM - 5:00 PM	CONVENTION REGISTRATION
Reception Lobby	
2:00 PM	REGULAR MEMBERS MEETING
Pasteur Room	
7:15 PM	PRESIDENTIAL WELCOMING COCKTAIL PARTY
West Ballroom	
	Regular and Associate Members
	Host: ATLANTIC RECORDS
8:45 PM	DINNER PARTY (by invitation only)
Fontaine Room	
	Host: MGM RECORDS

MONDAY, MARCH 7

7:45 AM - 8:45 AM	BREAKFAST
Fontaine Room	
	Regular and Associate Members
9:00 AM	BUSINESS SESSION
West Ballroom	
	Regular and Associate Members
	"PLANNING FOR PROFITS"
Chairman of the Day	Jack J. Geldbart Convention Chairman
Invocation	
President's Welcome	George A. Berry President
Keynote Address	Irwin H. Steinberg Mercury Record Corp.
	"Where Are We Going From Here?"
	"The Profit Squeeze Can Be Stopped" Dr. Alton F. Doody Associate Professor of Marketing The Ohio State University
	"Putting Her Dollars in Your Pocket" Brown Meggs Capitol Records

LADIES BRUNCH AND FASHION SHOW

Club Gigi 10:30 AM
Host: GOLDEN RECORDS

12:15 PM	LUNCHEON
Fontaine Room	
	Regular and Associate Members
1:30 PM - 5:45 PM	PERSON TO PERSON CONFERENCES
East Ballroom	
	Regular Members meet with Manufacturers
7:15 PM	COCKTAIL PARTY
Club Gigi	
	Regular and Associate Members
	Host: LONDON RECORDS
8:45 PM	DINNER PARTY (by invitation only)
Fontaine Room	
	Host: RCA VICTOR RECORD DIVISION

TUESDAY, MARCH 8

7:45 AM - 8:45 AM	BREAKFAST
Fontaine Room	
	Regular and Associate Members
9:00 AM	BUSINESS SESSION
West Ballroom	
	Regular and Associate Members
	Chairman of the Day Jack J. Geldbart Convention Chairman
	"Systems Can Generate Profits" Daniel Mandresh International Business Machines
	An Industry Panel "The Industry Can Make Something Happen"
	REGULAR MEMBERS
AMOS HEILICHER	J. L. Marsh Company
CHARLES H. SCHLANG	Mershaw of America, Inc.
CECIL H. STEEN	Recordwagon, Inc.
	ASSOCIATE MEMBERS
CHARLES FACH	Smash Records
LEONARD S. LEVY	Epic Records
MORT NASITIR	MGM Records, Inc.
	"Opportunities for Growth 1966-1970" John Enders Lionel D. Edie & Company

LADIES BRUNCH AND WIG SHOW

Club Gigi 10:30 AM
Host: DOT RECORDS

12:15 PM	LUNCHEON
Fontaine Room	
	Regular and Associate Members
1:30 PM - 5:45 PM	PERSON TO PERSON CONFERENCES
East Ballroom	
	Regular Members meet with Manufacturers
7:15 PM	COCKTAIL PARTY
Boom Boom Room	
	Regular and Associate Members
	Host: MERCURY - PHILIPS - SMASH RECORDS
8:45 PM	DINNER PARTY (by invitation only)
Fontaine Room	
	Host: COLUMBIA RECORDS

WEDNESDAY, MARCH 9

7:45 AM - 8:45 AM	BREAKFAST
Fontaine Room	
	Regular and Associate Members
9:00 AM - 1:15 PM	PERSON TO PERSON CONFERENCES
East Ballroom	
	Regular Members meet with Manufacturers
1:30 PM	LUNCHEON - MEETING
Voltaire Room	
	Distributor Members Only
	SPECIAL SESSION
	"The Changing Role of the Distributor in the Record Industry"
	Dr. Alton F. Doody, Associate Prof. of Marketing The Ohio State University
6:30 PM	NARM AWARDS COCKTAIL RECEPTION
Garden Room	
	Regular and Associate Members
	Host: CAPITOL RECORDS
8:00 PM	NARM AWARDS BANQUET
Fontaine Room	
	Regular and Associate Members

THURSDAY, MARCH 10

9:00 AM	BREAKFAST - MEETING
Voltaire Room	
	Regular Members Only
12:30 PM - 6:00 PM	GOLF TOURNAMENT
Westview Country Club	
	Regular and Associate Members
	Host: LIBERTY RECORDS
7:30 PM	TROPHY DINNER (by invitation only)
	Host: LIBERTY RECORDS

per cent over 1964. Chips handles, among other lines, Cameo/Parkway, the Tamla-Motown group, Disneyland and Phonola record players.



RECORD MANUFACTURERS, retailers and disk jockeys flocked to the newly enlarged headquarters of David Rosen, Inc., Philadelphia, bringing under one roof the distributing firm's phonograph records and coin machine divisions. At the party were (left to right) Harry Rosen, vice-president of the Rosen firm in charge of the Records Division; David Kapp, president of Kapp Records, which is distributed by the company, and David Rosen, president of David Rosen, Inc., a pioneer in the recording field and one of the largest independent record distributors in the country.

BANDMASTERS CITE ANDERSON

NEW YORK—ASCAP composer Leroy Anderson will receive the Edwin Franko Goldman Memorial Citation from the American Bandmasters Association at its annual convention held this year at Northwestern University in Evanston, Ill., on March 10. Previous recipients of this citation have been William F. Kudwig Sr., Vincent Persichetti; Robert Russell Bennett, James L. Dixon and C. F. Tremaine.

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With Bob Dylan, The Byrds and Simon and Garfunkel on your label, what do you do for an encore?

You discover The Rising Sons.

Kevin Kelley. Drummer for the group. He is first cousin to The Byrds' bassist, Chris Hillman. His training and experience have led him through various styles, ranging from Dixieland through swing to the modern school.

Jesse Lee Kincaid. Rhythm guitarist and singer. He is the nephew of an excellent 12-string guitarist, Fred Gerlach, from whom he received his early training. In high school and college he did a turn at acting, played drums and led a rock-and-roll group.

Ry Cooder. Lead guitarist. Accomplished on bottleneck guitar, dobro, mandolin, banjo and other stringed instruments. He learned basic folk guitar styles, including flat pick and finger picking, while concentrating on blues forms with side excursions into ragtime.

Gary Marker. The group's bassist. He names Brubeck, Mingus, Mulligan and all the progressive jazz musicians up through Ornette Coleman as early influences.



Taj Mahal. Leader of The Rising Sons. A wild-looking cat influenced by people you probably never heard of. Like St. Louis Jimmie, Howlin' Wolf and Little Walter. His ambition is to inject blues, R & B and rock with a strong dose of country flavor.

**The Rising Sons present their unique sound...
a rock-and-roll/old-time country blues single...**

“Candy Man”_{c/w}

“The Devil’s Got My Woman”₄₋₄₃₅₃₄

On COLUMBIA RECORDS

This One



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NARAS Taking Long, Hard Look

HOLLYWOOD — A clearer definition of the Grammy awards categories and their propriety has been taken under study by the New York chapter of the National Academy of Recording Arts & Sciences. The results of its studies and its recommendations will be passed on to the national trustees in the fall. It is also expected that similar studies and recommendations will come from the committees in Chicago, Nashville and Los Angeles as well. That was the substance of the reply to Atlantic Vice-President and General Manager Jerry Wexler's

rap at NARAS' categories by Francis Scott, national president of NARAS.

Wexler had registered a strong criticism of the NARAS awards categories, calling attention to the fact that six categories are reserved specifically for country and western records while one is reserved for rhythm and blues.

Welcomes Gripe

Scott welcomed it as constructive criticism which may help improve the NARAS awards structure. "My only surprise," he said, "is the emergence of the issue this year, for

the same condition which provoked the criticism existed last year as well. One has only to review the history of the TV Academy and Motion Picture Academy, as well as NARAS, to realize that the subject of awards categories is a tremendously difficult one. Satisfying all segments of an industry is never an easy task, especially when so many tastes and philosophies are involved, and when the criteria for our awards are not record sales, but, instead, artistic achievement. Our trustees have invariably spent the bulk of their time at our annual meetings on the subject of categories, and each year has brought new refinements and, in some cases, drastic changes."

Scott concluded, "The opinions of informed and experienced professionals like Jerry Wexler and our friends in the industry press are most welcome. We will do our best to give them the consideration they deserve. If we are successful, the Grammys will continue to be the most representative, the most satisfying and the most coveted awards in the field of recording arts and sciences."

L. A.'s Record Merch. Sues Hart Distributing, Musicor

LOS ANGELES — Record Merchandising has filed a suit in Superior Court for \$110,853, charging fraud and deceit against Hart Distributors, Musicor Records and Talmadge Productions.

Merchandising's Sid Talmadge is asking \$10,853.89 for alleged breach of contract, \$100,000 for exemplary damages plus court costs and any further relief.

Talmadge claims he trans-

ferred his Musicor inventory to Hart based on an oral agreement that he be reimbursed for money invested in buying the Musicor inventory as an exclusive distributor.

Attorney Sol Levine claims the defendant notified Talmadge they would pay \$3,180.79 instead of the \$10,853.89 which the plaintiff says was his wholesale costs to purchase the Musicor stock.

Epic-Okeh Off and Rising

NEW YORK—Epic and Okeh Records got off to a fast start this year. According to Victor Linn, labels' director of administration, sales for Epic and Okeh in January went 23 per cent over the corresponding period last year. The January 1966 sales exceeded by 46 per cent the forecast sales estimate for that period.

Single sales contributed importantly to the labels' sales up-beat in January. The sale of single records was over 200 per cent in January 1966 than in January 1965. Best sellers were the Dave Clark Five's "At the Scene," "The Men in My Little Girl's Life," by Mike Douglas, and "Satin Pillows," by Bobby Vinton. Nancy Ames, Enzo Stu-

arti, Charlie Walker, the Staple Singers and the Yardbirds also contributed to the label's sales success in January. Walter Jackson and Ted Taylor led the sales splurge for Okeh.

The Beethoven Nine Symphonies with George Szell conducting the Cleveland Orchestra became the all-time best selling classical album set in Epic's history.

In addition, the Epic DeVille Run, the label's six-month sales incentive program which began Jan. 1, has received tremendous response from distributor personnel. Incentive promotion, merchandising and advertising campaigns are under way to stimulate further distributor sales to dealers.

U. K. Pitch on Monty Set

LONDON—A big U.K. promotion for Mantovani is scheduled during his annual tour April 20 through May 1. The tour includes a concert at London's Festival Hall, April 30.

This year, Monty celebrates 25 years with British Decca. It plans a presentation of a gold

baton at the London Palladium April 17, coinciding with the release of his latest LP, "Mantovani Magic."

A full pitch to the U.K. trade is being planned, including posters for key dealers, a booklet of Mantovani's golden sellers, plus dealer and consumer competitions, prizes for which will be presented at the Royal Festival Hall concert.

Monty told Billboard last week that his last American tour (his 10th), taking in 61 cities, was his most successful in takings and attendances. "Maybe the big success this time was helped because the orchestra's sound was like a breath of fresh air after the invasion of the U. S. by the pop group," Monty said.

NASHVILLE — A 66-day string of personal appearances for Red Sovine has been set by Moeller Talent, Inc., here.

The tour which began Feb. 16 at Glenburnie, Md., continued through the Midwest into Canada. Sovine then returns to the Midwest and Texas before beginning a month's tour of Germany, Italy and France.

Magazine Exec. Forms Merrie

NEW YORK — Bob Baker, magazine publishing executive, has formed a new label named Merrie Records for country music, rock 'n' roll, and Latin American music. Jim Galligan will handle the promotion.

Artists signed to the company, whose publishing wing is Merrie Music, so far are Steve Williams, who writes, sings and plays guitar left-handed; Carlos Mojica, an artist already popular in South and Central American countries, and Dizzy Elphand, songwriter. The label is looking now for talent and songwriters and will soon set up an indie production unit.

EDITORIAL

Scott Shows Class

It is indeed gratifying to hear that the various branches of NARAS will undertake a study of the organization's awards categories with a view toward refining them and giving proper weight to pop, country, rhythm and blues. (See separate story.)

NARAS' rapid decision in this matter—and the gracious manner with which President Francis Scott acknowledged the constructive criticism of Atlantic Vice-President and General Manager Jerry Wexler—merits strong commendation.

The industry is indeed fortunate in having in NARAS' officer echelon men whose professionalism and sense of fairness are of the highest.

'Very Good Year' Writer Takes a Poke at NARAS

NEW YORK—Ervin Drake, writer of "It Was a Very Good Year," has added his complaint to NARAS' nominating system. He bases his beef on the fact that the nominations listed Frank Sinatra in the "Best Male Vocal Performance" category for singing "It Was a Very Good Year" but failed to list the tune in the "Song of the Year" category.

In a letter to Francis Scott, president of the National Academy of Recording Arts & Sciences, Drake pointed out that "It Was a Very Good Year" was listed No. 1 on the "Easy Listening" chart in the Feb. 6 issue and that "September of My Years," title song of the album, which also includes "It Was a Very Good Year," never made that list but was nominated in the "Song of the Year" category. Drake also pointed out that in the same issue, "It Was a Very Good Year" made the top 30 in the "Hot 100" list and that "September of My Years" was never on single release. Drake also mentioned that Random House will include information concerning "It Was a Very Good Year" in its forthcoming "Encyclopedia of American Music."

In spelling out his complaint

Drake also mentioned that Random House will include information concerning "It Was a Very Good Year" in its forthcoming "Encyclopedia of American Music."

Actual work on the building began recently, but a groundbreaking ceremony is set for March 14. The fund drive will run from then through May.

Drive Starts To Raise \$\$ for Country Bldg.

NASHVILLE — A committee of 42 prominent businessmen met here Feb. 24 to announce plans to raise \$350,000 to build the Country Music Association Hall of Fame Museum and office building. Chairman of the committee is Andrew Bepedict, president of the First American National Bank.

Gov. Frank Clement attended the organizational luncheon and pledged his full support. Bepedict told the group the governor had also pledged "his support in a very material way."

Governor Clement told the group: "I am sure the citizens of Tennessee could raise \$7½ million overnight if we were threatened with the loss of the country music industry."

The CMA's over-all goal is \$750,000. The music industry has almost raised its goal of \$400,000. The \$400,000 will be used for maintenance and possible later expansion of the building.

Co-chairmen of the execu-

Small in Wattage, Big in Country Power

HOUSTON — There's no doubt about who influences a heavy majority of the country music record sales in Houston—KIKK. The station rated No. 1 in this category in Billboard's latest Radio Response Rating survey with 66 per cent of the votes of record dealers, distributors, record company executives, and one-stop operators. Bill Bailey, air personality and program director, and Rusty Gabbard, both of KIKK, tied as the leading deejay influence on country music record sales with 30 per cent of the votes each.

The daytimer in the latest five-county Pulse of the area placed a solid No. 3 behind the two Hot 100 stations, Bailey said. "Financially, business is

up 100 per cent in the past 18 months . . . certainly our national billings reflects the growing power of country music, the billings are increasing by leaps and bounds."

The reason country music is doing so well in Houston, Bailey said, is that Houston is such a busy town. In addition to heavy industrial areas, the city has the U. S. space center. Astronaut Pete Conrad is supposedly an avid country music fan. To illustrate how "busy" the town and the station is, KIKK was installing equipment last Tuesday and Wednesday in the Astrodome for remote broadcasts during a big rodeo.

KIKK is one of the big coun-
(Continued on page 10)

to Billboard, Drake said that the onus of disqualifying songs must fall on those who invent the categories. He said, "Before the membership has a chance to express itself it is prevented from full expression by arbitrary ground rules. Therefore, while the performing artists may receive Grammys for Harold Arlen's 'Over the Rainbow' or Richard Rodgers' 'Blue Moon,' the copyright creator is himself scratched from the lineup."

London to Put 'Wait a Minim' In the Grooves

NEW YORK—London Records will record the original cast album rights to the musical revue, "Wait a Minim." The company has made a substantial investment in the production which opens on Broadway at the Golden Theater on March 7.

"Wait a Minim" recently closed a 600-performance, 1½-year run in London. The production originated in South Africa in 1962. It was produced in South Africa and in London by Leon Gluckman. The American version is being produced by Frank Productions in association with Gluckman.

The album, to be recorded March 13, is London's first Broadway original cast package since its successful "Stop the World, I Want to Get Off." Andrew Tracey, one of the featured performers in the revue, wrote most of the score. Burlington Music, London's associated publishing firm, is the publisher of the majority of the score. Exploitation here will be handled in conjunction with Frank Music.

MUSICOR GETS ITS OWN SITE

NEW YORK—In line with its expansion program, Musicor Records has acquired its own four-story building here. It's located at 240 West 55th Street, and has a total of 8,000 square feet.

Immediate plans call for a recording studio on the ground floor, with executive and accounting offices on the second and third floor. The fourth floor will be held open for use during a later phase of the expansion. Refurbishing is due to start soon with a May 1 date set for occupancy.

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NARA in New York Gives Nod to Walker

NEW YORK—Jack Walker Jr., air personality at WLIB, was elected president of the New York chapter of the National Association of Radio Announcers at a meeting Wednesday night. More than 40 NARA members attended the meeting, which, in a sense, represents the rebirth of NARA activity in this city.

Other chapters of NARA have been activated recently—since new national officers were elected on a platform of a "new image" at a convention in Houston—in Portsmouth, Va.; Newport, Va.; Shreveport, La.; and Pittsburgh. Plans are underway to activate chapters in Baltimore, Washington, and Cleveland in the next few weeks. Other officers elected to the

Autumn's Tapes On Auction Block

SAN FRANCISCO—Autumn Records master tapes and demo disks will be sold at public auction Monday (28) to satisfy \$12,749.33 owed creditors. The auction is being conducted by Golden State Records at 665 Harrison Street at noon.

Among the tapes offered are performances by Bobby Freeman and the Beau Brummels, both of whom achieved national chart prominence. Other tapes are by Dino Valenti, Jim Washburn, the Great Society, Mojo Men, Vegetables, Chosen Few, Bundles, Sly Stewart, Casualiers, Tikis 5, Dalziel Leite, Butch Engle the Styx, Jerri Lynn and Billy Preston.

Lee & Stoney Back From Bonn Tour

NEW YORK — Wilma Lee and Stoney Cooper returned last week from a 17-day tour of Germany, where they played a total of 34 dates at U. S. bases. Booked by the Jolly Joyce Agency of Philadelphia, the tour extended from Feb. 4 through 22, covering all key cities. With the act were Joe Edwards, guitarist, and L. E. White, singer and writer of such hits as "Sweet Memories" and "Will the Paint Fade Away."

Joyce arranged the bookings with the Gisella Gunther Agency of Frankfurt. Stoney stated that this year he is planning additional overseas trips to Great Britain, Ireland, Japan, the Philippines and other areas. Stoney stated that artists these days must consider the entire world as the record market; it is important that they appear in all areas in order to advance their record sales, he added.

Stoney stated c&w is very big in Germany, so much so that his wife, Wilma Lee, is now working on German lyrics for country material. "Sometimes," he said, "we had to give four encores on one song."

Skyscraper Adds

NEW YORK — Skyscraper Records, a division of Holton Records, has added a string of new distributors. These include F & F Distributors, Charlotte; United Record Distributors, Chicago; New Orleans Distributors, New Orleans; Roberts Record Distributors, St. Louis; Merit Distributing, Los Angeles, and Field Music Sales in San Francisco.

'Berets' Keep Mopping Up On Sales Front

NEW YORK—Sales are continuing to escalate for S/Sgt. Barry Sadler's "Green Berets" in its single and LP version. The single, "Ballad of the Green Berets" has sold more than 2 million copies, and the album, "Ballads of the Green Berets" has passed the million mark in copies sold.

"Both the album and the single are still gaining momentum," a spokesman for RCA Victor said, "Our estimates or guesses, even at what we sell are the most optimistic, just haven't lived up to the fantastic rate the single and album are selling. We give a projection, and virtually by the time we hang up the phone, both album and single are a couple of hundred thousand copies beyond it."

The album has been in release since Jan. 19, and achieved its million-sale status in less than five weeks. The single was released a week earlier.

New York chapter included vice-president Frankie Crocker of WWRL, secretary Eddie O'Jay of WWRL, treasurer George Hudson of WNJR, financial secretary Evelyn Cunningham of WLIB, and chaplain Lonnie Sheppard of WWRL. Ralph Cooper was assigned to a mayor's welcoming committee for the next national NARA convention, which will be held in New York; Cathy Douglas was appointed in charge of women's activities for the New York chapter.

Del Shields, executive vice-president of the national organization, presented data to the chapter on what it would be expected to achieve in the national set-up. NARA is now undergoing a national membership drive to enlist everyone who works in the r&b field—not only radio station people, but performers, songwriters, record company men, and others. Any deejay on any station, regardless of the station's format, may obtain information about joining NARA by writing the organization at 850 Seventh Avenue, New York, N. Y.

London Highlights 4 LP's

NEW YORK—London Records has devised special promotion and merchandising techniques to promote a special four-LP release that is coming on the heels of its successful January album program. The product is highlighted by the American album debut of Noel Harrison, an LP of Rolling Stones hits done in instrumental style by the Stones' own musical director Andrew Oldham and His Orchestra; the second American LP release of the British group, Them; and a de luxe, book-fold package, "Western Heritage."

The promotion for the Harrison LP is pegged on the cover photo which shows the singer sitting inside an open refrigerator. A special contest for radio, newspaper and college station personnel seeks replies in 25 words or less to the question, "How to get Noel Harrison out of the refrigerator?" or, put another way, "How to help Noel split the cooler." Grand prize winner will receive a 1966 model of a nationally advertised refrigerator. Consolation prizes include 50 one-year subscriptions to Batman comic books and 50 pop art posters.

In addition, London has brought in a specialist in the college and school market to merchandise the album to college radio stations. The collegiate market is one of the numerous areas where Harrison has received a particularly enthusiastic response. London has

included the contest blanks in a special promotion kit, which also includes a copy of the album, a photo and biography of the artist and a personal note from Harrison.

The de luxe "Western Heritage" package is presented in the form of a musical pageant, detailing the story of the American pioneer and his long, overland trek to the West. Recorded in England, the album features a stereo performance by Ted Hockridge and the Peter Knight Orchestra and Chorus.

The four albums will be ready for delivery Feb. 28.

Trade Even Up on Switch

HOLLYWOOD—The record industry lost an outlet last week but gains a new one in Southern California broadcasting ranks this week. Gone from the ranks of music stations went KLAC, a

Acuff-Rose Executive, Artists Make N. Y. Scene

NEW YORK — Key Acuff-Rose affiliated artists were in New York this week to tape guest appearances on a number of top TV shows. In conjunction with the appearances by Tom Jones, Don Gibson and Donovan, a number of the firm's executives were in town. President Wesley Rose was also due in from his Nashville headquarters on Sunday (27) for a round of conferences.

Bob McCluskey, assistant to the president, held a series of meetings during the week with Nick Firth and Colin Berlin, executives of the Acuff-Rose London office on final details for the upcoming five-week British tour of Roy Orbison.

Jones was here to tape his

appearance on the "Sammy Davis Show," while country singer-songwriter Gibson, was making his third appearance since December on the Jimmy Dean Show.

Donovan, whose disks are released here through the Acuff-Rose affiliated Hickory label, was here for concerts last week in Boston, New York and Toronto and an appearance on NBC-TV's "Hullabaloo." The label is releasing a new Donovan single. The sides, both taken from his hit albums, consist of "The Little Tin Soldier," from the LP "Fairytale" and "You're Gonna Need Somebody on Your Bond," from his earlier album, "Catch the Wind."

THE JAZZ BEAT

By ELIOT TIEGEL

Les McCann is one musician who endorses the policy of promotion, man, promotion. An inbred comedian, the portly pianist calls Baker's Keyboard Lounge in Detroit "quite an unbelievable place." McCann cites its owner Sollie Hartstein as a man who goes all out for promotion. "He's highly unusual," Les said recently, "in that there's nothing he won't do for promotion." In McCann's opinion, Hartstein is the club owner of the year. His theory is McCann will play and he'll run the business.

"Very few club owners will take an artist, or even ask an artist to go down to a radio station. Sollie took me to the auto show for an appearance; we did three television shows and then went to every newspaper," McCann recalled one morning in his Hollywood Hills house.

McCann says that people associated with jazz nightclubs think only in terms of artists visiting jazz radio stations. This narrow-mindedness is off the beat, in Les's opinion. "Who the hell listens to the jazz stations?" he asks. "Just the jazz listeners." But when you

go to the AM stations, he continues, you get to talk to new people.

Being labeled a jazz performer is anathema to McCann. He'd prefer to be classified as an entertainer, believing the word jazz hurts business because of negative slants which much of the public has.

A frequent comment Les hears from the paying public who hears his trio for the first time is, "Man, I thought I didn't like jazz, but now . . ." "Our group is like a bridge which takes you across the rhythm and blues and jazz fields." McCann's style has undergone a transition in the last several years, out of the gospelish school and into a broader melodic approach.

McCann's driving desire is to be classified as a "total performer," hence the willingness to go the promotion route and help "get his name out there." In order to fulfill requests—when there is a calling—Les is able to rise early despite his life as a night person. "I have an automatic alarm system," he explains. Actually a nap before heading off to a club for a night's labors rejuvenates his cells.

While McCann is eager to make the promotion route, he is not an automatic ripe apple subject for disk jockeys. Here his devilish attitude makes an appearance. He enjoys putting on DJ's who ask him banal questions. "When they ask me where I go from here, I answer back to the hotel," he says. But there's always a quick humorous line added to "relax" his host. Once he wore Bermuda shorts to a TV interview.

This is McCann's sixth year on the road and his 11th year as a pianist. Currently with Limelight Records, he cut his commercial teeth with World Pacific for four years.

For the past two years he's been on the road nine months out of the year. Atlanta is becoming part of the jazz circuit, he says. Negotiating for New York bookings is a "trial and error" method; "you take what the club owners give." McCann claims the Manhattan clubs' prices vary from other areas. In Seattle, he says, people support the Penthouse Club because they're "proud of it." While he's not recording intentionally for the commercial singles market, the pianist is aware that "you have to look for that hit record." He claims more young people are coming out in person to hear his group than in the past. "Which is a good salvation. The young people are the salvation for the entire world . . . in everything."

New Paula Distributions

NEW YORK—Paula Records has changed its distributors in two major markets. The label's pop and country label is now handled by Alpha in New York and Record Merchandising in Los Angeles.

Mindbenders, Fontana Inked

NEW YORK — Wayne Fontana and the Mindbenders have been signed by MGM Records as two separate acts. The group was on Fontana Records. Fontana's first MGM release will be "It Was Easier to Hurt Her." A Mindbenders release should be out soon, the label reports.

AURAVISION DISK PREMIUM

NEW YORK — Auravision, the laminated paper record designed by Columbia Record Productions, is being used by Chesebrough-Pond as a premium. Each buyer of Pond's Fresh Start gets the disk which features the Dave Clark Five on a six-inch 33 and carries a full-color autographed picture of the group.

a new single from the soon to be released album

HERB ALPERT & THE Tijuana Brass
What Now My Love



b/w **SPANISH FLEA • A & M 792**

TAPE CARTRIDGE TIPS

by Larry Finley

Today's special issue firmly establishes BILLBOARD as the "official bible" of the tape cartridge industry.

If you are a new reader, you will find our column every week in the special tape cartridge section. Our aim is to keep you current with the latest happenings and, should there be any questions which are unanswered in this column, we will be happy to have you correspond with us for a personal reply.

During the past six weeks the tape cartridge industry has grown tremendously, and we express a special vote of thanks to Lee Zhito and Hal Cook of BILLBOARD, Bill Mulcahy of Telepro, Earl Muntz, Bill Hack of Audio Devices, Bill Lear and Jim Gall of Lear Jet/Stereo, Motorola, RCA and Ford for their courage in helping pioneer the eight track principle. To Dan Tellman of Sears, Roebuck and Company, the Mopar Division of Chrysler, Berklene Manufacturing Company, B.F. Goodrich, Goodyear Tire and Rubber Company, and the hundreds of distributors and dealers who also pioneered and are now finding that they are in the midst of a most lucrative business.

A special thank you to Dextra Corporation whose belief in the principles of International Tape Cartridge Corporation enabled ITCC to secure licenses from 50 important "name" record companies to make its product available in four track, Lear Stereo 8 and Orrtronics eight-track cartridges.

In addition to their published catalog, ITCC supplies its distributors with a weekly "Hot Sheet" which lists new releases, such as: MGM (13-6) DR. ZHIVAGO/Original Sound Track; 20TH CENTURY-FOX (54-4179) OUR MAN FLINT/Original Sound Track; A & M (51-110) WHIPPED CREAM & OTHER DELIGHTS/Herb Alpert and The Tijuana Brass; DOT (15-25654) MOON OVER NAPLES/Billy Vaughn; COMMAND (30-817) PERSUASIVE PERCUSSION, VOL. 3/Enoch Light; ATLANTIC (44-1437) ROAR OF THE GREASEPAINT/Herbie Mann; LAURIE (36-2018) HE'S SO FINE/The Chiffons; MERCURY (37-61017) FREDDIE & THE DREAMERS/Freddie & The Dreamers; ATCO (45-33177) LOOK AT US/Sonny & Cher; MOONGLOW (42-1003) THIS IS NEW/The Righteous Brothers; ROULETTE (22-25231) STRIKE UP THE BAND/Tony Bennett & Count Basie; VERVE (14-8614) SOUL SAUCE/Cal Tjader.

The above albums list at \$5.98 for either four or eight track, and are available from International Tape Cartridge Corporation, 1290 Avenue of the Americas, New York, New York 10019.

EXECUTIVE TURNTABLE

RCA Victor has appointed H. E. Roys as chief technical administrator in Indianapolis and has promoted W. R. Isom as chief engineer, the position vacated by Roys. Both will report to Norman R. Racsin, division vice-president and operations manager.

Joe Guercio named vice-president of GLG Productions. He will be in charge of all the musical activities of the management-production company's talent roster which includes Steve Lawrence, Eydie Gorme, Diahann Carroll, the Barry Sisters, the Highwaymen and Luba Lisa. Among the many areas he will oversee will be the supervision of all arrangements for the artists. In addition, he will serve as musical director for their record dates, TV appearances and nightclub and concert appearances. He will also handle the contracting of musicians for the artists' in-person shows and disk sessions.

Larry Harris to Elektra Records' newly created post of director of business affairs. Harris comes to Elektra from the legal department of Columbia Records, where he has been for the past three years. His duties at Elektra will include supervision of all legal work for

the label, direction of business affairs as they relate to company policy, artists, foreign licensing, etc., as well as the management of Elektra's affiliated music publishing companies.

Lincoln Mayorga to the a&r staff of Greengrass Productions to work with Ed Cobb. Pianist will also be handled as an artist by the firm. Stanley Kahn appointed a&r manager at Colpix as part of the label's new New York City executive team. Kahn has been an independent producer-writer. He will handle single and LP projects and buy outside masters.

Bob Burrell has been retained by World-Cine Associates for the film company's music promotions. Burrell will work on "Methuselah Jones," "The Biggest Yank," "Ahh, the New Ones" and "Father Brother."

Bill and Sherry singing duo to Tangerine.

Harold J. Shulman named executive vice-president of Fisher Radio Corp. succeeding the late Ben Arons. Schulman has been in the electronics field for the past 25 years.

Milt Bush appointed vice-president and general manager of Diskmakers, Inc., Philadelphia independent custom record presser. Formerly a professional musician and advertising executive, Bush has been associated with Diskmakers for seven years.

Marshall Leid has joined the Imperial Records a&r staff. He has been a free-lance arranger-producer.

Elektra Unveils New Pop Series

NEW YORK—Jac Holzman, Elektra president, announced the establishment of a special price category for an LP series devoted to pop music. First artists who will appear on the line are a rock 'n' roll group named Love. Their single, "My Little Red Book," is set for release, with an album to follow.

Holzman also said he will initiate a new cover concept for pop albums with this initial release in the 4000 series. Price schedule for the new Elektra pop series is \$3.79 for mono, \$4.79 stereo. The company's normal pricing is \$1 higher in each category.

Presley Pkg. Out

NEW YORK—As a special Easter package, RCA Victor Records last week released two singles and an EP by Elvis Presley. One single features "Joshua Fit the Battle" b-w "Known Only to Him"; the other has "Milky White Way" b-w "Swing Down Sweet Chariot"—the first time the tunes have been available in singles. On the EP is "(There'll Be) Peace in the Valley (For Me)," "It Is No Secret (What God Can Do)," "I Believe" and "Take My Hand, Precious Lord." All tunes are from albums recorded some time ago.

Country Power

• Continued from page 6

try music stations in spite of its small wattage. Like most country music stations, the outlet underwent an image change "from hillbilly to country." But without becoming stuffy," said Bailey. "We are not in a pop format, but we threw out the "Howdy, friends and neighbors" stuff. Now we try to be a companion. We pace fast music, slow music, fast music, slow music. We've cut out a whole lot of bluegrass, though we still play some. But we only play 75 records . . . the best that's available. This type of programming has brought us a long way in two years."

SAN ANTONIO—Some 54,000 turned out for the recent Sunday rodeo at the San Antonio Live Stock Exposition. A part of the show was entertainment provided by Rex Allen and Connie Smith.

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 March 6, 1961

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

COUNTRY SINGLES— 10 Years Ago March 3, 1956

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

COLLEGE CIRCUIT

By CLAUDE HALL

WUSO, 10-watt student-manned radio station at Wittenburgh University, Springfield, Ohio, bowed on the air Sunday (20).

An alert Allen Heyman at Village Record Shop, Denville, N. J., capitalized on a Feb. 6 performance by Sammy Davis at Seton Hall University. Correspondent John P. Gallagher reported that Heyman knew Davis was coming "therefore he had ordered just about all of his albums in large numbers." It paid off. Heyman said that he sold 100 to 150 albums. Fred Baker at Discorama Record Shop caters mostly to the young record buyer and is heavy on singles so he didn't receive much album action after the concert. The show drew 4,500 and was "a great evening of entertainment," said Gallagher.

Ferrante and Teicher played Feb. 9 at the University of Arizona, Tucson. Said correspondent G. W. Lamb, the duo played three encores for the 2,660 SRO audience, who wanted more, and their movies themes were most appreciated. Lannie Hartman at Rubitom's World of Entertainment reported no album sales from the concert, but Judy Finn at another Rubitom's store reported three album sales and numerous requests concerning the duo's new concert albums.

The St. Olaf Choir drew 1,300 Feb. 10 at Murray State College, Murray, Ky., said correspondent D. Ellis Mueller. But Chuck Simon at Chuck's Music Shop reported no sales increase with the comment that the St. Olaf Lutheran Choir has many albums out, but they are not big sellers on the market.

The Serendipity Singers drew 2,100 Jan. 29 at East Tennessee State University, Johnson City, said correspondent Joyce La Follette. Carolyn Keefe at Music Mart said album sales weren't high. K-Mart discount store reported selling four of the six albums it had

in stock by the group.

More than 4,500 attended a concert of the Norman Luboff Choir Feb. 4 at Southern Illinois University, Carbondale, Ill. Correspondent Tom North reported very little sales reaction, however, at either the campus store or Rembrandt Records off campus.

A Lloyd Price performance Feb. 4 at the University of Pittsburgh drew a "packed" audience of 500, said correspondent Jim Smith. The audience reaction was mixed, some liked it, some left before the show was over. Neither Jim Mark at National Record Mart nor Fred Lackey at Bob's Discount Center reported any sales reaction.

Alldis Exits Luxembourg

LONDON—Chief announcer Barry Alldis is leaving Radio Luxembourg at the end of June after being in the Grand Duchy for nine years. Geoffrey Everette, manager of 208, said, "Barry told me a year ago of his intention to quit Luxembourg. He will be coming to England for purely domestic reasons. He wants his two young children to be educated here."

He continued, "We are sorry to see him go but he will not be severing his connection with Radio Luxembourg and we shall assist him in every way possible to find a home in England."

Two other Luxembourg disk jockeys, Chris Denning and Johnny Moran, are leaving, too. They resigned following an announcement by Everette last month of his intention to make staff changes. Both will return to Britain.

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lines...

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green label
with the big
talent.

The Sweet Things

"You're My Lovin' Baby" b/w

Van McCoy
Blackwood Music, Inc. BMI

"Don't Come Looking for Me" 2-1504

Bobby Lewis
Daedalus Prod., Inc. BMI

Arranged and Conducted by Van McCoy
A Daedalus Production



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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 236—Last Week, 101

* 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

CHER—BANG BANG (Prod. by Sonny Bono) (Five-West-Cotillion, BMI)—An off-beat rhythm, clever lyrics and great Cher vocal combine for a top-of-the-chart winner. Produced and written by Sonny. Flip: "Our Day Will Come" (Prod. by Sonny Bono) (Rosewood-Day-Hilliard, ASCAP). **Imperial 66160**

THE YARDBIRDS — SHAPES OF THINGS (Prod. by Giorgio Gomelsky) (Robbins, ASCAP)—Coming off their hit, "I'm a Man," the hot group has smash in this exciting rhythm ballad with strong dance beat and meaningful lyrics. Flip: "I'm Not Talking" (Prod. by Giorgio Gomelsky) (Audrey-May, BMI). **Epic 9891**

BRIAN WILSON—CAROLINE, NO (Prod. by Brian Wilson) (Sea of Tunes, BMI)—The popular leader of the Beach Boys goes it alone in this easy-go,

emotional ballad with strong back beat. Has all the ingredients of a No. 1 smash. Flip: "Summer Means New Love" (Prod. by Brian Wilson) (Sea of Tunes, BMI). **Capitol 5610**

SHADOWS OF KNIGHT—GLORIA (Prod. by Dunwich Prod.) (Bernice, BMI)—This wailin' rocker should hit hard in today's teen market. Strong top-of-the-chart potential. Flip: "Dark Side" (Prod. by Dunwich Prod.) (Yugoth, BMI). **Dunwich 116**

THE BANTAMS — FOLLOW ME (Prod. by Dick Glasser) (Richbare, BMI)—The 8, 10 and 12-year-old brothers with talent have smash hit possibilities in this rocking dance beat number with full, clear sounds. Could go all the way. Flip: "Meet Me Tonight Little Girl" (Prod. by Dick Glasser) (Trousedale, BMI). **Warner Bros. 5695**

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

WALKER BROTHERS—I ONLY CAME TO DANCE WITH YOU—With their "My Ship Is Coming In" on the Smash label on the Hot 100, comes this exciting rhythm ballad with strong dance beat on Tower Records. Flip: "Greens." **Tower 218**

ZOMBIES—IS THIS THE DREAM (Mainstay, BMI)—An emotional wailer with exciting dance beat and big production will rush the group back to the top of the charts. Flip: "Don't Go Away" (Mainstay, BMI). **Parrot 9821**

LESLEY MILLER — HE WORE THE GREEN BERET (Prod. by Danny Davis) (Gallico, BMI)—The teen-age songstress has a solid winner in this penetrating ballad sequel to the S/Sgt. Barry Sadler hit. The well-performed and produced tune should be equally successful. Flip: "You Got a Way of Bringing Out My Tears" (Prod. by Joe Rene) (Felix, BMI). **RCA Victor 8786**

NANCY AMES—HE WORE THE GREEN BERET (Prod. by Manny Kellern & Billy Sherill) (Gallico, BMI)—An equally fine version of the "Beret" tune is this warm, emotional reading by Miss Ames with solid instrumental backing. Should prove a quick chart climber. Flip: "War Is a Card Game" (Prod. by Manny Kellern & Billy Sherill) (Pampoll, ASCAP). **Epic 10003**

DON COVAY — WATCHING THE LATE, LATE SHOW (Prod. by Don Covay) (Konto-Ragmop, BMI)—A hot follow-up to his "See Saw" hit, this well-written Covay tune should hit hard in both pop and r&b markets. Flip: "Sookie Sookie" (Prod. by Jim Stewart & Steve Cropper) (East-Cotillion, BMI). **Atlantic 2332**

BRIAN HYLAND — 3,000 MILES (Prod. by Snuff Garrett & Leon Russell) (Baby Monica-Flomar, BMI)—A top commercial sound aimed right at the teen scene. Good rockin' dance beat and big production in strong support. Flip: "Sometimes They Do, Sometimes They Don't" (Prod. by Snuff Garrett & Leon Russell) (Fingerlake-Viva, BMI). **Philips 40354**

KAY STARR — OLD RECORDS (Prod. by Steve Douglas) (Gallico, BMI) — The Kilgore-Thomas standard gets a strong commercial revival by the popular stylist. Disk has all the ingredients for the top of the chart. Flip: "Tears and Heartaches" (Prod. by Steve Douglas) (Mills, ASCAP). **Capitol 5601**

SANDIE SHAW—TOMORROW (Rose Hill, BMI)—A fine vocal performance by Miss Shaw on a cleverly written rhythm ballad with exciting dance beat backing should rush this one up the chart. Flip: "Hurting You" (Rose Hill, BMI). **Reprise 0449**

THE SMALL FACES—SHA-LA-LA-LA-LEE (Belinda, ASCAP)—Rockin' wailer rapidly climbing the British charts should establish the English group in the U. S. as well. Flip: "Grow Your Own" (Leading, ASCAP). **Press 9826**

JOE WILLIAMS—LONELY MAN (Prod. by Clyde Otis) (Eden, BMI)—The jazz-oriented vocalist aims this solid rhythm rocker right at the teen market. Great Clyde Otis production and Williams vocal make this a left-fielder to watch. Flip: "I'll Belong to You" (Prod. by Clyde Otis) (Fineline, BMI). **RCA Victor 8775**

ESTHER PHILLIPS—I COULD HAVE TOLD YOU (United, ASCAP)—A superb rendition of the Sinatra oldie in her unique vocal style should prove a hit for the talented Miss Phillips. Flip: "Just Say Goodbye" (Mongo, BMI). **Atlantic 2324**

OSCAR BROWN JR. & LUIZ HENRIQUE—LAIA LADAIA (Prod. by Hal Mooney) (S.G.A.E.)—Unique lyric ballad with offbeat rhythm and easy-go vocal style could prove a hit in both pop rock and easy listening markets. Flip: "Listen to Me" (Prod. by Hal Mooney) (M.R.C., BMI). **Fontana 1542**

MICKEY ROONEY JR. — A BONE, A DOG, A SWORD AND A SHIELD—The actor's son marks his record label debut with this strong rhythm ballad entry with teen-oriented lyric. Watch this one. Flip: "It Certainly Ain't a Nice Thing." **Tower 210**

RAY STEVENS—DEVIL MAY CARE (Prod. by Fred Foster) (Lowery, BMI)—Strong off-beat rhythm ballad in the Billy Joe Royal vein should prove a winner for Stevens. Good lyric and tune from the pen of Joe Smith. Flip: "Make a Few Memories" (Prod. by Fred Foster) (Lowery, BMI). **Monument 927**

JOE KENEEDY—TODAY AND TOMORROW (Prod. by J.A.J. Prod.) (We Three, BMI) — Impressive debut for Kennedy on the hot Bang label with a great commercial tune aimed at the teen market. Well-done vocal and production. Flip: "Slick Trick" (A J.A.J. Prod.) (Studio-Web IV, BMI). **Bang 517**

PAUL PEEK—PIN THE TAIL ON THE DONKEY (Prod. by Joe South) (Ahab, BMI)—Good teen lyric, solid rhythm dance beat and exciting vocal combined for a most impressive disk debut for Peek. Flip: "Rockin' Pneumonia and Boogie Woogie Flu" (Prod. by Joe South) (Ace, BMI). **Columbia 43527**

SKEETER DAVIS—I CAN'T SEE ME WITHOUT YOU (Prod. by Chet Atkins) (Crestmoor, BMI)—The country-oriented songstress aims right at the teen commercial market with this strong dance beat rhythm number with the Liverpool sound. Fine Chet Atkins production. Flip: "Don't Nobody Need My Love" (Prod. by Chet Atkins) (Northern, ASCAP). **RCA Victor 8765**

JUMPIN' GENE SIMMONS—MOSSY BOSS (Screen Gems-Columbia, BMI) — Infectious dance beat, wailing sax backing and top Simmons vocal add up to an exciting top of the chart contender. Flip: "The Most Feared Man" (JEC, BMI). **Hi 2102**

THE FIVE STEPS—These Boots Are Made for Walkin' (Criterion, ASCAP). **DADE 26**

DON RANDI—Baby Elephant Walk (Famous, ASCAP). **PALOMAR 2215**

ANDREA CARROLL—The World Isn't Big Enough (Blue Balloon, BMI). **UNITED ARTISTS 9E2**

BILLY PRINCE—You Never Should Have Loved Me (Hastings, BMI). **VERVE 10392**

HOWARD GUYTON—I Got My Own Thing Going (South Mountain, BMI). **VERVE 10386**

GUS BACKUS—Big Willie Broke Jail Tonight (Acuff-Rose, BMI). **GENERAL AMERICAN 821**

THE GRAINS OF SAND—That's When Happiness Began (Sherman-DeVorzon, BMI). **VALIANT 736**

BLUESVILLE—As Tears Go By (Immediate, BMI). **JERDEN 788**

NEWPORTS—Little Heart (Clairborne, BMI). **B.S.M. 406**

LINDY BLASKEY AND THE LAVELLS—I'll Get Along Somehow (Astronette, BMI). **SPACE 0004**

CHART Spotlights—Predicted to reach the HOT 100 Chart

DOLLY PARTON—Don't Drop Out (Tuneville, BMI). **MONUMENT 822**

DRAPI—Marble Breaks and Iron Bends (Burlington, ASCAP). **LONDON 10825**

MARK DINNING—There Stands a Lady (Acuff-Rose, BMI). **HICKORY 1368**

JOE HARNELL—Near You (Supreme, ASCAP). **COLUMBIA 43549**

DON LEE WILSON—No Matter What Shape (Your Stomach's In) (C Hear, BMI). **LIBERTY 55862**

IRIS HARVEY—Betrayed (Pera, BMI). **COLUMBIA 43502**

ANDY KIM—I Hear You Say (I Love You Baby) (Trio, BMI). **RED BIRD 040**

JUNIOR MANCE TRIO—You've Lost That Lovin' Feelin' (Screen Gems-Columbia, BMI). **TREND 1001**

THE CARTOONS—Batusi (April, ASCAP). **TUBA 2006**

BEVERLY WILLIAMS—Heart (Leeds, ASCAP). **DECCA 31912**

JOHNNY RICKSON—Hallelujah I'm a Bum (---, BMI). **GARLIN 104**

JOSEPH GERSHENSON—My Heart Still Hears the Music (Duchess, BMI). **DECCA 31914**

IRRESISTIBLES—As Sweet as You Can Be (Metric, BMI). **IMPERIAL 66157**

MICKEY NEWBURY—Anyway You Want Me (Acuff-Rose, BMI). **HICKORY 1370**

RONNIE AND THE DEVILLES—Tragedy (Dorothy-Bluff City, BMI). **MGM 13460**

COUNTRY SPOTLIGHTS

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

JIMMY NEWMAN—BACK POCKET MONEY (New-keys, BMI)—Hot follow-up to his country smash, "Artificial Rose," is this up-tempo ballad with clever lyric and fine Newman vocal. Flip: "For Better or for Worse" (Moss-Rose, BMI). **Decca 31916**

MERLE HAGGARD—SWINGING DOORS (Prod. by Fuzzy Owen) (Bluebook, BMI)—Haggard has a hot country chart contender in this strong lyric number written by himself. Well-performed and produced. Flip: "The Girl Turned Ripe" (Prod. by Fuzzy Owen) (Bluebook, BMI). **Capitol 5600**

GEORGE MORGAN AND MARION WORTH—SAVING ALL MY LOVE (FOR YOU) (Prod. by Don Law & Frank Jones) (Acuff-Rose, BMI)—With duets a going thing in the country field, the exceptional duo should hit hard and fast with this fine romantic ballad. Flip: "Too Busy Saying Goodbye" (Prod. by Don Law & Frank Jones) (Window, BMI). **Columbia 43543**

WYNN STEWART—ANGELS DON'T LIE (Prod. by Ken Nelson) (Tuckahoe-Acclaim, BMI)—Emotional lyric and warm vocal reading by Stewart should rush this one up the country chart. Flip: "The Tourist" (Prod. by Ken Nelson) (Freeway, BMI). **Capitol 5593**

HANK THOMPSON—PICK ME UP ON YOUR WAY DOWN (Prod. by Ken Nelson) (Pamper, BMI)—A great revival of the oldie from the pen of Harlan Howard. Solid Thompson vocal with good instrumental backing should put the country favorite back on the charts. Flip: "You Nearly Lose Your Mind" (Prod. by Ken Nelson) (Noma, BMI). **Capitol 5599**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

DORSEY BURNETTE—To Remember (Gallico & Cracker Jack, BMI). **SMASH 20**

ROY ACUFF JR.—You Won't Ever See Me Here Again (Rose, BMI). **HICKORY 1371**

MONTY LEE—I'm Gonna Take Today Off (Glad, BMI). **MUSICOR 1158**

STU PHILLIPS—Bracero (Hill & Range, BMI). **RCA VICTOR 8771**

EDDIE JONES—Mr. Clean (Stringtown, BMI). **K-ARK 677**

DON WAYNE—Northwest Mounted (Tree, BMI). **UNITED ARTISTS 985**

LEE SUMMERS—You Hit the Nail on the Head (Cedarwood, BMI). **JED INTERNATIONAL 0012**

LONZO & OSCAR—Dormant Volcano (Lonzos & Oscar, BMI). **NUCKET 250**

THE TONCAS—Kill Me With Kindness (Glad, BMI). **NUCKET 246**

GENE WOODS—The Happy Side of Loneliness (Peach SESAC). **CHART 1310**

GENE STEWART—It's a Big World (Starday-B-W, BMI). **NASHVILLE 5263**

R&B SPOTLIGHTS

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

THE VIBRATIONS—CANADIAN SUNSET (Prod. by Carl Davis) (Vogue, BMI)—Unique vocal rendition of the Eddie Heywood hit could prove a hot follow-up to their "Misty" hit with much pop appeal as well. Flip: "The Story of a Starry Night" (Prod. by Carl Davis) (Mutual Music Society, ASCAP). **Okeh 7241**

SAM AND DAVE—IT FEELS SO NICE (Prod. by Henry Glover) (Figure, BMI)—A top-of-the-r&b-chart entry for the blues-shouting duet with exciting vocal and rhythm dance beat. Flip: "It Was So Nice While It Lasted" (Prod. by Henry Glover) (Nom, BMI). **Roulette 4671**

EDDIE AND ERNIE—I CAN'T DO IT (Prod. by Mr. Lucky Juggy Prod.) (Sagittarius-Maltese, BMI)—The wailing duo have an exciting r&b contender in this big beat rhythm screamer with good instrumental support. Flip: "Lost Friends" (Sagittarius-Tomaria, BMI). **Eastern 609**

JODARETTES—WHAT'S IN DE BOX (Prod. by Rose Prod.) (Workout, BMI)—The girls have strong r&b potential in this swinging calypso rhythm number with wailing vocal. Flip: "El Torro" (Prod. by Rose Prod.) (And-Workout). **Jocida 302**

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

CLARENCE (FROGMAN) HENRY — Ain't Got No Home (Arc, BMI). **PARROT 10822**

LEN WADE—Boss Beat (Unart & Chu-Fin, BMI). **UNITED ARTISTS 987**

S. Q. REEDER—I Want to Know (Progressive, BMI). **OKEH 7239**

LIL GREENWOOD & RENE ROBIN—Broke and Lonely (D-Cal, BMI). **TANGERINE 956**

BUTCH BAKER—The Fat Man (Cragvee & Merye-Earl, BMI). **ST. LAWRENCE 1011**

J. J. BARNES—Real Humdinger (Myto, BMI). **RIC-TIC 110**

JAMES CRAWFORD—Honest I Do (Part 1) (Try Me, BMI). **OMEN 12**

TYRONE "WONDER BOY"—If You Don't Need Me (Fairshake, BMI). **4 BROTHERS 450**

JAMES DAVIS—Ain't It Great (Don, BMI). **DUKE 392**

DANNY WHITE—I'm Dedicating My Life (East, BMI). **ATLAS 1257**

JOHN LEACH—Put That Woman Down (Palmina & Zig Zag, BMI). **LAWN 256**

ANDRE WILLIAMS AND HIS ORCHESTRA—Sweet Little Pussycat (Myto, BMI). **WINGATE 014**

ARTHUR CONLEY—Who's Fooling Who (East-Time-Redwal, BMI). **JOTIS 472**

TERRY WOODFORD—Gonna Make You Say Yeah (Fame, BMI). **FAME 1002**

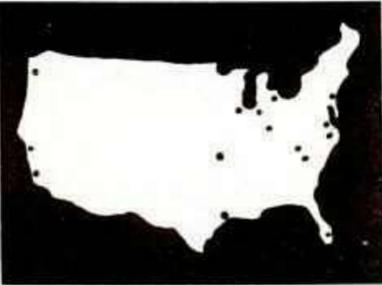
NANCY AMES

"HE WORE THE GREEN BERET"
5-10003

The Original
on  Records



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

BALTIMORE

TW	LW	TITLE, Artist, Label & No.
1	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	27	THE BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	3	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
4	4	CALIFORNIA DREAMIN'-Mama's and the Papa's, Hill 4020
5	1	UP TIGHT-Stevie Wonder, Tamla 54124
6	14	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
7	7	GOING TO A GO-GO-Miracles, Tamla 54127
8	22	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
9	33	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
10	5	MY LOVE-Petula Clark, Warner Bros. 5684
11	11	THE CHEATER-Bob Kuban, Musicland, U.S.A. 30,001
12	12	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
13	6	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
14	10	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
15	16	I WANT SOMEONE-Mad Lads, Volt 131
16	19	634-5789-Wilson Pickett, Atlantic 2320
17	17	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
18	18	WHEN LIKING TURNS TO LOVING-Ronnie Dove, Diamond 195
19	24	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
20	15	DEAR LOVER-Mary Wells, Atco 6392
21	35	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
22	8	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Bones, Liberty 55836
23	23	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
24	9	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
25	13	A WELL RESPECTED MAN-Kinks, Reprise 0420
26	26	BATMAN-Link Wray, Swan 4244
27	-	LISTEN PEOPLE-Herman's Hermits, MGM 13462
28	-	NOWHERE MAN-Beatles, Capitol 5587
29	40	NO MAN IS AN ISLAND-Van Dykes, Mala 520
30	34	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
31	-	DAY DREAM-Lovin' Spoonful, Kama Sutra 208
32	-	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
33	-	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
34	37	FLY ME TO THE MOON-Sam & Bill, Joda 104
35	28	MICHELLE-David & Jonathan, Capitol 5563
36	-	AT THE SCENE-Dave Clark Five, Epic 9882
37	-	I'M LIVING IN TWO WORLDS-Bonnie Guitar, Dot 17811
38	-	I WANT TO GO WITH YOU-Eddy Arnold, RCA Victor 8749
39	-	CHOOSEY BEGGAR-Miracles, Tamla 54127
40	31	BARBARA ANN-Beach Boys, Capitol 5561

BOSTON

TW	LW	TITLE, Artist, Label & No.
1	4	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
2	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
3	3	THE CHEATER-Bob Kuban, Musicland, U.S.A. 20,001
4	6	LISTEN PEOPLE-Herman's Hermits, MGM 13462
5	5	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
6	8	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
7	18	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
8	28	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
9	9	MOULTY-Barbarians, Laurie 3326
10	11	UP TIGHT-Stevie Wonder, Tamla 54124
11	19	YOU BABY-Turtles, White Whale 227
12	2	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
13	-	NOWHERE MAN-Beatles, Capitol 5587
14	20	UP AND DOWN-McCoy's, Bang 516
15	13	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
16	15	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
17	14	CRYING TIME-Ray Charles, ABC-Paramount 10739
18	17	SECOND HAND ROSE-Barbra Streisand, Columbia 43469
19	10	CALIFORNIA DREAMIN'-Mama's and the Papa's, Dunhill 4020
20	16	MY LOVE-Petula Clark, Warner Bros. 5684
21	24	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
22	30	BATMAN THEME-Marketts, Warner Bros. 5696
23	7	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
24	12	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
25	26	CALL ME-Chris Montez, A&M 780
26	23	GOING TO A GO-GO-Miracles, Tamla 54127
27	-	WALKING MY CAT NAMED DOG-Norma Tanega, New Voice 807
28	34	I WANT TO GO WITH YOU-Eddy Arnold, RCA Victor 8749
29	29	SPANISH EYES-Al Martino, Capitol 5542
30	-	DAY DREAM-Lovin' Spoonful, Kama Sutra 208
31	-	TIME-Pozo-Secco Singers, Columbia 43437
32	32	NIGHT TIME-Strangeloves, Bang 514
33	40	SOMEWHERE THERE'S A SOMEONE-Dean Martin, Reprise 0443
34	35	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
35	36	STOP HER ON SIGHT (S.O.S.)-Edwin Starr, Ric-Tic 109
36	31	IS IT ME?-Barbara Mason, Arctic 116
37	-	SHAKE ME, WAKE ME-Four Tops, Motown 1090
38	-	MAGIC TOWN-Vogues, Co & Ce 234
39	39	ANDREA-Sunrays, Tower 191
40	38	FUNNY (Not Much)-Walter Jackson, Okeh 7236

CHICAGO

TW	LW	TITLE, Artist, Label & No.
1	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
3	4	LISTEN PEOPLE-Herman's Hermits, MGM 13462
4	7	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
5	3	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
6	9	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
7	25	UP TIGHT-Stevie Wonder, Tamla 54124
8	6	BARBARA ANN-Beach Boys, Capitol 5561
9	10	MY LOVE-Petula Clark, Warner Bros. 5684
10	5	I CONFESS-New Colony Six, Centaur 1201
11	13	LIES-Knickerbockers, Challenge 59321
12	12	WE CAN WORK IT OUT-Beatles, Capitol 5555
13	22	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
14	17	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
15	-	GLORIA-Shadows of Knight, Dunwich 116
16	24	CLEO'S MOOD-Jr. Walker & the All Stars, Soul 35017
17	18	GOING TO A GO-GO-Miracles, Tamla 54127
18	20	I SEE THE LIGHT-Five Americans, HBR 454
19	37	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
20	31	AT THE SCENE-Dave Clark Five, Epic 9882
21	11	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Bones, Liberty 55836
22	8	SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396
23	-	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
24	-	634-5789-Wilson Pickett, Atlantic 2320
25	-	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
26	-	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
27	26	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
28	23	BATMAN THEME-Marketts, Warner Bros. 5696
29	15	GEORGIANNA-Princeton, Colpix 793
30	14	SANDY-Ronny & the Daytonas, Mala 513
31	-	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7048
32	-	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
33	-	SAY YOU-Monitors, VIP 25028
34	-	NOWHERE MAN-Beatles, Capitol 5587
35	-	GET OUT OF MY LIFE, WOMAN-Lee Dorsey, Amy 945
36	-	DAY DREAM-Lovin' Spoonful, Kama Sutra 208
37	-	DEAR LOVER-Mary Wells, Atco 6392
38	-	FUNNY (Not Much)-Walter Jackson, Okeh 7236
39	-	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
40	-	MAGIC TOWN-Vogues, Co & Ce 234

NEW ORLEANS

TW	LW	TITLE, Artist, Label & No.
1	7	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	2	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	5	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
4	1	CRYING TIME-Ray Charles, ABC-Paramount 10739
5	3	UP TIGHT-Stevie Wonder, Tamla 54124
6	20	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
7	15	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
8	8	GET OUT OF MY LIFE, WOMAN-Lee Dorsey, Amy 945
9	6	MY LOVE-Petula Clark, Warner Bros. 5684
10	4	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
11	10	634-5789-Wilson Pickett, Atlantic 2320
12	21	FIVE O'CLOCK WORLD-Vogues, Co & Ce 232
13	9	THE DUCK-Jackie Lee, Mirwood 5502
14	37	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
15	16	I'M TOO FAR GONE (To Turn Around)-Bobby Bland, Duke 393
16	-	I'M SO LONESOME I COULD CRY-B. J. Thomas, Scepter 12129
17	11	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Bones, Liberty 55836
18	14	ZORBA THE GREEK-Herb Alpert & the Tijuana Brass, A&M 787
19	17	HAPPINESS IS ALL I NEED-Z. Z. Hill, Kent 439
20	-	NOWHERE MAN-Beatles, Capitol 5587
21	18	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
22	27	A WELL RESPECTED MAN-Kinks, Reprise 0420
23	-	SOMEWHERE THERE'S A SOMEONE-Dean Martin, Reprise 0443
24	13	SOUNDS OF SILENCE-Simon & Garfunkel, Columbia 43396
25	19	LIES-Knickerbockers, Challenge 59321
26	26	MICHELLE-David & Jonathan, Capitol 5563
27	-	LIKE A BABY-Len Barry, Decca 31889
28	34	CALL ME-Chris Montez, A&M 780
29	25	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
30	30	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
31	23	BARBARA ANN-Beach Boys, Capitol 5561
32	24	DAY TRIPPER-Beatles, Capitol 5555
33	28	SHE'S JUST MY STYLE-Gary Lewis & the Playboys, Liberty 55846
34	32	GOING TO A GO-GO-Miracles, Tamla 54127
35	-	HARD DAY'S NIGHT-Ramsey Lewis Trio, Cadet 5525
36	35	THE RAINS CAME-Sir Douglas Quintet, Tribe 8314
37	-	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
38	-	SHARING YOU-Mitty Collier, Chess 1953
39	38	FLY ME TO THE MOON-Sam & Bill, Joda 104
40	39	GRANADA-Fritz Wunderlich, Verve-Folkways 5007

NEW YORK

TW	LW	TITLE, Artist, Label & No.
1	1	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
2	9	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	2	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
4	4	UP TIGHT-Stevie Wonder, Tamla 54124
5	26	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
6	6	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
7	13	LISTEN PEOPLE-Herman's Hermits, MGM 13462
8	10	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
9	5	MY LOVE-Petula Clark, Warner Bros. 5684
10	-	NOWHERE MAN-Beatles, Capitol 5587
11	14	LIES-Knickerbockers, Challenge 59321
12	11	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
13	12	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
14	24	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
15	3	A WELL RESPECTED MAN-Kinks, Reprise 0420
16	7	BARBARA ANN-Beach Boys, Capitol 5561
17	36	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
18	25	HOMEWARD BOUND-Simon & Garfunkel, Columbia 43511
19	19	CRYING TIME-Ray Charles, ABC-Paramount 10739
20	29	634-5789-Wilson Pickett, Atlantic 2320
21	28	STOP!-Moody Blues, London 9810
22	16	GOING TO A GO-GO-Miracles, Tamla 54127
23	23	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
24	8	NO MATTER WHAT SHAPE (Your Stomach's In)-T-Bones, Liberty 55836
25	15	CALL ME-Chris Montez, A&M 780
26	-	DAY DREAM-Lovin' Spoonful, Kama Sutra 208
27	17	WE CAN WORK IT OUT-Beatles, Capitol 5555
28	33	MICHELLE-David & Jonathan, Capitol 5563
29	34	SOMEWHERE THERE'S A SOMEONE-Dean Martin, Reprise 0443
30	39	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
31	-	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
32	-	GET READY-Temptations, Gordy 7049
33	20	BATMAN THEME-Marketts, Warner Bros. 5696
34	-	THE LOVE YOU SAVE-Joe Tex, Dial 4026
35	-	PROMISE HER ANYTHING-Tom Jones, Parrot 9809
36	-	THE CHEATER-Bob Kuban, Musicland, U.S.A. 20,001
37	-	SHAKE ME, WAKE ME-Four Tops, Motown 1090
38	38	AT THE SCENE-Dave Clark Five, Epic 9882
39	30	LIKE A BABY-Len Barry, Decca 31889
40	-	BYE BYE BLUES-Bert Kaempfert, Decca 31882

PHILADELPHIA

TW	LW	TITLE, Artist, Label & No.
1	13	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
2	2	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
3	1	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
4	4	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
5	3	UP TIGHT-Stevie Wonder, Tamla 54124
6	15	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
7	5	GOING TO A GO-GO-Miracles, Tamla 54127
8	8	MY BABY LOVES ME-Martha & the Vandellas, Gordy 7045
9	14	LISTEN PEOPLE-Herman's Hermits, MGM 13462
10	6	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
11	27	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
12	7	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
13	16	DEAR LOVER-Mary Wells, Atco 6392
14	24	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
15	9	MY LOVE-Petula Clark, Warner Bros. 5684
16	17	I WANT SOMEONE-Mad Lads, Volt 131
17	21	BATMAN THEME-Marketts, Warner Bros. 5696
18	-	NOWHERE MAN-Beatles, Capitol 5587
19	-	THIS OLD HEART OF MINE-Isley Brothers, Tamla 54128
20	23	634-5789-Wilson Pickett, Atlantic 2320
21	10	BARBARA ANN-Beach Boys, Capitol 5561
22	18	MICHELLE-Spokesmen, Decca 31895
23	25	WHAT NOW MY LOVE-Sonny & Cher, Atco 6395
24	22	JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 806
25	34	BABY SCRATCH MY BACK-Slim Harpo, Excello 2273
26	35	SHAKE ME, WAKE ME-Four Tops, Motown 1090
27	32	I SEE THE LIGHT-Five Americans, HBR 454
28	12	LIES-Knickerbockers, Challenge 59321
29	20	WE CAN WORK IT OUT-Beatles, Capitol 5555
30	11	SPANISH EYES-Al Martino, Capitol 5542
31	12	PAIN GETS A LITTLE DEEPER-Darrow Fletcher, Groovy 3001
32	-	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
33	-	GET READY-Temptations, Gordy 7049
34	-	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 7014
35	33	BATMAN THEME-Neal Hefti, RCA Victor 8755
36	-	HUSBANDS AND WIVES-Roger Miller, Smash 2024
37	-	HELPLESS-Kim Weston, Gordy 7050
38	-	CRYING TIME-Ray Charles, ABC-Paramount 10739
39	-	ONE MORE HEARTACHE-Marvin Gaye, Tamla 54129
40	-	SMOKEY JOE'S LA LA-Google Rene Combo, Class 1517

PITTSBURGH

TW	LW	TITLE, Artist, Label & No.
1	1	THESE BOOTS ARE MADE FOR WALKIN'-Nancy Sinatra, Reprise 0432
2	35	BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler, RCA Victor 8739
3	3	WHY-Springs, Way Out 2799
4	34	LISTEN PEOPLE-Herman's Hermits, MGM 13462
5	17	CALIFORNIA DREAMIN'-Mama's & the Papa's, Dunhill 4020
6	7	WORKING MY WAY BACK TO YOU-4 Seasons, Philips 40350
7	9	DON'T MESS WITH BILL-Marvellettes, Tamla 54126
8	2	THIS CAN'T BE TRUE-Eddie Holman, Parkway 960
9	23	ELUSIVE BUTTERFLY-Bob Lind, World Pacific 77808
10	16	TIME WON'T LET ME-Outsiders, Capitol 5573
11	10	UP TIGHT-Stevie Wonder, Tamla 54124
12	4	LIGHTNIN' STRIKES-Lou Christie, MGM 13412
13	18	BATMAN THEME-Marketts, Warner Bros. 5696
14	15	LOVE MAKES THE WORLD GO ROUND-Deon Jackson, Carla 2526
15	36	MAGIC TOWN-Vogues, Co & Ce 234
16	11	MY LOVE-Petula Clark, Warner Bros. 5684
17	5	GOING TO A GO-GO-Miracles, Tamla 54127
18	13	A WELL RESPECTED MAN-Kinks, Reprise 0420
19	4	MY WORLD IS EMPTY WITHOUT YOU-Supremes, Motown 1089
20	19	JUST LIKE ME-Paul Revere & the Raiders, Columbia 43461
21	14	BARBARA ANN-Beach Boys, Capitol 5561
22	12	GET OUT OF MY LIFE WOMAN-Lee Dorsey, Amy 945
23	8	SOMETHING I WANT TO TELL YOU-Johnny & the Expressions, Josie 946
24	32	I SEE THE LIGHT-Five Americans, HBR 454
25	-	NOWHERE MAN-Beatles, Capitol 5587
26	-	19th NERVOUS BREAKDOWN-Rolling Stones, London 9823
27	25	MICHELLE-David & Jonathan, Capitol 5563
28	26	WHEN LIKING TURNS TO LOVING-Ronnie Dove, Diamond 195
29	29	CRYING TIME-Ray Charles, ABC-Paramount 10739
30	28	634-5789-Wilson Pickett, Atlantic 2320
31	20	JENNY TAKE A RIDE-Mitch Ryder & the Detroit Wheels, New Voice 806
32	27	SMOKEY JOE'S LA LA-Google Rene Combo, Class 1517
33	24	A MUST TO AVOID-Herman's Hermits, MGM 13437
34	38	I FOUGHT THE LAW-Bobby Fuller Four, Mustang 3014
35	30	BREAKIN' UP IS BREAKIN' MY HEART-Roy Orbison, MGM 13446
36	-	DEDICATION S

MINUTE BY MINUTE . . .
 MARKET BY MARKET . . .
 DISTRIBUTORS*,
 DEALERS,
 AND DISK JOCKEYS
 ARE DISCOVERING
 THE SALES POWER
 OF THIS SMASH
 HIT FROM DETROIT

"WAIT A MINUTE"

**Tim Tam
 AND THE TURN-ONS**

PALMER 5002X

**A SMASH ALREADY IN DETROIT,
 CLEVELAND, PITTSBURGH,
 PHILADELPHIA, DENVER, AND**



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**YOU KNOW YOU GOT
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PALMER RECORDS

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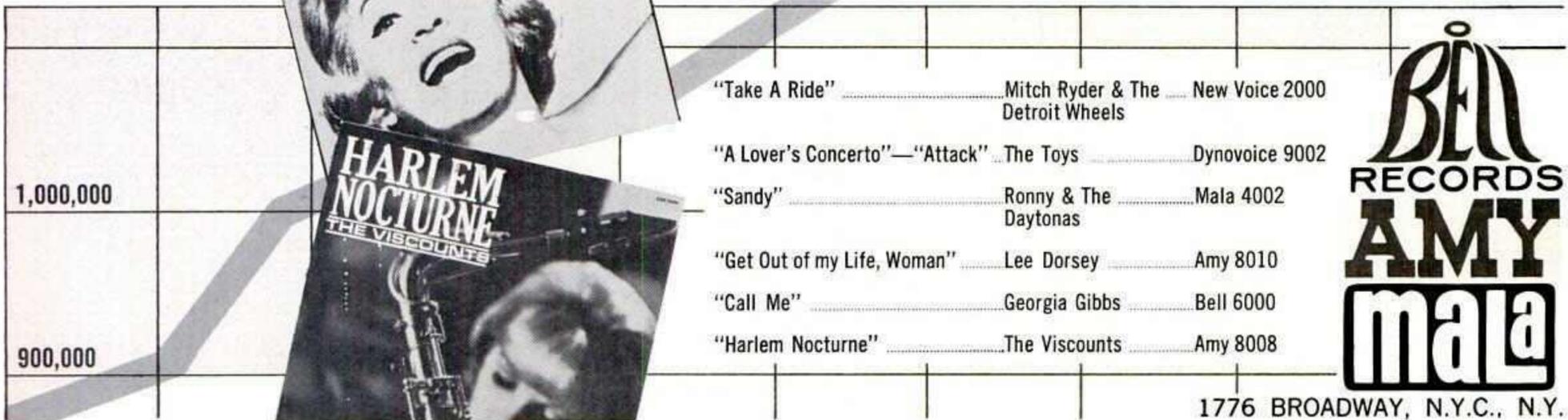
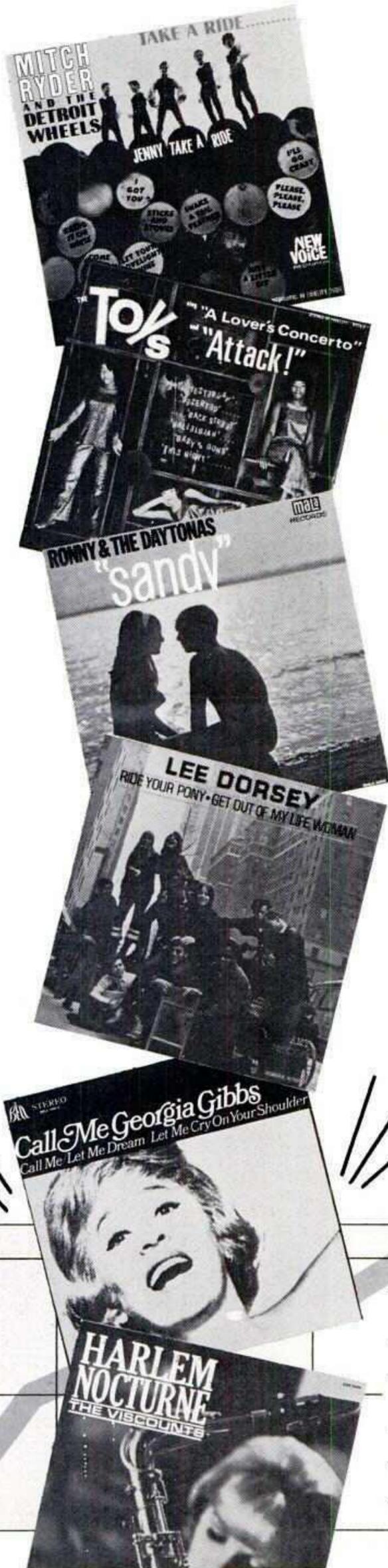
Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	3	5	40	BALLAD OF THE GREEN BERETS	S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	4
2	1	1	1	CRYING TIME	Ray Charles, ABC-Paramount 10739 (Bluebook, BMI)	15
3	4	7	7	CALL ME	Chris Montez, A&M 780 (Duchess, BMI)	12
4	2	2	2	ZORBA THE GREEK	Herb Alpert & the Tijuana Brass, A&M 787 (Miller, ASCAP)	11
5	7	9	9	BYE BYE BLUES	Bert Kaempfert & His Orchestra, Decca 31882 (Bourne, ASCAP)	8
6	9	14	32	SOMEWHERE THERE'S A SOMEONE	Dean Martin, Reprise 0443 (Hill & Range, BMI)	4
7	5	4	4	MY LOVE	Petula Clark, Warner Bros. 5684 (Duchess, BMI)	11
8	10	19	24	WHERE AM I GOING?	Barbra Streisand, Columbia 43518 (Notable, ASCAP)	5
9	11	15	34	HUSBANDS AND WIVES	Roger Miller, Smash 2024 (Tree, BMI)	4
10	6	6	14	WHEN LIKING TURNS TO LOVING	Ronnie Dove, Diamond 195 (Tobi-Ann & Unart, BMI)	7
11	15	18	29	I WANT TO GO WITH YOU	Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	5
12	8	3	8	MICHELLE	David & Jonathan, Capitol 5563 (Maclean, BMI)	8
13	12	12	3	IT WAS A VERY GOOD YEAR	Frank Sinatra, Reprise 0429 (Dolfi, ASCAP)	11
14	17	23	23	BIG SPENDER	Peggy Lee, Capitol 5557 (Notable, ASCAP)	6
15	18	25	26	ONE OF THOSE SONGS	Ray Charles Singers, Command 4079 (Leeds, ASCAP)	6
16	13	11	6	SPANISH EYES	Al Martino, Capitol 5542 (Roosevelt, BMI)	15
17	20	20	37	PROMISE HER ANYTHING	Tom Jones, Parrot 9809 (Famous, ASCAP)	4
18	14	10	16	A HARD DAY'S NIGHT	Ramsey Lewis Trio, Cadet 5525 (Maclean/Unart, BMI)	7
19	16	13	12	MICHELLE	Bud Shank, World Pacific 77814 (Maclean, BMI)	9
20	21	27	31	THE WEEKEND	Jack Jones, Kapp 736 (South Mountain, BMI)	5
21	28	30	—	BATMAN THEME	Neal Hefti, RCA Victor 8755 (Miller, ASCAP)	3
22	32	37	38	BYE BYE BLUES	Andy Williams, Columbia 43519 (Bourne, ASCAP)	4
23	23	24	25	FEELING GOOD	Joe Sherman & the Arno Brass, Epic 9877 (Musical Comedy Productions, BMI)	9
24	25	29	33	THE WEEKEND	Steve Lawrence, Columbia 43487 (South Mountain, BMI)	5
25	27	33	21	LOVE IS ALL WE NEED	Mel Carter, Imperial 66148 (Travis, BMI)	7
26	19	8	5	THE MEN IN MY LITTLE GIRL'S LIFE	Mike Douglas, Epic 9876 (Jewel, ASCAP)	11
27	29	38	—	TEARS	Bobby Vinton, Epic 9894 (Shapiro-Bernstein, ASCAP)	3
28	35	—	—	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP	Al Martino, Capitol 5598 (Moss Rose, BMI)	2
29	30	34	36	SOMEWHERE THERE'S LOVE	Margaret Whiting, London 10815 (Blue Balloon, BMI)	6
30	31	36	30	THERE'S GOTTA BE SOMETHING BETTER THAN THIS	Sylvia Syms, Columbia 43475 (Notable, ASCAP)	6
31	33	35	35	ANGELS	Missionaries of Mary Choral Group, Kapp 731 (Sogway, BMI)	5
32	39	—	—	SONG FROM "THE OSCAR"	Tony Bennett, Columbia 43508 (Levine, ASCAP)	2
33	37	—	—	I'LL FORGIVE YOU (But I Won't Forget)	Tony Pastor Jr., Tower 204 (St. Louis, BMI)	2
34	34	39	—	FLOWERS ON THE WALL	Marachi Brass, World Pacific 77815 (Southwind, BMI)	3
35	36	—	—	CUSTODY	Patti Page, Columbia 43517 (Screen Gems-Columbia, BMI)	2
36	40	—	—	MADE IN PARIS	Trini Lopez, Reprise 0435 (Feist, ASCAP)	2
37	38	40	—	LET ME DREAM	Georgia Gibbs, Bell 635 (South Mountain, BMI)	3
38	—	—	—	TRUER THAN YOU WERE	McGuire Sisters, ABC-Paramount 10776 (Mills, ASCAP)	1
39	—	—	—	YOU'RE GONNA HEAR FROM ME	Andy Williams, Columbia 43519 (Remick, ASCAP)	1
40	—	—	—	WHAT DID I HAVE THAT I DON'T HAVE?	Eddie Gorme, Columbia 43542 (Chappell, ASCAP)	1

Here's LP products as well from **AMY/MALA/BELL**



1776 BROADWAY, N.Y.C., N.Y.

HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 31 songs.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 32-66.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with publisher/licensee information.

WHAT A FEELING!

**Knocked out
by Dylan's poetry...**

NOEL HARRISON

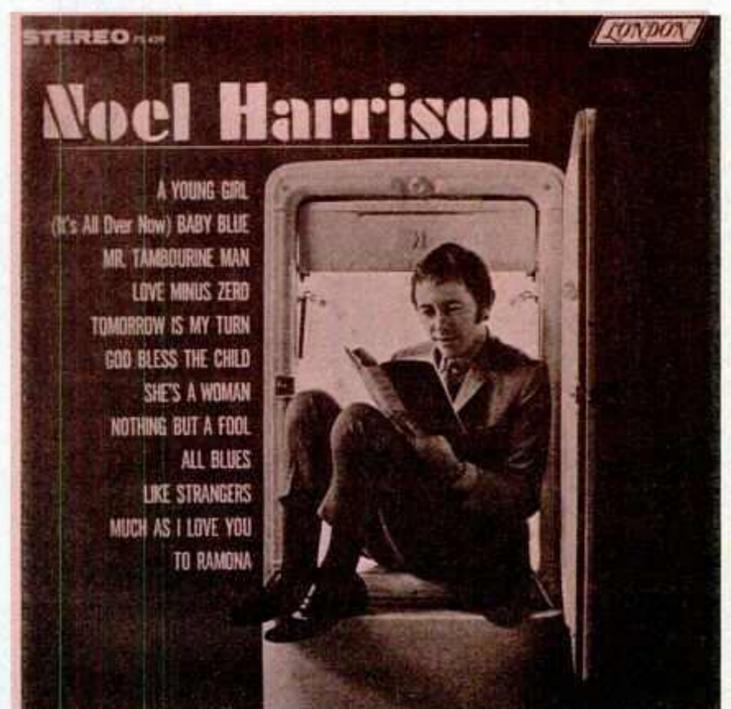
[It's All Over Now]

BABY BLUE

#9815

**...and his new LP is
real cool...**

**It includes great
selections by Aznavour,
O. Brown Jr., Dylan,
Lennon-McCartney & others**



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RADIO-TV programming

NAB CONVENTION

Parley to Spotlight New Programming Sounds

By CLAUDE HALL

CHICAGO—The new programming sounds—from Hot 100 music to country music—will be featured at a presentation of the 44th annual convention here March 27-30 of the National Association of Broadcasters. More than 4,000 broadcasting executives are expected to attend the convention from 50 States and several foreign countries.

Among those who will be featured speakers during the convention are: NAB president Vincent T. Wasilewski, who will make the traditional convention keynote address at the management luncheon Monday (March

28); Chairman E. William Henry of the Federal Communications Commission will speak at the Tuesday management luncheon; and Gen. Maxwell D. Taylor, special consultant to President Johnson, will speak at the final management luncheon on Wednesday. Taylor was formerly chairman of the Joint Chiefs of Staff and was also once U. S. Ambassador to South Vietnam.

Engineering Confab

The annual Broadcast Engineering Conference will be held concurrently at the Conrad Hilton with the NAB convention. The National Association of FM Broadcasters will have its convention March 25. Also, just

prior to the NAB convention, radio program consultant Bill Gavin will conduct a radio program conference at the Sheraton Chicago Hotel March 26-27. The speakers and panel members will include broadcast executives, program directors, and music directors from more than 20 major stations. Topics will include new programming trends and techniques at Hot 100, Easy Listening, country, and r&b radio stations.

For FM 'casters, the traditional "FM Day" at the convention, will be held March 27 and include a talk by FCC member Robert E. Lee and a report on the "changed scene" in FM broadcasting by Sherril Taylor, NAB's vice-president for radio.

The programming seminar of the NAFMB Friday (March 25) will cover all major programming formats currently enjoying success on FM. Alexander Smallens Jr., station director of WABC-FM, New York, was named panel moderator of the seminar, which will be held at the Conrad Hilton Hotel.

The NAB Broadcast Engineering Conference will feature Georges Hansen, director of the Technical Centre of the European Broadcasting Union, Brussels, Belgium, as guest speaker for the opening day luncheon Monday (March 28). John Chancellor, director of Voice of America, will be the Tuesday luncheon speaker. Joseph V. Charky, president of Communications Satellite Corp.,

(Continued on page 22)



CONGRATULATING NEW YORK'S new fulltime jazz station, WLIB-FM, on its debut last Monday (21) is jazzman Horace Silver, center. At left is Billy Taylor, a jazz pianist himself, who programs WLIB as well as holds down an afternoon air slot as a personality. Del Shields, right, has an evening air slot on the new station.

Laughing It Up Programming Makes KPRC Tops in Pop LP's

HOUSTON—Comedy, which forms the backbone of the programming, the deejay patter and the commercials at KPRC here, has given the station not only a vast adult audience, but an enviable financial status. The adult audience the station has is indicated by Billboard's latest Radio Response Rating survey. The station was voted the No. 1 station in the market for influencing the sales of popular albums, receiving 36 per cent of the votes of record dealers, distributors, one-stops, and local and national record company executives.

As for the financial side of

KPRC, program manager Tom Reiff said that spot sales were up 40 per cent over last year at this time.

A lot of the station's popularity is hinged on the effectiveness of its morning duo air personality team of Tim Nolan and Bob Byron, who were rated the major deejay influence on album sales and received 52 per cent of the votes. (See RRR chart.)

74 Per Cent in Comedy

The duo depends a lot on

comedy (the station received a substantial 74 per cent of the votes for influencing comedy record sales). For example, they once decided to have their own St. Patrick's Day Parade as a gag. Their sixth annual parade is coming up in March.

The entire air staff "sort of hoaks it up," said Reiff. But so successful have they become at it that "many advertisers don't want to supply copy for commercials now . . . they

(Continued on page 26)



MGM RECORDS ARTIST JOHNNY TILLOTSON, right, pens autographs for fans while WCFL, Chicago, air personality Jim Stagg looks on.



DECCA RECORDS HERALDED a Detroit breakout of sales on Mighty Hannibal's "Jerkin' the Dog" single with a massive campaign. Helping Hannibal with the elephants are Tom Shannon, left, air personality at CKLW, and Pete Gideon, Decca's Detroit promotion man.

Doubleheader Win In Texas for KNUZ

HOUSTON—KNUZ has been voted the No. 1 station in the market here—the nation's 14th largest—in influencing single record sales, and air personality Paul Berlin of KNUZ was named the No. 1 deejay for influencing sales of singles.

Billboard's latest Radio Response Rating survey gave KUNZ 54 per cent of the votes of record dealers, distributors, one-stops, and record company executives; Berlin had 40 per cent of the votes in the deejay category.

One of the major reasons the station does so well in influencing its audience to buy product, according to program director Ken Grant, is that the station has been in on the rock 'n' roll scene since the music came into prominence. The same can be said of Berlin, who came to the station years ago as a teen-ager.

On a Pedestal

"Back then," Grant said, "deejays didn't realize it was important to get out and meet their audiences. They were on a pedestal. But not Berlin. He was out at public functions almost nightly. He built up a heck of a audience that way. This audience base is still with him, but he's also helping enough to reach the teens of today. When he first started out with rock 'n' roll, other deejays were resisting it."

Grant said the station was above national average in its billings and has been consistently first or second in ratings for a good 10 years, "depending on which ratings you look at." When we beat our competition in ratings, I feel it's because of our air personalities . . . when we don't top them, I ask myself, "What did I do wrong?"

Selects Records

Selecting the new records for airplay is considered by the deejay one of the most important things they do, said Grant. The deejays, the record librarian, and Grant have a listening session once a week to pick the new records. In addition, the record librarian and Grant listen daily to new records and often

adapt the playlist as many as three times a week to add new hot records.

"A lot of stations think if they play one bad record, they're dead. We feel we're stronger than that. I'd rather err on the side of playing a record than not playing until the whole nation is playing it. Safeness makes you dull with your audience. By spinning new records, at least the station is exciting to the listeners. We strive for the reputation of breaking records first.

All Disks A Try

"Basically, we give all records a try that's possible, but if a record shows it's not going to do well in the Houston area—even if it's a big seller elsewhere—we'll pull it off our playlist."

Grant said he welcomed calls from record people about their records. "We won't necessarily jump on a record just because the record company's pushing it, but we like to be kept informed." The station has never tightened its playlist, he said. At present, he was excited about "I'm So Lonesome I Could Cry" by B. J. Thomas and the Triumphs on Sceptor Records.

NAB Seminar For Executives

CAMBRIDGE, Mass.—Competitive programming will be one of the key elements discussed at the fifth management development seminar here July 17-29. The National Association of Broadcasters seminar for radio and TV executives will be held at Harvard University's Graduate School of Business Administration.

Dr. Stephen H. Fuller, associate dean for external affairs, will be the academic director for the two-week course. Major objective is development of management skills in analyzing and solving such broadcast industry problems as personnel, budgeting, competitive programming, and sales.

KCKN STARTS QUICK SURVEY

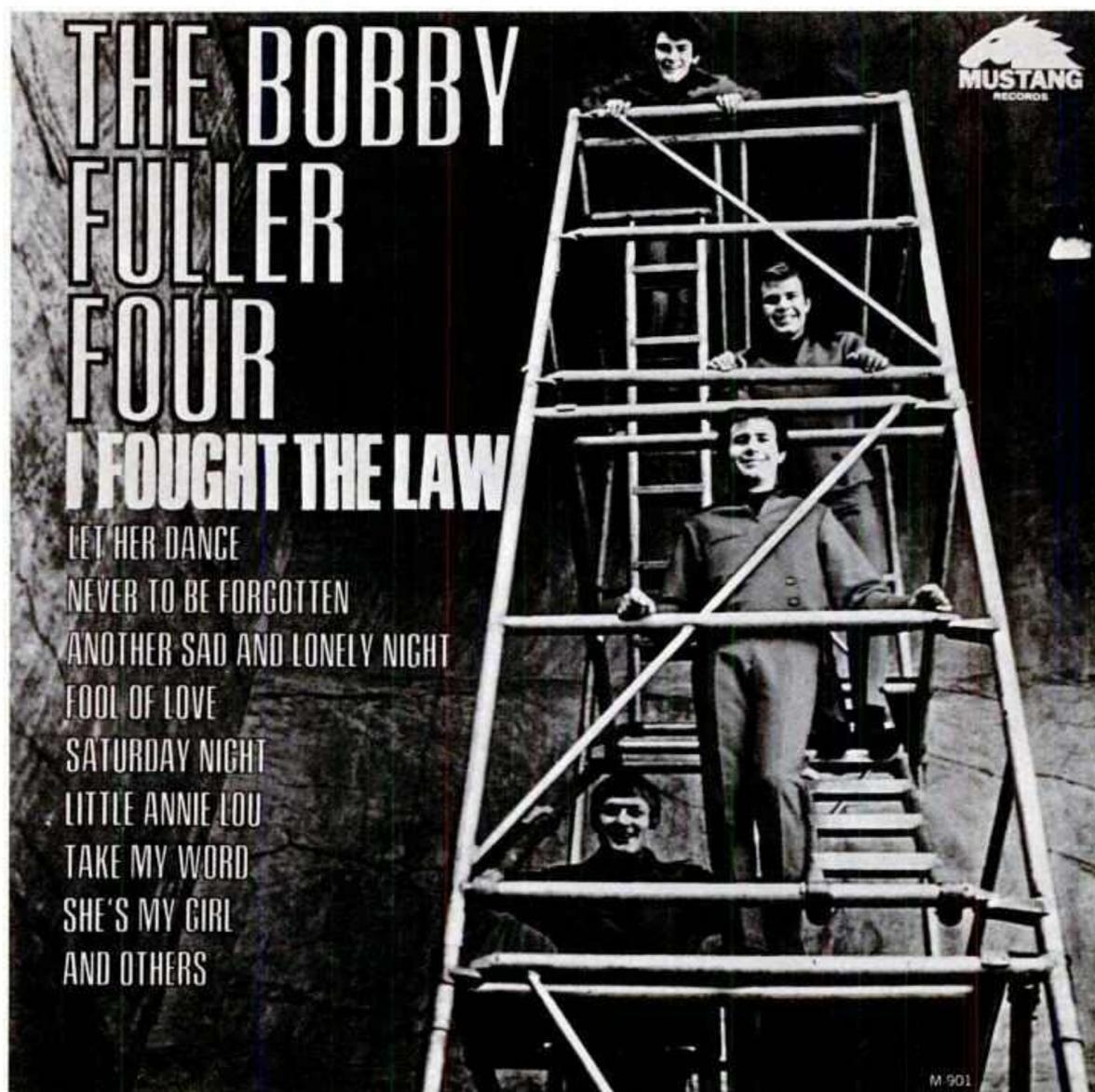
KANSAS CITY, Mo.—Ted Cramer, program director for KCKN, reports the station has begun an "instant survey" with a phone call daily to three local record shops to ask their top-selling country record that day. Every two hours the station plays one of the recorded interviews and then the top-selling disk.

I FOUGHT THE LAW

(CERTIFIED SALES OF OVER 500,000 TO DATE)

AND NOW

DESTINED TO BE AS BIG AS THE SINGLE



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MANAGEMENT
STARS OF TOMORROW
CORPORATION
HOLLYWOOD

New Programming Sounds

• *Continued from page 20*

will speak at the Wednesday luncheon.

Live and Tape

The new programming sounds presentation of the NAB will be both live and on tape. NAB vice-president for radio Sherril

Taylor will preside over the Monday afternoon session and the "sounds" will range from Hot 100 to country music, from talk and information shows, to all-news and sports. Jack W. Lee, vice-president of WSAZ, Huntington, W. Va., and chairman of NAB's radio board of

directors, will present a report on radio's past, present and future. Earl Nightingale of Nightingale - Conant, Chicago, will speak Monday afternoon on programs that can be both inspirational and profitable.

Grover C. Cobb, vice-president and general manager of KVGB, Great Bend, Kan., will preside at the Tuesday morning radio assembly. Cobb is vice-chairman of the radio board and

co-chairman of the 1966 convention. The topics highlighted during the morning session will include a progress report by Howard Mandel, NAB vice-president for research, on audience studies to measure more accurately the audience and selling power of radio.

Largest Ever

The convention this year is expected to have the largest attendance in NAB's history;

4,175 registered in Washington last year. Everett E. Revercomb, NAB's secretary-treasurer and convention manager, has reported that 91 broadcast equipment manufacturers will install displays at the convention. A recent report of the NAB showed 2,157 AM radio station members, 933 FM station members, 460 TV stations, 7 radio-TV networks, and 198 associate members. This represents a gain of 216 members over a year ago.

Receiving the NAB 1966 Distinguished Service Award this year will be Sol Taishoff, editor and publisher of Broadcasting and Television magazines. Carl J. Meyers, senior vice-president and director of engineering of WGN, Chicago, was chosen to receive the annual Engineering Achievement Award.

The closing convention feature will be a legal panel discussion, moderated by Douglas A. Anello, NAB's general counsel.

Promos, DJ's Pay Off For KCOH

HOUSTON — Attention-demanding promotions, most of which are tightly connected with music, and strong air personalities have firmly established KCOH as a power in influencing sales of r&b records here. This takes on added importance when you consider that the station is only a day-timer. But Billboard's latest Radio Response Rating survey of the nation's 14th largest radio market showed the station with half of the votes of dealers, record distributors, one-stops, and local and national record company executives for influencing r&b record sales.

One of the promotions that station pulled recently was to launch a float in a parade held last week—the Houston Livestock Show and Rodeo Parade. Other stations were in the parade too, along with many other businesses in town. But KCOH captured the big prize for the best float in the parade.

R 'n' R Promotions

March 6, the station is promoting a spring spectacular rock 'n' roll show for the benefit of the Little League. Casey Cunningham, program director, listed the artists who'll appear in the show as the Mighty Hannibal, the Liverpool Five, the Apollos, Johnny Copeland, B. K. Thomas and the Triumphs, Buddy Wright, Terry and Marsha, Roscoe Shelton, Lattimore Brown, Albert Collins, Charles Berry, Dave Russell and various local artists. The event is being held in the local coliseum, which seats more than 11,000 and the station expects to have an SRO audience.

Another successful promotion of the station has been its A Go-Go girls, which dance in a display window at the radio station so passers-by outside can see them. A disk jockey does his show behind the girls and is also visible from outside.

The girls have become so popular that clients are using them for in-store promotions, Miss Cunningham said. "Looks like they're going to be permanent."

The only problem the station has is sticking strictly to r&b

(Continued on page 26)

More D.J.'s Discovered Than We Sent Out Albums To

Young Love, #72553

LESLEY GORE

all about you

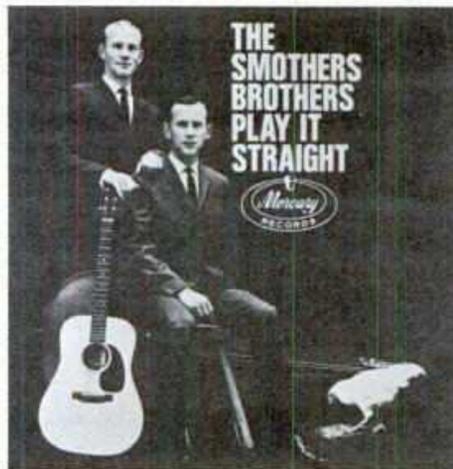
MERCURY RECORDS

MG 21066/SR 61066

NEW! FROM MERCURY

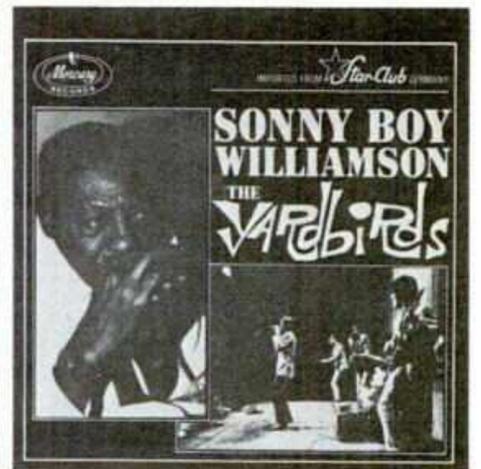
ACTION-PAK!

A SELECT COMPACT RELEASE OF HITS!



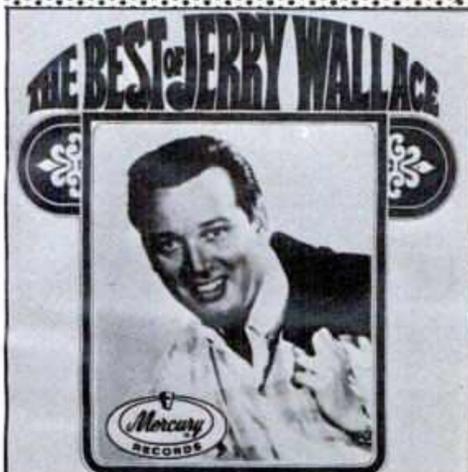
MG 21064/SR 61064

Answering thousands of requests, TV's Smothers Brothers vocalize with a musical miscellany ranging from the contemporary "Yesterday" to the traditional "Down in the Valley."



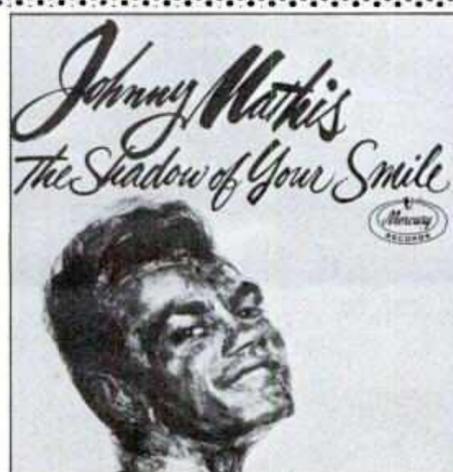
MG 21071/SR 61071

The great blues immortal, Sonny Boy Williamson, joins the folk-rocking Yardbirds in an historic "live London concert" highlighting "Bye Bye Bird," "Pontiac Blues," and "Mr. Downchild."



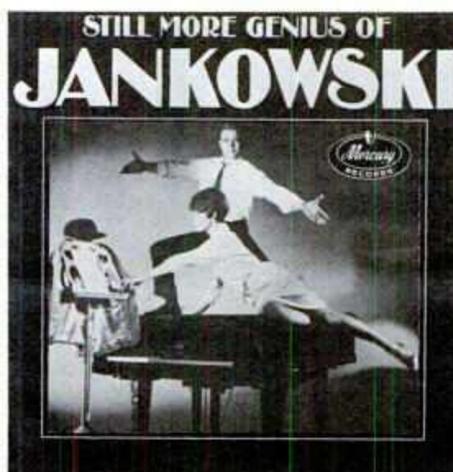
MG 21072/SR 61072

Jerry Wallace's initial Mercury waxing brings together his former hits, "It's a Cotton Candy World," "Shutters and Boards," and "Life's Gone and Slipped Away" with his new success "Diamonds and Horseshoes."



MG 21073/SR 61073

Johnny Mathis weaves a musical tapestry of today's "new standards" including "Michelle," "The Shadow of Your Smile," and "On A Clear Day (You Can See Forever)."



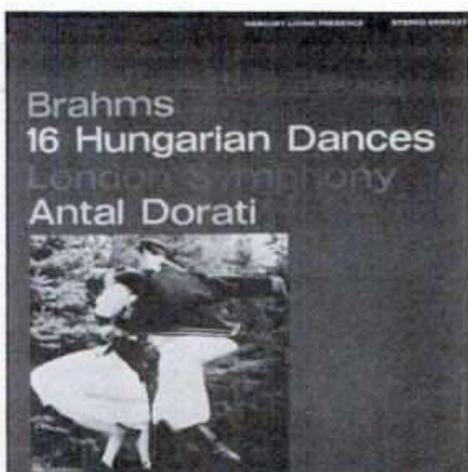
MG 21076/SR 61076

Germany's Horst Jankowski spans the Atlantic with his third Mercury album featuring his distinctive arrangements, including "Taste of Honey," "Black Forest Holiday," and "Elmer's Tune."



OL 3-116/SR 3-9016

A three-record deluxe set of the complete Bach Suites for Unaccompanied Cello by Janos Starker, "an artist who dominates his instrument in the minds of a generation," according to Martin Mayer of Esquire.



MG 50437/SR 90437

Antal Dorati and the London Symphony dynamically interpret sixteen of Brahms' dazzling Hungarian Dances.



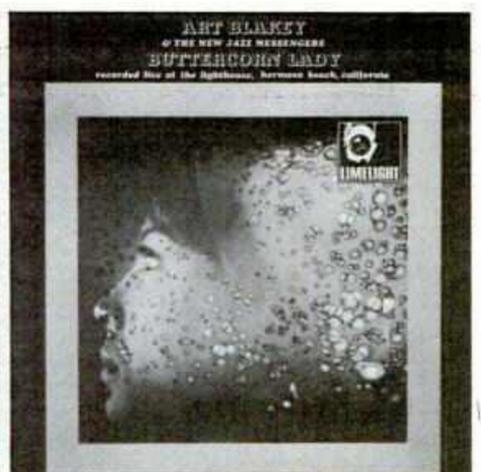
MG 50443/SR 90443

Virtuoso recorder soloist Bernard Krainis and the London Strings move deftly through four Baroque concertos for recorders, strings, and harpsichord by composers Handel, Telemann, and Vivaldi.



LM 82033/LS 86033

British and American Jazz Poll Winner Par Excellence, Roland Kirk, moves south-of-the-border for syncopated improvisations on "Walk On By," "It's All In The Game" and other greats.



LM 82034/LS 86034

The Dynamo of Drums, Art Blakey, in a historical 'live' performance at the Lighthouse, Hermosa Beach, Calif.





THE SUPREMES OF MOTOWN RECORDS talk with Scott Regen, WKNR, Detroit, air personality who features interviews with record artists on his nightly show. The girls were featured on a five-hour special marking their nightclub opening at the Roostertail recently in Detroit.

Orbison Shows Packs 'Em In

HOUSTON—Two Roy Orbison shows Sunday (13) backed by KILT-Radio here drew a total of 25,000 admissions. The coliseum normally seats only 11,962, but KILT Program Director Bob White said the show "broke every existing record in the history of our coliseum shows" which the station has done the past six years. Proceeds went to charity.

The station, though placing second in influencing single record sales in Billboard's latest Radio Response Rating survey of the market, had a respectable 46 per cent of the votes of record dealers, distributors, one-stops and local and national record company executives.

VOX JOX

By CLAUDE HALL

Whups! There was some confusion in a KRIZ story last week. Program director **Tony Evans** of the Phoenix, Ariz. station doesn't manage **Floyd and Jerry Westfall** and the **Counterpoints**. He only discovered the group. The real power behind the throne is **Earl Perrin**, president of Buena Vista Productions. Buena Vista not only manages the group, but owns Presta Records and Routen Music. RCA Victor has picked up the group's "Believe in Things" record for national distribution.

Bruce Still has been named operations director of WXYZ, Detroit; **Lee Alan** was promoted to program director and will continue his on-the-air show. . . . **Alan Rothman**, formerly of WCLO, Janesville, Wis., has been named program director of KLRA, Little

Rock, Ark. . . . **Johnny Young** has just joined the staff of WEIR, Weirton, W. Va., with a Hot 100 radio show; he was formerly with WEDO, McKeesport, Pa.

Phil Durkin, who has a Hot 100 show on WMLO, Beverly, Mass., needs help from distributors and record companies in obtaining singles from the 1955 era. He has an all-request show Saturdays and, obviously, some of the requests are stumping him. . . . Air personality **Bill Hollon** has shifted from WERX, Wyoming, Mich. . . . The National Association of Broadcasters plans to construct a new headquarters building on their present Washington sit that'll cost \$1,838,000. The present building will be razed; the new seven-story building will be finished sometime in the fall of 1967.

Bob Marvin, the "Flippo the Clown" personality at WBNS-TV, Columbus, Ohio, has formed a band which is currently playing weekends at supper clubs in the area. . . . Mercury Records has obtained an option for the exclusive recording rights to all new talent scheduled for the Young America Exposition, Atlanta, March 16-20. WQXI air personality **Paul Drew** will co-ordinate the talent contest, which is being sponsored by Coca-Cola. Winners will receive a Mercury Records contract, plus a contract to record commercials for the Coca-Cola company. **Shelby Singleton**, vice-president of a&r for Mercury, will judge the event along with **Jerry Kennedy** of Mercury's Nashville office, Atlanta distributor **Steve Brookmire**, and local promotion manager **Don Carroll**.

Walter W. Wurfel has been named assistant to **R. Peter Straus**, president of WMCA and the Straus Broadcasting Group. . . . **Thom Dwyer** has joined the air personality roster of KBTR, Denver; he was formerly with KOMA, Oklahoma City. **Bart Star** was also a recent addition to KBTR.

Just at the time when sequels are beginning to appear to "The Ballad of the Green Berets," it seems that **KEX**, Portland, Ore., deejay **Jack Angel** had an answer song that'll never be recorded. One afternoon after Angel had played "Green Berets" somebody called in protesting the song because of its "political nature." The young caller, however, did not object to the playing of a "political record" as long as the opposing point of view was also represented. Angel complied with the demand for equal time by writing a song called "Your Friendly Neighborhood Viet Cong." He recorded it himself, sang it on the air the next day, and was an instant hit. Took three telephone operators half-an-hour to clear up the phone calls from listeners congratulating Angel on his stand.

Jay Lindsay, air personality at KTSA, San Antonio, switched to KBAT, same city. . . . **Jim Meeker**, formerly afternoon personality and music director of KISN, Portland, Ore., has joined **KGB**, San Diego.

Fred King, formerly production manager and air personality at WFRC, Harrisburg, Pa., has moved to **WYRE**, Annapolis, Md., to handle the same chores. . . . Of more than 1,500 radio and TV stations responding to a survey of the National Association of Broadcasters, 74 per cent stated they present live broadcasts of religion and 33 per cent also said they present delayed broadcasts of church services. In all, 94 broadcast special religious programs.

Jerry Graham (Faulkner), formerly program director at WEIR, Weirton, W. Va., has joined the air staff at **WKBN**, Youngstown, Ohio. . . . **Jo Ford** and **Hank Hammer**, air personalities at KNUZ, Houston, will serve as emcee at the April 3 appearance of the Beach Boys at the Music Hall. . . . **Rod Wagner** has joined the personality staff of **KTSA**, San Antonio; he was formerly with **KLVI**, Beaumont, Tex.

Arthur (Dutch) Hardie has been appointed promotion and sales

RADIO RESPONSE RATING

HOUSTON, TEX. . . . 3rd Cycle
MARCH 5, 1966

TOP STATIONS

Call Rank Letters	% of Total Points
★ POP Singles	
1. KNUZ	54%
2. KILT	46%
★ POP LP's	
1. KPRC	36%
2. KODA	24%
3. KQUE-FM	20%
4. KTHW	18%
Others (KXYZ)	2%
★ R&B	
1. KYOK	50% (tie)
1. KCOH	50% (tie)
★ JAZZ	
1. Ed Case, KTRH	59%
2. Novella Smith, KPRC	41%
★ COUNTRY	
1. KIKK	66%
2. KHUL-FM	19%
3. KTLW	15%
(Texas City)	
★ CONSERVATIVE	
1. KXYZ	67%
2. KODA-FM	22%
3. KQUE-FM	11%
★ COMEDY	
1. KPRC	74%
2. KNUZ	26%
★ FOLK	
1. KRBE-FM (1 hr. weekly)	55%
2. KLEF-FM ("American Caravan," live, 7-7:30 p.m., Saturday)	45%
★ CLASSICAL	
1. KRBE-FM	54%
2. KLEF-FM	46%

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

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Paul Berlin	KNUZ	40%
2.	Arch Yancey	KNUZ	21%
3.	Chuck Dunaway	KILT	14%
Others			
	Joe Ford, KNUZ		
	Hank Hammer, KNUZ		
	Russ Knight, "Weird Beard," KILT		
	Bob White, KILT		

BY TIME SLOT

Morning	Paul Berlin, KNUZ
Mid-Morning	Jerry Miller, KNUZ
Early Afternoon	Arch Yancey, KNUZ
Traffic Man	Joe Ford, KNUZ
Early Evening	Hank Hammer, KNUZ
Late Evening	Hank Hammer, KNUZ
All Night	Mike Scott, KNUZ

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)
Buddy Covington, KNUZ Record Librarian
Ken Grant, KNUZ Program Director

★ TOP TV BANDSTAND SHOW

Larry Kane Show, KTRK-TV, Saturday, 1-2.30 p.m.

★ POP LP's

1.	Tim (Nolan) & Bob (Byron)	KPRC	52%
2.	Ric Richards	KTHW	24%
Others			
	Webb Hunt, KQUE-FM		
	Alan Johnson, KPRC		
	Bob Presley, KPRC		

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)
Webb Hunt, KQUE-FM Operations Manager
Don LeBlanc, KODA Program Director
John MacMurray, KPRC Record Librarian

★ R&B

1.	Perry (Daddy Deepthroat) Cain	KCOH	32%
2.	Cliffon (King Bee) Smith	KCOH	24%
3.	Al Garner	KYOK	20%
Others			
	(Gino Baylor, KCOH		
	"Skipper" Lee Frazier, KCOH		
	Mike Payne, KYOK)		

★ COUNTRY

1.	Bill Bailey	KIKK	30% (tie)
1.	Rusty Gabbard	KIKK	30% (tie)
2.	"Tater" Pete Hunter	KTLW	22%
3.	"Sleepy" Bob Everson	KHUL-FM	15%
Others			
	("Cowboy" Jack Hayes, KHUL-FM)		3%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

KILT	610	KTLW	920	KWBA	1360
KIKK	650	KPRC	950	KCOH	1430
KTRH	740	KODA	1010	KLVL	1480
KTHW	790	KNUZ	1230	KYOK	1590
		KXYZ	1320		

FM RADIO FREQUENCIES

KLVL-FM	92.5	KXYZ-FM	96.5	KTRH-FM	101.1
KBNO-FM	93.7	KFMK-FM	97.9	KMSC-FM	102.1
KLEF-FM	94.5	KODA-FM	99.1	KQUE-FM	102.9
KHUL-FM	95.7	KOST-FM	100.3	KRBE-FM	104.1

HOUSTON, TEX. (including Baytown, Pasadena and Texas City). Country's 14th radio market. (13 AM, 12 FM).

KBNO-FM: ERP 18,000 watts. Independent. On the air 24 hrs. a day. Music format: **Conservative (100%)**. Ralph Huebner is director of 2-man news dept. Folk Music programmed occasionally. New records are selected for air-play by prog. dir. Owner & gen. mgr., **Jerry R. Daniel**. Prog. dir., **Richard Bonelle**. Send 1 copy of LP's to Mr. Bonelle, 2601 Tennessee Bldg., Houston, Texas 77002. Phone: (713) CA 8-8241.

KCOH: 1,000 watts. Independent. Day-timer. Music format: **Rhythm & Blues (100%)**. Special programming: Annual Yates-Wheatly H.S. Thanksgiving Football game; Little League Baseball; other special sports events; "Pearl Sports Desk." M-Sat. 7:30-7:34 a.m. "Jax Job Opportunities" (phone-in job applications M-W-F., 9-15-9:30 a.m. "Budweiser Town Crier," M-Sat., 12:05, 3:05, 5:05 p.m. Norman Kaye is director of 3-man news dept. Special equipment: 2 mobile units. New records are selected for air-play by commercial mgr. Pres. **R. C. Meeker**. Commercial mgr., **John C. Shedden**. Prog. dir., **Katherine Cunningham**. Send 8 copies of 45's and 3 copies of LP's to Mr. Shedden, 5011 Alameda, Houston, Texas. Phone: (713) JA 2-1001.

KFMK-FM: ERP 10,500 watts. Independent. Music format: **Pop Standard-Jazz**. Editorializes occasionally. Special programming: "Bob Talamini Sports Show," M-Sat., 5:45 p.m.; "Houston Oiler Highlights," John Breen host, M-Sat., 7:15 a.m.; "Insurance Incident," M-F., 6:30 p.m. Vince Strong is director of news dept. New records are selected for air-play by gen'l mgr. Gen'l mgr., **Lee Wilder**. Prog. dir., **Bob Knight**. Send 1 copy of stereo LP's to Mr. Wilder, 1900 Medical Towers Bldg., Houston, Texas. Phone: (713) JA 6-4764.

KHUL-FM: ERP 15,500 watts. Independent. On the air 24 hrs. a day. Music format: **Country (100%)**. Tommy Allan is director of 4-man news dept. 5-min. news on the hr. New records are selected for air-play by music dir. Station publishes a play-list every 2 weeks. Record promotion people are seen M-F., by appointment only. Gen'l mgr., **Charles Temple**. Prog. dir., **Mike Edwards**. Music dir., **Jack Hayes**. Send 4 copies of 45's and 2 copies of LP's to Mr. Hayes, P.O. Box 8425, Houston 4, Texas. Phone: (713) 748-2050.

KIKK: 250 watts. Independent. Day-timer. Music format: **Country (100%)**. Editorializes occasionally. Bill Edwards is director of 3-man news dept. Special equipment: Helicopter for traffic reports; 2 mobile units. New records are selected for air-play by prog. dir. Gen'l mgr., **Roy L. Lemons**. Prog. dir., **Bill Bailey**. Send 3 copies of 45's and 2 copies of LP's to Mr. Bailey, Box 52009, Houston, Texas. Phone: (713) 473-4433.

KILT: 5,000 watts. Owned by the McLendon Corporation. Music format: **Contemporary (100%)**. Editorializes bi-weekly. Special programming: Houston Oiler Football, Sun. at noon; H.S. football championship games. Richard Dobbys is director of 6-man news dept. Special equipment: mobile news cruiser; mobile news units. Cuts from **Comedy**

LP's programmed occasionally on James Bond & Bob White Shows. New records are selected for air-play by prog. dir. Gen'l mgr., **Bill Weaver**. Prog. dir., **Bob White**. Send 5 copies of 45's and 2 copies of LP's to Mr. White or Chuck Dunaway, 500 Lovett Blvd., Houston, Texas. Phone: (713) JA 6-3461.

KOST-FM: ERP 15,250. Music format: **Conservative (100%)**. Simulcast with KILT 7-9 a.m., M-Sat., and all day Sun. Address and other personnel same as KILT.

KLEF-FM: ERP 45,000 watts. Owned by Apollo Broadcasting Co. On the air 6 a.m.-midnight. Music format: **Classical (100%)**. Editorializes daily. Special programming: "Klef Klassic Kwiz" (audience call-in) daily, various times. "The Living Bible," Sun. 7:45 a.m. "Music of the Church," Sun. 8:05 a.m. Stock Market report and analysis M-F. 6:05 p.m. "Datebook" (cultural events schedule) daily 7:30 a.m. & 6:30 p.m. "Radio Nederland Presents" Sat. 7:30 p.m. "Their Other World" (NASA program) Sat. 11:30 p.m. Recordings of local concerts, educational, religious, or entertainment shows presented evenings on the average of once a week. Steve Geron is director of 3-man news dept. Live Folk Music on "American Caravan" Sat. 7-7:30 p.m. New records are selected for air-play by prog. dir. Gen'l mgr., **Ronald G. Schmidt**. Prog. dir., **Ray A. Landers**. Send 2 copies of Stereo LP's to Mr. Landers, 608 Fannin St., Houston, Texas. Phone: (713) 228-8591.

KLVL: 1,000 watts. Independent. On the air 6 a.m.-10 p.m. Music format: **Latin (95%)**-Contemporary (5%). Johnny Martinez is director of 2 man news dept. Folk Music programmed regularly. New records are selected for air-play by prog. dir. Approx. 15 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., **Felix Morales**. Prog. dir., **Joe Morales**. Send 3 copies of 45's and 3 copies of LP's to Mr. J. Morales, 2903 Canal, Houston 3, Texas. Phone: (713) CA 5-3208.

KLVL-FM: ERP 17,000 watts. Music Format: **Latin (100%)**. On the air 4-10 p.m. Same address and personnel as KLVL.

KMSC-FM: ERP 100,000 watts. Independent. On the air 24 hrs. a day. Music format: **Pop Standard (100%)**. Folk Music featured on "Expressions in F.M.," and programmed occasionally on other shows. New records are selected for air-play by prog. dir. Associate mgr., **John "Shorty" Powers**. Prog. dir., **Jeff Thompson**. Send one copy of Stereo LP's to Mr. Thompson, 18065 Upper Bay Rd., Houston, Texas 77058. Phone: (713) 488-3344.

KNUZ: 1,000 watts days. 250 watts nights. Owned by Texas Coast Broadcasters, Inc. On the air 24 hrs. a day. Music format: **Contemporary (100%)**. Editorializes occasionally. Special programming: "1230 Club" housewife show incorporated M-F in the Jerry Miller and Arch Yancey Shows 9 a.m.-3 p.m. Dave Ward is director of 9 man news dept. Special equipment: 2 Big Mike Mobile Units, T-9-C wireless microphone,

(Continued on page 26)

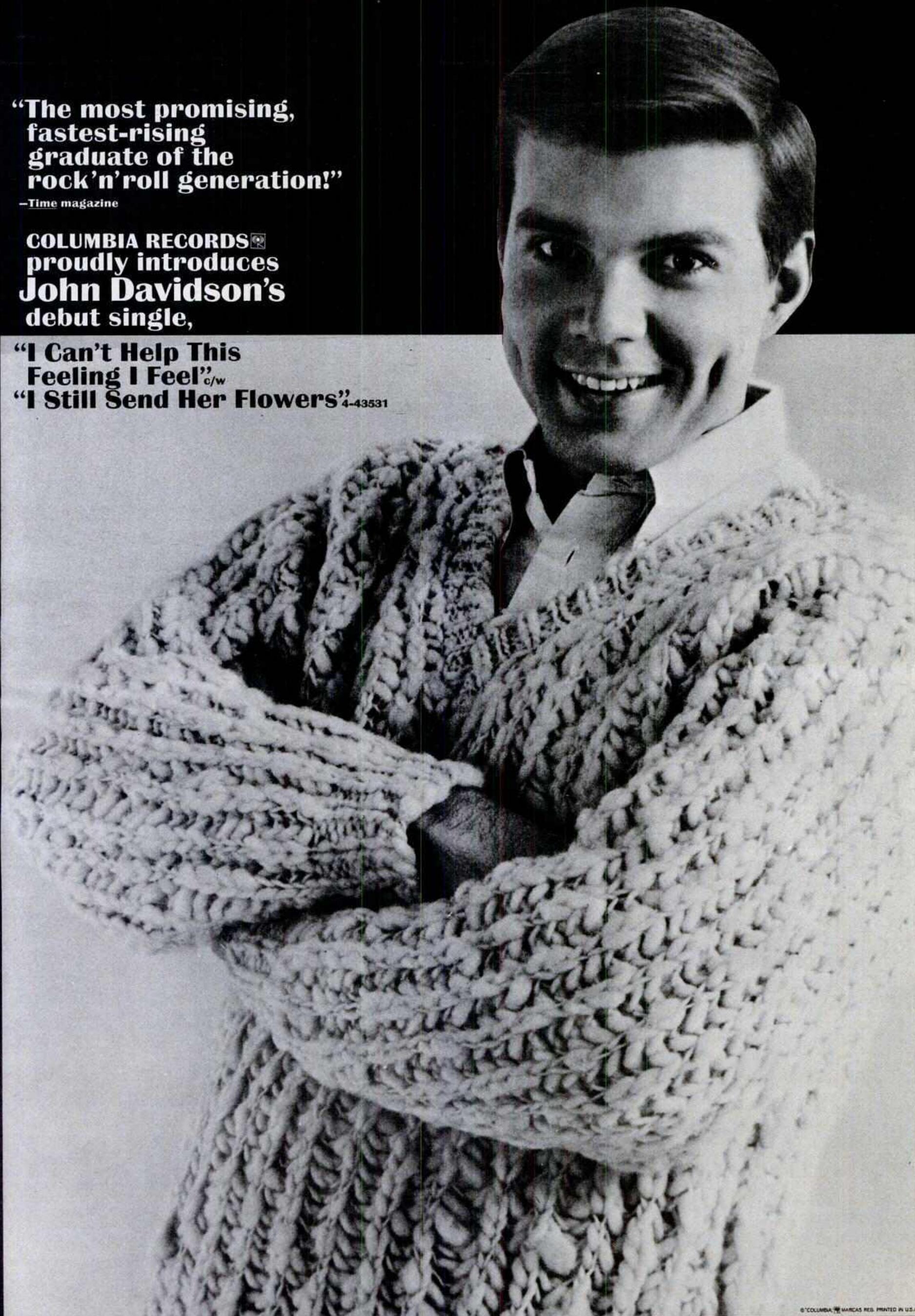
(Continued on page 26)

**"The most promising,
fastest-rising
graduate of the
rock'n'roll generation!"**

—Time magazine

**COLUMBIA RECORDS®
proudly introduces
John Davidson's
debut single,**

**"I Can't Help This
Feeling I Feel"^{c/w}
"I Still Send Her Flowers"⁴⁻⁴³⁵³¹**



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CHARLIE RICH, SMASH RECORDS recording artist, discusses an appearance on "The Johnny Carson Show" with talent co-ordinator Rudy Telleyz, left, at NBC-TV offices, New York.

WPAT Plans Grammy Spec'l

NEW YORK—The Grammy Awards nominations will be highlighted in special programs on WPAT, the city's leading conservative music format station. Wednesday morning (2) George Simon, executive director of NARAS, will be interviewed during the station's "Tempo" show. Simon will explain the aims and activities of the academy as well as review this year's nominees with personality Ken Roberts.

A week later, WPAT music director John Krance has scheduled two half-hour shows devoted entirely to the nominees

Laughing-It-Up Programming

• Continued from page 20

want our deejays to ad lib and needle the devil out of them because it's so effective in selling product. Nolan and Byron especially."

The station uses a color programming code; all comedy records are coded in yellow. New records are coded red and these are broken down into categories of male singer, female singer, and instrumental. Green is the color code for older songs.

Brouser Racks

These records are kept in brouser racks so the deejays can

—March 8 to singers, March 10 to instrumentalists.

make their own selections. A record that has been red will be pulled out of circulation after it drops off the charts; then, after a resting period, it will be recoded green if it's a good selection. The station is leaning fairly heavily on Easy Listening tunes. Reiff said he was currently playing 22 of the songs on Billboard's Easy Listening Chart.

"We do slip in a little Nashville stuff now and then," he said, "but we do it carefully. We play more of it probably in the evening." KPRC will be programming more and more country music as time goes by. "We won't be changing our format or anything like that, we'll just be playing more country music tunes. I feel we could get hurt if we did too much of it."

The station broke "Flowers on the Wall" by the Statler Brothers in the market. Comedy, however, will remain a foundation of the station's programming. "We try to have a laugh or two."

KYOK Shares R&B Field

HOUSTON — KYOK is the only full-time r&b radio outlet in Houston . . . maybe in the State of Texas, said program director Al Garner. This is one of the prime reasons that it ranks as a major influence on r&b record sales. Record dealers, distributors, one-stops, and national and local record company executives gave the station 50 per cent of the votes for influencing r&b sales in the area—the nation's 14th largest radio market.

The station is just starting to move, said Garner. "We now have the staff we want — a young staff—and our over-all image has improved. We're going to be a big factor in the general market here during the year to come." The station programs jazz and gospel in order to reach a larger audience. "Our nighttime position is third in the general market," Garner said.

KCOH a Winner

• Continued from page 22

records, "but we know we must be doing something right because the audience out in front of our display window shows we're reaching both the Negro and the white kids."

Robert C. Meeker, KCOH president, said he felt the station had a direct appeal to the people through its air personalities via their knowledge and love for the r&b music. KCOH's Perry (Daddy Deepthroat) Cain had 32 per cent of the votes for influencing records sales as the No. 1 r&b deejay; second was KCOH's Clifton (King Bee) Smith with 24 per cent.

VOX JOX

• Continued from page 24

director for WBSR, Boca Raton, Fla. . . . Ray Harkness, speech and drama major in college, needs singles for local record hops in Cherry Creek, N. Y.

March 5, 1966, BILLBOARD

STATIONS BY FORMAT

• Continued from page 24

1 mobile car and 1 mobile service truck, National WATS line. "Tomorrow's History" (news) M-F 6-6:10 p.m. Cuts from Comedy LP's and Folk Music programmed occasionally. New records are selected for air-play by record librarian. Gen'l mgr., David H. Morris. Prog. dir., Ken Grant. Record librarian, Buddy Covington. Send 4 copies of 45's and 2 copies of LP's to Mr. Covington, P. O. Box 188, Houston, Texas. Phone: (713) JA 3-2581.

KQUE-FM: ERP 280,000 watts. Music format: Pop Standard, Standard. On the air 24 hours a day. "Stage Three" with Skitch Henderson (in stereo) Sun. 9-10 p.m. Send 1 copy (stereo only) of new LP's to Webb Hunt, Operations Manager. Address and other personnel same as KNUZ.

KODA: 1,000 watts. ABC affiliate. Day-timer. Music format: Pop Standard (100%). Editorializes weekly. Special programming: Local sports as available. "Gene Arnold Sports," M-F 4:45 p.m. Joe Coffey is director of 3 man news dept. Special equipment: Radio Equipped mobile unit. Paul Harvey News, Mon.-Sat. 3 times daily; Alex Drier News, Mon.-Sun., 6 p.m.; "Houston Special" Mon.-Fri., 5:15 p.m. ABC Reports and News Specials. New records are selected for air-play by music dir. Gen'l mgr., Paul Taft. Prog. dir., Don LeBlanc. Music dir., Willard Paige. Send 1 copy of 45's and 1 Stereo and 1 Mono copy of LP's to Mr. Paige, 4808 San Felipe, Houston, Texas 77027. Phone: (713) NA 2-1010.

KODA-FM: ERP 49,000 watts. Music format: Standard (100%). Separately programmed in full-time Stereo. All other information same as KODA.

KPRC: 5,000 watts. NBC affiliate. Music format: Standard, Jazz. Special programming: Astro Baseball (all games); University of Houston basketball (all games); Rice University basketball (all conference games); Football (20 games), Sat. 2 & 7:30 p.m. "Emphasis" M-F; "Black Museum" Sun. 9 p.m.; "Lives of Harry Lime" Sun. 9:30 p.m. "Scotland Yard" Sun. 10:00 p.m. "Spectrum 95" Sat. 5-6:30 p.m. Religious programming, Sun. 6-8 a.m. "Meet the Press" (public affairs) Sun. 5:30-6 p.m. "First Baptist Church" Sun. 8-8:30 p.m. Space Story (NASA) Sun. 8:30-8:45. "Report to the People" Sun. 8:45-9 p.m. Ray Miller is director of 15-man news dept. Special equipment: 4 mobile units. Extended news—"Hotline News and Weather" M-F 6:30 p.m. Comedy on "Spectrum 95," every 3-4 weeks. Television outlet is KPRC-TV. New records are selected for air-play by prog. dir. Gen'l mgr., Jack Harris. Prog. dir., Tom Reiff. Send 3 copies of 45's and 2 copies of LP's to Mr. Reiff, P. O. Box 2222, Houston, Texas 77001. Phone: (713) NA 2-2950.

KRBE-FM: ERP 79,100 watts. Owned by Wagenvoort Broadcasting Co. Music format: Classical (100%). 11 headline summaries per day. 1 hour of Folk Music featured weekly (to be discontinued in April). New records are selected for air-play by prog. dir. Gen'l mgr., John H. Coco. Prog. dir., Frank P. Cook. Send 1 copy of LP's to Mr. Cook, 1400 Hermann Drive, Houston 4, Texas. Phone: (713) JA 8-0000.

KTHT: 5,000 watts. Owned by Southern Broadcasting Co. On the air 24 hrs. per day. Music format: Pop Standard (100%). Special programming: Southwest Conference Football, Saturday aft. & eve. in season. Texas A&M Basketball, usually twice weekly in season. Frank Boardman is director of 3 man news dept. Special equipment: Police radio monitors, "beeper telephone." New rec-

ords are selected for air-play by prog. dir. Station publishes a "Good Music Survey" weekly. Gen'l mgr., Charles W. Brunt. Prog. dir., Bob Kelly. Send 2 copies of 45's and 1 copy of LP's to Mr. Kelly, 4005 Travis, Houston, Texas 77002. Phone: (713) JA 3-5535.

KTLW: 1,000 watts. Independent. On the air 4 a.m. to Sunset. Music format: Town & Country (100%). New records are selected for air-play by prog. dir. Gen'l mgr., Bob Greer. Prog. dir., Jim Brannon. Send 3 copies of 45's and 3 copies of LP's to Mr. Brannon, Box 2279, Show Boat Bldg., Texas City, Texas 77590. Phone: (713) 945-4418.

KTRH: 50,000 watts. CBS affiliate. On the air 5 a.m.-midnight. Music format: Pop Standard (80%) - Jazz (15%) - Country (5%). Editorializes occasionally. Special programming: "Farm & Home Show," with Dewey Compton, Bill Oliver, & Betty Bernath, 5-6:45 a.m. M-Sat. "Morning Report," world, national & local news, 6:45-8:15 a.m. M-Sat. "Midday Report," 11:55 a.m.-12:55 p.m. M-F. "It's a Woman's World," Thelma & Ken are hosts, 2:10-2:55 p.m. M-F. "Ask the Expert," with Dave Godwin, 3:10-3:55 p.m. M-F. "Evening Report," news, stocks, sports & features, 4-7 p.m. M-F. "For Your Information," with Gene Myers, 9:05-10 p.m. M-F. "KTRH Sports Line," with Paul Orseck & Al Jamison, 10:05-11 p.m. M-F. Carl Brazell is director of 10-man news dept. Special equipment: portable tape recorders. Cuts from Comedy LP's and Folk Music programmed occasionally on all pop shows. New records are selected for air-play by prog. dir. Gen'l mgr., Frank Stewart. Prog. dir., Ken Fairchild. Send 1 copy of 45's and 1 copy of LP's to Mr. Fairchild, 5th Floor, Rice Hotel, Houston, Texas. Phone: (713) CA 7-1621.

KTRH-FM: ERP 60,000 watts. Simulcast with KTRH.

KWBA: 1,000 watts. Mutual affiliate. On the air 6 a.m.-midnight. Music format: Country (100%). Editorializes occasionally. Special programming: Local H. S. football & basketball, Astro Baseball in season. "County Home Show," 9:55-10 a.m. M-F. "Lifeline," 6:15 a.m. & p.m. M-Sat. "Back to the Bible," noon-12:30 M-Sat. "Heaven & Home Hour," 7:45-8 a.m. M-Sat. "The Morning Chapel Hour," 8-8:30 M-F. "Amazing Grace," 8:30-9 M-F. 4-man news dept. New records are selected for air-play by prog. dir. Gen'l mgr., Travis Gary. Prog. dir., Glen Walker. Send 2 copies of 45's and 2 copies of LP's to Mr. Walker, Box 419, Baytown, Texas. Phone: (713) 566-5531.

KXYZ: 5,000 watts. Independent. On the air 24 hrs. a day. Music format: Conservative-Standard. Editorializes occasionally. Special programming: Southwest Conference Football, in season. "Boating Broadcaster," 5-6 a.m. M-F, 5-8 a.m. Sat. & Sun. "Society Countdown," women's show, 10:05-10:10 a.m. M-F. "Bridges the Goren Way," various times, all week. Richard Fulgham is director of 6-man news dept. Total information programs at 7 & 8 a.m., noon, & 6 p.m. M-F. New records are selected for air-play by operations mgr. Gen'l mgr., Jack Carnegie. Operations mgr., Mill Willis. Send 1 copy of good music 45's and 2 Mono & 2 Stereo copies of LP's to Mr. Willis, Fannin Bank Bldg., Houston, Texas. Phone: (713) RI 8-3980.

KXYZ-FM: ERP 14,600 watts. Simulcast between midnight & noon with KXYZ. Same address and personnel as KXYZ.

KYOK: 5,000 watts. Mutual affiliate. On the air 24 hrs. a day. Music format: Rhythm & Blues (70%) - Gospel (16%) -

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

POP SINGLES—5 Years Ago March 6, 1961

1. Pony Time, Chubby Checker, Parkway
2. Surrender, Elvis Presley, RCA Victor
3. Wheels, String-A-Longs, Warwick
4. Don't Worry (Like All the Other Times), Marty Robbins, Columbia
5. Where the Boys Are, Connie Francis, MGM
6. Calcutta, Lawrence Welk, Dot
7. Baby Sittin' Boogie, Buzz Clifford, Columbia
8. Dedicated to the One I Love, Shirelles, Scepter
9. There's a Moon Out Tonight, Capris, Old Town
10. Ebony Eyes, Everly Brothers, Warner Bros.

R&B SINGLES—5 Years Ago March 6, 1961

1. Shop Around, Miracles, Tamia
2. Pony Time, Chubby Checker, Parkway
3. All in My Mind, Maxine Brown, Nomar
4. At Last, Etta James, Argo
5. (Will You Love Me) Tomorrow, Shirelles, Scepter
6. I Pity the Fool, Bobby Bland, Duke
7. I Don't Want to Cry, Chuck Jackson, Wand
8. For My Baby, Brook Benton, Mercury
9. Gee Whiz (Look at His Eyes), Carla Thomas, Atlantic
10. Calcutta, Lawrence Welk, Dot

POP SINGLES—10 Years Ago March 3, 1956

1. Lisbon Antigua, Nelson Riddle, Capitol
2. Rock and Roll Waltz, Kay Starr, RCA Victor
3. Great Pretender, Platters, Mercury
4. No, Not Much, Four Lads, Columbia
5. Poor People of Paris, Less Baxter, Capitol
6. Memories Are Made of This, Dean Martin, Capitol
7. See You Later, Alligator, Bill Haley, Decca
8. I'll Be Home, Pat Boone, Dot
9. Band of Gold, Don Cherry, Columbia
10. Theme From "The Three Penny Opera" (Moritat), Dick Hyman, MGM

POP LP'S—5 Years Ago March 6, 1961

1. Exodus, Soundtrack, RCA Victor
2. Calcutta, Lawrence Welk, Dot
3. Camelot, Original Cast, Columbia
4. Great Motion Picture Themes, Various Artists, United Artists
5. Sinatra's Swingin' Session, Frank Sinatra, Capitol
6. Camelot (Music From), Percy Faith Orch., Columbia
7. Make Way, Kingston Trio, Capitol
8. Memories Are Made of This, Ray Conniff, Columbia
9. Best Music On/Off Campus, Brothers Four, Columbia
10. Tonight in Person, Limelites, RCA Victor



MURRAY THE K clowns with Anthony and the Imperials during a taping session for his two-hour special for WNEW-TV, New York. The show was aired Feb. 22 and repeated Feb. 27. Among the artists on the show: the Four Seasons, Jay and the Americans, the Four Tops, the Ramsey Lewis Trio, the Shangri-Las, Joe Tex, and the Byrds.

Jazz (14%). Editorializes occasionally. Special programming: Local H. S. football & basketball, college football, in season. "Youth Forum," 6-6:30 Sun. "Jr. Jockey," 6:15 p.m. Thurs., 10:30 p.m. Sat. Al Garner is director of 3-man news dept. Special equipment: Mobile unit, 2-way radio, police moni-

tors. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by operations mgr. Gen'l mgr., Robert I. Grimes. Operations mgr., Al Garner. Send 2 copies of 45's and 2 copies of LP's to Mr. Garner, 613 Preston, Houston, Texas. Phone: (713) CA 2-2535.

COMMAND

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NEW SOUND

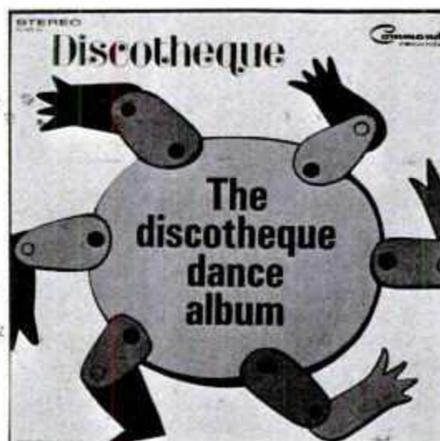


The original "PERSUASIVE PERCUSSION" created a new concept in sound recording...now COMMAND presents "PERSUASIVE PERCUSSION 1966" master recorded on 35 MM magnetic film for intense 'true to life' impact...and utilizing the miraculous "3-speaker presence" of COMMAND'S DIMENSION • 3 • PROCESS #895

...THE ULTIMATE MUSICAL SOUND RECORDING OF ALL TIME!...



THUNDERBALL • THE MAN FROM U.N.C.L.E. • THE SPY WHO CAME IN FROM THE COLD • THE 3rd MAN THEME/ THE CAT • THE MAN FROM O.R.G.A.N. • DANGER • HONEY WEST • I SPY • MISTER KISS • KISS BANG, BANG • A MAN ALONE • AGENT DOUBLE-O-SOUL • THE LIQUIDATOR #891



A TASTE OF HONEY • I'M HENRY VIII, I AM • MR. TAMBOURINE MAN • KING OF THE ROAD • BABY LOVE • BATHTUB SATURDAY NIGHT • I'M TELLING YOU NOW • MY GIRL SLOOPY • ST. LOUIS BLUES • OLD DEVIL MOON • GONNA BUILD A MOUNTAIN • TONIGHT #892



FEVER • JA-DA • HE'S GOT THE WHOLE WORLD IN HIS HANDS • WALK RIGHT IN • SIDE WINDER • THE LADY IN RED • RAGGEDY JIM • COTTON FIELDS • IN A LITTLE SPANISH TOWN • TENNESSEE WALTZ • ON A CLEAR DAY YOU CAN SEE FOREVER • CLEOPATRA'S ASP #893



LARA'S THEME • THE SPY WHO CAME IN FROM THE COLD • JUDITH • VIVA MARIA • CINCINNATI KID • THUNDERBALL • MOMENT TO MOMENT • PHOENIX LOVE THEME • YOU'RE GONNA HEAR FROM ME • MADE IN PARIS • PROMISE HER ANYTHING • THE CHASE #894



SHE LOVE ME • DON'T BLAME ME • WOODPECKER SONG • EAST OF THE SUN • NO MORE BLUES • ALOHA OE • VOLARE • EMBRACEABLE YOU • THE COCOANUT WIRELESS • ARRIVEDERCI, ROMA • I AIN'T GONNA CRY NO MORE • LOVELY HULA HANDS #896



BEETHOVEN SYMPHONY NO. 6 IN F MAJOR - OP 68 (PASTORAL SYMPHONY) WM. STEINBERG/PITTSBURGH SYMPHONY ORCH. #11033

WORLD LEADER IN RECORDED SOUND

Command RECORDS

(A division of Grand Award Record Co., Inc.)
a subsidiary of ABC-PARAMOUNT RECORDS, INC.

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

IN CANADA:
DISTRIBUTED BY
"SPARTON OF CANADA"

UK Govt. Pressed to 'Deep 6' the Pirates

LONDON — British pirate radio continues to provide fuel for fire although the biggest station, Radio London, recently reached agreement with the Performing Rights Society to pay royalties based on a percentage of advertising. The Society is accepting London's payment grudgingly, a spokesman commented, "The pirates are trying to buy their respectability."

The Society's general manager, Royce Whale, said that London's royalties would rise over a period of three years to a fixed percentage of advertising. But, he added, the combined agreements with London, Radio 390 and Radio Caroline would only bring in a little more than \$11,000 a year.

He said that despite the agreement with the three stations, the Society was still doing everything it could to get the government to take action against the pirates. "They charge very small advertising rates compared with other commercial bodies — such as ITV. Consequently their revenue

bears little relation to the excessive use made of records," Whale commented.

The four stations which still do not pay royalties are Radio Tower, Radio City and Radio Essex — all operating off the Kent coast — and Radio Scotland.

Last week, new demands were being made in British Parliament to the Post-Radio London and Radio Caroline by British Petroleum, in which the government has a majority share holding. The \$500-a-minute commercials read by former racing ace Stirling Moss advertise European holiday travel maps produced by BP.



FOR EXPORT: Capitol Records' Wanda Jackson prepares two sides for the Japanese market (in Japanese) with the help of Joe Miyasaki, New York correspondent for Japan's top teen fan magazine, Music Life. Sessions took place in the label's New York studios.

Cap Does Part In Hiking EMI Sales, Profits

LONDON—Capitol Records, American subsidiary of the EMI group, was one of the overseas companies which was responsible for an improvement in the group's sales and profits for the second half of 1965 over the same period in 1964.

Home record sales for the period remained at the same level as in the previous year.

On the third party sales EMI grossed \$156,666,000 compared with the 1964 same-period half-year figure, \$145,600,000. The new profit-before-taxation figure is \$26,459,600—an increase of \$2,259,600. After taxation the profit figure will be about \$10,879,600.

The directors approved a second interim dividend of 7½ per cent, making a total payment of 15 per cent for the current year—the same as the combined interim and final dividends for last year.

pected that both outright and royalty systems are being used according to the importance of the artists concerned.

'Stretch Socks' for Pocket Disks

By GERMANO RUSCITTO

MILANO — Rifi's "pocket records" have been on market since early December. They have been distributed only through a department-store chain, but soon they will be distributed through other chains and newsstands.

Rifi sells a pocket package consisting of a 6" 'Pop' single record in black vinylite with a four-color label—of good technical and artistic quality—and a paper with news regarding Rifi's artists as well as the world of music in general, all in a four-color de luxe sleeve. Retail price is 400 Lire (64 cents).

First seven December releases included five records with hit cover recordings and two records with standards. Four of the

five cover records were Italian hits. Immediately after the San Remo event, Rifi rushed out eight cover records of the Festival numbers. The 'Pop' line also includes such performers as Iva Zanicchi, Giorgio Gaber (both of them were finalists at San Remo), Memo Remigi, I. Giganti, and Fabrizio Ferretti, who record for the regular Rifi line.

Rifi pays Sedrim (Italian BIEM) and the entitled collecting parties for mechanical royalties in two ways: 1) for current covered titles, at the minimum rate equal to ¾ of the full rate—the rate reckoned at 8 per cent on the official, common, retail net price of 750 Lire (\$1.20—extra 10 per cent luxury tax on 750 Lire is not considered for royalty purposes).

For example, Rifi pays a mechanical royalty of 47 Lire (7.5 cents); 2) for titles which were first released more than six months before, at a special rate which will vary according to pressing figures.

No information was given payments to artists, but it is ex-

U. K. DISK SALES IN NOVEMBER GO ON UPSIDE

LONDON — British record sales took a turn for the better at the end of last year if analysis of November's figures is anything to go by. Manufacturers produced 4,103,000 albums—an increase of two-fifths over the November 1964 figure—and 6,766,000 singles, an increase of 310,000, which is an improvement on the generally lower figures for most of the previous months of 1965. The over-all value of sales was \$8,164,800—an increase of one-sixth for the month. Home sales were up by a little less than that but exports increased by a third. The output of 78-r.p.m. singles continues to drop—by 43,000 to 35,000 in November.

Say You Saw It in Billboard



WAYNE NEWTON, Capitol Records artist, and his troupe returned to the States last week from Saigon where they entertained troops on behalf of the Hollywood Overseas Committee-U.S.O. Show. Left to right: Tomy Pondrant, drummer; Wayne Newton; Jerry Newton and Tom Amato, trumpets.

Teichiku Registers 35% Gain in Sales

TOKYO — Teichiku Records, Decca's affiliate, revealed their six-month (Aug. 21, 1965 to Feb. 20, 1966) business picture at the national branch managers conference held recently. Against the sales target of 925,000,000 yen (\$2,569,444) the

disk firm achieved sales of yen 979,000,000 (\$2,719,444) as of Jan. 20. This is a gain of 11 per cent over the quota. If the estimated sales during February are added, the total amount will reach well over 1,100,000,000 yen (\$3,055,555), and will show an increase of 35 per cent over last year's period. This is the highest business ever attained by the firm.

Besides a great number of Japanese smash hits, Carmen Cavallaro's album "The World for Two," Sam Taylor's LP "Blues in Fog," and singles such as Len Barry's "1, 2, 3," Sam Taylor's "Red Glass" and the Clee-Shays' "Napoleon Solo" were most potential in enhancing Teichiku's sales. Both Carmen Cavallaro and Sam Taylor maintain the highest popularity in Japan due to their repeated visits. They have recorded numerous Japanese pop songs.

The ratio of international disks sold against Japanese counterparts was 31 per cent to 69 per cent. International platters sold 19 per cent less than its original quota of 40 per cent of the total sales, yet internationals sold 70,000,000 yen (\$194,444) more than the same period last year.

EMI UPS SINGLES' PRICE, OTHER FIRMS TO FOLLOW

LONDON—EMI leads a British price increase for singles this week. Disks go up from 92 cents to \$1. All other companies were expected to follow, since Britain has always had a standard price for singles.

Thirteen cents of the new price (an increase of just over 1 cent) is government purchase tax. The price increase is the first since July 1963. EP's and LP's are not affected.

A director of British Decca, William Townsley, said his company was considering a similar increase. He explained, "There are many contributory factors. The current trend in singles is to have big musical backings and it is very expensive to make this kind of record—musicians union rates went up 30 per cent last November.

"The volume of singles sales has gone down considerably in the last year and if we are not selling as many singles obviously the price of the product must go up. We still maintain that pirate radio is largely to blame for the falling singles demand."

Bel Air Moving Ahead

PARIS — The future of the Bel Air record company, the subject of conflicting rumors for some months, is completely secure.

This was affirmed by Nicole Barclay in an exclusive interview with Billboard last week.

Bel Air, the company founded in 1959 by Nicole and Eddie Barclay before their divorce in 1963, was taken over by Nicole Barclay in 1964 as part of the divorce settlement.

Problems arose because the company's premises at Courbevoie, just outside Paris, had been set up to handle a business with a \$10 million turnover. But after the settlement the Bel Air turnover was reduced to \$4 million which meant that the overhead was too high.

To give herself breathing space Nicole Barclay asked the Commercial Court to set up a creditors' subsidiary company—known here as a Societe de

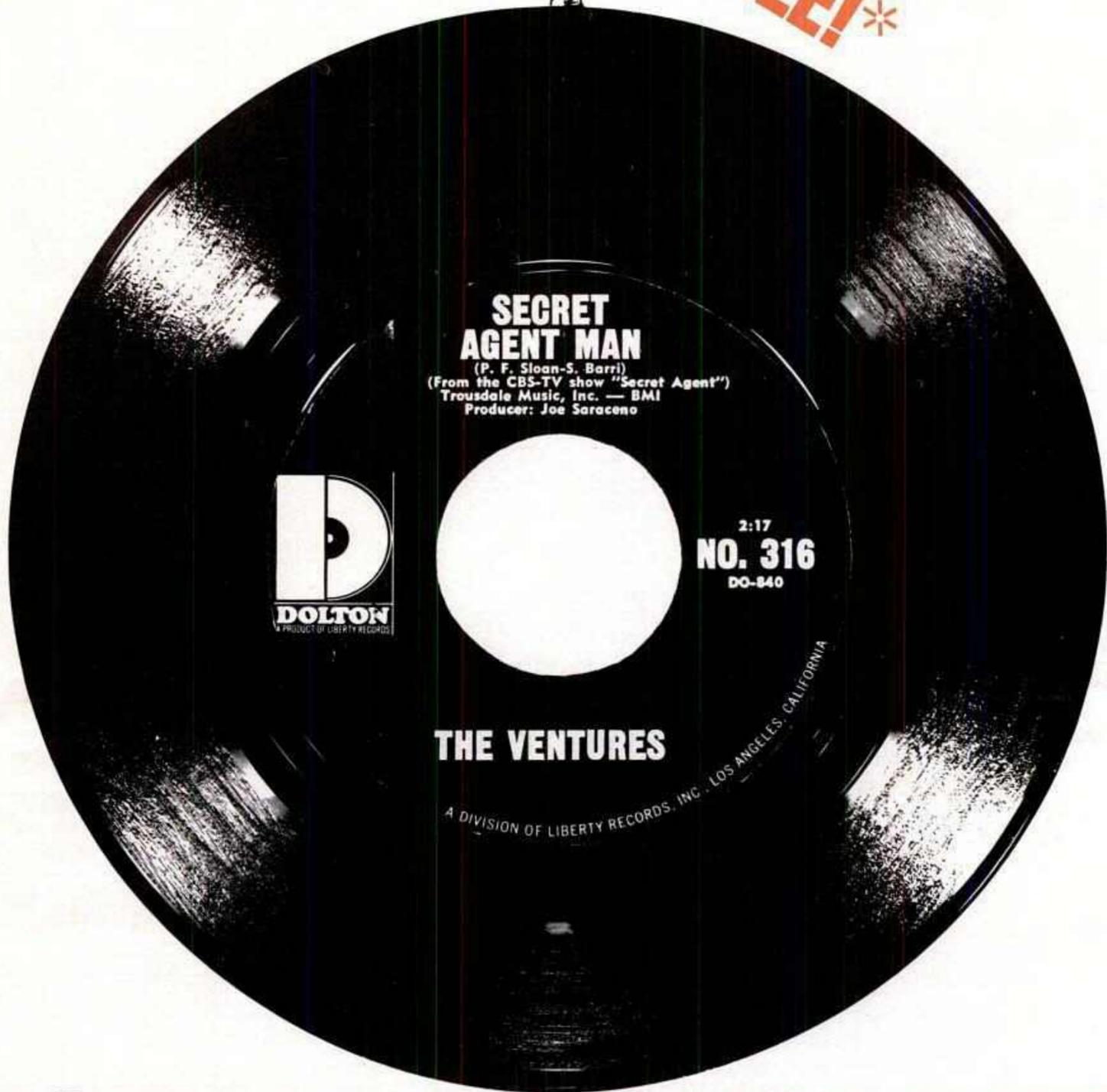
Gerance—to run the company. Under French law this new company takes over the assets but not the liabilities.

Madame Barclay has bought most of the debts with her own money and is now the Bel Air's chief creditor. Other debts, she claims, amount to no more than \$9,000, whereas the company is in debt to her to the extent of nearly \$1 million.

The subsidiary company began operations this week and plans to build up the company's business to reach a turnover big enough to meet the high overhead.

Bel Air which distributes the Atlantic, Trident, Time and Twentieth Century-Fox labels in France has a rich and varied catalog which includes top French stars like Leny Escudero, Jean Sablon and Rika Zarai and, through American contracts, international stars like Ray Charles, Bobby Darin, the Modern Jazz Quartet, the Coasters, the Drifters, Ben E. King and Wilson Pickett.

**EXPLOSIVE! HIT!
SINGLE!***



'SECRET AGENT MAN' THE VENTURES # 316



*To go with 22 solid hit Ventures' LP's, all of which will take a super sales surge as "SECRET AGENT MAN" climbs, climbs, climbs the charts!



MILLER INTERNATIONAL

SCHALLPLATTEN GMBH HAMBURG



Mr. Harald Kirsten
Miller International Schallplatten G.m.b.H.
7 Randstrasse
Hamburg/Stellingen, Germany

Dear Mr. Kirsten:

Apparently our success in Europe has provoked some well-deserved press plaudits and also a few misguided thoughts within the industry on the Continent. Our admirers ask "how the hell did they do it"? The ill-informed take a distorted view of our goals and purpose. This open letter should serve to clarify the situation.

Our achievements to date are based on a simple concept. An excellent product at a mass appeal price. Imaginative new product manufactured and merchandised with a maximum of efficiency.

The following is directed to those who feel we are bluffing and are to be labeled as "dumpers."

We have a new plant on the drawing boards and in machine shops here in the U.S. for the most modern integrated plant in Europe. It will have a minimum annual LP capacity of 5,000,000 records. Is this investment a bluff?

We have our own audio engineering and arranging staffs that are now engaged in the production of over 50 new LP's this year. Not "rehashed" surface noise, but new, brilliant recording created by vital, young, capable people. Is the creation of this outstanding new product being recorded for dumping?

We are building one of the most dynamic sales forces with new merchandising concepts in Europe. Is this bluffing?

We have the financial capabilities from retained earnings and fresh investment capital to carry out every point of our plans. We further have the support of two of the leading banks in Germany. Is this a bluff?

Most important is that we have the most capable group of people in Europe in our organization. And we have an attitude that is 1966.

Ask the leading retailers and satisfied buyers in the quality-conscious market of Germany why they bought over 1,500,000 of our records last year.

We will sell in Germany over 3,000,000 long plays this year.

Keep on bluffing, keep on dumping—but keep building a quality catalog that will some day be respected in every country in the world.

Sincerely,

Handwritten signature of David I. Miller

David I. Miller
American Director

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INTERNATIONAL NEWS REPORTS

German School a Training Camp for Disk Salesmen

BAYREUTH — There is romance in the German record trade — for sales personnel as well as artists. Almost any sales personnel can live in a castle with the fairy tale name "Fantaisie" while going to the German trade's professional training school.

Sponsored by the German record industry and trade, the Phonofachschule Bayreuth is beginning its third year with an expanded curriculum of training courses open to all sales personnel from the retail trade.

Courses will include record players, hi-fi, advanced disk selling, basic record selling, and specialized instruction for top sales personnel. Courses vary in length from three days to two weeks. They are conducted by a professional staff headed by Sigfrid Hoffmann,

and are all held in the Schloss Fantaisie, Bayreuth.

All retail firms are eligible to send their sales personnel to the training center. The center was established to lift the prestige of record sales personnel and to establish high standards of sales competence. It has been highly successful in this objective. The school has been particularly valuable to retail disk firms in the current period of severe labor shortage, which makes it difficult for German retail stores to find and retain trained personnel.

Retail firms credit the training center with an important role in the increasing volume of hi-fi equipment sales in Germany and the rising sales of classical music. At Bayreuth, sales personnel are trained to blend expert knowledge of their field with deft selling psychology.

PHILIPS OF FRANCE DRIVE POINTS UP PRICE CUTS

PARIS — Philips of France is launching a big publicity drive to exploit the massive price reductions made on the majority of its albums. Display advertisements have appeared and a nationwide competition has been launched, with forms distributed to record stores throughout France in order to fix the new album price of 19.95 francs (\$3.90) in the minds of record buyers.

The forms contain reproductions of 95 disk sleeves and 19 deliberate errors have been made. Competitors have to find the 19 errors.

There are 1,995 prizes to be won, including a Simca, a motorboat and a caravan. Publicity for the competition is being achieved through daily bulletins on Radio Luxembourg and through newspaper and magazine advertisements.

Meanwhile, Philips has begun a weekly one-hour series on Radio Monte-Carlo in which Andre Asseo interviews and plays the records of top Philips artists.

The program is recorded at the fashionable Club St. Hilaire in Paris each Monday night and goes out the following day at 10 p.m. Herve Villard kicked off the series. He will be followed by France Gall, Serge Gainsbourg and, eventually, all the leading Philips stars.

What's Ahead for Chile

SANTIAGO—1966 promises to be a very good year for record sales and a good year for LP's. Meanwhile, singles will have a decrease. The reason for this is in the great variety of prices established for LP's and in the new system put into action since last year. The help-yourself-system started in Chile in 1965, and, generally speak-

ing, increased sales considerably.

RCA begins 1966 with a new financial plan. 1965 was a tough year for RCA here and they have to catch up with competition. New faces in the record division of RCA assuring a greater offensive in the sales field are Jorge Rencoret, manager, and Herman Serrano, a&r director.

Philips Chilena's manager, A. J. Brakema, goes back to Holland; Arturo Rosso has been assigned to his job. Saul San Martin will continue as a&r director. 1965 was satisfactory for Philips that had among its best selling artists Palmenia Pizarro, Luis Dimas (now recording in Buenos Aires for Music Hall) and the Blue Splendors. During 1966, Philips will replace Hernan Serrano, director of Polydor, which has a national selling market.

Serrano's quitting to join RCA meant a large problem to Polydor, because 75 per cent of Polydor artists have announced their resignation and will join RCA. Among these artists were Los Cuatro Cuartos, Chilean singing group which had recently signed with Polydor.

Philips has signed Juan Carlos Gil as a&r director of Polydor. Gil is a very popular disk jockey and one of the most outstanding personalities of the popular music world here.

Japan Victor Giving 'Berets' 4-Star Pitch

TOKYO—Victor Company of Japan has just announced the start of one of the strongest sales campaigns in its history. The company expects to sell one million copies of S-Sgt. Barry Sadler's "Ballad of the Green Berets."

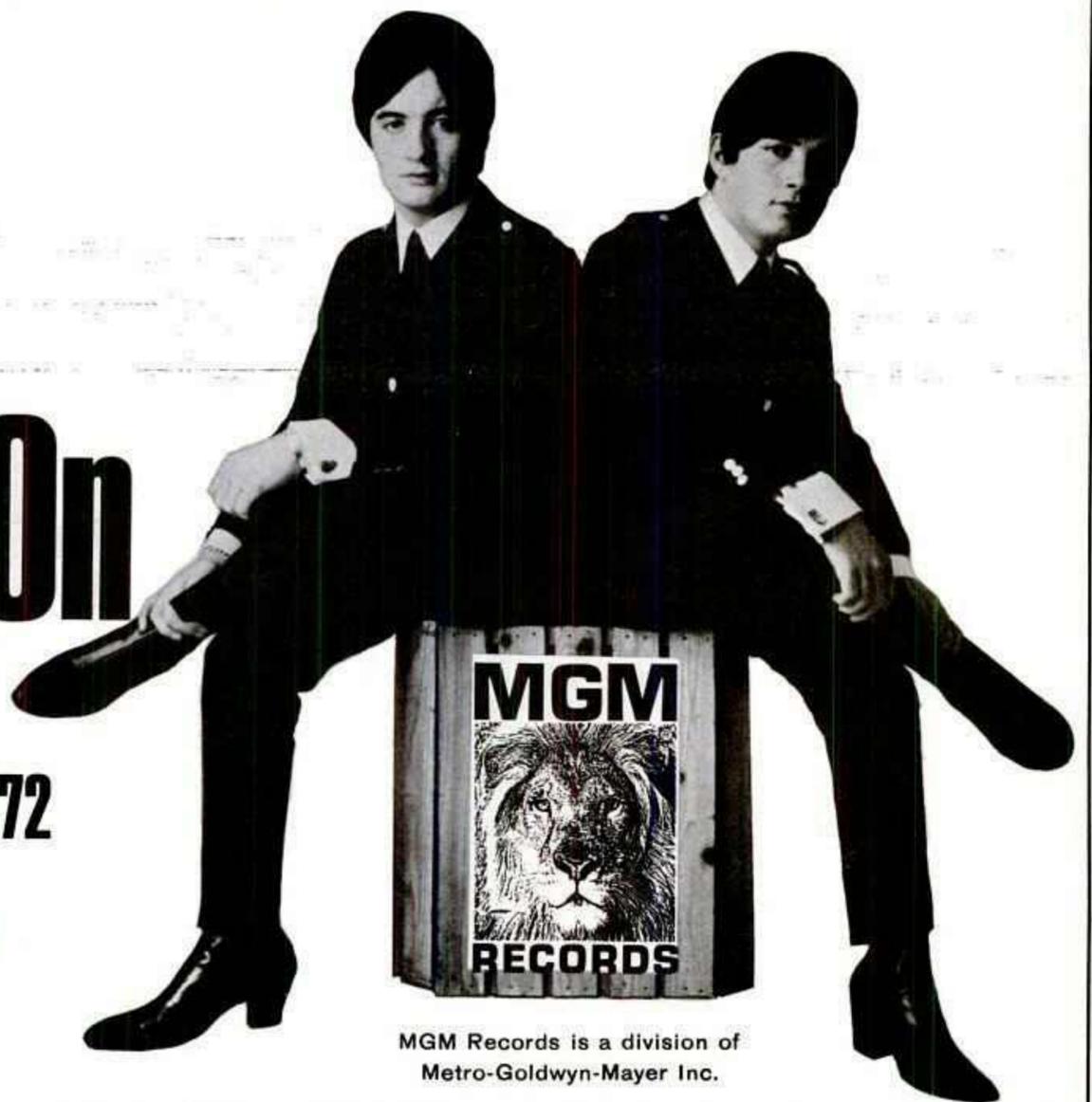
According to Takeo Koto, chief of publicity, "There is every indication at present that the folk song boom is coming to Japan. Up to this date, however, we have had no hits in this vein, with the only exception of "Where Have All the Flowers Gone" three years ago. Now we are completely set for this drive which involves publishers, radio and TV stations and of course, us."

THE CLIMB TO No. 1
POSITION BEGAN ON
HULLABALOO

Paul & Barry

Ryan
Have Pity On
The Boy K-13472

b/w **There You Go**



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

Animals Romp Behind 'Curtain'

BERLIN—Poland invited the U. K. beat group, The Animals, to a precedent-shattering tour of that Communist country, which is wild after Western music.

The lavish tour took the Animals to Warsaw (three days), Cracow (two days) and single dates in Cojowice, Fopt, Lodz and Poznan. While other Communist governments have reluctantly admitted beat groups

for limited visits, this was the first time that any Communist government officially has rolled out the Red carpet and picked up the tab.

The tour staggered everybody involved. The Polish government was appalled by the response by Polish youngsters. The youngsters flocked in from all over Poland, and the U. K. beat musicians were staggered at the Polish government's open-

handed hospitality. The Animals returned home via West Berlin, convinced that a tremendous Western music boom is in the making in Poland and other Communist countries.

"The audiences were simply fantastic," reported lead singer Eric Burdon, 24. "One boy told us he had traveled 500 miles, much of it afoot. Another said he sold his suit so he could buy a ticket. We played to all sorts of audiences, some numbering as many as 12,000. We performed in theaters, a stadium, ice rinks and music halls."

Others making up the group are Hilton Vallentine, lead guitarist; Dave Rowberry, organist; Charles Chandler, bass guitarist; John Steel, drummer.

Crowds Everywhere

The tour eventually got out of hand, Burdon said. Enthusiasm mounted to the point where authorities had trouble controlling the crowds. Then Poland imposed curbs on the movements of the group. The Polish authorities had underestimated the appeal of beat music to the Poles.

The Animals discovered that their album was selling for big money in the black market, despite the bleak economic situation. Burdon surmised that the Poles may soon be willing to negotiate royalty agreements with Western performing rights organizations.

"The demand for Western music is simply getting too big to ignore," Burdon said. "The pressure is forcing the Communist countries not only to tolerate Western music but to take steps to make it freely available on the same basis as any other mass commodity."

The Animals' experience and observations jibe with those of the German music industry, which regards virtually the entire Communist bloc as ripe for a Western music revolution.

FROM THE MUSIC CAPITALS OF THE WORLD

CHICAGO

It had to happen. A joint called The Inn Crowd is opening on East Chicago Avenue. . . . Sonny and Cher canceled less than 24 hours before their scheduled two performances at the Opera House last week. Cher had that Asiatic-type flu. Ed Pazdur has a \$5,500 loss. The 8 p.m. show went on with a stand-in act. Managers Joe De Carlo and Harry Kresky say Sonny and Cher will return for Pazdur at a discount, possibly at his big Teen Bash set for May. . . . An omnibus enterprise, New Wave Productions, has been formed by Nick Gravenites and Craig Spitz. They've released a single, they'll publish music, publish books, produce records, produce plays, promote concerts ("Fresh and far-out performances."), seek to uncover and exploit Chicago talent in any field. . . . Radio stations WSDM-FM and WJJD are winding up remarkable music-programming-change years. SDM is seriously considering some syndication offers. . . . Three-Grammy-winner Stan Getz is at the London House through March 12 playing all his MGM stuff. . . . Ex-convict Jim Adams, whose sole release ("Ballad of T. Eugene") on his own label (Danger) is shocking the Twin Cities but selling well, has netted enough for a trip to Europe. The song talks bluntly about the famous T. Eugene Thompson murder case. . . . Another church choir member has made a record: Mercury's Lorraine Ellison. . . . A WCFL Radio air appeal has harvested 20,000 custom-made valentines for Viet Nam soldiers. . . . The Orchestral Association will nationally syndicate WFMT-FM's stereo broadcasts of the Chicago Symphony on a 52-week-per-year basis beginning March 6. . . . Some 150 standees were among the throng hearing Johnny Mathis at the Music Hall in Columbus, Ohio, of a recent evening. **RAY BRACK**

COLOGNE

Deutsche Vogue is pushing Donovan, who the disk firm says is a triple-threat singer—a folk singer, a "protest" singer, and an "anti-war" singer. DV has three current Donovan releases: "Catch the Wind," "The Universal Soldier," and "What's Bin Did and What's Bin Hid." . . . Larry Finnegan has decided to join the ranks of U. S. singers recording in German for the German market. He plans to spend up to six months a year in Germany to master the language and learn the country. Finnegan's first German-language release is "Aber dich gibt es nur einmal." . . . Petula Clark's "My Love" is rocketing to the top of German hit tune lists. . . . Ditto for Briton Chris Andrews. Unknown in Germany a few months ago, Andrews has become a fixture on every German hit parade, thanks mainly to his "Yesterday Man." His latest release is "Veni, Vici, Vogui!"

There is music—and controversy—in thrillers as well as chills. A current example is the hassle over the music from Francis Durbridge's thriller "Melissa" among three German disk firms. CBS Schallplatten has just obtained an injunction from the district court at Frankfurt to prevent Philips from distributing a disk, "Melissa." CBS claims to have the only disk with the genuine music from Durbridge's German TV mystery. Meanwhile, Electrola has announced the release, on its Odeon label, of "Melissa," with music from the Durbridge thriller. "Melissa" is the hottest film German TV has had in the last year. . . . Electrola is introducing to Germany the T-Bones, which the firm bills as the ultimate in beat groups. The T-Bones offer what is termed a "beefy beat," and the evidence submitted is the group's first German release, "No Matter What Shape." . . . Electrola has assigned Walter Friedrich to full-time artist promotion and TV contracts. Fried-

(Continued on page 37)

2 'Short-Shrifted' Swedish Artists Form Own Concern

STOCKHOLM—Two young Swedish artists have formed their own record and production company because of dissatisfaction with the Swedish Radio, record companies and promoters. They seek, they said, artistic freedom and more money for their efforts.

The revolution was started by the popular entertainer-composer Cornelis Vreeswijk, who told the Swedish Radio not to play his records because some of them have been banned. Cornelis Vreeswijk told the press

that he was not satisfied with the way his record company, Metronome, was handling him.

Metronome manager Boerje Ekberg answered that the company had always helped Vreeswijk as much as possible. "They found an apartment for him in Stockholm and promoted him like their other artists," the manager said. "He made 20,000 kronor before he started with us and the next year he made 200,000. We are shocked to hear that Cornelis is not satisfied with the way we handle him."

The youths started with 20,000 kronor. Only serious artists can be shareholders in their company, Cosmopolite. So far the company consists of 20 shareholders; most of them are already signed to other record companies and are not allowed to work for Cosmopolite until their contracts are terminated. Vreeswijk has two more years with Metronome.

4-Track Recording Studio for Canada

TORONTO—May 15 has been set for the opening of the first four-track recording studio in Canada, according to Phil G. Anderson, general manager of Bay Music. He says the recording console is the first in Canada to be designed and built specifically for recording purposes while others in use are modified broadcast consoles. In addition to Ampex four-track, two-track and mono facilities, the console has a 29-input control panel, and the system is completely versatile and "floating" so that equalization, reverb and echo can be used with any or all inputs.

Arc Sound, of which Anderson is president, has contracted for sufficient time for its record production to guarantee the investment in the studio, which is worth over \$100,000. The studio will be available on a rental basis to all record companies and independent producers. The system was designed and built by Audpro Enterprises. Its two-track facilities will be in operation in mid-March.

CHELON WINS FRENCH PRIZE

PARIS—New Pathe-Marconi star Georges Chelon has been awarded the 1965 Grand Prix of the French Song Academy, voted by a jury presided over by Pierre MacOrlan.

Chelon, 23, who writes his own satirical songs in the vein of Brassens and Brel, has been in the business just over a year.

He made an impressive disk debut with an album of 12 songs, all written by himself, which won him immediate acclaim. On March 1 he began a five-week tour of France with Adamo.

HAUSE GETS DGG AWARD

HAMBURG—Nippon Gramophone, the Japanese affiliate of Deutsche Grammophon, has presented its Silver Fujiyama award to Alfred Hause, conductor of the North German Radio Network dance and tango orchestras.

Hause received the award for his service in helping introduce European tango music in Japan. Hause is renowned in Japan as the "king of tango," and his tango recordings are credited with having made the tango more popular with Japanese young people than any other European rhythm. The award was presented to Hause by Heinz Voigt, chief of Gramophone's pop music production.

New Merger for Vartan, Hallyday

PARIS—France's Mr. and Mrs. Pop Music—Sylvie Vartan and Johnny Hallyday—have signed a new management contract with Sylvie's brother, band-leader-composer-arranger Eddie Vartan, thus ending their association with impresario Johnny Stark.

Vartan said that Sylvie and Johnny felt that their interests could best be served by having a manager working full time for them. Stark manages a number of French stars, including Hugues Aufray, Mireille Mathieu and Petula Clark.

Vartan is currently negotiating a tour for Sylvie and Hallyday of the States, Canada, Japan, the Philippines and Hong Kong, and has plans to build a film career for the two stars.

18 Nations Seek Eurovision Prize

Eighteen countries will be represented in the Eurovision Song Contest to be held in Luxembourg from March 5.

The complete list of entries:

Country	Song	Composers	Orch. Leader	Artist
Germany	"Die Zeiger der Uhr"	Hans Bradtke Walter Dobschinski	Willy Berking	Margot Eskens
Luxembourg	"Ce Soir je t'Attendais"	Jacques Chaumelle Bernard Kesslair	Jean Roderes	Michelle Torr
Denmark	"Stop, Ja Stop—Ja Stop, Nens Legen Er Go"	Erik Kaare	Arne Lamberth	Ulla Pia
Yugoslavia	"Brez Besed"	Elza Buday Mojmir Sepe	Mojmir Sepe	Berta Ambroz
Norway	"Intet Er Nytt Under Solen"	Arne Bendiksen	Oivind Bergh	Ase Kleveland
Austria	"Merci Cherie"	Udo Jurgens Thomas Horbiger	Hans Hammerschmid	Udo Jurgens
France	"Chez Nous"	Jacques Plante Claude Carrere	Franck Pourcel	Dominique Walter
Italy	"Dio Come Ti Amo"	Domenico Modugno	Angelo Giacomazzi	Domenico Modugno
Ireland	"Come Back to Stay"	Rowland Soper	Noel Kelehan	Dickie Rock
Belgium	"Un Peu de Poivre, un Peu de Sel"	Philippe van Cauwenbergh Paul Quintens	Jean Roderes	Tonia
Portugal	"Ele e Ela"	Carlos Canelhas	Jorge Costa Pinto	Madalena Iglesias
Switzerland	"Ne Vois-Tu Pas"	Roland Schweizer Pierre Brenner	Jean Roderes	Madeleine Pascal
Spain	"Yo Soy Aquel"	Manuel Alejandro	Rafael Ibarbia	Raphael
Finland	"Play Boy"	Ossi Runne	Ossi Runne	Ann Christine Nystroen
United Kingdom	"A Man Without Love"	Peter Callander Cyril Ornadel	Harry Rabinowitz	Kenneth McKellar
Holland	"Fernando en Filippo"	Gerrit den Braber Kees de Bruyn	Dolf van der Linden	Milly Scott
Monaco	"Bien Plus Fort"	Jean-Max Riviere Gerard Bourgeois	Alain Goraguer	Tereza
Sweden	"Nygammal Vals—Eller Hip Man Svinaherde"	Bjorn Lindroth Bengt Arne Wallin	Gert Ove Andersson	Lily Lindfors and Svante Thuresson



EUROVISION SONG CONTEST 1966
PORTUGAL PRESENTS

MADALENA IGLESIAS

WITH HER GREATEST HIT

EL Y ELLA (He and she)

(Canelhas)

c/w **MANUEL BENITEZ "EL CORDOBES"**

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ARGENTINA

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This Week	Last Week	Title	Artist
1	2	LA PLAYA	Claude Chiari (Odeon); Aldo Perricone (RCA); *Nancy Li (CBS); *Lucio Milena (Disc Jockey); *Dany Montano (Music Hall)—Korn
2	4	SI TU NO FUERAS TAN LINDA	Fred Bongusto/Gianni Ferrio (Fermata); Aldo Perricone (RCA); *Carlos Guillermo (CBS)—Fermata
3	1	AVEC	Charles Aznavour (Spanish Version) (Barclay); Franck Pourcel (Odeon); *Lucio Milena (Disc Jockey); *Elio Roca (Polydor)—Korn
4	3	HELP!	The Beatles (Odeon); *Violeta Rivas (RCA); *Los Buhos (CBS)—Fermata
5	8	AL LADO	*Palito Ortega (RCA)—Korn
6	10	GUANTANAMERA	Pete Seeger (CBS); *Marfil (Music Hall); Luis Bravo (Philips); *Mr. Trombone (CBS)
7	5	UN SABOR A MIEL	Herb Alpert y Los Tijuana Brass (Fermata); *Los Iracundos (RCA); *Richard Davis (Microfon)—Korn
8	6	LA LUNA Y EL MAR/RIO MAMORE	(LP)—Cuarteto Imperial (CBS)—Melograf
9	14	ESO SERIA HERMOSO	Richard Anthony (Odeon)
10	11	SI FA SERA	Gianni Morandi (RCA)—Relay

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DAY TRIPPER	The Beatles (Parlophone)—Leeds
2	2	BARBARA ANN	The Beach Boys (Capitol)
3	6	SOME SUNDAY MORNING	Wayne Newton (Capitol)—Chappells
4	4	A MUST TO AVOID	Herman's Hermits (Columbia)
5	3	THE CARNIVAL IS OVER	The Seekers (Columbia)—Chappells
6	8	SOUNDS OF SILENCE	Simon & Garfunkel (CBS)—Essex
7	—	WOMEN	*The Easybeats (Parlophone)—Alberts
8	7	TENNESSEE WALTZ	*Roy Brown & Whispers (Festival-Leedon)—Allans
9	5	LOVE LETTERS	*Billy Thorpe (Parlophone)—Chappells
10	10	LINDA LU	*The Id (Spin)

BRITAIN

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

This Week	Last Week	Title	Artist
1	4	19th NERVOUS BREAKDOWN	*Rolling Stones (Decca)—Mirage Music
2	1	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—Mecolico
3	2	YOU WERE ON MY MIND	*Crispian St. Peters (Decca)—Blossom Music
4	7	A GROOVY KIND OF LOVE	*Mindbenders (Fontana)—Screen Gems Columbia Music
5	13	MY LOVE	*Petula Clark (Pye)—Welbeck Music
6	5	LOVE'S JUST A BROKEN HEART	*Cilla Black (Parlophone)—Belinda
7	3	MICHELLE	*Overlanders (Pye)—Northern Songs
8	10	MIRROR, MIRROR	*Pinkerton's Assorted Colours (Decca)—King Music
9	6	SPANISH FLEA	Herb Alpert & the Tijuana Brass (Pye Int.)—Burlington
10	—	INSIDE LOOKING OUT	*Animals (Decca)—Essex Music
10	11	TOMORROW	*Sandie Shaw (Pye)—Glissando
12	19	SHA-LA-LA-LA-LEE	*Small Faces (Decca)—Belinda/Lynch
13	14	UP TIGHT	Stevie Wonder (Tamla Motown)—Belinda Music
14	9	SECOND HAND ROSE	Barbra Streisand (CBS)—Keith Prowse
15	8	KEEP ON RUNNING	*Spencer Davis (Fontana)—Island Music
16	18	LITTLE BY LITTLE	*Dusty Springfield (Philips)—Raintree Music
17	—	BARBARA ANN	Beach Boys (Capitol)—Planetary

18	21	GIRL	*St. Louis Union (Decca)—Northern Songs
19	20	GIRL	*Truth (Pye)—Northern Songs
20	—	YOU'VE COME BACK	*P. J. Proby (Liberty)—Maribus Music
21	22	THINK	*Chris Farlowe (Immediate)—Mirage Music
22	24	GET OUT OF MY LIFE WOMAN	Lee Dorsey (Stateside)—Ardmore & Beechwood
23	—	THIS GOLDEN RING	*Fortunes (Decca)—Mills Music
24	17	LIKE A BABY	Len Barry (Brunswick)—Leeds Music
25	26	THE HARD WAY	*Nashville Teens (Decca)—Munny Music
26	—	MAKE THE WORLD GO AWAY	Eddy Arnold (RCA)—Acuff-Rose
27	—	BACKSTAGE	Gene Pitney (Stateside)—Bron Music
28	15	MY GIRL	Otis Redding (Atlantic)—Belinda
29	11	A MUST TO AVOID	Herman's Hermits (Columbia)—Dick James Music
29	22	HAVE PITY ON THE BOY	*Paul and Barry Ryan (Decca)—Donna Music
29	—	JENNY TAKE A RIDE	Mitch Ryder & Detroit Wheels (Stateside)—Ardmore & Beechwood

CANADA

This Week	Last Week	Title	Artist
1	2	MY WORLD IS EMPTY WITHOUT YOU	Supremes (Tamla-Motown)
2	6	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)
3	1	MY LOVE	Petula Clark (Warner Bros.)
4	3	BARBARA ANN	Beach Boys (Capitol)
5	4	LIGHTNIN' STRIKES	Lou Christie (MGM)
6	5	WELL RESPECTED MAN	Kinks (Reprise)
7	—	MICHELLE	David and Jonathan (Capitol)
8	—	ZORBA THE GREEK/TIJUANA TAXI	Herb Alpert & the Tijuana Brass (Quality)
9	—	CALIFORNIA DREAMIN'	Mama's & Papa's (RCA Victor)
10	9	DID YOU EVER HAVE TO MAKE UP YOUR MIND	Lovin' Spoonful (Kama Sutra)

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	—	WHILE I'M AWAY	Bobby Curtola (Tartan)
2	—	RAINBOWS	Terry Black (Arc)
3	—	BELIEVE ME	The Guess Who's (Quality)

EIRE

This Week	Last Week	Title	Artist
1	—	THESE BOOTS ARE MADE FOR WALKIN'	Nancy Sinatra (Reprise)—MCPS
2	1	OLD MAN TROUBLE	Royal Blues (Parlophone)—Tin Pan Alley
3	—	19th NERVOUS BREAKDOWN	Rolling Stones (Decca)
4	2	LOVELY LEITRIM	Mighty Avons (King)—Copyright Control
5	—	YOU WERE ON MY MIND	Crispian St. Peters (Decca)—Blossom
6	7	MICHELLE	Overlanders (Pye)—Northern Songs Ltd.
7	10	SPANISH FLEA	Tijuana Brass (Pye)—Burlington
8	—	LOVE IS JUST A BROKEN HEART	Cilla Black (Parlophone)—Belinda
9	3	ONE KISS FOR OLD TIMES' SAKE	Miami (Pye)—T.M. Music
10	—	IF I HAD MY LIFE TO LIVE OVER	The Cadets (Pye)

FLEMISH BELGIUM

Two Weeks Ago	This Week	Title	Artist
1	—	MICHELLE	The Beatles (Parlophone)—Agence Internationale Musicale
2	2	LES MARIONNETTES	Christophe (A.Z.)—Madeleine
3	1	SING C'EST LA VIE	Sonny & Cher (Atco)—Belinda
4	—	MICHELLE	The Overlanders (Vogue)—Ag. Mus. Intern.
5	—	JE TE DONNE MON COEUR	Claudia Sylva (Decca)

6	—	TO WHOM IT CONCERNS	Chris Andrews (Vogue)—Ag. Musicale Internationale
7	—	A TASTE OF HONEY	Herb Alpert (London)
8	3	YESTERDAY MAN	Chris Andrews (Vogue)—Eds. Bens
9	—	THUNDERBALL	Tom Jones (Decca)
10	5	DAY TRIPPER	The Beatles (Parlophone)—Ag. Mus. Int.

FRANCE

This Week	Last Week	Title	Artist
1	1	MICHELLE	The Beatles (Odeon)—AMI
2	2	LE FOLKLORE AMERICAIN	Sheila (Philips)—Bagatelle
3	5	MONSIEUR CANNIBALE	Sacha Distel (Voix de son Maitre)—Prosatis
4	3	LE JOUET EXTRAORDINAIRE	Claude Francois (Philips)—Olympia
5	6	POTEMKINE	Jean Ferrat (Barclay)—Halleluya
6	8	ET S'IL N'EN RESTE QU'UN	Eddy Mitchell (Barclay)—Semi
7	9	LES MARIONNETTES	Christophe (A.Z.)—Jacques Plante
8	10	LA BOHEME	Charles Aznavour (Barclay)—French Music
9	4	MON COEUR D'ATTACHE	Enrico Macias (Pathe)
10	—	LE DIABLE ME PARDONNE	Johnny Hallyday (Philips)—Labrador

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	4	MICHELLE	The Beatles (Parlophone); The Overlanders (Pye)—Leeds Holland/Basart
2	1	WE CAN WORK IT OUT/DAY TRIPPER	The Beatles (Parlophone)—Leeds Holland/Basart
3	2	THAT DAY	*The Golden Earrings (Polydor)—Impala/Basart
4	3	THIS STRANGE EFFECT	Dave Berry (Decca)—Ed. Altona
5	6	'N GLAASJE MADEIRA M'DEAR	*Ted de Braak (Barclay)
6	7	TO WHOM IT CONCERNS	Chris Andrews (Vogue)—Ed. Basart
7	5	TILL THE END OF THE DAY	The Kinks (Pye)—Ed. Belinda
8	8	MARMOR STEIN UND EISEN BRICHT	Drafi Deutscher (Decca); *Trea Dobbs (Decca)—Ed. Portengen
9	10	IK HEB GEEN ZIN OM OP TE STAAN	*Het (Fontana)—Impala/Basart
10	—	SOUNDS OF SILENCE	Simon & Garfunkel (CBS)

HONG KONG

This Week	Last Week	Title	Artist
1	1	DAY TRIPPER	The Beatles (Parlophone)
2	3	PUPPET ON A STRING	Elvis Presley (RCA Victor)
3	2	TURN, TURN, TURN	The Byrds (CBS)
4	4	THE CARNIVAL IS OVER	The Seekers (Columbia)
5	—	BARBARA ANN	The Beach Boys (Capitol)
6	5	I FOUND A GIRL	Jan and Dean (Liberty)
7	—	BABY I'M YOURS	Peter and Gordon (Columbia)
8	6	LEAVE A LITTLE LOVE	Lulu (British Decca)
9	7	LA BAMBA	The Ventures (Liberty)
10	8	FIVE HUNDRED MILES	Peter and Gordon (Columbia)

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	7	NESSUNO MI PUO GIUDICARE	*Gene Pitney (Musicor)
2	3	IL RAGAZZO DELLA VIA GLUCK	*Adriano Celentano (Clan)
3	1	DIO COME TI AMO	*Domenico Modugno (Curci)
4	2	NESSUNO MI PUO GIUDICARE	*Caterina Caselli (CGD)
5	4	IN UN FIORE	*Wilma Goich (Ricordi)
6	—	MAI MAI MAI VALENTINA	*Pat Boone (Dot)
7	5	DIO COME TI AMO	*Gigliola Cinquetti (CGD)
8	—	IN UN FIORE	*Surfs (Festival)

9	6	IO TI DARO DI PIU	*Ornella Vanoni (Ricordi)
10	—	COSI COME VIENE	*Surfs (Festival)
11	—	QUESTA VOLTA	*Bobby Solo (Ricordi)
12	14	ADESSO SI	*Sergio Endrigo (Cetra)
13	9	COSI COME VIENE	*Remo Germani (Jolly)
14	—	UNA CASA IN CIMA AL MONDO	*Claudio Villa (Cetra)
15	8	MAI MAI MAI VALENTINA	*Giorgio Gaber (Ri Fi)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—JASRAC
2	2	NAMIDA NO RENRAKUSEN	*Miyako Harumi (Columbia)—JASRAC
3	—	AITAKUTE AITAKUTE	*Sono Mari (Polydor)—JASRAC (Watanabe)
4	4	DON'T LET ME BE MISUNDERSTOOD	The Animals (Odeon)—Aberback Tokyo
5	7	TOKYO NAGAREMONO	*Takekoshi Hiroko (King)—JASRAC
6	5	AKAI GLASS	*Ai George & Shima Chinami (Teichiku)—JASRAC
7	—	KARAJISHI BOTAN	*Takakura Ken (King)—JASRAC
8	10	KOIGOKORO	*Kishi Yoko (King)—Toshiba
9	3	SAYONARAWA DANCE NO ATONI	*Baisho Chieko (King)—JASRAC
10	6	LA PLAYA	Claudio Ciari (Odeon); Greame Bartlett (Philips)—Toshiba

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	QUERO QUE VA' TUDO PRO INFERNO	*Roberto Carlos (CBS)
2	2	HELP!	The Beatles (Odeon)
3	—	WHIPPED CREAM	Herb Alpert and the Tijuana Brass (AM-Fermata)
4	3	IO CHE NO VIVO SENZA TE	Pino Donaggio (Odeon); Richard Anthony (Odeon)
5	8	UM GRANDE AMOR	*Jerry Adriani (CBS)
6	6	PESCARIA	*Erasmus Carlos (RGE)
7	—	ZAMBI	*Edu Lobo (Elenco); Ellis Regina (Philips)
8	5	IL SILENZIO	Dalida (RGE-Barclay)
9	4	QUERIDA	*Jerry Adriani (CBS)
10	—	FEITINHA PRO POETA	*Jongo Trio (Farroupilha)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	ES LUPE (Hang on Sloopy)	*Los Johnny Jets (CBS)—Grever
2	2	MAZATLAN	*Mike Laure (Musart)—Pham
3	1	POR LAS CALLES DE MEXICO	*Sonora Santanera (CBS)—Emmi
4	4	QUE VA (La mentira)	*Javier Solis (CBS)
5	6	TRIUNFAMOS	*Los Panchos (CBS)—Campei
6	7	THE LAST ROUND UP	Cliffie Stone (Capitol)—Pending
7	9	MARIA NOMAS	Cliff Richard (Capitol)—Pending
8	8	ZORBAS DANCE	Trio From Athens (Gamma)—Pending
9	5	HELP!	The Beatles (Capitol)—Pending
10	10	LA MENTIRA	*Pepe Jara (RCA)—Campei

NORWAY

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	MICHELLE	Overlanders (Pye)—Edition Lyche
2	1	YOU WERE ON MY MIND	Barry McGuire (RCA Victor)—Gehrman
3	4	HJEM (Home on the Range)	*Kirsti Sparboe (Triola)—Bendiksen
4	—	MICHELLE	Beatles (Parlophone)—Edition Lyche
5	6	A MUST TO AVOID	Herman's Hermits (Columbia)—Sweden Music/Stig Anderson
6	3	DAY TRIPPER	Beatles (Parlophone)—Edition Lyche
7	5	KEEP ON RUNNING	Spencer Davis Group (Sonet)

8	7	THE CARNIVAL IS OVER	Seekers (Columbia)—Sweden Music/Stig Anderson
9	8	TILL THE END OF THE DAY	Kinks (Pye)—Krassner Music
10	10	MOT UKJENT STED	*Vanguards (Triola)—Bendiksen
10	—	SAG INTE NEJ	Sven-Ingvars (Philips)—Seven Brothers

PHILIPPINES

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

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	QUERO QUE VA' TUDO PRO INFERNO	*Roberto Carlos (CBS)
2	2	HELP!	The Beatles (Odeon)
3	—	WHIPPED CREAM	Herb Alpert and the Tijuana Brass (AM-Fermata)
4	3	IO CHE NO VIVO SENZA TE	Pino Donaggio (Odeon); Richard Anthony (Odeon)
5	8	UM GRANDE AMOR	*Jerry Adriani (CBS)
6	6	PESCARIA	*Erasmus Carlos (RGE)
7	—	ZAMBI	*Edu Lobo (Elenco); Ellis Regina (Philips)
8	5	IL SILENZIO	Dalida (RGE-Barclay)
9	4	QUERIDA	*Jerry Adriani (CBS)
10	—	FEITINHA PRO POETA	*Jongo Trio (Farroupilha)

SINGAPORE

*Denotes local origin

A BILLBOARD REPORT

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Compact Size: 8½" W x 3½" H x 7½" D

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Tape CARtridge Market:

What Is It?

A new industry has burst upon the scene—and it packs the combined wallop of both the entertainment and automotive fields from which it springs.

The tape CARtridge concept makes recorded entertainment available to the consumer on a far broader and more flexible scale than ever before. It offers "music for people on the go," as George Marek so aptly called it when he announced RCA Victor's entry into the field a year ago.

Its potential appears limitless, if one listens to those who have already stepped into the fray. To the regular record dealer, it promises a broad new market to supply playback-equipped car owners with cartridges. It also opens new sales fields for those dealers to cash in on the growing demand by handling playbacks in addition to the cartridges.

Record Dealers

A number of record dealers are already in the market as are record distributors and rack jobbers. Many more are certain to follow.

The automobile field has already called the cartridge the hottest item in years.

The cartridge business first flexed its muscles some four years ago in Los Angeles when Earl Muntz first started assembling playbacks, installing them in cars, and selling whatever music he could license. Impressed with the brisk business he was doing, it spread to isolated spots in Texas and Florida. Even such giants as Boston's Automatic Radio jumped aboard, and started making playbacks.

First Breakthrough

But the first national breakthrough came just a year ago, when Lear Jet Corp. and RCA Victor, after

Who's in It?

several years of joint research and development, sold Ford Motor Co. on the idea. Ford as far back as a decade ago seriously eyed the various cartridge systems developed by Bernard Cusino and George Eash. For various reasons, Ford held back in those days.

This time Ford moved. With the RCA Victor Records catalog at its disposal and the newly developed Lear Jet eight-track cartridge in hand, it assigned Motorola to start manufacturing playback units for the 1966 models. Ford moved as only a major car manufacturer moves when it goes all out in launching a new



TWO CARTRIDGE PIONEERS: RCA Victor's George Marek and Lear Jet's Bill Lear listen to a Stereo-8 CARtridge.

What's Its Future?

product—complete with a full-scale ad campaign on TV and in mass circulation print media. The rest is history.

Chrysler Motors soon followed. According to the latest reports from Detroit, General Motors—No. 1 in car production volume—is now tooling up for its 1967 line.

The Home Market

The cartridge industry is here, as far as the automotive side goes. Several manufacturers are now making home units, anticipating the fact that the consumer is going to want to play his cartridge collection in the home.

Where is the market going? Who will sell cartridges? Who will handle playbacks?

According to present indications, the lion's share of tape packs will be sold through the established record channels—record dealers and rack jobbers. According to RCA Victor's Irwin Tarr, approximately 80 per cent of recorded product is adhering to the established disk marketing channels. The remainder is going to outlets—automotive and others—where playback units are sold, to satisfy the customer's immediate need for something to hear. Tarr's estimate bears out the feeling of numerous other suppliers.

Conversely, most of the playbacks are now being handled through automotive and outlets specializing in installations. A number of record dealers are selling playbacks. Some handle their own installations. Others have concluded arrangements with nearby shops to handle this phase.

The race is on, with various types of retailers eager for a share of the market.

Malamud: New Field Opening for Merchandisers

NEW YORK—The tape CARtridge opens an entirely new area of distribution for the record merchandiser.

This is the view of Jules Malamud, executive director of the National Association of Record Merchandisers, the trade organization representing the fastest growing segment of the record industry.

Malamud predicted that the intelligent record merchandiser will get into the cartridge field. He added the admonition: "If the record merchandisers do not get into this field, others will—just as happened with records and rack jobbers."

The NARM executive director, stating that his segment of the record industry was at its peak, added significantly: "But we are not finished; we must not stand still for that invites decline whereas dynamic action presages progress. A big factor in the immediate future is the tape cartridge. It will be sold

in many of the same locations now handled by rack jobbers, plus additional locations.

I believe that between now and the early 1970's the tape cartridge will have developed into a tremendous piece of merchandise. It will be great in the automobile alone; but if it can also be used in the home, it will be that much more phenomenal.

"There is no reason why the entire industry should not share in the prosperity the cartridge will bring. . . . It will mean an added plus for all . . . from the manufacturer to the dealer, through to the creators. For after all, it is an adaptation of the same audio product.

Malamud, in affirming that the cartridge opens a new era of distribution for the record merchandiser, also noted the strong possibility that it would be carried by auto supply outlets. Some rack jobbers, he said, are already stocking cartridges.

NEW DEPARTMENT

With this Special Industry Report, Billboard, which has covered the tape CARtridge development since its inception, announces the addition of a Tape CARtridge Department to its regular weekly issues. This department will commence with next week's edition.



BRIG. GENERAL DAVID SARNOFF, chairman of the board, Radio Corporation of America, who in his recent stockholders' report predicted a glowing future for Tape CARtridge industry.

General Motors Is Making 8-Track Units for 1967 Line

DETROIT — The General Motors Corp. through its Delco Division, is currently making auto tapes systems which will provide eight-track stereo tape playback units for certain models of the 1967 line, Billboard learned recently.

Sources close to GM indicated that Chevrolet will definitely carry factory-installed CARtridge playback units as optional equipment in its 1967 models, and might even jump the gun by introducing the playback systems with some of its 1966 models in late spring or early summer of this year.

The GM-Delco system will be compatible with the eight-track RCA-Ford music concept which has been successfully introduced during the past year.

Informed sources indicated that Delco has been testing various types of cartridges systems for more than a year and that it made its decision to go the eight-track route last fall. The com-

pany wanted to be sure it could make a quality product—one that could be backed up with a two-year warranty, it was reported.

Delco reportedly turned down bids last year from both Lear-Jet and Orrtronics, companies who were interested in selling their prototype units to GM, and decided to build its own system. The Delco unit incorporates various modifications and improvements which, according to Delco, will provide "sufficiently high quality" for automobile needs.

Reportedly, GM also has an understanding with at least one of the major record companies, similar to the Ford-RCA agreement, to provide music to customers buying cars with the tape system. The record company, in turn, has established a working agreement with a cartridge manufacturer, similar to the RCA-Lear arrangement, to produce (Continued on TC-32)

Amerline, Plastics Giant, Enters Arena With Its Own CARtridges

CHICAGO—The Amerline Corp., a leading supplier of endless tape CARtridges, reels and containers to the magnetic tape industries, has announced its entry into the cartridge market. It will manufacture a cartridge for use in the Ford player made by Motorola Corp. and all other players having the same dimensional standards.

Amerline officials informed Billboard that their cartridge has the following new features:

1. A "100 per cent tape lock," said to eliminate tape spillage, loose turns and tape hang-up problems.

2. "Screwlock construction," which designers claim assures permanent alignment of tape path, provides for ease in assembly and accessibility for pressure roller cleaning.

3. "Curved contours," in compliance with auto makers' desire to remove sharp corners from car dash panels.

4. "Precision pressure roller" which is said to

provide low-flutter performance.

5. "Hyperbolic hub," which, Amerline claims, assures smooth tape flow and longer tape wear. Amerline, which has long supplied tape cartridges to the broadcast and educational industries, is also a prime contractor with such companies as IBM, RCA, Honeywell, Ampex, Univac, Burroughs and others for highly sophisticated computer tape reels. Amerline also manufactures a complete line of reels for the tape recording industry.

The new Amerline cartridges are covered by patents number 3,030,041, 2,921,787, 2,911,215, with other patents pending.

Company vice-president Arnold Hultgren told Billboard that Amerline's present eight-track cartridge commitments are "staggering." All major and independent record companies and machine manufacturers have expressed their interest with Amerline's entry into this important field," he said.

"The Amerline cartridge is being offered to record

companies and duplicators at competitive prices," declared audible range products sales manager Frank Glaubitz. "Tooling is progressing, with first production samples early in March and volume production scheduled for April. Additional tooling will assure even greater production by July to meet increased needs."

Glaubitz also reported that, "Record companies and duplicators have placed substantial orders for immediate delivery."

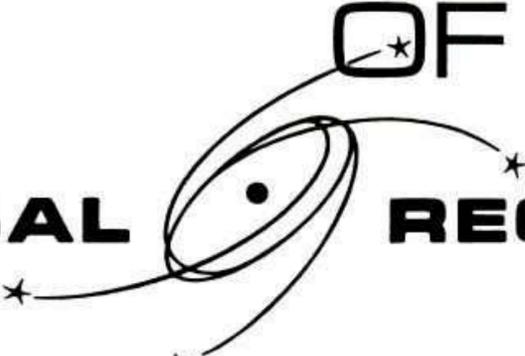
Amerline Corp. was founded in 1939 as American Molded Products Co. by Charles E. Caestecker, its president. The company went public in 1961, adopting its present name.

In March 1965 Amerline was acquired by Revlon, Inc., as a wholly owned subsidiary to engineer and manufacture products for the cosmetic field.

Caestecker told Billboard: "Revlon's interest in the Amerline cartridge is of such magnitude that no expense will be spared to enable Amerline to produce the best cartridge and provide the best service."

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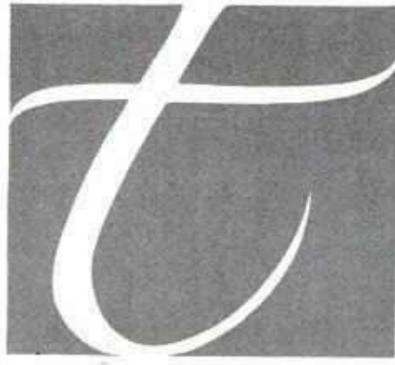


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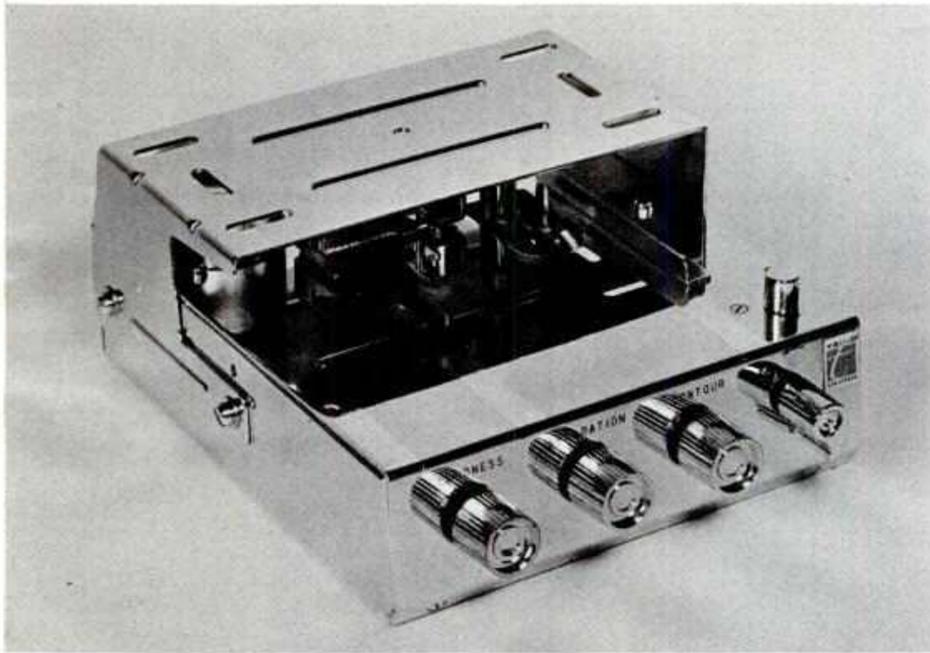


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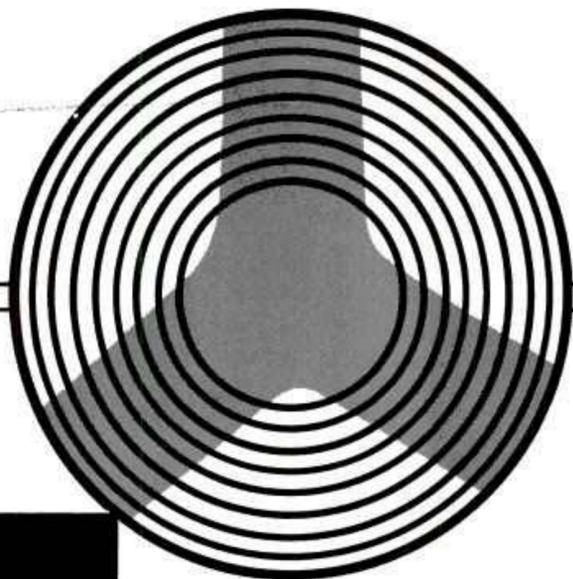
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Lovely Lassies and Tape Bars Lure CARtridge Buyers



MAIN TAPE CITY sales center in Los Angeles with drive-in sales and installation facilities.



SALESMAN DEMONSTRATES playback unit in prospect's car.

LOS ANGELES—Drive-in tape bars and beautiful girls in tight costumes are two forms of incentive—or pleasure—attracting car tape customers here.

The beautiful gals belong to Muntz Stereo-Pak dealers in select locations. The drive-in store is the headquarters location for the developing Tape City chain.

Salesgirls who wait on customers at Muntz's independently owned dealerships are called "tape bar girls," a term which may evolve with the growth of the new industry. It is these personnel who are attired in attractive costumes.

Dan Shore, one of the owners of a Muntz installation CARtridge sales center on Sunset Boulevard in Hollywood, says he has his girls frequently change costumes. The girls started out wearing red tights and then shifted to red tight slacks and black blouses. Come summer and customers will see shorts and gams and always a friendly smile. Shore and his partners plan opening stores on the Sunset Strip and in the Crenshaw Shopping Center area by April 1. There are 18 independently owned Muntz installation centers in the Los Angeles Orange County area.

"We're happy to allow a customer to listen to a tape in a private booth," explained Shore. "We will loan them a Lincoln to drive around and listen to the system. They can ride all day if they wish. They leave their car with us, of course," he interjected with a smile.

The Sunset Boulevard section of Los Angeles is a high-density traffic area and the store is open until midnight. From 11 to closing, a young crowd troops in and starts auditioning tapes, Shore says. Business is very good at that hour.

Among the most unusual installations on record at the Sunset store are a hearse and a Model T Ford. Muntz's tape library includes two lines of funeral music, Dove and Raynette. A hearse may be installed with external speaker jacks with loudspeakers placed outside the sedan playing specially cued selections at graveside.

Besides carrying Muntz's extensive library, Muntz dealers have begun handling RCA Stereo eight-packs, but there hasn't been any great consumer rushes yet for this product.

The dealerships tend to favor displaying the large Muntz cartoon character as an eye-catching logo. Muntz has blow-ups of favorable newspaper articles prominently displayed both inside and outside the main selling area.

The installation centers operate on a production line basis, with a complete unit installed in less than an hour. All installation people are trained at Muntz's Van Nuys factory. (Out-of-State dealers usually send someone who relays this information back to the other staffers.)

Muntz's busiest Sunset location is within a half mile of the first Tape City drive-in establishment. The outlet, which was previously tied exclusively to Autostereo, is now selling four-track ITCC, Craig, Music-tapes and hopes to also handle eight-trackers. TC sells three Autostereo playback units, the MP6 (\$89.95) with three watts per channel; the MP8 (\$139.50) and MC8 (\$159.50) with eight watts per channel. Additional models will be sold in the future by other manufacturers.

The tape library is housed in the main facility, an installation garage is located behind this building.

Stereo headsets at the tape bar enable a customer to audition cartridges. Wall speakers emote music from available cartridges. The intention is to build a chain of Tape Cities around the country as total stereo service centers.

A new distributing company, Sonic Devices, headed by Dick Danielson, formerly of Muntz Autostereo, and Autostereo, has been formed and is now Autostereo's Southern California-Arizona distributor.

It is understood that following the recent purchase of one third of Autostereo by Defiance Industries, an Eastern firm, problems have arisen on the management level, with Defiance holding the duplicating equipment and Autostereo the master tapes, which has slowed down their expansion plans.

Pic-a-Tune In Full Scale CARtridge, Playback Push

SAN FRANCISCO—Playback units and CARtridges for the car tape field are being distributed and sold by every facet of the Dave Watson-headed record distribution operation here.

Pic-A-Tune, a rack, is an exclusive Northern California distributor for Lear Jet Stereo 8 players and RCA Stereo 8 tapes; Western One-Stop is a non-exclusive distributor for ITCC's tape catalog, and the Eric-Mainland distributing wing is selling Lear eight-track cartridges.

The company has hired four salesmen to expressly concentrate on automotive outlets, according to Vice-President Ted Fullmer. There are 14 salesmen working for all three companies, with regular record salesmen selling cartridge tapes to their disk accounts.

The rack-one-stop-distributing concern is the first all-encompassing West Coast firm to develop an integrated marketing program for cartridge tapes.

Marketing CARtridges, Players in the Dynamic Texas Style

SAN ANTONIO—Down Texas way, where bigness is taken for granted, it is no surprise to find that Dynamic Devices, Inc., is one of the largest independent dealers in the nation of stereo tape units and CARtridges for automobiles and home use. Dynamic Devices claims the largest stereo tape cartridge library in the world. It has the largest interior-lighted plexiglass sign in the world which stands in front of the store and rises eight stories high.

The company is a pioneer in the field of stereo tape cartridge units for home and auto in Texas and in the nation.

Dynamic Devices, Inc., with George K. Mery as president, began here in May 1964 in a 20 by 40-foot store. In July of that year it moved to larger quarters, 40 by 40, and in November 1964 moved to its present location at 2625 Broadway in the geographical heart of the Alamo City. The new building has over 26,000 square feet of floor space, and 3,000 feet of warehouse space, plus a large installation area which will accom-

modate as many as 12 car installations at one time.

In May 1964 Mery employed a staff of four; today there are 28 employees in eight departments. This includes the Control Department, headed by Wayne Simroth; Music Department, Deanne Muegge; Dealer Relations Manager, Bob White; Accounting Department, Nanda Menchaca; Controller, Edward K. Mery; Floor Manager, Naim Mery; Foreign Import and Export, A. K. Mery, and Installation and Warehousing, Fred Acuna.

The nerve center of Dynamic Devices is the control desk, just inside the front entrance, for both wholesale and retail sales. All installations, work and repair orders, and custom recording orders are processed through this center.

Nearby are the retail shelves of Dynamic Device's music department where on display is the world's largest selection of pre-recorded cartridge tapes. Approximately 1,024 linear feet of display space accommodates over 12,000 individual tape cartridges. The music department

is normally staffed by four to six salespeople.

Individuals coming in to buy the stereo tape cartridges may listen to them in six sound listening booths which are occupied continuously during the sales day. There were three booths originally, and the others were added due to the huge volume of business.

The tape sales run in the neighborhood of 10,000 cartridges a month. The trend at present finds Latin music in the top ranks, followed by rock 'n' roll, instrumental and country and western music. The tape cartridges start at \$2.98.

One of the unique features in the shop area at Dynamic Devices is the Quality Control department which inspects all units and makes the necessary repairs or adjustments. This assures the customer of top performance of his equipment.

Mery sees a great future in the field of stereo tape for home and auto. During 1965 sales totaling \$1,400,000 were reported and for 1966 Mery expects to reach the \$5 million figure. (Continued on TC-32)



The large window display area, which is changed frequently to conform to holidays, special events, etc.



On the retail shelves of D. S. M.'s music department is the world's largest selection of pre-recorded CARtridge tape.



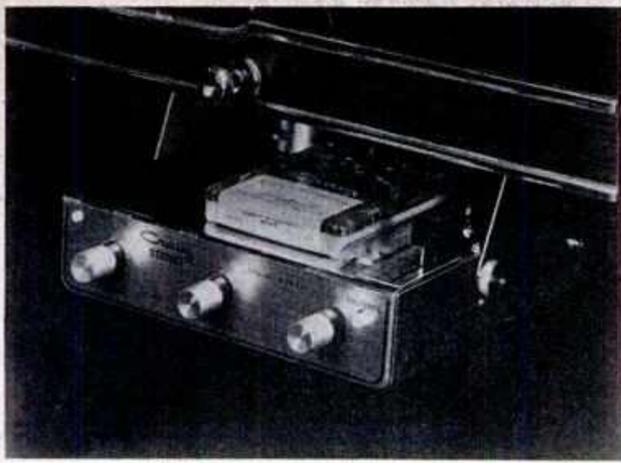
The three individual sound-proof listening booths are occupied continuously during the sales day.



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C 501 at \$99.50



C 503 at \$129.95

Craig In Push for Slice of CARtridge Pie

LOS ANGELES—Craig Panorama, a subsidiary of the Craig Corp., is vying for its share of the tape CARtridge business with three four-track auto playback units, one home recorder/playback model, and is marketing a tape library of over 800 selections. The machines use the Fidelipac cartridge.

Craig Panorama entered the tape cartridge field in April 1965 with the formation of an auto-sound division which uses two-step distribution. Machines are shipped to over 25 national distributors who sell to dealers. Craig's cartridge outlets are principally automobile accessory stores.

A distinct aspect of its operation is the development of separate installation centers around the country called car stereo service centers which hang the units below the dashboard for from \$10-\$20 depending on the make of auto. There are 50 such centers in the LA area alone.

Craig's three models are the \$99.50 chrome case C 501 with two-channel stereo amplifiers and push-button track changer; the \$119 chrome C 502 with electronic track changer and the \$129.95 C 503 with an electrical automatic cartridge rejection system activated when the ignition is turned off. All models are transistorized.

The home recorder/player is the \$229.95 516

equipped with an end-of-loop sensing system for stopping the tape to prevent erasure of previously recorded material. The machine records from microphone, tuner or off a phonograph turntable through input jacks.

The playback units are manufactured by Pioneer Electronics of Japan. Two speakers for the car units are optional at \$14.95.

Craig offers its library through its installation centers. Directing the LP operation is president Eddie Motokane with national sales manager Jack Baker, general sales manager Bert Deverich and general service manager Tom Kiyohara.

During its first 15 months of operation, the company, which produces solid-state tape recorders, radios and communications equipment, moved to expanded headquarters at 2302 East 15th Street. The current facilities are four times larger than its initial location, and include research and development, and library facilities. An adjacent building is used exclusively as a service center installation point, much in the manner another Los Angeles firm, Muntz Stereo-Pak, installs units at its main location.

Sales chief Baker was with the parent company as a district sales rep for four years. Kiyohara, formerly with American Concertone for eight years, has the responsibility for maintaining the firm's 200 customer service centers.

Mercury to Unveil 4-Track Playback

CHICAGO—The Home Entertainment division of Mercury Record Corp. will introduce in April a four-track CARtridge player-recorder suitable for auto aftermarket.

Bearing the Mercury brand name, the unit is designed for mounting under the dash panel of automobiles, in boats, aircraft, etc. Powered by batteries, or alternating current, the 9-pound unit may be used as a portable recorder/player, or it is functional in home sound systems.

According to division manager Perry Winokur, the unit will play four-track cartridges manufactured by Philips, offering 45 minutes on a tape side. The same cartridges are used in the portable players marketed in the U. S. by Revere-Wallensak and Norelco.

In reality, the cartridge is enclosed reel-to-reel

and is flipped over to play the other side. Blank tape cartridges will retail at about \$2.75, Winokur said. Pre-recorded tape cartridges will be made available also.

The cartridge design makes possible fast-forward and fast-reverse spotting at any point on the tape, Winokur said. A "window" in the cartridge permits winding to the desired spot.

A monaural version of the player will be made available through Mercury distributors first, Winokur announced, retailing at "from \$75 to \$100." Plans call for introduction of a stereo player by the end of 1966. All the units are transistorized.

In addition to Mercury's present distribution, Winokur said, the players will be offered to "non-record dealers and auto accessories stores—any place that the people recognize as the place to buy auto tape systems."

Growth of Muntz Reflects Burgeoning CARtridge Industry

VAN NUYS, Calif.—Muntz Stereo-Pak is a leading tape CARtridge duplicator and equipment importer, typifying California's influence in this new industry. The company has grown from Muntz Music, with a small office in Beverly Hills in 1962, to a sprawling complex of machines and people (See Billboard, March 10, 1962).

Out of Muntz Music, Earl Muntz, who sold cars and television sets in Chicago and other major cities under the guise of "Madman" Muntz, was among the founders of Muntz Autostereo which manufactured cartridge playback units in its own facility here in September 1962.

For two years, Muntz was partner with Richard Danielson in the then fledgling company, producing playback units in a factory on Keswick Avenue. In September 1963, Muntz sold his interest in the company to Danielson and formed his current operation which now employs some 200 people, produces two Muntz units, two Audio/Stereo units and sundry private brand machines.

He said he duplicates more than 50 labels, which "is where the money lies in the long run." After installing a Japanese make playback unit by Clarion Shojii which plays four-track stereo tapes via four speakers, Muntz is able to offer an in-depth library of music previously released in LP form. The cartridges, which are the Fidelipac design, offer one and two albums of music. The Muntz name playback models are the M70 (\$69.95), M80 (\$79.95), C90 (\$89.95), and the C100 (\$99.95).

Muntz's current two main playback units are quite different from his first models. His first mock-up model in 1961 had double playback heads, shifted tracks electrically and its 110 volts a.c. needed a step-down converter. Its price was \$225. In 1962, Muntz bowed his

first single head unit and the first model to utilize a mechanical track shift switch, priced at \$200. In 1963, he unveiled his first chrome-plated unit, with four watts of power in each channel at \$169.50.

The first models were the results of Muntz's study into developing sound for a tape cartridge undertaken during 1958 to 1960 in Chicago. He moved to California in 1962 to get his new endeavor on the road. The first report announcing the Muntz venture was carried exclusively by Billboard in its March 10, 1962, issue.

Muntz's first two imported models arrived in the U. S. before Christmas of 1963. They were the \$99.50 black enamel P1 and the chrome C1 (\$119.50), both installed. Shortly thereafter Muntz announced his reduced prices to gain mass enthusiasm.

The small company announced itself through ads in auto magazines, The Los Angeles Times, through direct mail flyers, plus word of mouth.

In the first six months of business, dollar gross was \$600,000 from both playback units and music, according to national sales manager Sy Fralick. At the end of the first fiscal year (Oct. 31, 1964), the company posted sales of \$1.4 million, Fralick said. The second year's fiscal gross was \$3.4 million.

For the first two months of the new fiscal year—November and December—sales were in excess of \$1.5 million. "So at that rate," Fralick claimed, we are entering 1966 with a projected volume in excess of \$8 million."

The company has been experiencing a recent growth pattern of 20 per cent each month, Muntz claimed. He attributes much of this demand for cartridge products and machines to Ford's entry into the market and its massive advertising which has struck home to the public the availability of a new entertainment medium.

During the last six months, to meet a growing up-

surge in business, the company has expanded its physical facilities to 48,000 square feet this month. The firm's 1963 square footage was only 9,000 feet, reflecting the growth of this industry.

In 1963, Muntz began delving into home playback cartridge units. His HP1 sold for \$99.50 and a de luxe model retailed for \$119.50. These machines were without speakers, optional from \$9.95 to \$34.95. This year the company began manufacturing home recorder/playback units for \$299 and \$399, the latter a console. Home playback units are model HW1 for \$79.95 and the console at \$149.95, which includes speakers.

All playback units are transistorized. Because Muntz sold his name models through direct mail outlets, he created a separate line, Audio/Stereo, in July 1965, to be sold through manufacturers' representatives. Two models offered are the C90 and C100, selling for \$109 and \$119.95. Concurrent with the development of the Audio/Stereo line, Muntz became aware of a demand for private brand models by major merchandisers and began selling to Montgomery Ward, Firestone and Goodrich.

Significant in Muntz's current success is his philosophy of gaining high volume through low prices. From one major distributor in Northern California in 1963, the company now has about 800 major domestic outlets. From one master tape-making machine and two duplicators, the company intends to have 200 duplicators by May, producing 30,000 single album cartridges a day. In January, Fralick claimed the company was duplicating 32 million feet of tape a month.

Muntz executive team includes sales chief Fralick, son Jim Muntz, retail installations; Rex Wilson, chief engineer; Jerry Davis, Audio/Stereo; Don Hassler, marketing; Hy Sutnick, production operations, and Harry Winternitz, controller and treasurer.

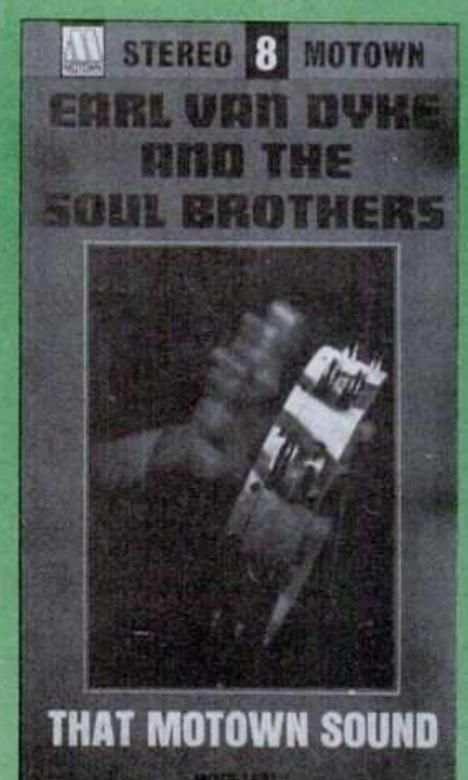
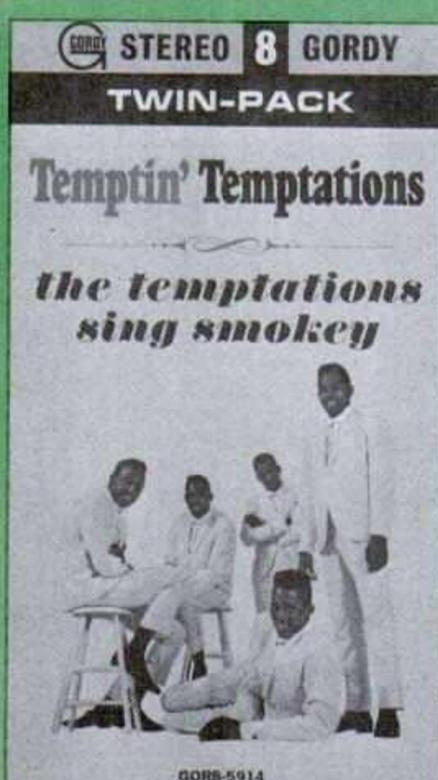
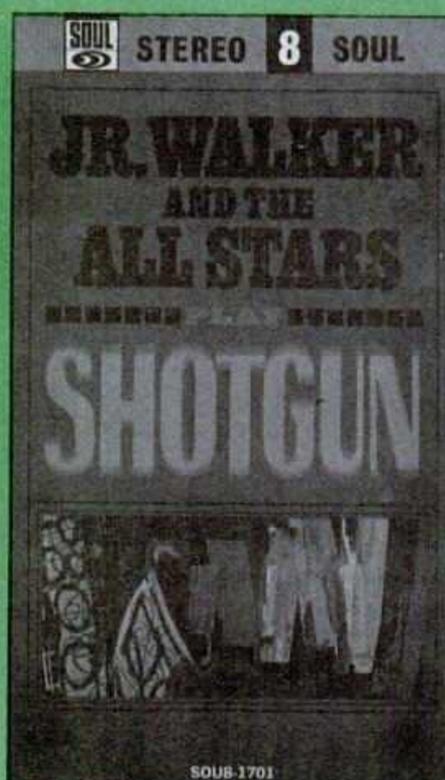
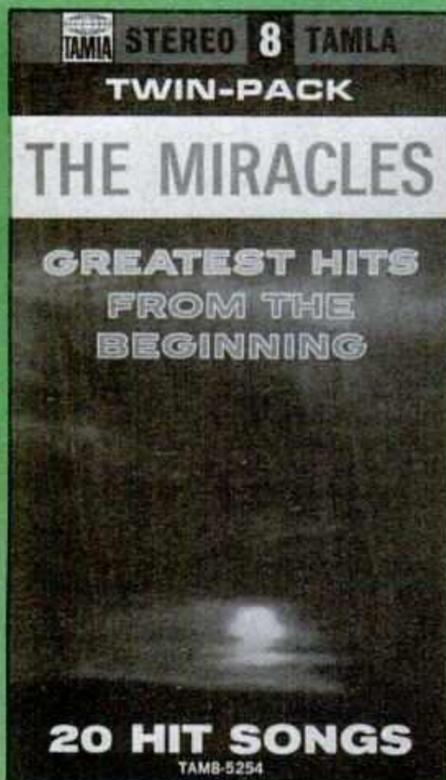
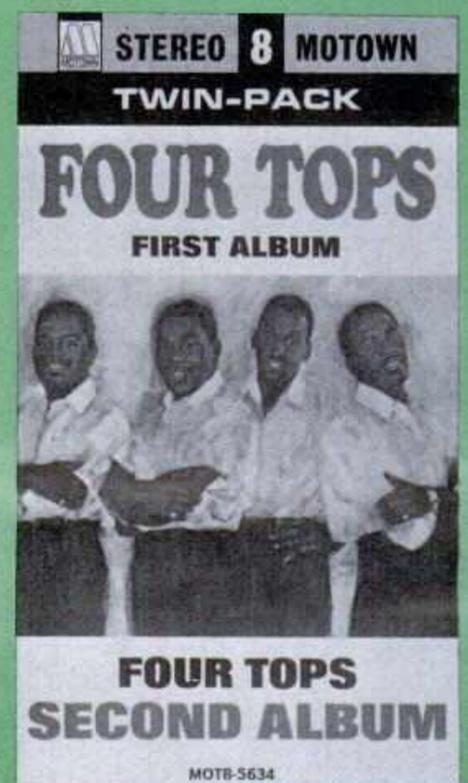
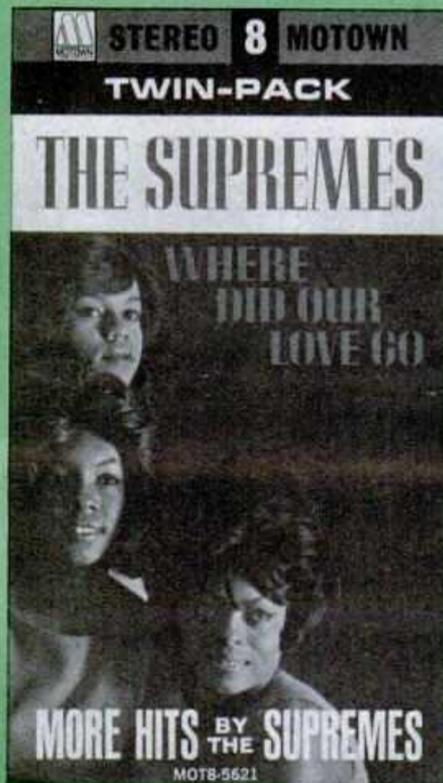
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- MOT-8-1621 WHERE DID OUR LOVE GO
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- MOT-8-1622 FIRST ALBUM
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- MOT-8-1623 A BIT OF LIVERPOOL
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- MOT-8-1625 COUNTRY, WESTERN & POP
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Smokey Robinson and The Miracles

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The Supremes
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The Supremes
- MOT-8-5634
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- TAM-8-5251
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Liberty Records Unveils CARtridge Carrying Device for Cars

LOS ANGELES—Liberty Records will unveil its own four and eight-track tape CARtridges in a patented "Trak Pak" unit. Seventy-five titles will comprise the first release scheduled for about April 1 with 66 single record paks and nine twin-paks. The first releases will be in shrink-wrapped cardboard containers, the plastic paks debuting later in the month.

The trak pak unit is made of polypropylene plastic and was designed in conjunction with a local packaging firm. The paks are holders for the cartridges. The trak is a holding device capable of being attached to a car's dash or placed on the floor and holds six paks in its grooves. The front of the pak flips out allowing for the removal of a cartridge.

Liberty's initial release will cover product from all divisions, including Nancy Ames, Vikki Carr, Mel Carter, Chipmunks, Vic Dana, Martin Denny, Jackie

DeShannon, Fleetwoods, Jan and Dean, Jazz Crusaders, Gary Lewis, Julie London, Johnny Mann, Les McCann, Matt Monro, Johnny Rivers, Bud Shank, Felix Slatkin, T-Bones, Ventures, Van Nuys Baptist Choir, Gerald Wilson, Timi Yuro and Si Zentner.

Ron Bledsoe, general manager of the tape/records division, created to develop the cartridge line, is negotiating for eight-track duplication and has signed with TDC of Omaha for four-track reproduction.

Liberty will use its own record distribution as outlets for cartridges, Bledsoe said, but would supplement this with auto stores for four-track titles.

The duplicators will ship cartridges (Lear for eight-track, Fidelipac for four) direct to distributors. Liberty will handle tape distribution similarly to the way it handles its records. The distributors will order through Bledsoe, who will maintain production inventory. The

duplicators will maintain their own label and jacket inventory. Four and eight-track paks will sell for \$6.95. Eight-track twin-paks will retail at \$9.95.

Liberty plans offering its trak to other labels going into the cartridge field. It will also sell the unit as an accessory item.

The company is planning an initial yearly release of 125-150 tape paks, and hopes to release hot items in cartridge form after the albums have proved themselves strong sellers.

Bledsoe reported that playback manufacturers are pleased with the company's entry into the field as its own distributor, thus avoiding sublicensing arrangements with duplicators who handle distribution. Liberty's strong catalog of teen-age material is looked upon approvingly by the playback people, Bledsoe said, because of the strong market in this age group.

Automatic Radio's Housman: Field's Future 'Endless as the Tape Itself'

MELROSE, Mass.—Automatic Radio Manufacturing Co., Inc., a Massachusetts corporation with offices in this suburban Boston city and factories in Boston, Cleveland and Toronto, Canada, under the leadership of David Housman, president, was organized in 1920 by Housman and his brother. AR lays claim to having produced the first car radio in the U. S. and has pioneered in that and allied fields for the 46 years of its existence. In the early 1950's, AR brought out the first car radio using transistors.

The firm has grown from a two-man operation to a present annual sales volume of \$16.5 million. The firm today is managed by Housman and his four sons, all of whom hold executive positions. AR's principal product is custom car radios, this type accounting for 85 per cent of the auto radio production. It also manufactures universal radios, adaptable for use in any automobile. The custom radios are sold for installation by dealers. Those are sold through 50 major distributors throughout the U. S. and abroad. The company presently employs some 800 persons.

Automatic Radio's stereo playback system is known

as TapeDek II and has now entered the marine boating field with a portable tape player based on its car model called a Sportamatic. Another of the firm's latest offerings is a solid-state, fully transistorized, nine-inch portable television set which may be operated at home, when docked on the boat's 12-volt system or from its own battery power. The TV set is produced through a Japanese firm, although AR now has a new Far East office in Tokyo. It also manufactures radios for farm tractors.

Another product of AR is an auto air-conditioning unit known as the Vornado Auto Air Conditioner which it started producing in 1960. Automatic Radio's electronic talent was used in World War II and won two Army-Navy E's for its work, a point of which Housman is proud since he served in the U. S. Navy in World War I. Asked his opinion of the long-term future of the stereo tape player, Housman replied: "Like the tapes themselves—endless."

From a company with assets of \$1,700 in 1920, AR is now a firm listed on the American Stock Exchange with some 2,000 stockholders.



Irwin Tarr:
Marketing Expert Is
RCA Victor's Tape Mentor

NEW YORK—When RCA Victor decided to establish its new Recorded Tape Marketing Department in early February, it was only natural that Irwin Tarr should have been selected to direct it. For at RCA Victor, Tarr and tape are synonymous.

Tarr has been closely associated with the development of the RCA Victor-Lear Jet Stereo 8 tape CARtridge system for automobiles from its inception. Since May 1963 when William P. Lear Sr. first came to RCA Victor to enlist its help in developing and perfecting Stereo 8, Tarr was bullish about the future of the cartridge industry right from the start.

"Recorded tape is the most exciting area of the music industry today," says Tarr, "and the Stereo 8 cartridge, in addition to creating a new environment for recorded music, will unlock the door to many other uses of recorded tape, many of which can hardly be imagined today."

Stereo 8 was launched last fall by the Ford Motor Co. and the RCA Victor Division as the culmination of a unique co-operative development program with both Lear Jet Corp. and Motorola. According to Tarr, RCA Victor invested \$1,500,000 in developing a new tape, a new duplicating system, helping to perfect the Lear cartridge, building a new manufacturing facility and producing, packaging and introducing the new product.

Tarr's connection with the development of Stereo 8 was a natural outgrowth of his previous activities at RCA Victor, where he began in 1951 as promotion manager for Red Seal Records. Starting in 1953, when he was appointed manager of Syndicated Store Sales, he spent nearly 10 years working on the broadening of the record market by diversifying distribution.

It was Tarr who first persuaded drug and housewares rack jobbers to put phonograph records in their racks, thus bringing records to supermarkets. Records ceased to be "class" items; they acquired mass appeal. This revolution in merchandising, to which Tarr made such a big contribution, and which brought records within the area of impulse buying, increased record exposure to the point that today record merchandise sell 40 to 50 per cent of all records sold.

In 1952, Tarr was appointed manager of Special Market Sales, which added premium records and educational sales to the area of which he was already responsible.

Tarr came to RCA Victor from Decca Records, where he served for four years, finally as assistant advertising manager. A graduate of Syracuse University, where he majored in political science and radio (and served as first manager of the university radio station), Tarr played a variety of roles before getting into the record business; newspaper news writer at the age of 16; cub reporter for The New York Post; disk jockey in Syracuse, and motion picture exploitation agent.

In 1954, Tarr married the former Sheila Silverstein. They live in Beechhurst, L. I., with their children, Peter, 9, and Amy, 7. Before he became heavily involved in special markets and Stereo 8, one of Tarr's favorite pastimes was sailing, whence his nickname, Skipper. Today, he has time only for reading, listening to music, an occasional concert or evening at the theater, and pondering the potential of the tape cartridge.

'With 70 Million Cars, Potential Is Unlimited,' AR's Nager

MELROSE, Mass.—Sensing the tremendous potential of automobile CARtridge playback units, a Greater Boston firm 46 years in the production of car radios, turned four years ago to producing to the playback units. Automatic Radio Corporation, which moved to its expansive plant in this suburb from one in the heart of Boston one year ago, is now among the leading producers of these units.

"If we work for the next 10 years we may finally catch up with our present orders and the potential to come," says David Nager, sales manager of AR's consumer products division. The firm presently employs more than 400 workers on three shifts a day and could use more, according to Nager. He also asserts that the firm has probably the tightest quality control system of any company in the field.

The unit's foremost attraction is that it can be removed from the automobile and used as a home set by use of a converter costing \$28. The car units sell for

less than \$100. It will accommodate all available 4-track cartridges.

Says Nager: "We have no connection with any other firm making these products, tapes or playback units. We construct the complete car playback radio from soup to nuts." The company's president, David Houseman, is credited with being among the first to build car radios back in 1921 for distribution to retailers. The firm works through after-market distributors, car dealers and produces private brand merchandise for major retailing.

The future of automobile playback units is unlimited according to Nager. "With 70 million cars on the road the potential is unlimited," says Nager. "This accessory has the most potential of any accessory since the automobile itself. People are going crazy to buy this unit. It has caught the fancy of the motorist like nothing else ever has and it will be many years until we have even begun to supply the demand."

New Firm Funnel Taiko Line To North and Central America

LOS ANGELES—Universal Associates, a new manufacturers' representative firm, is handling distribution for the Taiko line of CARtridge playback units in the U. S., Canada and Mexico. Partners in Universal are John (J. P.) Anderson and Clarence (C. H.) Junge, both formerly sales executives with Autostereo.

First models available are the E3, car unit at \$129.50 (four watts per channel), with four speakers raising the price an additional \$14.95, and the home unit, the Skytone, at \$129.50. By summer Taiko hopes to release two additional models, according to Anderson, the E4 in the \$129 range plus a lower priced model under \$100.

Six machines will comprise the product line, including an eight-track player, a combination four and eight-track integrated model now under study in Japan and a background music unit. All equipment is solid-state construction, with the E3's features including automatic starting, a rejection button which releases the cartridge and heavy construction to eliminate vibration.

Universal makes no attempt to hide the fact that the machines are designed and constructed in Japan, citing instead the \$129 price. Taiko offers three installation plans: regulation under the dashboard, anchored to the floor or in the glove compartment. (A rash of thefts of car units in Los Angeles recently warrants serious consideration to floor bolting or glove box installation.)

Taiko has 42 distributors in the U. S., principally electronics firms and auto accessory stores. Installation is done here as is the sale of Taiko's catalog of ITCC tapes.

Universal has been handling Taiko equipment since last November. Anderson's projection for fiscal 1966 is for a gross of \$8½ million. The company has entered the private brand business and has machines made to customer's specifications. One of its first customers is Stereotronics of Fort Worth, Tex.

Anderson helped the Music City chain get into the cartridge business two years ago with Autostereo product.

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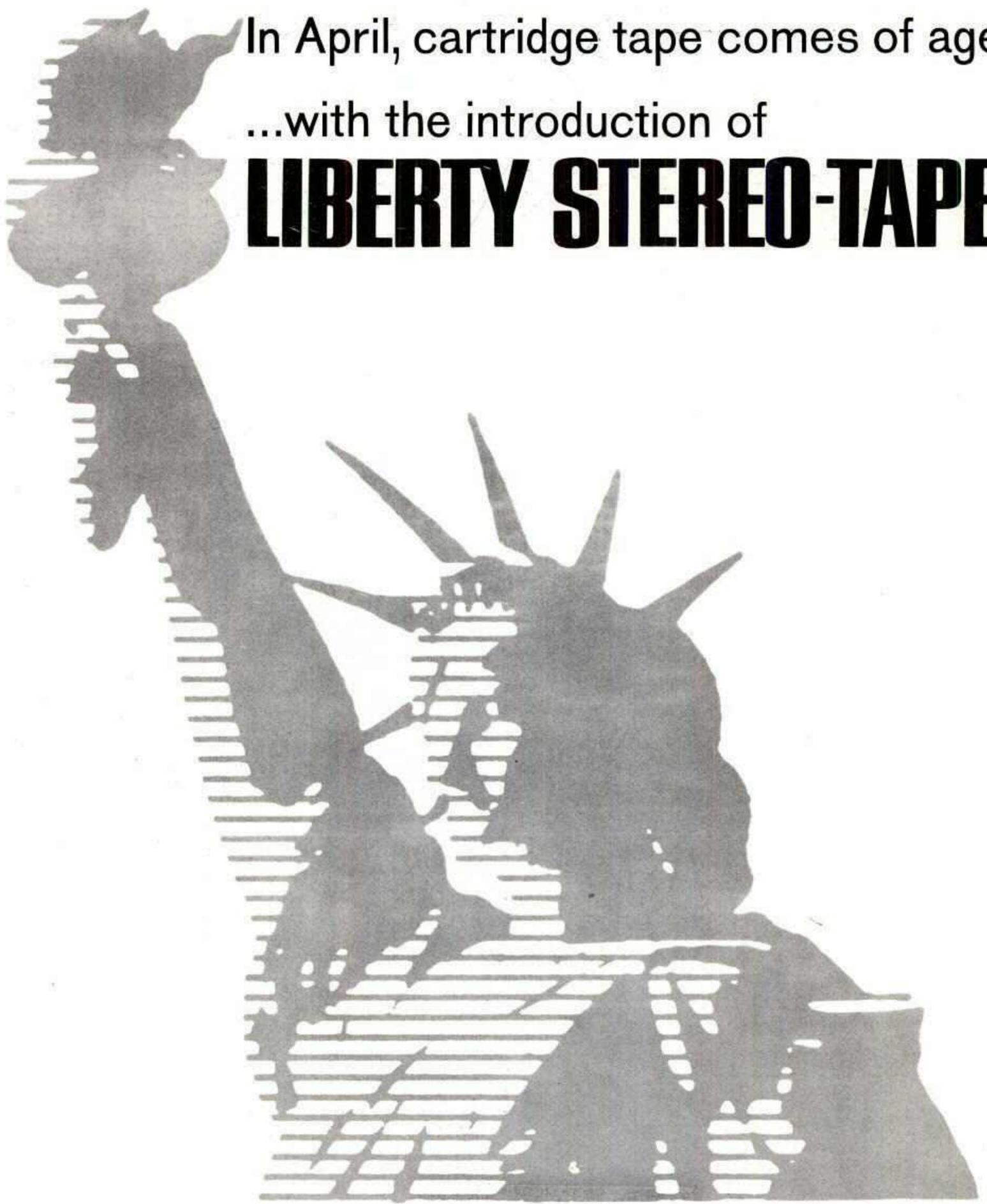
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(TOP) MAGNETIC TAPE Duplicators headquarters at 7925 Santa Monica Blvd., Los Angeles. (CENTER) CLIFF WHENMOUTH, MTD's co-owner and general manager. From reel-to-reel to continuous loop cartridges.

(BOTTOM) A bank of ten duplicators reproduces music for MTD's clients.

MTD, 'Nation's Oldest Duplicator,' Girds for 8-Track Invasion

LOS ANGELES—Magnetic Tape Duplicators, reportedly among the nation's oldest tape duplicating concerns, is gearing up to enter the eight-track continuous loop cartridge field. General manager and co-owner Cliff Whenmouth reports the 12-year-old firm will initially duplicate eight-track cartridges for three record labels with others taken on as the market swells.

MTD's new eight-track system, valued at \$100,000, was built and designed entirely by the firm's own engineering staff, based on MTD's "Biaionic" technique, which made possible the first 3¾-inches-per-second high fidelity tapes on reel-to-reel.

Whenmouth admits having been hesitant at first about going eight-track. He was among the first adverse voices raised (*Billboard*, May 1, 1965) against the adoption of an eight-track system over the older four-track because of critical technical controls.

Whenmouth admitted he is not as reticent now as he was last year to duplicate eight-tracks because "our firm has developed its own equipment which will overcome the earlier objections." He notes he'll be taking twice as many precautions with eight-track "to avoid such pitfalls as print-through, signal distortion and warping."

Whenmouth is a 15-year veteran of the tape business. A handsome man, he comes from Australia where he worked for EMI. As a reel-to-reel duplicator, MTD duplicates Capitol, Reprise, Columbia and Dot packages plus the company's own new Audio Library Tapes which are digests of great literary works and will be released in both reel and cartridge form. There are over 7,000 master tapes in MTD's library.

The eight-track duplicating system is housed in six computer-type glass-fronted rack cabinets and has built-in quality control checks. Thirty-four meters and oscilloscopes provide a visual check on performance with an automatic relay system added for additional equipment scrutinization.

A conveyor belt will carry duplicated tapes to a second floor loading area. Whenmouth will provide clients with the raw tape—he has just signed a yearly contract with 3M for 40,000 rolls of tape at 3,600 feet a roll. He will also select the blank cartridges from either Lear or Amerline Co. of Chicago. Lear's requirements are for a million cartridge order; Amerline has no quantity requirement for qualified customers.

MTD will use one-inch tapes for its masters. Whenmouth, with great conviction, believes "it very important that some system of standardization" be developed for the size of master tapes.

Whenmouth points to eight tracks on a half-inch of tape as being the equivalent of four tracks on one-quarter-inch tape.

So competitive is the cartridge business becoming, that when asked for the names of the engineers who had designed his new eight-track equipment, Whenmouth begged off. He said he didn't want competitors pirating his technical people. He did note, however, that it took two years to develop the high fidelity "Biaionic" duplicating system for the slow 3¾ speed. (Ampex's machines are geared for 7½ i.p.s. duplication.)



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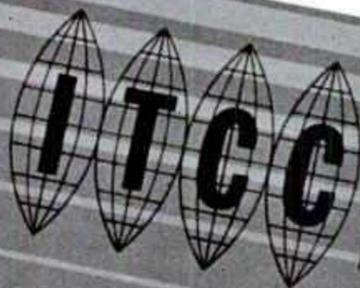


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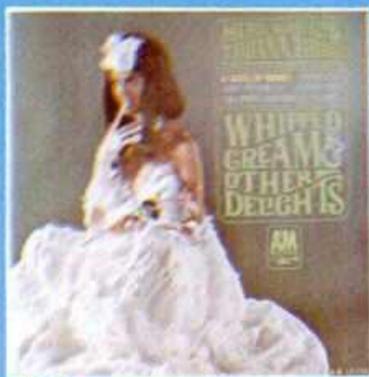
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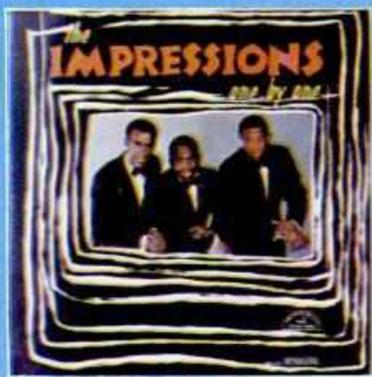


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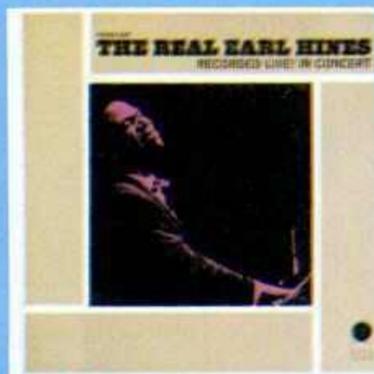


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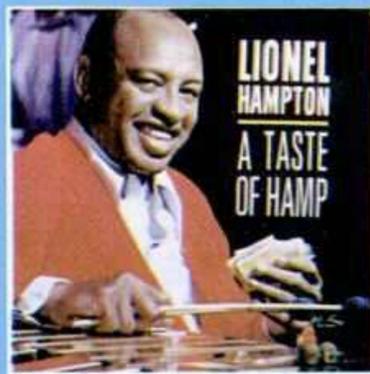
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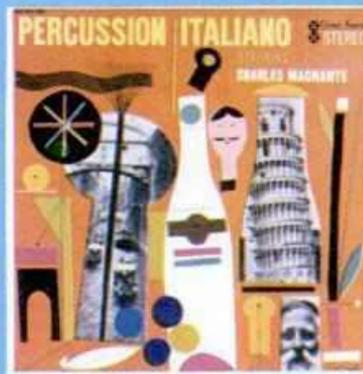
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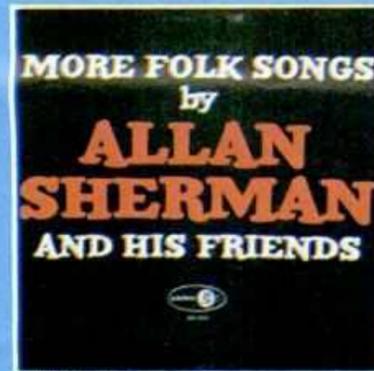
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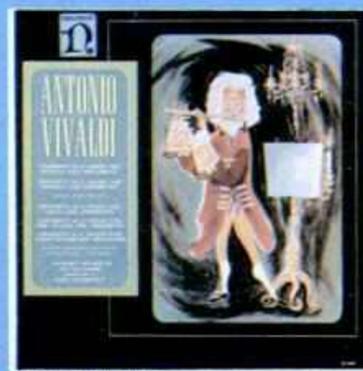
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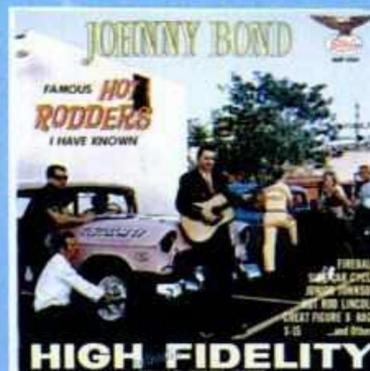
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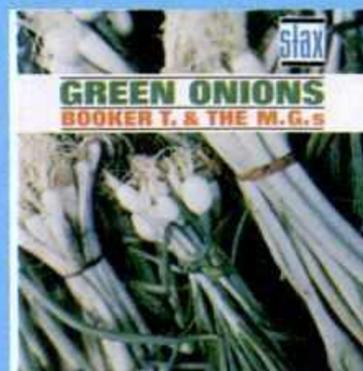
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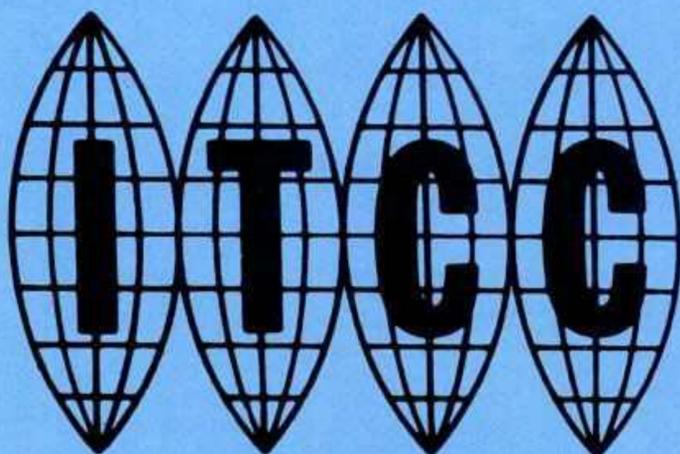
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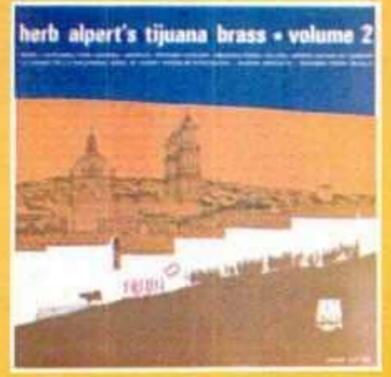
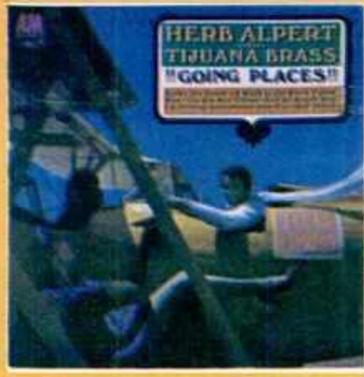
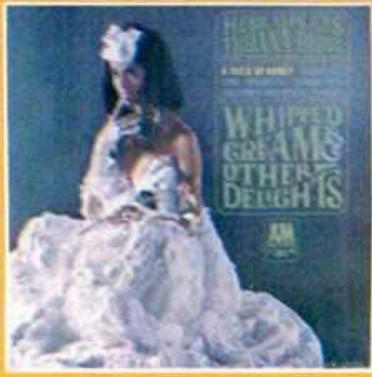


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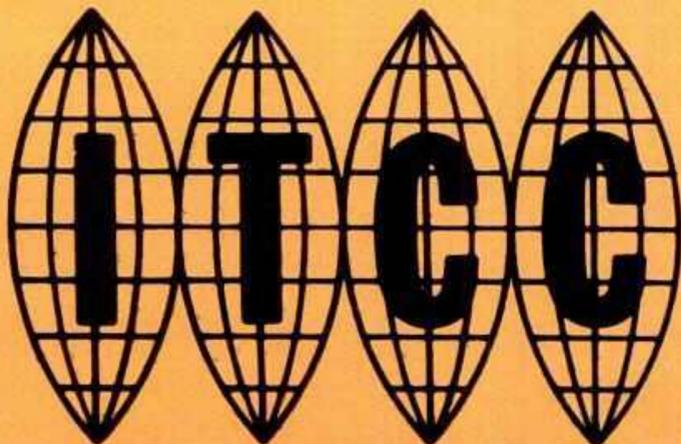
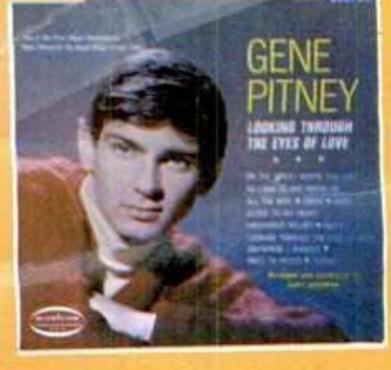
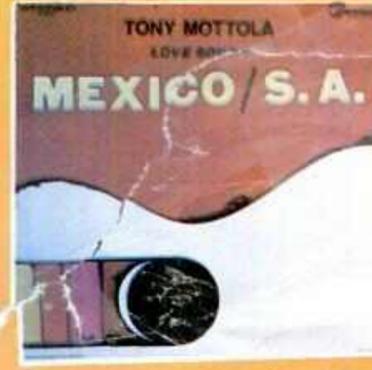
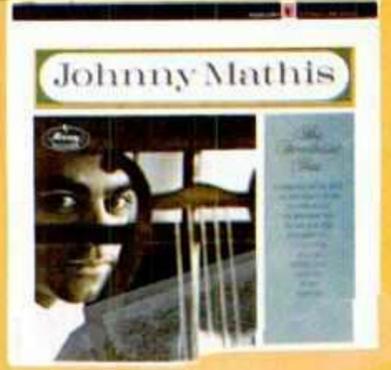
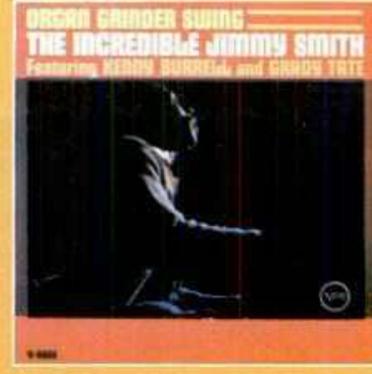
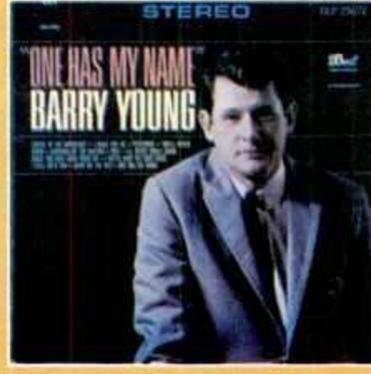
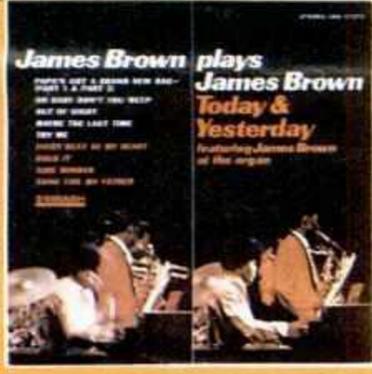
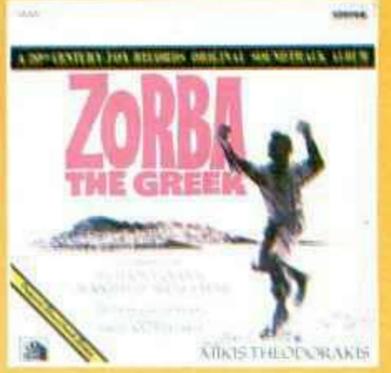
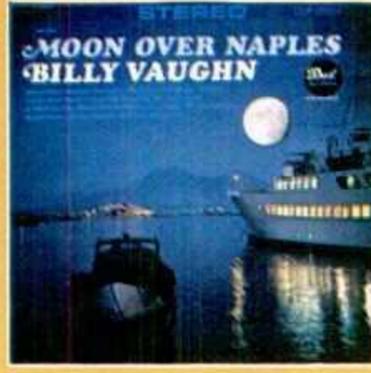


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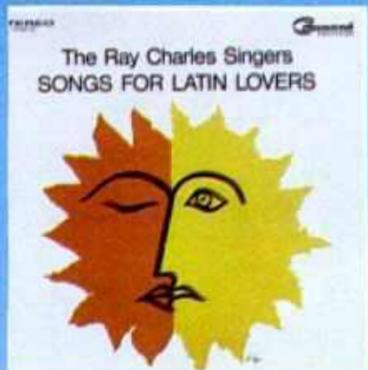
Tijuana Brass and over 30 other



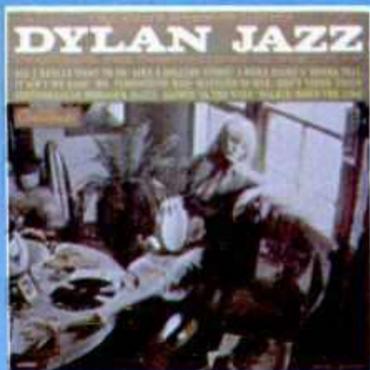
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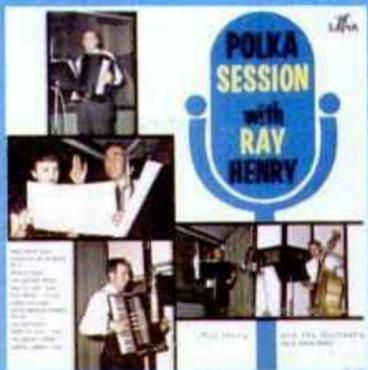
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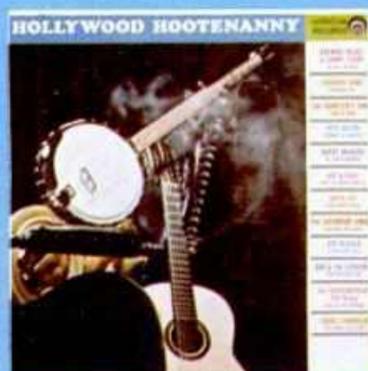


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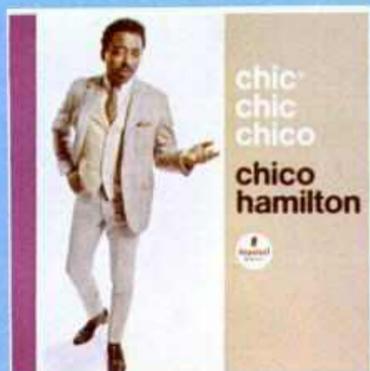


ELEKTRA

Labels the Artists on 4 & 8 track



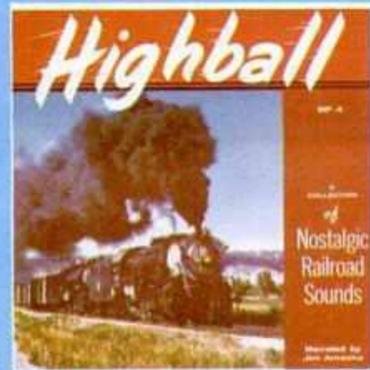
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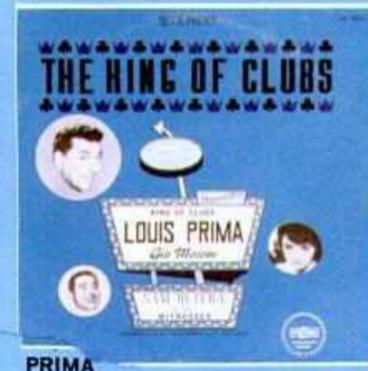
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MERCURY



MOBILE FIDELITY



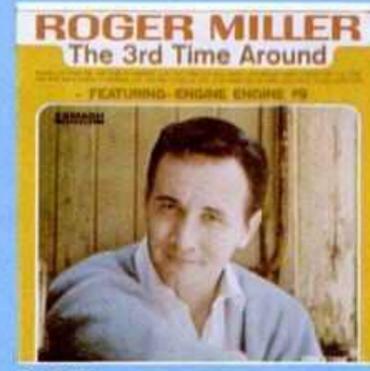
PRIMA



ROULETTE



SEECO



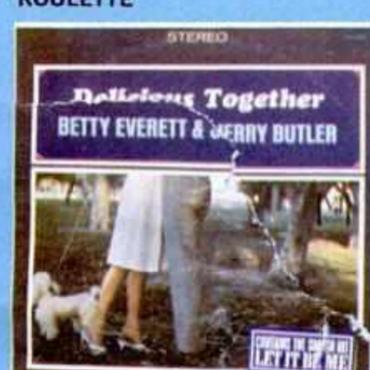
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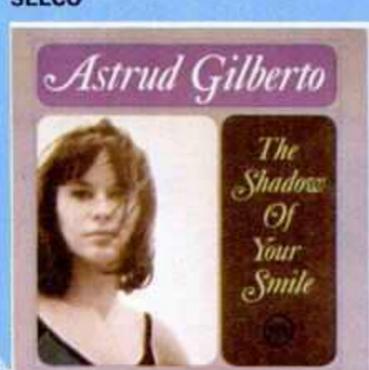
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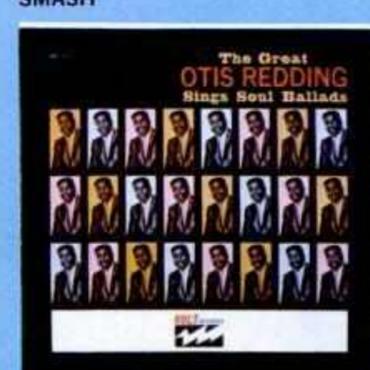
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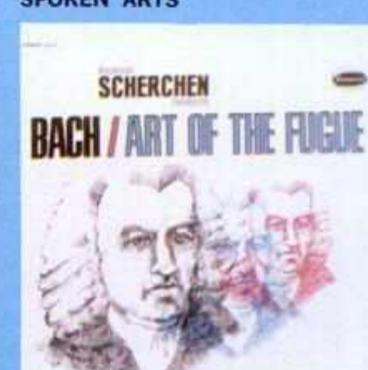
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 HANK WILLIAMS
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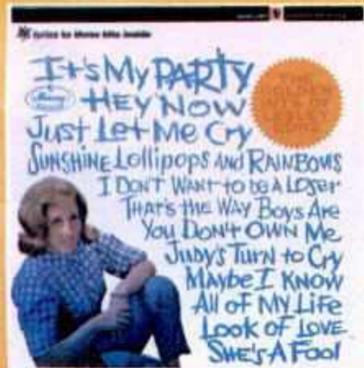
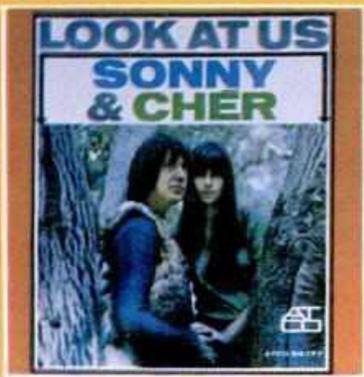
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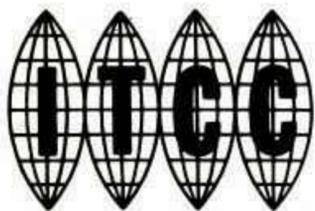


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| Crescendo | Limelight | Starday |
| Dana | MGM | Tico |
| Focus | Mercury | Vault |
| Dot | Mobile Fidelity | Vee Jay |
| Electra | Monument | Verve |
| Fontana | Moonglow | Volt |

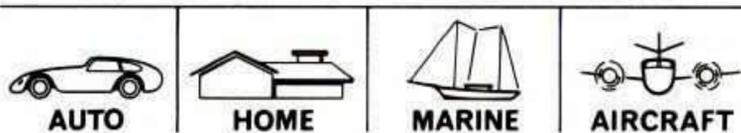
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Only ITCC produces pre-recorded tape for all three basic cartridge configurations . . .

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ITCC is NOT in the equipment business!

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to the pioneers of this tremendous new market . . . the manufacturers and importers of Stereo Tape Cartridge Equipment . . .

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ITCC Produces Stereo Tape Cartridges for Any and All Units Manufactured or Imported by These Concerns

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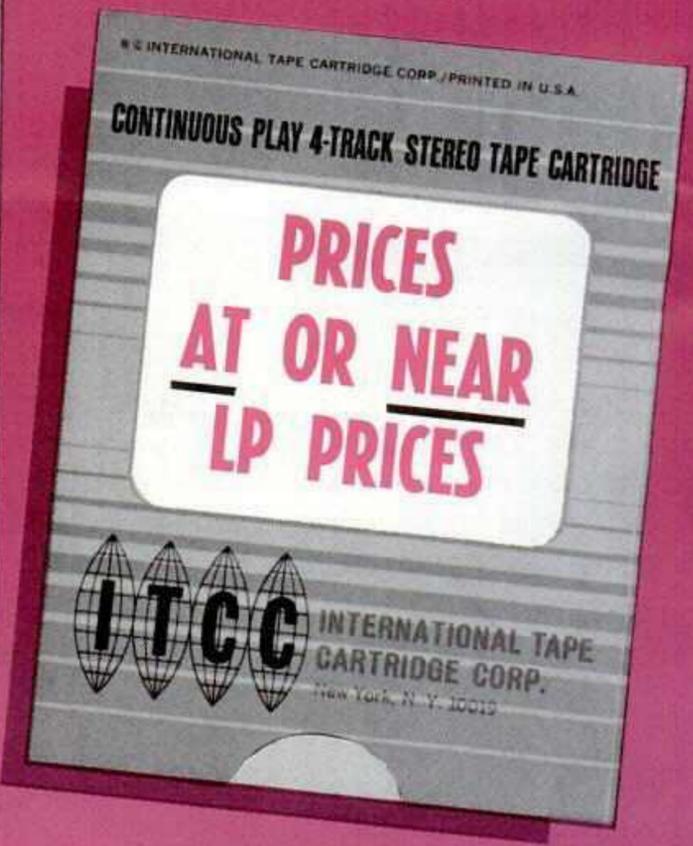
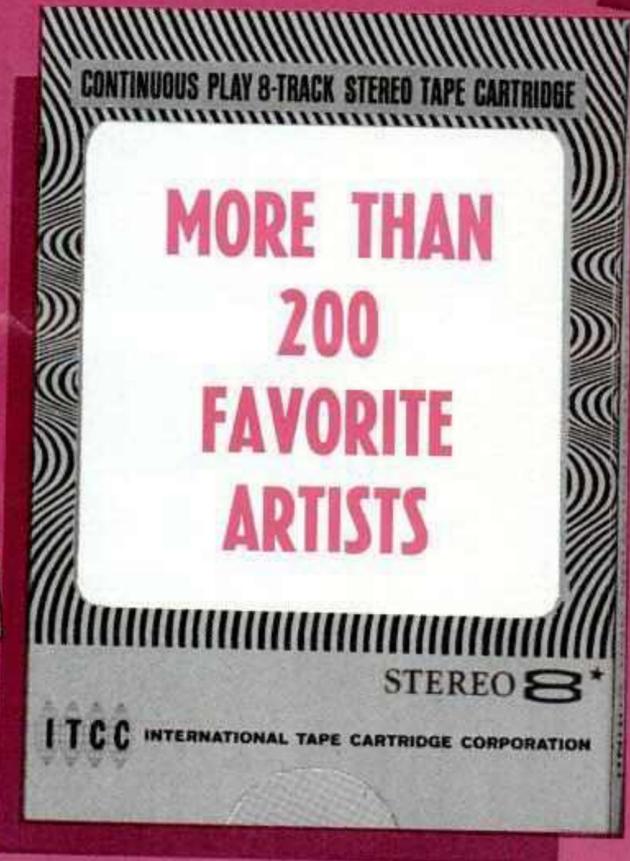
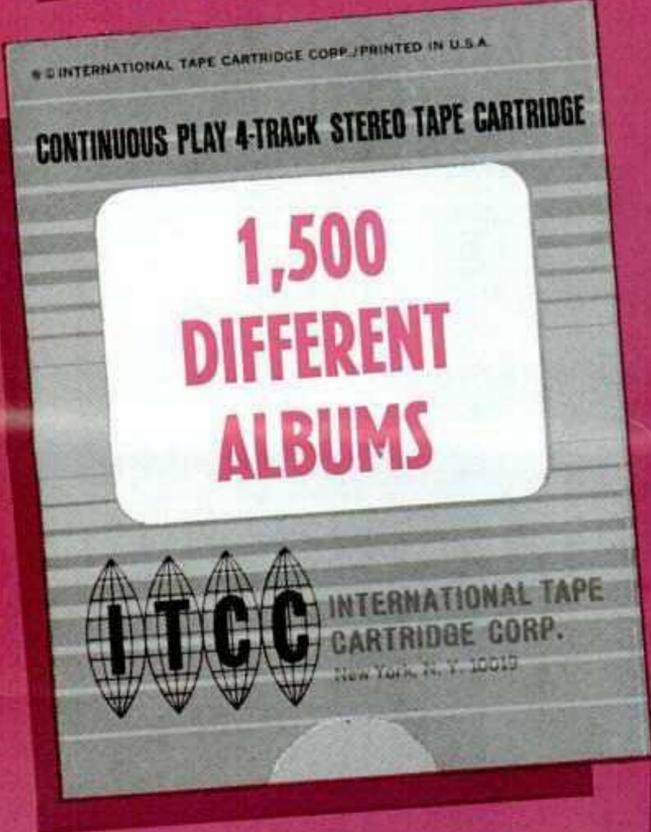
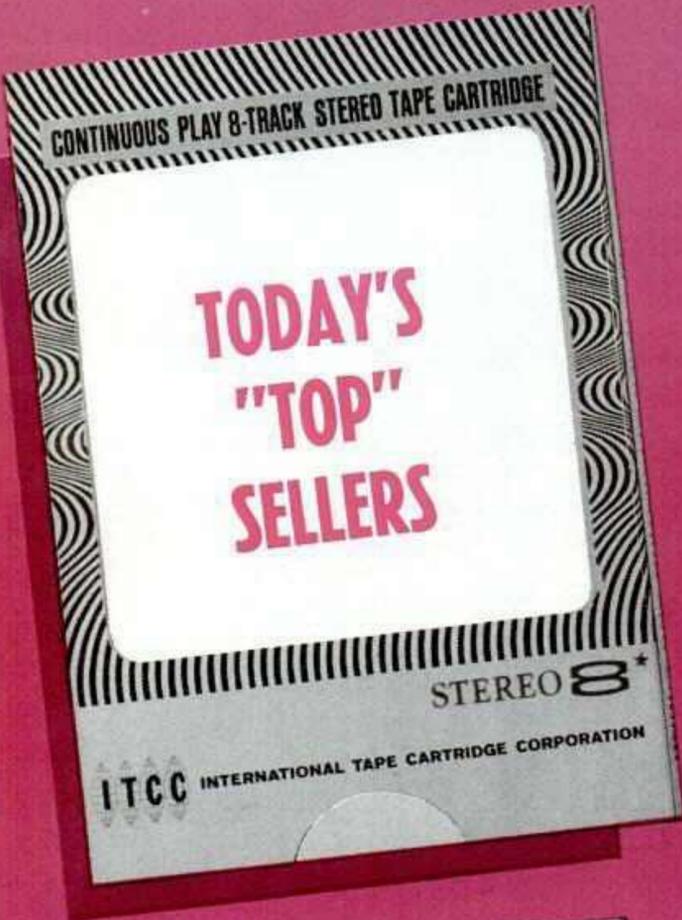
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George Eash: CARtridge Inventor Tells How It was Born

LOS ANGELES—George Eash, a quiet pipe-smoking engineer, is the inventor of the Fidelipac CARtridge, currently the mainstay of the broadcasting industry and the leading four-track housing which looms to lock heads with Lear's eight-track cartridge in the commercial market place.

Eash became involved in the invention of a continuous play cartridge in Toledo in 1953, with the first commercial breakthrough occurring four years later. G. H. Paulsen, a Toledo insurance man, got Eash on the cartridge road by buying out his audio/visual products company. He asked Eash to come up with a system that would play continuous music in his car for 15 minutes.

In the early days of cartridge development, Eash recalls, a New York firm, Mohawk, had developed a loop cartridge capable of playing four minutes. Cousino, a Toledo firm, had developed a loop system which had to be threaded through the player. "But none of these were applicable for Paulsen's idea," Eash said. "I got 300 feet of tape going around pretty quick after some work and so I knew it was practical to think of a continuous loop cartridge system."

Eash hand-made his own plastic cartridge for his first working unit and in 1954 began showing his unit to record people. "RCA Victor wanted an hour of music on the cartridge, others wanted less." Eash figured 1,200 feet would fill an hour. The day before Christmas, 1954, he had 1,200 feet in a continuous loop cartridge. The next day his employer, Paulsen, died. The company went into a trust receivership, which told Eash to get rid of the cartridge operation.

What Eash did in the Fidelipac cartridge—a term invented in 1956 by a Toledo advertising agency—was splice tape together.

The tape was guided across the playback heads by a capstan and pinchwheel assembly, which is the driving force for the tape. The pinchwheel pressed the tape against the capstan which moved it through its circular pattern within the cartridge. In the Fidelipac system, the pinchwheel, which Eash originally designed inside the cartridge, is now inside the playback units. It pops up into position when the machine is activated. The Lear cartridge keeps its pinchwheel inside the cartridge.

"The principal of a continuous loop was an old one," Eash explained between puffs of his pipe. The problem was in getting a quantity of tape to go around that would not bind up and stop." Eash concentrated on developing a hub and reel shape plus utilization of a lubricant to allow the tape to slice freely over its adjacent layer.

In July 1957, Viking of Minneapolis and Eash teamed on a cartridge-playback unit. His first cartridge offered 600 feet of music at 7½ ips from such sources as Bell Canto, Concertapes, EMC, Livingston, and Omegatape. The Viking unit, called the "35 series," was sold for \$70 and plugged into a home system.

In 1958, Collins Radio began selling cartridge units for broadcasters. That same year, Stereophonic Automation of Chicago became the exclusive manufacturer of Fidelipac cartridges, and one year later sold the rights to Waters-Conley. From there, their rights shifted to businessman Irving Harris in 1960, then to TelePrompTer which held it for six months. It was then sold to Telepro, the current manufacturer, a subsidiary of Defiance Industries.

Eash met Earl Muntz in Chicago in 1961 and came with him to California in 1962. He stayed with the firm and Autostereo until September 1965, when he became a free-lance consultant. He is currently working on refinements to his cartridge for Telepro and receives a royalty for three patents issued in 1957.

In talking with Eash, discoveries abound about activity going on in the cartridge field. Ford, Eash says, was interested in 1957 in a tape system. Warwick, an electronics supplier to Sears, became interested in the new product idea. Along with Walt Heebner, then an executive with Capitol Records, the parties met to contemplate their respective parts in developing the car music field, Eash recalled. But an announcement by RCA that it was coming out with its own loop cartridge "put everything on the shelf at Ford," according to Eash. That was RCA's reel-to-reel system enclosed in a cartridge.

Tamla-Motown Sees 'Fantastic' Future

DETROIT—Tamla-Motown Records, which only entered the CARtridge tape field last December, is shipping everything it can manufacture, said Phil Jones, head of singles and album sales for the label. "Business has been very good. We could easily be doing 10 per cent of our total business volume in tape cartridges by the end of 1966."

All of the major artists on Berry Gordy Jr.'s labels are featured in the tape cartridges, including the Supremes, the Temptations, and the Four Tops.

The future of the tape cartridge business "looks fantastic," he said.

Figuring that the market is going to increase tremendously, Tamla-Motown is manufacturing and distributing its own tapes. The firm is distributing through regular record channels as well as electronic equipment stores. Tamla is using some of its regular record distributors and outside distributors to sell the cartridges. "And we're now looking for other distributors in certain areas," Jones said.

GRT Moves Into CARtridge Duplicating Field

SUNNYVALE, Calif.—General Recorded Tape, in business duplicating four-track reel-to-reel merchandise for one year, is entering the four and eight-track continuous loop CARtridge business.

The company is also gearing for custom business in cartridges for firms requiring a minimum of 5,000 units a month. The custom service will be available to music suppliers who do not want to license music rights to tape firms, and to supplement production, licensing and distribution of small duplicators.

GRT's first four-track cartridges will be released April 1 and cover a wide range of album product from about 15 labels, according to president Alan Bayley.

GRT will add eight-track cartridges by May 1, with a \$5.95 price for both four and eight single LP tapes.

Distribution will be via GRT's national complex of jobbers and dealers, many in the auto parts accessory and photographic fields.

All duplication is done at GRT's facilities here at 1262 Lawrence Station Road. The company also has a facility in Bloomfield, N. J.

Before founding GRT, Bayley was a management-marketing consultant, serving in several capacities with Fairchild. John Spellman, vice-president and Eastern manager, was formerly with Ampex Stereo Tapes. The third founder, Bernard Quinn is also an Ampex alumnus.

MusicTapes Rolling Full Steam on Both 4 and 8-Tracks

CHICAGO—"MusicTapes just passed its fourth birthday," company president Peter Fabri reported last month, "and I'm happy to report that we enjoyed the finest fourth quarter in the history of the company."

To celebrate, Fabri announced that 19 of the 20 labels MusicTapes represents are now available in 8-track CARtridges playable by the Motorola-Ford type unit or other equipment with the same dimensions.

MusicTapes—which contracts with record companies to reproduce and market tapes via some 400 accounts around the world—will use the Lear, "Jet Pak" cartridge case for its 8-track tapes.

MusicTapes, Inc. will handle the marketing of 8-track tapes, Fabri said, and is assuming the marketing of the company's 4-track tapes as well. To date, T.D.C. Electronics of Omaha has been marketing Fabri's tapes, but with T.D.C.'s recent and extensive entry into 8-track tape duplicating, both Fabri and T.D.C. president Leo Colvin agree that in order to provide the service required for tape marketing MusicTapes should handle the job.

Fabri said: "One of the nation's top auto accessories buyers told me recently that the automobile stereo player is the first product in his line that he can wrap a red ribbon around at Christmas time. And he's been in the business 25 years." In addition to its "tremendous music market potential," Fabri envisions extra-musical applications of the Cartridge player:

"Commuting businessmen can listen to sales training manuals and other taped materials while driving to and from the office. Tapes will instruct salesmen in their cars between calls. Car tapes will carry industry news, trade association reports, legal and medical journal excerpts for busy professionals as they drive."

Fabri, a former director of marketing for Mercury Records, commented that the trend by record companies toward bringing taped music operation under their own control may eventually "phase me out of that part of the business. But I see a world of opportunity in these extra-musical aspects of the business."

Meanwhile, MusicTapes will offer automobile tape cartridges at \$6.95, with such labels as MGM, Verve and A&M included among the 19 marketed by MusicTapes.

Fabri, who holds a masters degree in marketing from Northwestern University, anticipates that sales for the fiscal year ending this month (March 1) will exceed \$400,000. This represents considerable growth over the previous year, and Fabri attributes much of the increase to the growing popularity of 4-track tape players as optional automobile equipment.

The automobile industry's romance with 8-track stereo players will mean even more spectacular tape acceptance by the public, Fabri said, which will lead to less record company reliance on tape service firms such as MusicTapes.

TDC-4 Track Pioneer, Adds 8-Track Wing

OMAHA—T.D.C. Electronics, here has emerged on the CARtridge scene as one of the top-capacity duplicators now contracting with record companies for production of eight-track stereo tapes.

Currently producing 3,500 eight-track tapes per day at its plant here, T.D.C. will soon have adapted "slaving" equipment to make possible production of 8,000 tapes daily, according to president Leo Colvin.

"A lot of parties are talking about their duplicating capacity," Colvin said. "We are in the business right now."

Best estimates rank T.D.C. second only to RCA Victor in terms of high-speed eight-track tape duplication capacity.

T.D.C. has been duplicating and marketing four-track music tapes for several years, serving, for example, as the marketing wing for MusicTapes, Inc. of Chicago, which has a 20-label library.

In its own four-track catalog, T.D.C. lists such labels as A&M, Musicor, Verve, Chess/Checker/Cadet, Elektra and Monitor. In its newest four-track release, T.D.C. is offering such acts as Herb Alpert's Tijuana Brass, Gene Pitney, Getz/Gilberto, the Ramsey Lewis Trio and the Paul Butterfield Blues Band in four-track stereo through some 150 dealers.

According to Colvin, T.D.C. has already signed an eight-track duplicating contract with one large independent label (which is handling its own distribution) and will soon announce contracts with two or three others.

AMC Swinging Into 8-Track Production

GARDENA, Calif.—Audio Magnetics Corp. has purchased its first eight-track stereo tape duplicator and hopes to begin servicing custom accounts by mid-March. AMC will set up the CARtridge duplicating company as a separate wing from its reel-to-reel pre-recorded tape manufacturing business.

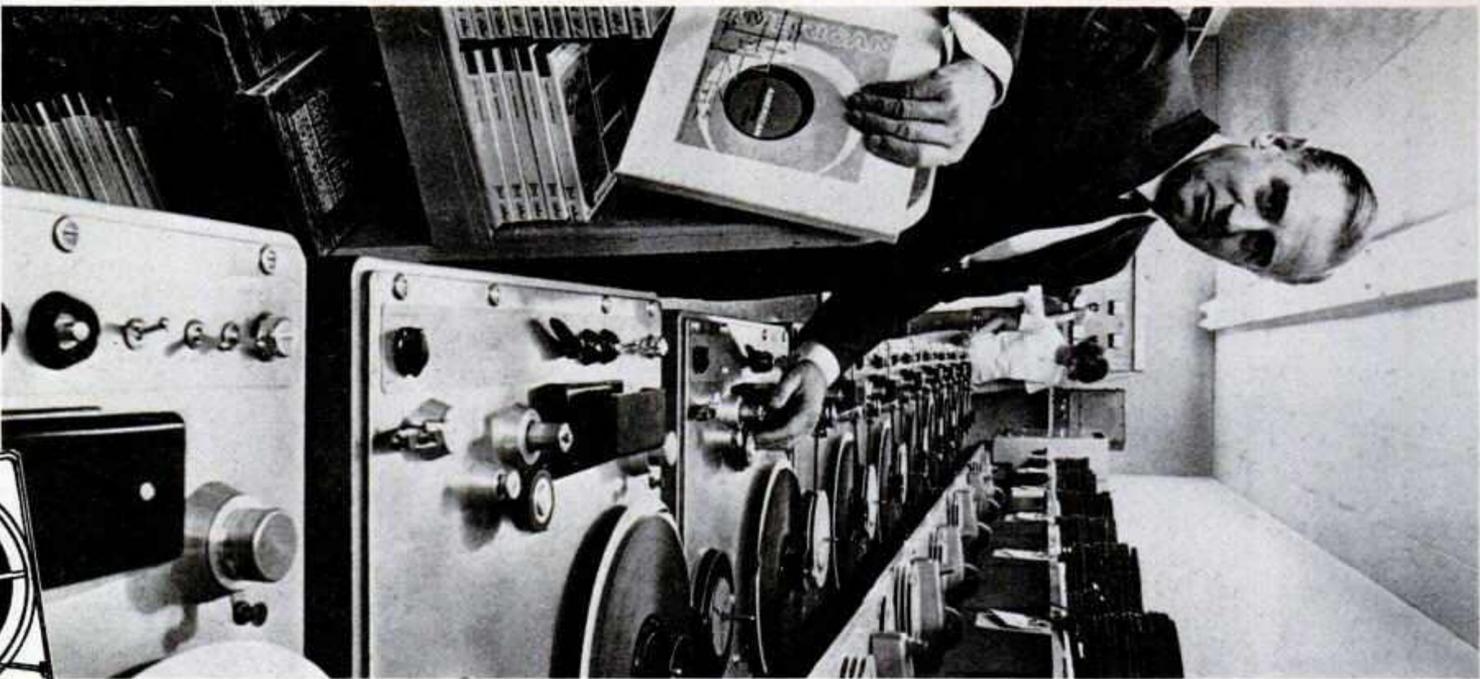
AMC will duplicate tape for record companies wishing to retain distribution control but will turn around and buy these titles from the manufacturers for sale through its own outlets in photo, hi-fi, drug and supermarket locations, according to its president, Irving Katz.

AMC will seek to sublease masters from companies it duplicates for its own foreign licensees, many involved with AMC in the construction of tape manufacturing plants.

The eight-track facility will be adjacent to AMC's present tape manufacturing plant at 1604 West 139th Street. The company hopes to also sell loaded pre-recorded cartridges. This will be in addition to offering a vertical operation by manufacturing, duplicating and selling through its own specialized outlets.

A sideline of the new AMC cartridge plunge will be to sell other duplicators raw lubricated tape based on the following price structure: from one to 50,000 feet, 20 cents per 100 feet; 50,000 to 250,000, 15 cents per 100, and 250,000 feet and over, 12 cents per 100.

Involved in AMC with Katz (he spent over 15 years in the record business with Apollo and Royal Records) is Elliott Basch, formerly with Bel Canto for five years. Sam Schobel is general sales manager and G. M. Sprat is technical consultant.



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Stereo Auto Cartridges

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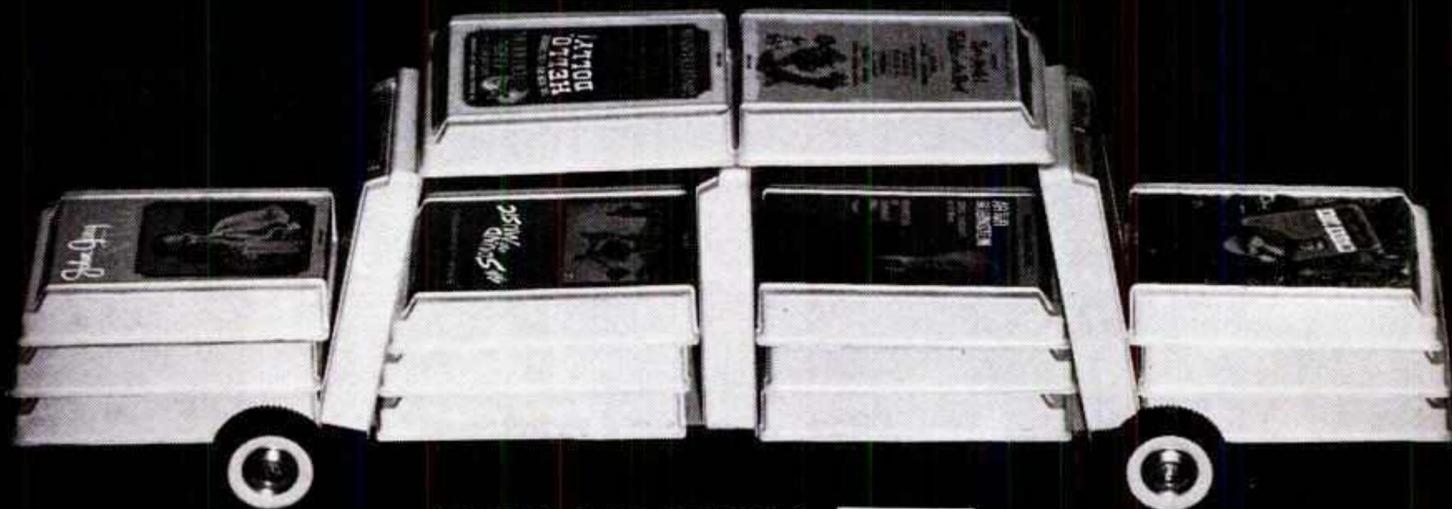
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New RCA Stereo 8 Cartridge Tapes for March

Hot New L.P.s already on RCA Stereo 8 Cartridge Tapes: "Ballads of the Green Berets" and "Batman Theme"

<p>STEREO 8 RCA VICTOR Ballads of the Green Berets SSgt Barry Sadler</p> <p>P8S-1107</p>	<p>STEREO 8 RCA VICTOR BATMAN THE BATMAN THEME MEAL HEPT!</p> <p>P8S-1110</p>	<p>STEREO 8 RCA VICTOR MALAQUÍA CARLOS MONTOYA RECORDED IN CONCERT</p> <p>P8S-1084</p>	<p>STEREO 8 RCA VICTOR Al Hirt - ANN-MARGRET</p> <p>P8S-1086</p>	<p>STEREO 8 RCA VICTOR THE ROBERT MCGEE PETER NERO HELP! UNLINDERBALL THEME FROM "THE SPY WHO CAME IN FROM THE COLD" THEME FROM "THE SILVERSPY" THE FLICK THE SHADOW OF YOUR SMILE THEME FROM "HARLOW" WHAT'S NEW PUSSYCAT! CATS CHAM CHAM MY FAVORITE THINGS</p> <p>P8S-1090</p>	<p>STEREO 8 RCA VICTOR MOTHER NATURE, FATHER TIME BROOK BENTON</p> <p>P8S-1091</p>	
<p>STEREO 8 RCA VICTOR TWIN-PACK Henry Mancini The Academy Award Songs 34 "Oscar" Winners</p> <p>P8S-5035</p>	<p>STEREO 8 RCA VICTOR MARIO LANZA SINGS CARUSO FAVORITES Including Nata Lucia - Vesti la Giubba - Lilla</p> <p>R8S-1046</p>	<p>STEREO 8 RCA VICTOR The Best of ARTHUR FIEDLER and the BOSTON POPS Including March of the Toys - The Blue Danube - March of the Toys</p> <p>R8S-1047</p>	<p>STEREO 8 RCA VICTOR TWIN-PACK MORTON GOULD and his ORCHESTRA JUNGLE DRUMS MORE JUNGLE DRUMS Including March of the Toys - Cannon - Blue - March</p> <p>R8S-5030</p>	<p>STEREO 8 RCA VICTOR TWIN-PACK Vienna Strauss Waltzes Including: Blue Danube - Vienna Blood March of the Toys - Cannon - Blue (SPECIAL SURPRISE! 1950)</p> <p>R8S-5033</p>	<p>STEREO 8 RCA VICTOR RICHARD DREYFUSS CLOSE SHAVE THE SPY WHO CAME IN FROM THE COLD THE SHADOW OF YOUR SMILE THEME FROM "HARLOW" WHAT'S NEW PUSSYCAT! CATS CHAM CHAM MY FAVORITE THINGS</p> <p>O8S-1018</p>	<p>STEREO 8 RCA VICTOR TWIN-PACK The Most Beautiful Music in the World My Silent Love</p> <p>C8S-5023</p>

Hottest New Item in the Industry! Here's the March release of the exciting new product the business has been buzzing about since its introduction. RCA Stereo 8 Cartridge Tapes — the swingin'-est sound on wheels — developed and introduced by RCA Victor. RCA Stereo 8 Cartridge Tapes offer up to 80 minutes of music — the equivalent of either one or two stereo L.P. records. Replacement for manufacturing defect *guaranteed for one full year.*



RCA VICTOR
STEREO **8**
The most trusted name in sound

Here's One Way Music Is Being Sold - in Gas Stations

ELMONT, L. I.—Cinematic, Ltd., has developed an auto tape demonstration technique geared to make every gas station proprietor a music dealer. Jerry Katcher and Steve Lent, co-owners of Cinematic, believe that the secret of selling automobile tape music systems is in demonstrating the units right in the prospect's automobile.

"It's one thing to show somebody a unit that's designed to

be installed in his car, and tell him how it's going to work once it's installed," says Katcher. "He's got to imagine it right there in place, under his dashboard, playing beautiful music. But it's quite another thing to actually hook the thing up and let him hear it playing right through his own car radio, sweet and clear. It takes a tough prospect to resist under those conditions."

Service stations in the Long Island area presently handling the Cinematic music systems consider every customer a prospect. The minute a customer enters the driveway of a Cinematic outlet service station, he is greeted by blazing signs that say: "Turn Your Dial to 1300 Kilocycles for an Amazing Free Musical Demonstration!" The gas station attendants wear celluloid buttons bearing similar messages.

While the hose is thrust into the customer's gas tank, the attendant puts a suitcase-sized demonstration unit on top of the car's hood, hooks up one wire to the car's radio antenna and another to the back of the car radio. A flood of music mingles with the gurgling from the gas tank. At each successive flick of the attendant's hand, a different music selection is heard.

The music CARtridge selections are displayed on a rack inside the gas station and are an additional sales impetus for the playback units.



OSCAR P. KUSISTO, vice-president and general manager of Motorola's automotive parts division, demonstrates the Ford radio-tape unit which his firm built around the eight-track stereo cartridge and playback system developed by Lear Jet Corp. The eight-track system incorporates four stereo channels which provide up to 80 minutes of programming. "The system has both automatic and manual operation," Kusisto said. "Each dual channel plays in sequence, then automatically starts over. The listener, however, can switch channels at any time by simply pushing a button." The system was "designed, built, tested, set up for production and began producing stereo tape players all in a period of nine months," Kusisto said. He also mentioned the system was all transistorized and contained a "cam-operated head" and a vibration resistant mechanism as special features of the Motorola-built product.

Lear Kicks Off Drive to Bow Portable CARtridge Player



LEAR JET Stereo's Gall and Featherstone

DETROIT — Lear Jet will launch a major national consumer ad campaign April 1, as well as make co-op ad funds available to dealers and distributors, Billboard learned last week.

According to Jim Gall, Lear Stereo Division's marketing director, the ad budget for the firm's 1967 fiscal year will escalate to the million-dollar mark.

Gall said the campaign will hit major national consumer print media as well as make extensive use of radio time. The latter is aimed at reaching the CARtridge prospect while he is behind the wheel.

This direct consumer drive will be in addition to Ford Motor Co.'s continuing full-scale TV and mass circulation magazine and newspaper ad schedule.

Gall also disclosed that he appointed Paul Featherstone to head the sales program for the cartridge division and OEM accounts in the home instrument field. Featherstone, who until recently served as Lear regional sales representative in Detroit, is the former general manager of New York's Horold Radio. Prior to that, he had served as a Capitol Records Distributing Corp. vice-president.

In the equipment phase of its operation, Gall said Lear will soon unveil new units for both home and car. These include the Model HSA-900 (list, \$79.95), a playback which will operate through a home stereo system, component or package.

Of particular interest, Gall said, will be a portable cartridge tape player using rechargeable batteries, and/or a.c. current. It will have self-contained speakers, and will allow the user to listen to a cartridge while walking. It will also permit the user to move it easily from home to car, boat or beach.

For the car installation, Lear will also introduce within two weeks its ASFM 850, which includes with the cartridge playback, FM radio and FM multiplex if desired.

Public Acceptance Is Fantastic, Says Wally

NEW YORK — In just two years, the CARtridges stocked by Wally's Auto Radio Service here have grown from a rack of 50 to a stockroom of more than 7,000. Wally's sells and installs the units in automobile—two to three a day.

"Business is fantastic," said Manager Harold Wally, "because the public acceptance has been tremendous. The playback units are being used in planes, cars, boats and in the home.

"The record companies have just awakened to the fact that this is not a gimmick . . . not a toy." He said he expected the record companies to flood the market with product.

The chiefs of two major labels, "plus a lot of their boys" had visited Wally's recently, Wally said, to pick up sample cartridges. These labels included Decca and Columbia. Bill Gallagher, of Columbia, had been to Wally's himself, he said.

Tape Dealer Finds Ford Tie-In Paying Off

SAN FRANCISCO — Walter Willey, a major retailer selling stereo tapes in the Bay Area, has capitalized on the tape CARtridge market by sending Ford dealers letters informing them he stocks the RCA eight-track cartridges.

Two follow-up letters were sent to Ford dealers and "this did pay off as quite a few customers have been referred here

by Ford dealers," Willey told Billboard.

While he had over 2,000 different selections in stereo tape for reel-to-reel machines in his store in February, Willey said he only had about 60 Fidelipac and about 80 Lear eight-track cartridges. He indicated he was being cautious in his ordering "until the demand increases. I think it will increase rapidly this year."

Willey has been selling pre-recorded tapes since 1952 when A-V libraries of New York brought out about 50 monaural tapes on five-inch reels. Willey said he was waiting to see which type cartridge system would dominate before ordering playback units, but he indicated a strong inclination that eight-track would win out.

Tape CARtridge Playback Manufacturers Who Makes What and How It's Sold

MANUFACTURER	CAR OR HOME USE	MONO OR STEREO	MODELS AVAILABLE	RETAIL PRICE	RETAIL OUTLET
ARC Electronics 15302 South Illinois Avenue Paramount, California	car	Stereo	880 4-track	\$119.00	Record, radio, discount, department stores
Autostereo 14617 Keswick Street Van Nuys, California	car	Stereo	MP6 LP8 MC8 (American-made, 4-track models)	\$ 89.95 139.50 159.50	Distribution from factory to dealers
Borg-Warner Corporation, Spring Division 718 South 25th Avenue Bellwood, Illinois			4 and 8-track models		
Craig-Panorama, Inc. 2302 East 15th Street Los Angeles, California	both	Stereo	(Japanese-imported, 4-track models) C 501 C 502 C 503 516 home recorder/player	\$ 99.50 119.00 129.95 229.95	Distribution from warehouse to distributors to dealers
Kinematix, Inc. 2040 West Washington Boulevard Chicago, Illinois			8-track available in April		
Lear Jet Corporation, Stereo Division 13131 Lydon Avenue Detroit, Michigan	both	Stereo	ASR 830 (including AM radio) ASR 830-H (without radio) ASFM 850 (with FM radio & multiplex) HSA 900 (home unit)	\$149.95 124.95 not established 79.95	Distribution from factory to distributor to dealers
Muntz Stereo-Pak 7715 Densmore Avenue Van Nuys, California	both	Stereo	(Japanese-imported, 4-track models) M 70 M 80 C 90 C 100 HW 1 AC Home Unit AR 300 (table-top home recorder/playback) AR 400 (floor console home recorder/playback)	\$ 69.95 79.95 89.95 99.95 99.95 299.90 399.00	Direct distribution from factory to franchised dealers
Muntz Audio/Stereo (Private Brand Line)		Stereo	(4-track sets) A-70 A-80 A-90 A-100	\$ 99.95 109.95 119.95 129.95	Distribution from factory through reps
Orrtronic, Inc. P. O. Box 864 Toledo, Ohio	both	Stereo	8-track stereo mono home unit available in first half 1966	\$89.95 79.95	Sears, Roebuck
Taiko Available through Universal Associates (U. S.-Canadian reps) 1434 Westwood Boulevard West Los Angeles, California	both	Stereo	(Japanese-imported, 4-track models) E-3 E-4 Skytone Home Player	\$129.50 129.50 129.50	Distribution through electronics, auto accessory stores
Telepro Industries, Inc. Cherry Hill Industrial Center Cherry Hill, New Jersey	both	Stereo	TPI Home Unit (4-track) Auto unit in production for March delivery (less speakers)	\$89.95 89.95	Factory to distributors to dealers
Tenna Corporation 19201 Cranwood Parkway Warrensville Heights, Ohio			4 to 8-track units under Merlin Mfg. name		
Automatic Radio 2 Main Street Melrose, Massachusetts	both	Stereo	Tape Dek II	\$109.00	Factory to distributor to dealers
Livingston Audio Products 1275 Bloomfield Avenue Fairfield, New Jersey			4 to 8-track compatible units available in May		
Viking Auto Tape 9600 Aldrich Avenue, South Minneapolis, Minnesota 55420	both	Stereo	Auto-Tape 500 Stereo-Mate 500 (home unit)	list price unavailable	Factory to distributors to dealers

THE TAPE CARTRIDGE:

CAPITOL'S STATEMENT TO THE INDUSTRY

Since the introduction of a major market for the continuous-loop tape cartridge by the Ford Motor Company, Capitol has consistently taken the position that it would not offer its extensive catalog for this purpose until future availability and manufacturing rights to the cartridge by the record industry were established, and standardization assured.

Other record companies apparently saw fit to take a similar position. Had this not occurred, the record industry would have found itself at the mercy of limited suppliers and the whims of patent holders. We felt it our obligation to accept industry leadership in the face of another threatened battle of record systems.

Now we are pleased to announce that, within a few months, Capitol will offer its first release of eight-track, continuous-loop stereo tape cartridges. These cartridges will be compatible with Ford Motor Company tape decks and with those under development by other major automobile manufacturers, thus assuring standardization.

Negotiations with various suppliers, *prior to commitment*, have enabled us to be assured of cartridge supply at competitive prices, as well as the right to manufacture. This right to manufacture is at a fair and acceptable license rate, and is, with certain suppliers, license-free after a reasonable number of years – thus assuring us of being in complete control of our own product. It is assumed that similar arrangements will be offered to other record manufacturers.

As to the future of the tape-cartridge industry, it is our belief that tape decks will have to move into the home in substantial numbers before the system will be of lasting importance. If this should happen, then certainly the tape deck in automobiles, compatible then with home systems, will have consistent and accepted use.

By making our recorded catalog available to this system, we will help make this move possible, so that the public, as always, can make the final decision as to its preference.

In the pursuit of Capitol's own tape-cartridge interests, we hope that we have brought a measure of future stability to our industry.



President, Capitol Records, Inc.

Compatibility Poses a Long Shadow

With the birth of a new entertainment industry, the problem of compatibility poses a long shadow over the development of tape CARtridges. What should be compatible, a cartridge which can be used in all make of machines or a machine which can take all the cartridge systems?

In the opinion of George Eash, the inventor of the Fidelipac cartridge, the standard four-track housing, the answer lies in a compatible machine. "This is the only sensible way," he says, "because it offers the customer complete protection."

Eash says he's discussed this topic with other engineers and the conclusion they've reached is that it would be impractical to make a compatible cartridge. The inventor says he knows of several playback manufacturers who have prototype units which can play both four and eight-track systems. As far as the consumer is concerned, it couldn't matter less which system he buys, Eash claims, so long as the music is available.

The duplicators would rather work with one system since they are trying to avoid turning out product in two fashions, Eash says.

The elusive pinchwheel is the key to the differences in Lear and Fidelipac systems. The pinchwheel—which presses the tape against a revolving capstan which moves the tape across the playback heads—is inside the Lear cartridge. In the Fidelipac system it is inside the playback unit.

Four-track duplicator Earl Muntz confided he can't offer a suggestion over what should be compatible. He does feel, however, that the proper place for that pinchwheel is in the playback unit. In a system in which the pinchwheel is inside the cartridge, the lubricant rubs on the pinchwheel and causes it to tighten against the tape. This requires an adjustment in the cartridge, Muntz says. If you are dealing with the same pinchwheel as in the unit—Muntz calls them pinchrollers—the tolerances are the same.

Muntz claims that with the Lear system, after new cartridges have been inserted into the eight-track player, pinchwheels have to be adjusted.

Muntz said he has machines in his lab which will play four and eight-track tapes but that they're not good enough for sale. "If General Motors goes eight-track it could force us into it," he said. "You can put eight-tracks on the Fidelipac cartridge, Muntz claims, and it will prove good control because the same pinchroller in the playback unit is used.

One engineer who believes compatibility should be developed into the playback unit is Capitol's development man Ed Uecke. "The machine should accept a cartridge configuration in which could be placed four or eight tracks," he comments. A sensing device could adjust the machine to the proper system, Uecke theorizes. Cartridges, he says, must fit the playback unit in a manner similar to the way 45 and 33 records fit a phonograph.

Uecke thinks it will come to pass that four and eight-track systems will be engineered into one unit. He thinks eight-track will win out and become the dominant system because it offers more repertoire on one cartridge.

Ron Bledsoe, Liberty Records tape/records department manager, differs. He feels the cartridge should be compatible. This would eliminate duplication of material in two forms and cut costs for the music suppliers. The buying public doesn't really care what is compatible, Bledsoe believes. "The public is only concerned about stereo." One solution is to let the public select its favorite system and then concentrate on that.

There is one school of thought which says that no one in the tape cartridge field, from the record companies to the playback manufacturers, is influencing others to choose one path to compatibility, meaning in the words of Capitol's president Alan Livingston, a "new battle of the speeds."



A.R.C.-2500 RECORD PLAYER FOR CARS SELLS ON SIGHT!

No need to remove radio—simple to install—plays 12 45's automatically—not affected by bumps, stops, etc.—fully guaranteed in writing—uses low cost 45 records available everywhere. Fits all cars, trucks, campers, etc.

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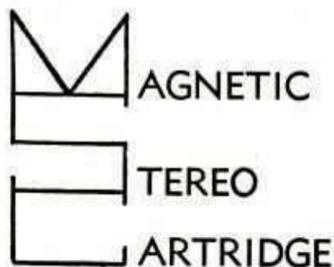
PROUDLY ANNOUNCES THE FORMATION OF ITS NEW

MAGNETIC STEREO CARTRIDGE DIVISION

A Fully Equipped and Integrated Tape Cartridge Facility

Audio Magnetics Corporation, long a manufacturer of quality magnetic recording tapes, has announced its entrance into the auto and home stereo cartridge field with the creation of its new MSC Division. Employing a unique concept of total vertical integration, MSC will offer products and services covering the full range of tape cartridge requirements from manufacturing of the lubricated cartridge tape to merchandising and sales promotion of the finished product. The Company has acquired high speed sound duplicating facilities and is installing a production line for cartridge loading and assembly, making it the only fully integrated single source of all tape cartridge products.

- lubricated magnetic recording cartridge tape
 - high speed sound duplicating—4 track & 8 track
 - tape cartridge loading and assembly
 - merchandising and sales promotion



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1604 West 139th Street, Gardena, California

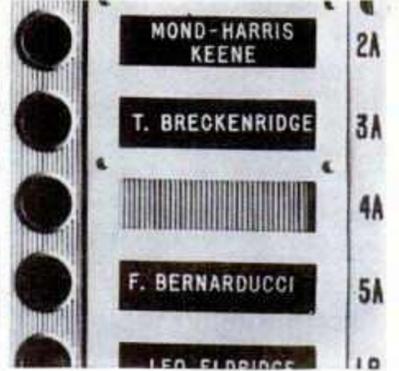
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- ★ Northern Calif. distributor for RCA Victor 8 track stereo cartridges.
- ★ No. Calif. distributor for ITCC.
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Western Tape Division
1461 Park Ave., Emeryville 8, Calif.
(415) 654-0773



Lucky for you it's always the guy next door.

This is a way many of us think about cancer: it only strikes the guy next door... avoids you. Yet in 1965, cancer killed 805 guys next door every day. About 295,000 during the year.

It can't always be the other guy all the time. One day it may be someone in your own family... or a dear friend or neighbor.

What can you do about it? You can have a health checkup every year. Many cancers are curable if detected early and treated promptly. Over 90,000 Americans die each year of cancer, who might have been saved. But they delay seeing their doctors until it's too late.

Further, there are cancers that science does not yet know how to cure. Money is needed to continue the attack on cancer's resisting secrets. Money to support research under way will help provide answers.

By fighting cancer with a checkup and a check, someday it won't have to be the guy next door. Or you. Or anyone.

american cancer society

Hobby Proves Bonanza for Earl Muntz

HOLLYWOOD—What started out as a hobby—"playing" with tape and filming sound motion pictures—has turned into a bonanza for Earl Muntz, an aggressive showman-merchandiser.

Currently the president of Muntz Stereo-Pak, a leading four-track tape cartridge duplicator and manufacturer of playback units, the balding 52-year-old executive used to fool around with tape in 1950 as a sound 16mm. picture hobbyist.

His present involvement with continuous loop stereo cartridges stems from an interest he had in 1958 while running a model school in Chicago. "I wanted to put a background music system in the corridors," he recalled, "so I got hold of a cartridge player the broadcasters were using." Muntz picked up a Fidelipac cartridge and began

studying ways of duplicating music for this housing.

"I thought I would get the duplicating job done fast but before I realized it, I was in business. Thinking about California as the perfect place to live and work, Muntz moved here in February 1962 and set up Muntz Music, a small firm.

Muntz credits Bing Crosby with being the first man to start putting repertoire on tape. "He should be given the credit . . . he's the guy responsible for reproduction on tape." Crosby, Muntz recalls, began taping his radio programs in the mid-1940's "I remember everybody was talking about Bing . . . about how this guy was putting a lot of stuff on tape and then going out and playing golf." (This reference is to Crosby being the first artist to pre-record on tape

his ABC radio network show. This led to other artists following suit, thus establishing tape as an important broadcasting tool.)

Recalling his first days after getting emotionally involved with the idea of cartridge music, Muntz said he used to duplicate material in his living room. The first equipment was by Ampex and Sony which had to be revamped for stereo.

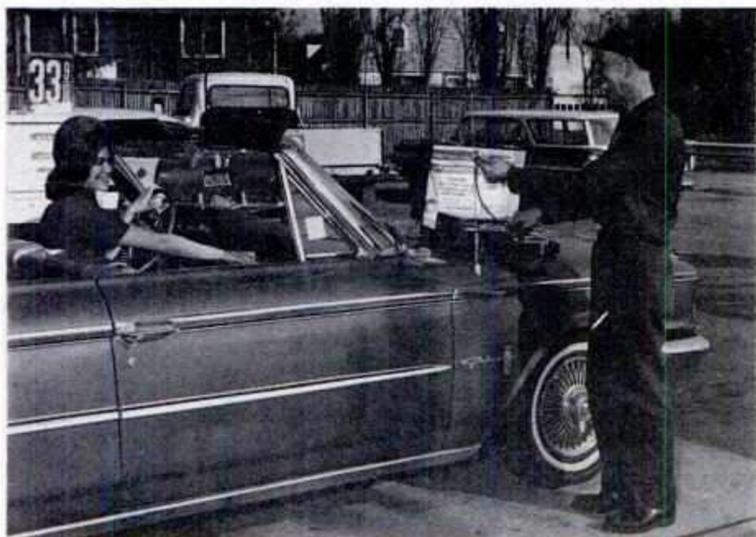
"Music was the big problem." Muntz's first library was provided by Tops Records, a 79-cent budget line. He laughs about it now, since his first tapes (from the 79-cent library) sold for \$7.95. The first major repertoire breakthrough was provided by ABC-Paramount, which also gave him Command and Grand Award. MGM was the next to follow.

While Muntz's name has become synonymous with car units, it has been underplayed that he initially tried to cover both the car and home markets with playback units. "You couldn't convince anybody at that time about home units," he noted. The sound of the cartridges was "thin" and unimpressive. "It's only been in the last year or so," he said, "that sound has become good. We've learned an awful lot."

Muntz's first machines were made by Viking of Minneapolis. He had contacted the head of Viking with a sales pitch that he had a tape working in a car and a motor which could operate a car unit. Viking, which had built playbacks for broadcasters and background music users, was eager to land in the car market. Thus Viking built Muntz's



TAPE BUYER BERNIE BORNSTEIN of New York's Sam Goody record store chain demonstrates a CARtrige tape to a potential customer, right. At the side of the playback is a cartridge-carrying case that RCA Victor Records is offering with the purchase of six of its cartridges. The chain handles, in addition to RCA Victor, product of Motown, Turnpike, ITCC's multiple-label catalog, and Audio Spectrum. Furthermore, orders were placed last week for Stereopac turned out by Muntz. Turnover is about 75 four-track cartridges and 50 eight-track cartridges a week and business is growing fast.



WOODROW WILSON (RED) ROSS, owner of Red's Shell Service Station, Elmont, L. I., demonstrates CARtrige player.

first 3,000 car units.

Sound quality has improved today, Muntz said, because of continuing development of equipment. The frequency response is twice what it was 18 months ago, Muntz claims. "At 3¾ inches per second (i.p.s.) it was good if we were getting up to 7,000 cycles flat. Today, we're running 15,000 cycles."

Muntz feels reproduction is better today at the 3¾ speed than it was at 7½. The first speed in duplicating tape (reel-to-reel) was 15 i.p.s., which dropped to a 7½ speed. Now cartridges can hold 50 to 15,000 cycles at the 3¾ speed.

Muntz formed his first duplicating-playback manufacturing company in California in 1962. One year later he sold his interests in Muntz Autostereo and

formed his present concern. He learned his business acumen in his hometown of Elgin, Ill., by selling car radios from 1929-1934, became an auto dealer when he was 20 years old ("My mother had to sign all contracts because I was a minor"), began manufacturing and selling television sets in 1946, earning his national reputation as "Madman" Muntz and became interested in taped music in 1958.

In developing the Muntz TV set, he introduced the first receiver with a single control knob, thus eliminating the consumer confusion of multiple controls. His background includes a tag at the automotive manufacturing market when he strived to introduce the "Muntz Jet" car. He eventually sold his interest in the (Continued on TC-32)

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3	WOW, BABY—Donna Summers, Mercury 1321
4	103-3—Lee Barry, Decca 31827
5	103-3—Lee Barry, Decca 31827
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49	103-3—Lee Barry, Decca 31827
50	103-3—Lee Barry, Decca 31827



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SACRED MUSIC	\$ 8.95 (3 3/4" speed)	

*Available on 3 3/4" reels. Also at 3 3/4" speed on 7" reels slightly extra. Write for prices, Bible in cartridges.

SPECIAL OFFER:

Entire New Testament plus BIBLE VOICE de luxe portable tape recorder — only — \$99.50 complete. Prices F.O.B. Los Angeles.

FREE

... set of stetho earphones with \$50 order. Merchandise may be returned within 10 days for refund if not completely satisfied.



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

CARtridge Players in Dynamic Texas Style

• Continued from TC-7

At Dynamic Devices, according to Mery, business boomed in the car field from the day the doors opened. He estimates there are more than 2,000 stereo tape cartridge-equipped autos in the local area at the present time. There are approximately 225 installations in cars made at Dynamic Devices in a month.

Home sales are also increasing and Mery expects that by 1968 sales for home and auto will be on an even keel.

On Feb. 10, Mery placed a new policy in effect on all car and home units sold. This is a Free Lifetime Service Policy which says that when a person buys a unit, there is never any charge for service labor as long as he has the unit.

Mery believes that the future of stereo tape cartridges and cartridge units for home and auto, office and boat, holds unlimited possibilities. Today there are 19 franchised dealers for Dynamic Devices located throughout Texas, similar to the local operation, and in addition there are 49 subdealers in the Texas area.

Operations of a similar nature are now being established in Mexico by Dynamic Devices. Further information on Mexico will be announced shortly.

Expansion is still continuing at Dynamic Devices. The former executive offices have given way to a display room for Dynamic Devices stereo-paks and speakers.

Prospective customers range from all walks of life and in all age groups, and are given demonstrations in one of six cars of the demonstrator fleet used by Dynamic Devices.

George K. Mery said, "Dynamic Devices, Inc., is proud to have been one of the pioneers in the stereo tape cartridge field. We have gained invaluable experience in the sales, marketing and installation of stereo tape units for home and auto. The future holds tremendous possibilities. We are gearing to meet what we believe will be an ever-increasing demand. Stereo tape is on the verge of becoming a household word."

General Motors Making 8-Track Units for '67 Line

• Continued from TC-3

vide the proper casing for the taped music.

Delco spokesmen in Kokomo, Ind., headquarters of the firm's radio division, admitted that they "are leaning toward the eight-track continuous loop tape concept," but declined to verify statements that Delco will start manufacturing playback units this month. D. A. Sandberg, general sales manager of the radio division, did say, however, that Delco "will definitely not seek to enter the aftermarket field," of such units. He added that this could put Delco in competition with the automobile company and said that Delco would "never enter such competition."

GM spokesmen, who declined to be identified, also said that the decision to go with the eight-track concept was "more or less prompted by the fact that this idea has caught on" with the recording industry and the public.

The spokesman added that Delco had been looking into various other types of systems, including the tiny, new Phillips (used by Norelco and Wollensak) reel-to-reel cartridge concept, but said the market success of the eight-track system was more of a determining factor than any other consideration.



BERNARD CUSIGNO, one of the early developers of the CARtridge concept. Cusigno Electronics is a subsidiary of Orrtronic, Inc.

Bill Mulcahy Sports Impressive Background



BILL MULCAHY

NEW YORK—A major figure in the burgeoning tape CARtridge business is TelePro Industries' President Bill Mulcahy. With an extensive and impressive background as an administrator in the electronics field, Mulcahy has the experience and know-how necessary for the further development of TelePro's tape cartridge activities.

He began his business career at RCA Victor in Camden, where he became special assistant to Frank Folsom, then vice-president.

In 1957, United Aircraft Corp. called on him to take over their Electronics Division. By 1961 he had boosted the division's gross sales to \$12 million a year. He then moved to National Semi-Conductor Corp. where, as general manager, he was instrumental in tripling the company's sales within two years.

In May 1963 he joined TelePro as vice-president and general manager. When he became president in 1965, Mulcahy immediately directed the company's efforts toward the development of consumer markets for tape music systems. Based on the regional success of auto tape systems on the West Coast, Mul-

Muntz's Hobby

• Continued from TC-31

TV firm when he moved into the other fields.

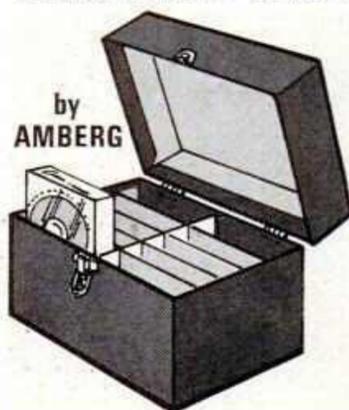
Why did Muntz first aim his tape cartridge system at the automobile and not the home?

The answer is simple, according to Muntz. The American consumer, he contends, will buy things for his automobile—and be willing to pay more for them—than he would for his home. It is the psychology of the American consumer.

cahy reasoned that mobile taped music not only presented a tremendous international potential by itself, but could be the forerunner of a whole family of consumer-oriented products.

Under his direction, TelePro has introduced tape systems for auto, home and boats, and its cartridge production has risen from 10,000 a month in 1963 to 400,000 a month for the first months of 1966. TelePro has additional consumer cartridge products already scheduled for marketing this year.

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This neat, compact — 9" x 6" x 6" — case stores 10 cartridges of any standard brand. Attractive, top quality kivar covered bindersboard. Choice of red, Sahara (beige) and charcoal. Sturdy, clear plastic handle, nickel clasp and hinges.

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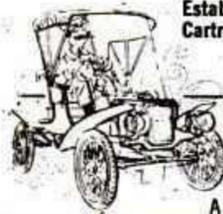
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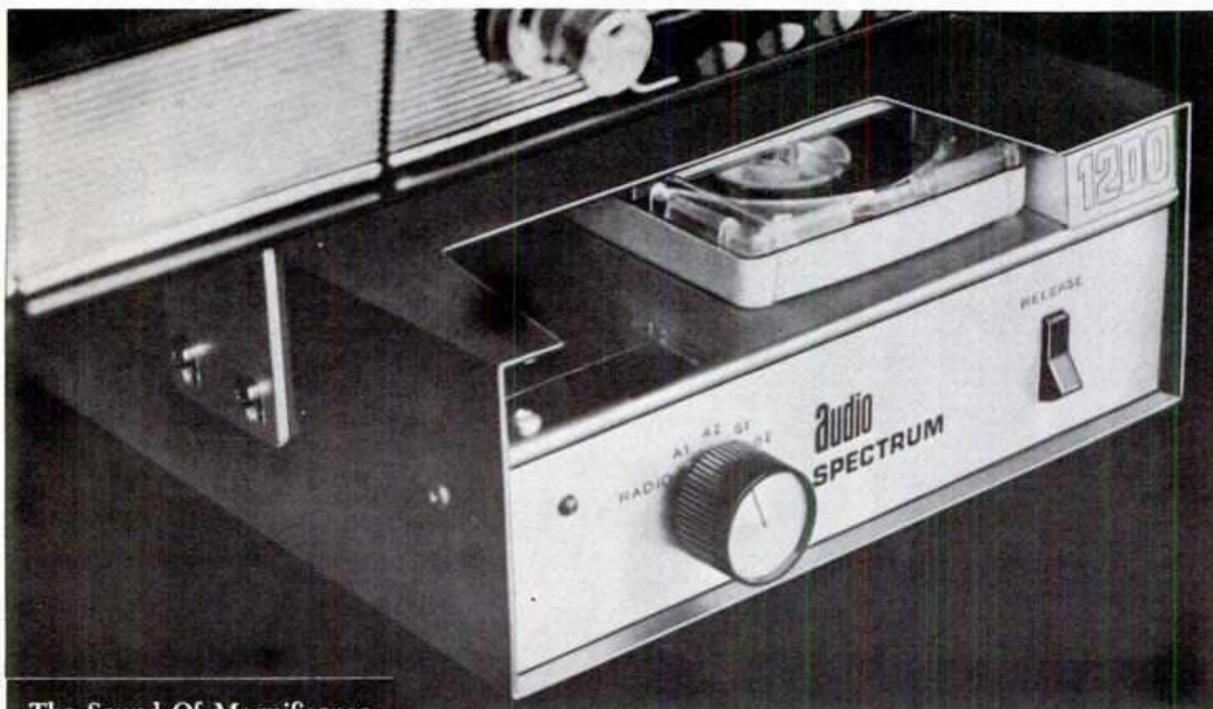


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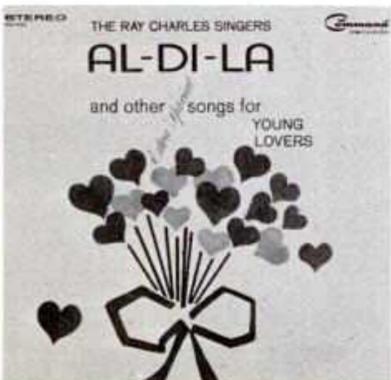
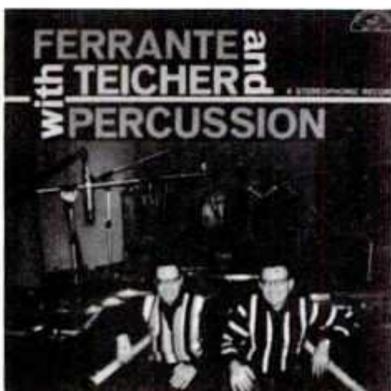
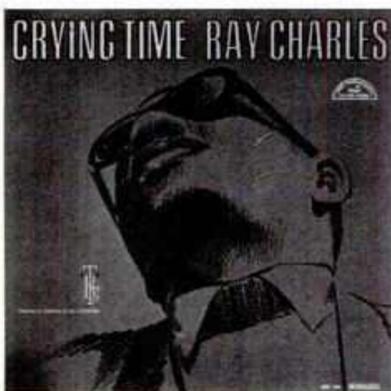


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- 8003 Soul of Spain Volume I (101 Strings)
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- 8004 Exodus and Other Film Hits (101 Strings)
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- 8005 Golden Age of the Dance Bands
Golden Age of the Dance Bands on Broadway
- 8006 The Villagemen
Dixieland
- 8007 Young Lovers in Far Away Places
Quiet Moments for Young Lovers
(Ray Charles Singers)
- 8008 Hits Made Famous by Marty Robbins & Johnny Cash
Hits Made Famous by
Chet Atkins & Tennessee Ernie Ford
- 8009 Overtures from the Opera (101 Strings)
Marches from the Opera
- 8010 Strauss Waltzes
Elegance of the Waltz
- 8011 Oldies But Goodies Volume I
Oldies But Goodies Volume II
- 8012 We Got Us (Eydie Gorme & Steve Lawrence)
- 8013 Sealed With A Kiss (Brian Hyland)
- 8014 Themes from Broadway Shows (Ferrante & Teicher)
- 8015 Ray Charles Greatest Hits
- 8016 Desafinado (Coleman Hawkins)
- 8017 Themes From Hit Films 35MM (Enoch Light)
- 8018 Hawaiian Paradise (101 Strings)
Jet Set
- 8019 Holiday in Mexico
Trio Los Noches

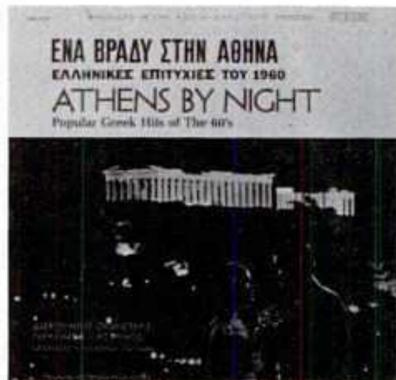
- 8020 Italian Hits (101 Strings)
I Love Paris
- 8021 Hank Williams (101 Strings)
Soul of Music USA
- 8022 Hank Mancini
I Left My Heart in San Francisco
- 8023 Night in Naples
- 8024 Symphonic Fireworks
- 8025 Athens by Night
- 8026 Al Di La—Ray Charles Singers
- 8027 Crying Time—Ray Charles
- 8028 Love Songs of Mexico—Tony Mottola
- 8029—A Love Supreme—John Coltrane

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CAS-1100	Symphonic Fireworks	\$4.95
CAS-1101	Tiajuana	\$4.95
CAS-1102	Roger Miller's Song Book	\$4.95
CAS-2050	Al Di La—Ray Charles Singers	\$5.95
CAS-2051	Love Songs of Mexico	\$5.95
CAS-2052	Ray Charles—Crying Time	\$5.95
CAS-2053	John Coltrane—A Love Supreme	\$5.95
CAS-3000	A Night in Naples	\$5.95
CAS-3001	Athens by Night	\$5.95
CAS-3002	Zambetas	\$5.95
CAS-3003	Greek Folk Songs and Dances	\$5.95

PARTIAL LISTING OF 4 TRACK MONAURAL TAPES

TT-152	Pipe Organ and Passport for Romance Symphonic Fireworks	\$4.95
TT-153	1812 Overture Swan Lake	\$4.95
TT-154	Tiajuana Roger Miller's Song Book	\$4.95
TT-300	A Night in Naples	\$5.95
TT-301	Athens by Night	\$5.95
TT-302	Zambetas	\$5.95
TT-303	Greek Folk Songs and Dances	\$5.95
TT-528	Al Di La—Ray Charles Singers	\$5.95
TT-529	Love Songs of Mexico—Tony Mottola	\$5.95
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Marek Says CARtridge to Equal Disk Market in Five Years

NEW YORK—The growing tape CARtridge industry has literally taken the music industry by storm. Whereas one year ago record manufacturers and publishers displayed scant interest in the new medium, today there is evidence of frantic activity to get aboard the band wagon.

Some of the more astute record manufacturers, of course, have been wise to the potential for quite a while, and the enthusiasm of these is reflected in the recent statement in Billboard by George Marek, vice-president

and general manager of the RCA Victor Record Division.

Marek holds to the view that the cartridge is a service people want; that information at hand proves this beyond a doubt, and he foresees a cartridge industry equal to records in dollar volume in another five years.

Marek elaborates on this bold statement by predicting multiple distribution. He also cited the need for fresh, new personnel at the artists and repertoire level—people who could understand the programming needs of this new

market of buyers. Marek's views coincided with the establishment of a new department, headed by Irwin Tarr, titled the Recorded Tape Marketing Department.

These RCA Victor developments coincide with movements among many other labels who are eager to assure themselves a share of the burgeoning cartridge market.

Jay Eyes 8-Track Field

NEW YORK—In the seven years since the company's inception, Jay Electronics has grown to the point where it now encompasses background music and CARtridge tape. In 1959 the firm began producing taped background music for restaurants, hotels and other commercial establishments. To program their tape cartridges, Jay introduced a "background music machine" called the Programmer. This was made available on a private brand line basis as well as distributed through regular wholesale outlets.

With the upsurge in the auto tape cartridge field, Sanford Jay expanded his organization in 1964 to include tape cartridge duplication. Since then, the company's library has grown to 800 available cartridges representing the catalogs of 10 major record labels including Mercury, Command and ABC-Paramount. Although its present tapes are all of the four-track variety, Jay is closely watching the development of the eight-track playback units for the time when he feels the demand for eight-track cartridges will warrant his firm's expansion into this area.

Presently, the Flushing, N. Y., corporation employs 60 full-time workers to handle both the background music and the relatively new auto tape cartridge business. All Jay Electronics' cartridges are available to o.e.m. distributors.



JOHN ZACHERLEY, HOST of WNJR-TV's "Discoteen" bandstand show, listens to a Cal Tjader number on a tape CARtridge at New York's Colony record store. Tex Wishik, center, tape manager for the outlet, said the cartridge market is getting bigger and bigger . . . "the artists that sell well in records are the ones that sell well in cartridges—Frank Sinatra, Herb Alpert and the Tijuana Brass, and r&b music." At right is Harvey Hepner, Colony employee.

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NAVY

Tape CARtridge Industry Report

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SAY YOU SAW IT IN BILLBOARD

Lear: Wizard of Cartridge Age

NEW YORK — William P. Lear, president of Lear Jet Corp., ignited considerable excitement with the recent disclosure that he was entering the automobile tape cartridge field. The industries affected — record, equipment and automotive—had good cause to react as they did.

It was Bill Lear, who upon passing his 60th birthday, started manufacturing private jet planes. He tooled up his plant in Wichita and went into production of the so-called business jets. Experts in the field predicted he would have no buyers for a private craft that sold for the "impossible" figure of \$575,000.

Gets Motorola Plant

Lear is following the same procedure in the car cartridge field. He recently acquired the Motorola warehouse in Detroit and is now in the process of tooling it for production of the Lear-engineered cartridge. How many will he need? Who will buy them? How can he justify his production schedules until he knows what the market will bear?

Lear's answer: "A year ago, we went into production of jets when I had my first two customers. Today, Lear Jets is more than \$60,000,000 back-ordered."

In turning to entertaining motorists, Bill Lear is back in the business in which he made his first fortune 37 years ago. He recalls those days with relish:

"It happened in 1928. I was then with the Galvin Manufacturing Co. in Chicago, who was making storage batteries and "A" battery eliminators. I had joined Paul Galvin's company to make radio chassis for the Hartman Furniture Co., then one of the biggest outlets for private brand radios.

"In the fall of 1928 I placed the first car radio ever built on Paul Galvin's desk. It created some interest around the plant, but the general feeling was that radios in cars would never go over. The chief concern was that they would be legislated out of existence for driving safety reasons.

"Two weeks later, we made a 100 of them to see what would happen. Then, we made another 100, and then we were on our way to being in the car radio business.

Name for Company

"It was a year later—Black Friday, the day the bottom dropped out of the stock market—while Paul and I were en route to a radio manufacturers' convention in Atlantic City we came up with a name for our auto radio. We decided to call it Motorola."

Bill Lear was born in Hannibal, Mo., on June 26, 1902. He was raised and educated in Chicago ("I never got past grade school"). In 1950, he was awarded an honorary doctor's degree in engineering by the University of Michigan. Some of the many honors bestowed upon him include the Collier Trophy, presented to him by the President of the United States in 1949 "for outstanding contribution in aviation," and Sweden's Bronze Thulin medal (1960) for his achievements in aviation.

He became the first man to fly his private plane into Moscow, "a story which hit the front page of every newspaper of the world on June 26, 1956—the reason I remember it is because it happened on my birthday. It created a little stir. The



WILLIAM P. LEAR

Russians knew I was coming but the Americans didn't."

Lear later joined the Grigsby-

Grunow-Hines Co. where Bill Grunow subsequently manufactured the Majestic radio.

Lear then went in business on his own. With an investment of \$500, he formed the Radio Coil & Wire Corp. In 1927, he sold this firm to Paul Galvin for a third interest in Galvin Manufacturing Co. which later had become Motorola.

In 1932, Lear turned back his interest in Galvin, and shortly thereafter arrived in New York to enter the aviation communications field as Lear Developments. This firm changed its name to Lear Aviation, and then to Lear, Inc. In 1962, Lear, Inc. was sold to Siegler to become Lear-Siegler, Inc. Bill Lear's interest received approximately \$19 million.

"When I came to New York in 1933," Lear recalls, "it didn't take me long to run out of money. It was a little too early for the aviation radio business, and by spring of 1934, I was flat broke.

"At that time, all-wave sets had become the craze. I had an idea for the simplified manufacture of all-wave home radio receivers and took it to RCA Victor.

"It was Friday, April 13, on the 13th hour—1 o'clock in the afternoon—that E. T. Cunningham, president of RCA Victor, expressed great enthusiasm for my proposal and bought the idea.

"When I walked into Mr. Cunningham's office that morning, I was flat broke. At 1 o'clock that afternoon he gave me a contract for \$250,000 including \$50,000 in cash calling for my services as a consultant over a period of several years.

"The development which I

had brought to RCA Victor was later known as "The Magic Brain." During this period of the all-wave radio fad, manufacturers needed a flexible arrangement whereby mass production concepts could be applied to making sets at varying quality and price levels. It was my idea to have the "rf" or tuning portion of the set to remain the same in all units. If you wanted a bigger and better set, you would use the identical tuning head, and then add better audio, bigger speakers, and finer cabinets."

Now, well-armed with new means to pursue his goal, Lear continued to work on aviation communications. He established the firm bearing his name which was the world's first to manufacture radio equipment for private planes.

(Reprinted from Billboard of April 17, 1965)



ORRTRONICS
... the finest of the 8 track high-fidelity tape cartridge players for automobiles, planes, boats and homes

Compactness and perfect performance are prime requisites of automobile tape players and cartridges. The Orrtronics player is of precision quality and practically "pocket size" (7½" x 2¾" x 7½"). The Orrtronics cartridge offers two particularly desirable features: The tape passes over the playing head horizontally, eliminating vertical road shock and improper track alignment; and the built-in tape brake prevents free rotation of the tape and resultant tape tangles and jams. These essential features, along with many other experience-prompted innovations, make the Orrtronics automobile eight track stereo player the only "sound" buy. Inquiries regarding this elite instrument are welcome.



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MTD
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M.T.D., founded in 1953, pioneered a new industry and was the first company organized to commercially mass produce recorded tapes as a specialized business. Later M.T.D. was the first company to mass produce 4 track tapes.

The company's long experience which has made possible constant development in its tape duplication equipment, techniques, and quality control is now focused on the setting up of an eight track cartridge division. Completion is scheduled for early March.

M.T.D.'s exclusive **BIASONIC PROCESS®** will be used in its 8 track duplicator, the same process, designed by M.T.D. engineers, which made the first 3¾ ips four track high fidelity tapes possible.

Quality control checks are built into every stage of the new system and specialized checkout equipment is also being built by M.T.D. engineers for additional quality control.

As a direct result of its consistent high standards of quality M.T.D. is the largest tape duplicator in the world.

Its new 8 track cartridge division will inherit and enhance this reputation for quality.

An illustrated brochure will be sent on request.

CLIFF WHENMOUTH
President

MAGNETIC TAPE DUPLICATORS
7925 Santa Monica Blvd., Hollywood 46, Calif.

Rael - It's Lear Backwards - New Duplicators

DETROIT — A new eight-track duplicating firm, Rael, Inc., has been started by two former employees of the Lear Jet stereo division. David Salah and Dick Krause, who were involved with the original planning and design of Lear's eight-track tape concept, said they started the firm because "there is a need for eight-track duplicators."

Krause told Billboard that "in spite of what some people claim, there is not nearly enough eight-track music available at the present time. Many of the large catalogs do not mean anything yet because lack of equipment and proper facilities has made it impossible to produce any significant number of tapes."

Krause said that his firm is in the process of building a new plant and installing its equipment. "We are working with a new type of high-speed duplicat-

ing equipment and we have been accepting quite a few orders. However, we will make no exaggerated claims. Before the end of March we will have duplicated only about 2,000 eight-track tapes. In April we will produce 4,000 to 6,000 and we will begin turning out about 60,000 monthly in May. Eventually, after we are able to become automated, we should be capable of about 200,000 per month.

Krause added that expansion of operations could eventually make his firm big enough to handle contracts of any size but said that neither "we, nor any-

one else in this business, can honestly make such claims at present."

Salah and Krause indicated that the firm's name, Rael (which is Lear spelled backward), does not mean that it is in any way a subordinate of the Lear-Jet Corp. Krause and Salah said they own most of the stock in the company themselves and indicated that they had chosen the name only because it was "short and easy to remember." They did add, however, that their parting with Lear had been amicable and they were hoping "to do business with them."

CARtridge System Opens a Whole New Complex

NEW YORK — The CARtridge system is opening up a whole new complex of distribution, said Dave Seidman, head of Metro distributors.

"Before, record companies were able to reach only a small potential of the complete buying public for music. But, with the cartridges, we'll be selling product through not only record dealers and departments, but automobile agencies, auto parts stores, camera shops, gasoline stations and home entertainment centers never reached before."

To handle the new market complex, Metro Distributors has added a new man to the staff who'll concentrate strictly on selling cartridges. Joel Fishler last week completed the training program of the company — Metro is a factory-owned branch of MGM Records—and began duty. He will cover automobile agencies and leading record stores primarily.

Other MGM factory-owned distribution branches in Chicago and Los Angeles are similarly deeply involved in the cartridge field.

Seidman said that he's convinced there's a fantastic market for cartridges and that he may eventually have to add another salesman or two. He said that Metro was in the cartridge business with "both feet. We're all hepped up about it. The public is ready for it, the leading progressive dealers are ready for it."

DIVIDER CARDS !

You can now order all your Divider Cards from our main list. All titles are available.

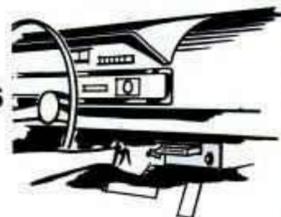
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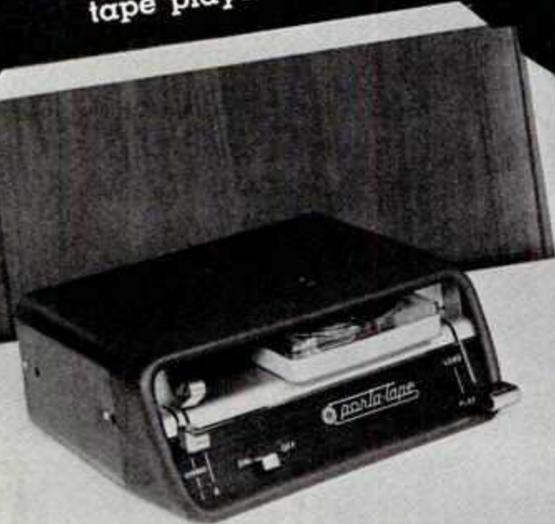
Have you ever considered how difficult it is to faithfully play back music in your car—with vibration, sudden starts, stops, jiggles and jars? Today's brilliantly engineered cartridge players make it possible, and working hand-in-hand with the major equipment manufacturers, Nortronics engineers have developed a unique new family of tape heads for the cartridge-type, auto stereo unit!



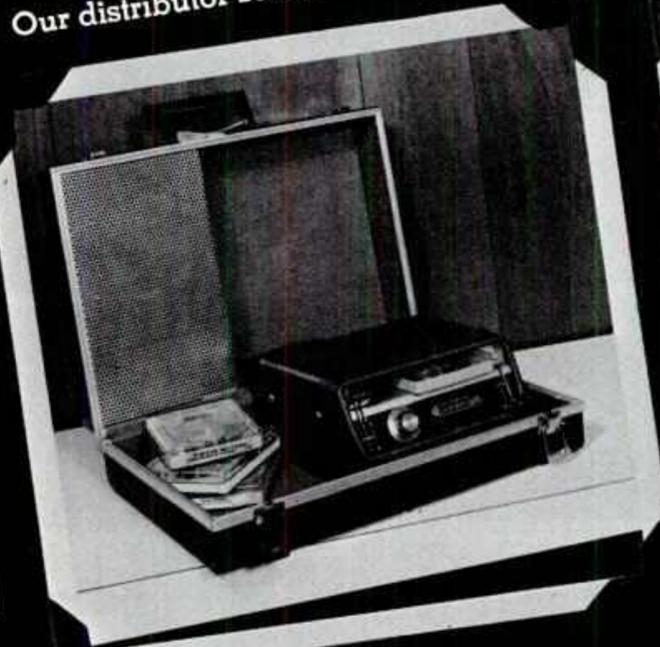
Next time you see an in-car stereo player, take a peek at the tape head... it's most likely one of ours!

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tape player for cars.



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Our distributor salesman's helper.



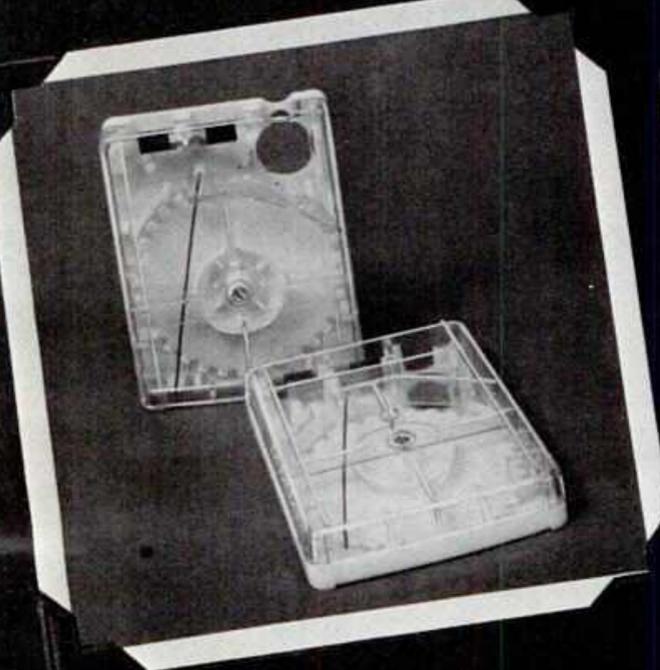
TPI®**
Our little homebody stereo component.



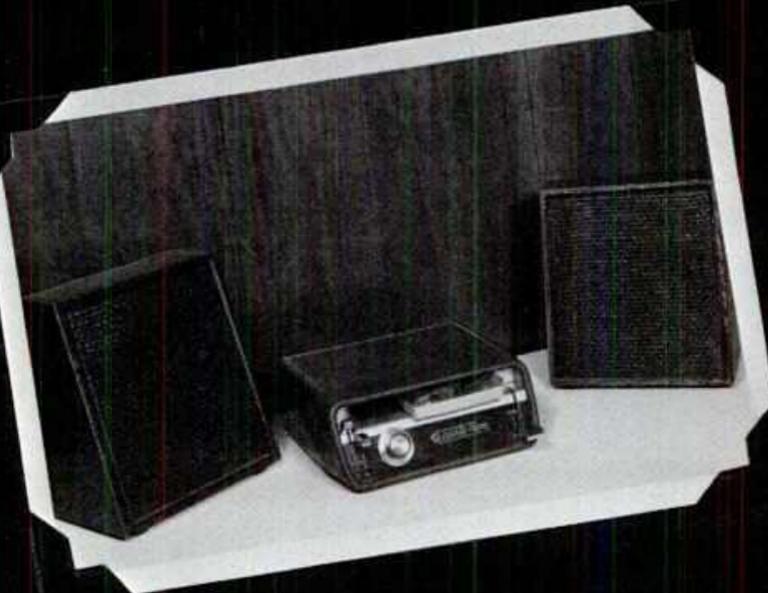
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ARE THAT
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The big boy of the family is Fidelipac, the pioneer and still the leading cartridge in the field. He made his name in broadcasting, where over 99% of the stations that use cartridge equipment use Fidelipac. He sparked the whole trend to cartridges in broadcasting, education,

background music and finally, in tape cartridge systems for the general consumer. And he now sports a new suit—a Delrin®** case.

So, come on over and visit us. We'll help you reach the vast cartridge market that's developed so suddenly and in so many directions. We'll bring out the family and have them entertain you — they're very musical, you know!

*TelePro trademarks
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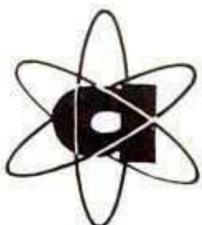
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This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
1	3	GOING PLACES Herb Alpert & His Tijuana Brass, AAM LP 112 (M); SP 4112 (S)	21
2	1	WHIPPED CREAM & OTHER DELIGHTS Herb Alpert's Tijuana Brass, AAM LP 110 (M); SP 4110 (S)	43
3	2	RUBBER SOUL Beatles, Capitol T 2442 (M); ST 2442 (S)	11
4	4	THE SOUND OF MUSIC Soundtrack, RCA Victor LDCD 2005 (M); LSOD 2005 (S)	51
5	5	SEPTEMBER OF MY YEARS Frank Sinatra, Reprise F 1014 (M); PS 1014 (S)	29
6	6	ROGER MILLER/GOLDEN HITS Smash MGS 27073 (M); SRS 67073 (S)	17
7	7	MY NAME IS BARBRA, TWO Barbra Streisand, Columbia CL 2409 (M); CS 9209 (S)	18
8	8	THE MIRACLES GOING TO A GO-GO Tamla T 267 (M); ST 267 (S)	15
9	12	THE BEST OF HERMAN'S HERMITS MGM E 4315 (M); SE 4315 (S)	16
10	11	THUNDERBALL Soundtrack, United Artists UAL 4132 (M); UAS 5132 (S)	13
11	9	A MAN AND HIS MUSIC Frank Sinatra, Reprise F 1016 (M); PS 1016 (S)	11
12	15	SOUTH OF THE BORDER Herb Alpert's Tijuana Brass, AAM LP 108 (M); ST 108 (S)	35
13	10	THE 4 SEASONS GOLD VAULT OF HITS Philips PHM 200-194 (M); PHS 600-194 (S)	13
14	14	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	21
15	13	THE LONELY BULL Herb Alpert & His Tijuana Brass, AAM LP 101 (M); ST 101 (S)	39
16	17	BACK TO BACK Righteous Brothers, Philips PHLF 4009 (M); PHLF 4009 (S)	11
17	18	TURN! TURN! TURN! Byrds, Columbia CL 2454 (M); CS 9254 (S)	10
18	16	DECEMBER'S CHILDREN Rolling Stones, London LL 3451 (M); PS 451 (S)	13
19	20	TEMPTIN'-TEMPTATIONS Gordy G 914 (M); GS 914 (S)	15
20	23	SUPREMES LIVE AT THE COPA Motown 634 (M); ST 634 (S)	17
21	22	MY CHERIE Al Martino, Capitol T 2262 (M); ST 2262 (S)	26
22	24	WHY IS THERE AIR? Bill Cosby, Warner Bros. W 1406 (M); (No Stereo)	28
23	19	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	75
24	21	HOUSTON Dean Martin, Reprise R 6181 (M); RS 6181 (S)	16
25	27	OUT OF OUR HEADS Rolling Stones, London LL 3429 (M); PS 429 (S)	41
26	25	HIGHWAY 61-REVISITED Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	23
27	29	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	74
28	26	HELP Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	28
29	28	WELCOME TO THE LBJ RANCH Various Artists, Capitol W 2423 (M); SW 2423 (S)	15
30	32	MY KIND OF BROADWAY Frank Sinatra, Reprise F 1015 (M); PS 1015 (S)	11
31	31	MY NAME IS BARBRA Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	42
32	36	THE IN-CROWD Ramsey Lewis Trio, Cadet CLP 757 (M); CLPS 757 (S)	30
33	33	THE VENTURES A GO-GO Dolton BLP 2037 (M); BST 8037 (S)	24
34	40	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	75
35	39	DEAR HEART Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	48
36	38	I GOT YOU (I Feel Good) James Brown, King 946 (M); (No Stereo)	7
37	30	WEDNESDAY MORNING, 3 A.M. Simon & Garfunkel, Columbia CL 2249 (M); CS 9049 (S)	7
38	45	I'M THE ONE WHO LOVES YOU Dean Martin, Reprise R 6170 (M); RS 6170 (S)	28
39	35	BEACH BOYS PARTY Capitol MAS 2398 (M); DMAS 2398 (S)	15
40	49	TIJUANA BRASS Herb Alpert & The Tijuana Brass, AAM LP 103 (M); ST 103 (S)	8
41	55	ANDY WILLIAMS' NEWEST HITS Columbia CL 2383 (M); CS 9183 (S)	5
42	37	THE FOUR TOPS SECOND ALBUM Motown 634 (M); ST 634 (S)	17
43	43	MOM ALWAYS LIKED YOU BEST! Smothers Brothers, Mercury MG 21051 (M); SR 61051 (S)	21
44	47	THAT WAS THE YEAR THAT WAS Tom Lehrer, Reprise R 6179 (M); RS 6179 (S)	18
45	34	I LIKE IT LIKE THAT Dave Clark Five, Epic LN 24178 (M); BN 26178 (S)	13
46	52	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	144
47	50	KINKS KINKDOM Reprise R 6184 (M); RS 6184 (S)	11
48	54	HOW GREAT THOU ART Kate Smith, RCA Victor LPM 3448 (M); LSP 3448 (S)	8
49	61	THE MEN IN MY LITTLE GIRL'S LIFE Mike Douglas, Epic LN 24186 (M); BN 26186 (S)	6
50	57	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	3

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
51	46	ZORBA THE GREEK Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	45
52	64	SPANISH EYES Al Martino, Capitol T 2435 (M); ST 2435 (S)	3
53	107	BALLADS OF THE GREEN BERETS S/Sgt. Barry Sadler, RCA Victor LPM 3547 (M); LSP 3547 (S)	2
54	59	JUST LIKE US! Paul Revere & The Raiders, Columbia CL 2451 (M); CS 9251 (S)	5
55	41	MOON OVER NAPLES Billy Vaughn, Dot DLP 3654 (M); DLP 25654 (S)	22
56	51	LOOK AT US Sonny & Cher, Atco 177 (M); SD 177 (S)	29
57	53	MORE HITS BY THE SUPREMES Motown 627 (M); S 627 (S)	29
58	42	ROBERT GOULET ON BROADWAY Columbia CL 2418 (M); CS 9218 (S)	13
59	74	HERE I AM Dionne Warwick, Scepter 531 (M); S 531 (S)	10
60	56	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1092 (M); LSO 1092 (S)	71
61	63	SEE WHAT TOMORROW BRINGS Peter, Paul & Mary, Warner Bros. W 1615 (M); WS 1615 (S)	19
62	44	SINATRA '65 Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	36
63	60	JAY AND THE AMERICANS GREATEST HITS United Artists, UAL 3453 (M); UAS 6453 (S)	16
64	75	WHEN THE BOYS MEET THE GIRLS Soundtrack, MGM E 4334 (M); SE 4334 (S)	6
65	84	THE BEST OF THE ANIMALS MGM E 4324 (M); SE 4324 (S)	4
66	62	HARUM SCARUM Elvis Presley, RCA Victor LPM 3468 (M); LSP 3468 (S)	17
67	67	ONE HAS MY NAME Barry Young, Dot DLP 3672 (M); DLP 25672 (S)	10
68	79	WHERE THE ACTION IS! Ventures, Dolton BLP 2040 (M); BST 8040 (S)	4
69	65	JAMES BROWN PLAYS JAMES BROWN TODAY & YESTERDAY Smash MGS 27072 (M); SRS 67072 (S)	16
70	48	HANG ON SLOOPY McCoys, Bang BLP 212 (M); BLP 212 (S)	16
71	83	THEY'RE PLAYING OUR SONG Al Hirt, RCA Victor LPM 3492 (M); LSP 3492 (S)	4
72	73	WORKING MY WAY BACK TO YOU 4 Seasons, Philips PHM 200-201 (M); PHS 600-201 (S)	6
73	66	YOU DON'T HAVE TO BE JEWISH Various Artists, Kapp KRL 4503 (M); (No Stereo)	25
74	68	ON A CLEAR DAY YOU CAN SEE FOREVER Original Cast, RCA Victor LDCD 2006 (M); LSOD 2006 (S)	13
75	78	BEATLES VI Capitol T 2358 (M); ST 2358 (S)	37
76	71	ORGAN GRINDER SWING Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	25
77	72	GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	65
78	70	PAPA'S GOT A BRAND NEW BAG James Brown, King 938 (M); (No Stereo)	26
79	81	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	387
80	58	HAVING A RAVE UP WITH THE YARDBIRDS Epic LN 24177 (M); BN 26177 (S)	12
81	87	MICHELLE Bud Shank, World Pacific WP 1840 (M); WPS 21840 (S)	4
82	80	TONY BENNETT'S GREATEST HITS, VOL. III Columbia CL 2373 (M); CS 9173 (S)	29
83	76	THE BEST OF THE RAMSEY LEWIS TRIO Cadet CLP 755 (M); CLPS 755 (S)	18
84	69	EVERYBODY LOVES A CLOWN Gary Lewis & The Playboys, Liberty LRP 3428 (M); LST 7428 (S)	14
85	98	IT'S MAGIC Jerry Vale, Columbia CL 2444 (M); CS 9244 (S)	4
86	97	THE MAN FROM U.N.C.L.E. Hugo Montenegro, RCA Victor LPM 3475 (M); LSP 3475 (S)	6
87	91	MICHELLE Billy Vaughn, Dot DLP 3679 (M); DLP 25679 (S)	4
88	94	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	77
89	77	HERE THEY COME Paul Revere & The Raiders, Columbia CL 2307 (M); CS 9107 (S)	27
90	106	SOUNDS OF SILENCE Simon & Garfunkel, Columbia-CL 2469 (M); CS 9269 (S)	3
91	86	HERMAN'S HERMITS ON TOUR MGM E 4295 (M); SE 4295 (S)	38
92	102	THE DUCK Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S)	5
93	88	THE BAROQUE BEATLES BOOK Baroque Ensemble of the Mercedes Kammermusikgesellschaft (Riffkin), Elektra EKL 304 (M); EKS 7304 (S)	13
94	100	THE TOYS SING "A LOVER'S CONCERTO" AND "ATTACK!" DynaVoice LP 9002 (M); LP 9002S (S)	5
95	93	TODAY'S GREAT HITS Lawrence Welk, Dot DLP 3663 (M); DLP 25663 (S)	6
96	82	LOUIE LOUIE Kingsmen, Wand 657 (M); (No Stereo)	112
97	114	FROM BROADWAY WITH LOVE Honey Wilson, Capitol T 2433 (M); ST 2433 (S)	5
98	99	OTIS BLUE/OTIS REDDING SINGS SOUL Voh LP 412 (M); SD 412 (S)	21
99	90	FAIRYTALES Donovan, Hickory LP 127 (M); LPM 127 (S)	12
100	113	NO MATTER WHAT SHAPE (Your Stomach's In) T-Bones, Liberty LRP 3439 (M); LSP 7439 (S)	4

This Week	Last Week	Title, Artist, Label & No.	Wks. on Chart
101	121	BEATLES '65 Capitol T 2228 (M); ST 2228 (S)	61
102	110	NAT KING COLE AT THE SANDS Capitol MAS 2434 (M); SMAS 2434 (S)	3
103	98	THE ROLLING STONES NOW! London LL 3420 (M); PS 420 (S)	51
104	85	DO YOU BELIEVE IN MAGIC Lovin' Spoonful, Kama Sutra KLP 8050 (M); KLP5 8050 (S)	14
105	95	JOHN GARY SINGS YOUR ALL-TIME FAVORITE SONGS RCA Victor LPM 3411 (M); LSP 3411 (S)	19
106	109	FOR ANIMALS ONLY Baja Marimba Band, AAM LP 113 (M); SP 4113 (S)	9
107	148	MORE HIT SOUNDS OF THE LETTERMEN Capitol T 2428 (M); ST 2428 (S)	3
108	128	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (S)	4
109	101	THE SWEETHEART TREE Johnny Mathis, Mercury MG 21041 (M); SR 61041 (S)	21
110	115	BOBBY VINTON SINGS SATIN PILLOWS AND CARELESS Epic LN 24182 (M); BN 26182 (S)	4
111	130	THE DAVE CLARK FIVE'S GREATEST HITS Epic LN 24185 (M); BN 26185 (S)	2
112	119	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philips PHLF 4007 (M); PHLF 4007 (S)	59
113	118	THE MAN FROM LA MANCHA Original Cast, Kapp KRL 4505 (M); KRS 4505 (S)	7
114	103	IT AIN'T ME BABE Turtles, White Whale W 111 (M); S 111 (S)	19
115	112	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002 (M); SLP 18002 (S)	32
116	89	SUMMER DAYS (And Summer Nights) Beach Boys, Capitol T 2354 (M); ST 2354 (S)	33
117	124	THE "NEW" LOOK Fontella Bass, Checker LP 2997 (M); ST 2997 (S)	2
118	125	MUSIC—A PART OF ME David McCallum, Capitol T 2432 (M); ST 2432 (S)	2
119	117	LOVE SONGS—MEXICO/S. A. Tony Martin, Command R 889 (M); RS 889 SD (S)	13
120	92	YOU WERE ON MY MIND We Five, AAM LP 111 (M); SP 4111 (S)	21
121	127	A TASTE OF TEQUILA Marachi Brass, World Pacific WP 1839 (M); WPS 21839 (S)	2
122	132	THE SCREEN SCENE Peter Nero, RCA Victor LPM 3496 (M); LSP 3496 (S)	3
123	—	JENNY TAKE A RIDE Mitch Ryder & The Detroit Wheels, New Voice 2000 (M); S 2000 (S)	1
124	120	FAREWELL, ANGELINA Joan Baez, Vanguard VRS 9200 (M); VSD 79200 (S)	20
125	133	FLOWERS ON THE WALL Stallion Brothers, Columbia CL 2449 (M); CS 9249 (S)	2
126	122	MORE THEMES FROM THE JAMES BOND THRILLERS Roland Shaw Ork, London LL 3445 (M); PS 445 (S)	5
127	136	OUR TIME'S COMING Dino, Desi & Billy, Reprise R 6194 (M); RS 6194 (S)	4
128	104	ANIMAL TRACKS Animals, MGM E 4305 (M); SE 4305 (S)	25
129	126	JUST ONCE IN MY LIFE Righteous Brothers, Philips PHLF 4008 (M); PHLF 4008 (S)	41
130	131	CAPE VERDEAN BLUES Horace Silver Quintet, Blue Note 4220 (M); 84220 (S)	2
131	135	MANTOVANI OLE Mantovani & His Ork, London LL 3422 (M); PS 422 (S)	20
132	116	I'M A FOOL Dino, Desi & Billy, Reprise R 6176 (M); RS 6176 (S)	24
133	138	THE GOLDEN HITS OF LESLEY GORE Mercury MG 21024 (M); SR 61024 (S)	24
134	134	LIES Knickerbockers, Challenge LP 622 (M); ST 622 (S)	4
135	139	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	92
136	—	THE ORBISON WAY Roy Orbison, MGM E 4322 (M); SE 4322 (S)	1
137	140	FIVE O'CLOCK WORLD Vogues, Co & Co LP 1230 (M); (No Stereo)	4
138	—	RIDIN' HIGH Impressions, ABC-Paramount ABC 545 (M); ABCS 545 (S)	1
139	137	MR. TAMBOURINE MAN Byrds, Columbia CL 2372 (M); CS 9172 (S)	37
140	—	LIGHTNIN' STRIKES Lou Christie, MGM E 4360 (M); SE 4360 (S)	1
141	141	VILLAGE CALLER! Johnny Lytle, Riverside 480 (M); 9480 (S)	2
142	—	DON HO—AGAIN Reprise R 6186 (M); RS 6186 (S)	1
143	—	MANTOVANI MAGIC Mantovani & His Ork, London LL 3448 (M); PS 448 (S)	1
144	143	THE BEACH BOYS TODAY! Capitol T 2269 (M); ST 2269 (S)	50
145	—	BEST OF LITTLE ANTHONY & THE IMPERIALS DCP DCL 3809 (M); DCS 6809 (S)	1
146	150	SPANISH GREASE Willie Bobo, Verve V 8631 (M); V6-8631 (S)	2
147	144	GO AWAY FROM MY WORLD Marianne Faithfull, London LL 3452 (M); PS 452 (S)	11
148	—	THE VENTURES Dolton BLP 2042 (M); BST 8042 (S)	1
149	149	BUMPIN' Wes Montgomery, Verve V 8625 (M); V6-8625 (S)	13
150	—	COMFORT ME Carla Thomas, Star LP 706 (M); SD 706 (S)	1



SOUNDTRACK SPOTLIGHT
THE SILENCERS
 Soundtrack. RCA Victor LOC 1120 (M); LSO 1120 (S)

Elmer Bernstein's cool jazz score and a couple of better-than-average vocals by Vikki Carr combine to make this an outstanding original soundtrack. Miss Carr's "Santiago," with clever lyrics and a Latin beat, could make it as a single. Her version of the title song is also worth catching.



POP SPOTLIGHT
ALL TIME GREAT HITS
 Frank Fontaine. ABC-Paramount ABC-541 (M); ABCS 541 (S)

You can't quarrel with success. Frank Fontaine's first five ABC albums made it, and the sixth, with a strong U. S. geographical theme ("California, Here I Come," "Side-walks of New York," "Carolina in the Morning," etc.) should be an easy winner.



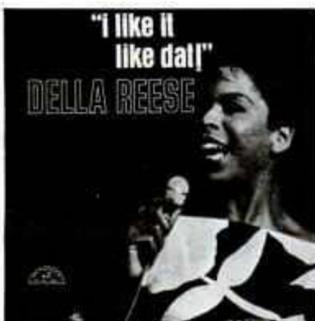
POP SPOTLIGHT
THE BATMAN THEME
 Markets. Warner Bros. W 1642 (M); WS 1642 (S)

With their single "Batman Theme" riding high on the Hot 100, the group offers a rocking, commercial album in the same vein as their hit. A discotheque winner throughout, the LP can't help but spiral up the charts.



POP SPOTLIGHT
THE THREE SUNS GREATEST HITS
 Musicor MM 2090 (M); MS 3090 (S)

The mellow magic of the Three Suns presents here 16 of their greatest hits—full-length versions of "Peg o' My Heart," "Try to Remember" and "The Third Man Theme." A beautiful album that should bring dealers steady sales for months to come.



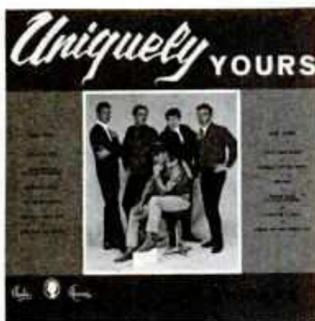
POP SPOTLIGHT
I LIKE IT LIKE DATI
 Della Reese. ABC-Paramount ABC 540 (M); ABCS 540 (S)

The dynamic songstress displays her great gospel style in this exciting package of both raunchy and funky blues ballads. Her command of these diverse blues sounds, is emphasized in two tunes by Johnny Mercer, "Travelin' Light" and "Drinkin' Again," and her own swinging composition, "Ev'ry Evenin' Blues."



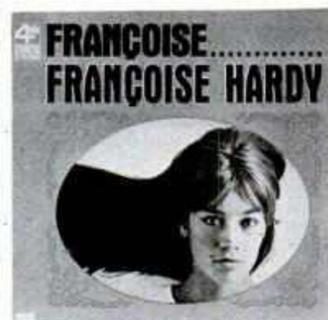
CLASSICAL SPOTLIGHT
STRAUSS: SALOME'S DANCE, DON JUAN, TILL EULEN-SPIEGEL
 New York Philharmonic (Bernstein). Columbia ML 6222 (M); MS 6822 (S)

Add these Strauss works to the Bernstein-Philharmonic list of fine credits. The "Eulenspiegel" tone poem is forcefully, colorfully told. Bernstein puts "Don Juan" through an exciting, exacting pace, with the finale reflecting perfectly the moving tragic ending.



POP SPOTLIGHT
UNIQUELY YOURS
 The Uniques. Paula LP 2190 (M)

This group is bound for bigger things. Their first album sparkles with soft beat tunes like "From Heaven to a Heartbreak," "All These Things," "Treat Her Right." All are right on top of today's musical trends and treated with a unique style.



INTERNATIONAL SPOTLIGHT
FRANCOISE
 Francoise Hardy. Four Corners FCL 4231 (M)

Francoise Hardy has a huge following in France and a growing roster of fans in the U. S. In French, she sings softly and beautifully "Ce Petit Coeur," "L'Amitie" and "Tu Peux Bien." Many of the tunes on this album were written by her.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

JENNY TAKE A RIDE

Mitch Ryder & the Detroit Wheels, New Voice 2000 (M); S 2000 (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.

THEMES FOR THE "IN" CROWD . . .

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

THE ACADEMY AWARD SONGS . . .

Henry Mancini, RCA Victor LPM 6013 (M); LSP 6013 (S)

GOT MY MOJO WORKING . . .

Jimmy Smith, Verve V 8641 (M); V 6-8641 (S)

SUNDAY AND ME . . .

Jay & the Americans, United Artists UAL 3474 (M); UAS 6474 (S)

SOUL GALORE . . .

Jackie Wilson, Brunswick BL 54120 (M); BL 754120 (S)

A TASTE OF HONEY & OTHER GOODIES . . .

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

AN EVENING WASTED WITH TOM LEHRER . . .

Reprise R 6199 (M); (No Stereo)

SHE'S JUST MY STYLE . . .

Gary Lewis & the Playboys, Liberty LRP 3435 (M); LST 7435 (S)

JEALOUS HEART . . .

Connie Francis, MGM E 4355 (M); SE 4355 (S)



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

JORDAN CHRISTOPHER HAS THE KNACK

United Artists UAL 3479 (M); UAS 6479 (S)

Christopher is mostly in the contemporary teen groove, but he can deliver a ballad like "A Taste of Honey" straight, and he can find the r&r groove with "Too Late for Tears." He has a fairly clean sound, and his appeal will not be confined to the teen set. The arrangement of "Between the Devil and the Deep Blue Sea" is particularly imaginative.



CLASSICAL SPECIAL MERIT

SCHUBERT MUSIC FOR VIOLIN AND PIANO (3-12" LP)

Various Artists. Vox SVBX 569 (S); VBX 69 (M)

Fine craftsmanship and some equally fine translations mark this three-LP package. The four soloists excel in individual readings and present collectively a distinguished effort which preserves the composer's meaning in direct and simple terms.



COUNTRY SPECIAL MERIT

RAY EDENTON PLAYS UPTOWN COUNTRY MUSIC

Columbia CL 2465 (M)

Edenton, who works on many of the top Nashville recording dates, has cut one of his own here. It's a fine package of "uptown" versions of country material—such folk and hoedown-oriented standards as Joe Clark, Little Liza Jane and others. With Edenton are a group of great musicians, including Boots Randolph.

JAZZ SPECIAL MERIT

EL CHICO

Chico Hamilton. Impulse A 9102 (M); AS 9102 (S)

The prodigious drummer treats eight tunes to Latin rhythms, and the combination of his jazz background and the emotional Latin beat provide a solid foundation for this swinging LP. Guitarist Gabor Szabo is featured; his solo on "People" is the outstanding cut in the album.



COUNTRY SPECIAL MERIT

A RAY OF COUNTRY SUN

Wade Ray. ABC-Paramount ABC 539 (M); ABCS 539 (S)

The flawless mellow vocals of Wade Ray are concentrated on "They Gotta Quit Kickin' My Dog Around," "Old Shep," "I Was Just Walking Out the Door" and "The Heart of a Clown." Wade Ray is a standard seller and this album will provide country music dealers with bonus sales.



JAZZ SPECIAL MERIT

GOIN' OUT OF MY HEAD

Wes Montgomery. Verve V 8642 (M); V 6-8642 (S)

Wes Montgomery plays some fine jazz guitar. Some of the material, like "Boss City" and "Twisted Blues," is original. Most, though, is familiar. There's "Golden Earrings," "It Was a Very Good Year" and "Chim Chim Cheree." Arrangements are Oliver Nelson's, and they serve as a fit showcase for Montgomery's talent.



COUNTRY SPECIAL MERIT

MACK SANDERS AND HIS FRIENDS

Jubilee JGM 9002 (M); JGS 9002 (S)

This album has two important things going for it—a brilliantly beautiful "The World's Saddest Man," by Mack Sanders, that has all the potential of a hit single record in Easy Listening as well as country music, and "Big Vine-Covered House," by Dave Kirby, that should be a favorite on country radio stations.



JAZZ SPECIAL MERIT

LATIN SHADOWS

Shirley Scott. Impulse A 93 (M); AS 93 (S)

Shirley Scott's jazz organ is relaxing. She plays with Gary McFarland's group, and McFarland and Miss Scott produce a distinctive sound. The title song, McFarland's composition, sets the mood. The oft-recorded "Who Can I Turn To?" gets a novel and exciting interpretation.



CLASSICAL SPECIAL MERIT

THE BAROQUE OBOE

Harold Gomberg/Columbia Chamber Orch. (Ozawa). Columbia ML 6232 (M); MS 6832 (S)

Master oboist Gomberg shows his virtuosity here in these four pieces by Telemann, Vivaldi and Handel. Inventiveness, imagination and high quality of performance give them a spicy choice flavoring. Ozawa and the chamber orchestra work with distinction.



GOSPEL SPECIAL MERIT

COWBOY CAMP MEETIN' IN THE SKY

The Marksmen. Jubilee JGM 9001 (M); JGS 9001 (S)

The Marksmen are getting excellent TV exposure—everything from the "Jimmy Dean Show" to syndicated TV shows. This could lead to extra sales. They have a fine gospel style with touches of western flavor. Tunes "Cowboy Camp Meetin'," "The Family Bible" and a tremendous "House of Gold."



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

JUDITH
 Soundtrack. LOC 1119 (M); LSO 1119 (S)

IN THE BEGINNING
 Paul Revere and the Raiders. Jerden JRL 7004 (M); JRLS 7004 (S)

LET'S GO WITH DON CORNELL
 ABC-Paramount ABC 537 (M); ABCS 537 (S)

LOW PRICE POPULAR

HERE'S STEVE LAWRENCE
 Vocalion VL 73775 (S)

DANCE TO THE MUSIC OF WAYNE KING HIS SAXOPHONE AND ORCHESTRA
 Vocalion VL 73772 (S)

COUNTRY

INDESCRIBABLE
 Curtis Leach Longhorn LP 003 (M)

COUNTRY STAR PARADE VOL. I
 Various Artists. Vocalion VL 73768 (S)

CLASSICAL

SCHUMANN: LIEDERKREIS AND OTHER EICHENDORFF SONGS
 Dietrich Fischer-Dieskau/Gerald Moore Angel 36266 (M); S 36266 (S)

BACH: THE WELL-TEMPERED CLAVIER/PRELUDES & FUGUES NOS. 1-8 BOOK 1
 Rosalyn Turek. Decca DL 710120 (S)

VIVALDI IN SAN MARCO
 Chorus and Orchestra of the Teatro La Fenice (Negri). Philips PHM 500-090 (M); PHS 900-090 (S)

(Continued on page 38)

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.

SEE ALBUM REVIEWS ON BACK COVER

**FROM THE
MUSIC CAPITALS
OF THE WORLD**

• Continued from page 32

rich's former post as press man for dance and entertainment music will be assumed by **Herfrid Kier**, who also handles Electrola's classical and special production publicity. Kier will be assisted by **Marianne Schoenfeldt** and **Christa Wehlt**. **OMER ANDERSON**

LONDON

The **Animals'** first single for Decca ("Inside Looking Out"), following their departure from independent producer **Mickie Most**, notched up more than 80,000 in sales in its first week to give them

**CHILE DEEJAYS
NAME WINNERS**

SANTIAGO — Discomania, top disk jockey show in Chile, directed by **Ricardo Garcia**, presented the Annual 1965 Awards to the most outstanding Chilean artists. The ceremony and show were held at the Chilean Caupolican Theater.

The winners are: **The Ramblers**, best pop orchestra; **Patricio Mans**, best folk singer; **Los Primos**, best instrumental group; **Fernando Montes**, best male singer; **Luz Eliana**, best female singer; **Luis Barragan**, best arranger; **Violeta Para**, best composer, and **Cecilia and Palmenia Pizarro**, the most popular singers of 1965.

one of their highest chart entries, at No. 11. The **Animals** may make their next record in Beirut during a seven-day visit for personal appearances starting March 30. . . . Before the completion of its first year as a British company in its own right, CBS has sold more than a million **Bob Dylan** records (singles and albums), Managing Director **Ken Glancy** has announced. . . . **George Martin's** AIR unit of breakaway producers has secured **Tony King** as promotion manager from **Andrew Oldham's** Immediate company. King moved on the promise of opportunities to produce in the future.

There has been a fantastic rush for tickets for the London production of "Funny Girl," starring **Barbra Streisand** which opens on April 13. Impresarios **Bernard Delfont** and **Arthur Lewis** are coping with an unprecedented demand for the first six months' run, expected to be the limit of **Miss Streisand's** stay in Britain. . . . "Free" tickets for a special **Duke Ellington** concert in Coventry Cathedral last week fetched \$35 each from ticket touts. . . . American independent producer **Jim Economides**, now based in Britain, has signed ex-Springfield **Mike Hurst** to assist him in producing, particularly for **Jeff Kruger's** Ember label. . . . Still more developments in **Donovan's** uneasy recording career: he has now recorded at EMI's studios under the supervision of **Mickie Most**. . . . **Pye** recently withdrew a **Donovan** single made by **Most** when it was learned that the producer's product was committed to EMI in this country. Efforts by **Donovan** to prevent **Pye** releasing a track from one of his albums as a single were not successful.

Petula Clark will film a series of six half-hour BBC-TV shows in June during her London cabaret stint at the Savoy Hotel. . . . Within a week of a chart entry on Stateside by America's **Mitch Ryder** and the **Detroit Wheels** ("Jenny Take a Ride"), the **Noel Gay** organization negotiated for their British debut early this summer. . . . Following her recent success at Paris Olympia Decca's **LULU** has recorded track in French for an EP to be issued there and she will return to France in May for a major TV engagement. . . . American publisher **Aaron Schroeder** has returned for another lengthy stay to the London office he established last fall. **CHRIS HUTCHINS**

MEXICO

Although the disk-operated discotheques have been strongly opposed by the government and the musicians union, the go-go craze is steadily spreading. After having pioneered the go-go recordings, **Orfeon** signed a new contract with **Bill Haley** who is very popular and who just recorded his first go-go LP. In another LP also recorded by **Orfeon**, he accompanied with his **Comets** the Negro blues singer "**Big Jo**" **Turner**. . . . Other records produced for the same dance are: "Latin au Go-Go" by the orchestra of **Joe Cain** (Musart); "England a Go-Go," with the **Animals**, **Herman's Hermits**, the **Dave Clark Five**, etc. (Capitol); "Disco a Go-Go" with **Enrique Guzman**, **Los Johnny Jets**, **Los 4 Brillantes**, etc. (CBS); "Go-Go International" by **Pablo Beltran Ruiz**, "Go-Go en rojo" with **Los Matematicos** y "Cafe a Go-Go" with different artists (RCA); "Acapulco: Tequila a Go-Go" with **Sam the Sham**, **Birgitte Bardot**, the **Beatles**, **Leo Acosta**, **Trini Lopez**, the **Blue Diamonds** (Philips).

Ansonia Records, New York, will press and distribute in the U. S. the 78-rpm records of **RCA Victor Mexicana**. . . . Two impor-

tant radio corporations, **Radio-programas de Mexico** and **Radio Mil** decided to join their efforts and to unite into one company. . . . **Ray Anthony** will record for the Mexican Capitol and in their studios in Mexico City an LP with standard Latin melodies ("Besame Mucho," "Frenesi," "Cuando Calienta el Sol," etc.). . . . On his way

home from India and Australia, **Bill Stanford**, director of **EMI**, is expected in Mexico. . . . **Eduardo L. Baptista**, president of **Pan Americana de Discos**, spent a week in Hialeah, near Miami, where the Mexican Musart catalog is now pressed in the new factory of **Records Distribution of America** for (Continued on page 38)

In San Francisco
HOTEL BELLEVUE
at Geary and Taylor Streets



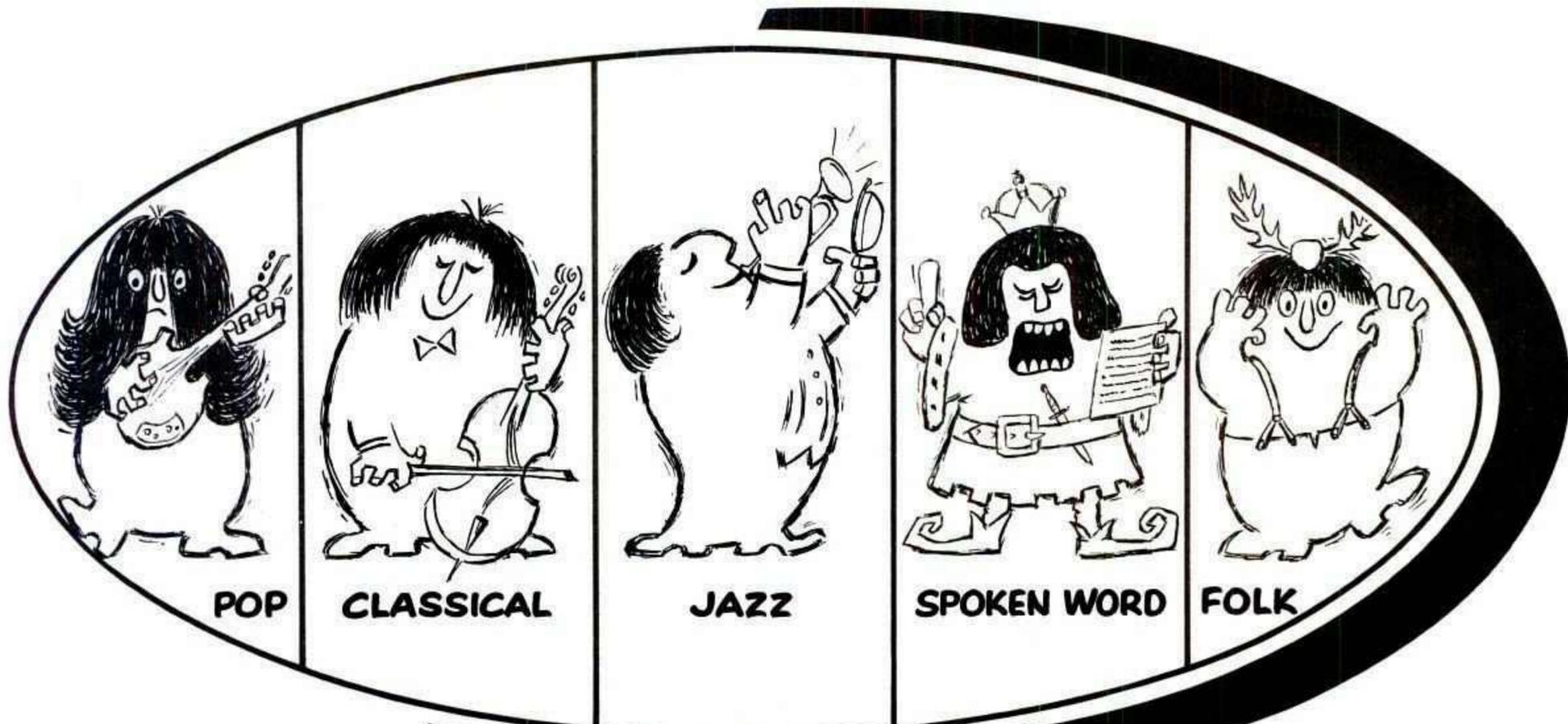
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LONDON, ENGLAND AND IN 45 OTHER COUNTRIES

ALBUM REVIEWS

Continued from page 36

VIRGIL THOMSON: SYMPHONY OF A HYMN TUNE; FEAST OF LOVE/ HOWARD HANSON: FOUR PSALMS
Mercury MG 56429 (M); SR 90429 (S)

BARTOK: SONATAS NO. 1 AND NO. 2
Andre Gertler & Edith Farnadi. Westminster WST 17098 (S); XWN 19098 (M)

FRENCH CHAMBER MUSIC
(3-12" LP's)
Loewenguth Quartet. Vox SVBX 570 (S)

BACH: KEYBOARD MUSIC (Complete) VOL. II (3-12" LP's)
Martin Galling. Vox SVBX 5435 (S)

HAYDN: SONATAS FOR KEYBOARD, VOL. I
Fritz Neumeier. Vox SVBX 573 (S); VBX 73 (M)

LOW PRICE CLASSICAL

HANDEL: NINE GERMAN ARIAS
Elisabeth Speiser. Turnabout TV 4024 (M); TV 34024 S (S)

MOZART: PIANO CONCERTO NO. 15 & 11
Peter Frankl. Turnabout TV 4027 (M); TV 34027 S (S)

HUMMEL: PIANO CONCERTO IN A MINOR, OP. 85/DOUBLE CONCERTO IN G MAJOR, OP. 17
M. Galling & S. Lautenbacher. Turnabout TV 4,028 (M); TV 34,028 S (S)

MOZART: DON GIOVANNI-EXCERPTS
Various Artists. Turnabout TV 4030 (M); TV 34030 S (S)

JAZZ

INTER-ACTION
Sonny Stitt & Zoot Sims. Cadet LP 760 (M)

THE NEWBORN TOUCH
Phineas Newborn Jr. Trio. Contemporary M 3615 (M)

GYPSY '66
Gabor Szabo with Gary McFarland & Co. Impulse A-9105 (M); AS 9105 (S)

PSYCHICEMOTUS
Yusef Lateef. Impulse A 92 (M); AS 92 (S)

TRAVELIN' LIGHT
Shirley Horn. ABC-Paramount ABC 538 (M); ABCS 538 (S)

THE JAKI BYARD QUARTET/LIVE: VOL. I
Prestige 7419 (M)

HONEYBUNS
Duke Pearson Nonet. Atlantic SD 3002 (S)

INTRODUCING ERIC KLOSS
Prestige PR 7442 (M)

ASK ME NOW
Pee Wee Russell Quartet with Marshall Brown. Impulse A-96 (M); AS 96 (S)

FOLK

STATE OF MIND
Mark Spoelstra. Elektra EKL 307 (M); EKS 7307 (S)

LOVE MINUS ZERO/NO LIMIT
Saxons. Mirroscon AS 1017 (S); 1017 (M)

COMEDY

EVERYBODY GOTTA BE SOMEPLACE
Myron Cohen. RCA Victor LPM 3534 (M); LSP 3534 (S)

RELIGIOUS

HYMNS OF PRAYER
Kurt Kaiser. Word WST 8327 (S)

BLUES

MANCEL LIPSCOMB VOL. 3
Arhoolie F 1026 (M)

THE ORIGINAL SONNY BOY WILLIAMSON
Blues Classics 9 (M)

HOODOO MAN BLUES: JUNIOR WELLS' CHICAGO BLUES BAND
Delmark DL 612 (M); DS 9613 (S)

LOUISIANA BLUES AND ZYDECO
Clifton Chenier. Arhoolie F 1024 (M)

POLKA

L'I L WALLY: BARTENDER SONG
Jay Jay 1086 (M)

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pulse sales because it features proven performers in its albums, the proven overwrap (Cryovac Y-Film) on its albums. This strong, crystal-clear film has protected 300,000,000 albums from the rough and tumble of self-service selling. And, in addition, this rugged film is economical to use. Clincher: The Cryovac Y-Film Program is the only proven program designed to wrap up self-service sales. Check into it!



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BREAKOUT SINGLES

NATIONAL BREAKOUTS

NOWHERE MAN

Beatles, Capitol 5587

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.

THE PHOENIX LOVE THEME . . .

Brass Ring, Dunhill 4023 (Ludlow, BMI) (Chicago)

I DIG YOU BABY . . .

Lorraine Ellison, Mercury 72472 (Merpine, BMI) (San Francisco)

ELVIRA . . .

Dallas Frazier, Capitol 5560 (Blue Crest, BMI) (Houston)

GEORGIANA . . .

Princetons, Colpix 793 (Lucky Duck-LSC, BMI) (Milwaukee)

MR. MOON . . .

Coachmen, Bear 1974 (Monona, BMI) (San Francisco)

MY BABE . . .

Roy Head, Back Beat 560 (Arc, BMI) (Houston)

JUANITA BANANA . . .

Peels, Karate 522 (Tash, BMI) (Miami)

GLORIA . . .

Shadows of Knight, Dunwich 116 (Bernice, BMI) (Chicago)

SPOKEN WORD

TENNESSEE WILLIAMS READS HART CRANE
Caedmon TC 1206 (M)

THE RECORDER GUIDE
Johanna E. Kulbach & Arthur Nitka. Folkways FM 8357 (M)

20TH CENTURY FRENCH POETRY
Paul Mankin. Folkways FL 9943 (M)

CHILDREN'S

THE NEW HOUSE
Helen Gene Purdy. Folkways FC 7073 (M)

INTERNATIONAL

CORAZON A CORAZON
Roberto Yanes. Columbia EX 5157

FADOS e CANCOES
Various Artists. Monitor MF 455 (M); MFS 455 (S)

THE DARK DUCKS SWING JAPANESE FOLK SONGS
Monitor MF 458 (M); MFS 458 (S)

FEIS EIRANN: SINGERS & DANCERS FROM IRELAND
Monitor MFS 461 (S); MF 461 (S)

TITO NO. 1
Tito Rodriguez. Muskor MM 2084 (M); MS 3084 (S)

GET TO KNOW MR. J. G.
Julio Gutierrez. JGF JGM 1002 (M)

TORAGEE: THE ROMANTIC MUSIC OF ASIA
Various Artists. Epic LF 18042 (M); BF 19042 (S)

SPOKEN WORD

THE MOST IMPORTANT NEWS EVENTS AND FAMOUS VOICES OF THE YEAR-PLAYBACK '65
Various Artists. Decca DL 9153 (M); DL 79153 (S)

LOW PRICE ELECTRONIC SOUND

ELECTRONIC MUSIC
Various Artists. Turnabout TV 4046 (M); TV 34046 S (S)



THREE-STAR ALBUMS

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

COUNTRY

THE STANLEY BROTHERS—THEIR ORIGINAL RECORDINGS
Melodeon MLP 7322 (M)

CLASSICAL

HAYDN: STRING QUARTETS, VOLUME III
Dekany Quartet. Vox SVBX 559 (S); VBX 59 (M)

SELECTIONS FROM MCGUFFEY'S READERS—SHOW BOAT TUNES 1840-1900
Vienna Symphony Ork. (Schoenherr). Desto DST 6423 (S); D 423 (M)

MOORE: QUINTET FOR CLARINET AND STRINGS/BERGSMAN: STRING QUARTET NO. 2
David Oppenheim & New Music String Quartet/Walden String Quartet. Desto DST 6425 (S); D 425 (M)

SOLAR: SIX CELESTES FOR TWO ORGANS
Marie-Claire Alain/Luigi Ferdinando Tagliavini. Music Guild MG 127 (M); MS 127 (S)

LOW-PRICE CLASSICAL

HAYDN: TRUMPET CONCERTO/HORN CONCERTO NO. 2/OBOE CONCERTO
Various Artists. Turnabout TV 4031 (M); TV 34031 S (S)

MUSIC OF THE HIGH RENAISSANCE IN ENGLAND
Purcell Consort of Voices (Burgess). Turnabout TV 4017 (M); TV 34017 S (S)

FROM THE MUSIC CAPITALS OF THE WORLD

Continued from page 37

distribution in the U. S. . . . Three days before Easter week, RCA Victor Mexicana will hold a sales convention at Puerto Vallarta, organized by **Guillermo Infante**, general sales manager. Expansion plans will be announced by president **Louis Couffolenc Jr.**

OTTO MAYER-SERRA

NEW YORK

Steve Lawrence returns to the Copacabana March 17. Shortly after his engagement there, Lawrence will team up with his wife, **Eydie Gorme**, for a series of special shows in the Midwest. . . . The **Highwaymen** have a series of college dates lined up through March and April. . . . Epic artist **Enzo Stuarti** set for a March 1 guest shot on **Mike Douglas'** syndicated TV show. . . . Hypnotist **Pat Collins** is recording a series of albums for the Dunhill label. . . . **Frankie Michaels**, the 10-year-old featured actor on CBS-TV's "As the World Turns," will make his Broadway debut in the **Jerry Herman** musical "Mame." . . . Oriental dancing star **Morocco** is slated to make her singing debut on MGM with **Russ Miller** producing. . . . **Marilyn Stewart**, formerly director of publicity for Verve/Folkways, now with 20th Century-Fox Pictures home office publicity department handling wire service and photo syndicate contact.

The Metropole will revive its "big name" jazz policy on March 16 with **Mongo Santa Maria** in for a two-week appearance. . . . **Joe Kovacs**, Chicago musician, songwriter and personal manager, has joined **Tim Gayle's** public relations-record promotion firm on the Coast. . . . **Erroll Garner** is playing a series of civic and college concert engagements throughout the U. S. this winter and spring prior to leaving for a three-month tour of England and the Continent in late April. . . . Roulette artist **Shawn Elliott** will star at the Living Room starting March 21 for two weeks. . . . **Mitch Ryder & the Detroit Wheels**, New Voice Records artists, will concertize in Dallas and New Orleans on March 12 and 18. . . . **Xavier Cugat** and **Charo** have signed a two-year deal

SONS OF BACH
Various Artists. Turnabout TV 4026 (M); TV 34026 S (S)

NIELSEN: VIOLIN CONCERTO, OPUS 33
Tibor Varga/Royal Danish Orch. (Semkowitz). Turnabout TV 4043 (M); TV 34043 S (S)

JAZZ

PORTRAIT IN SOUL
Valerie Capers. Atlantic SD 3003 (S)

FOLK

THE LORE OF LOY
Loy Van Natter. Teak LVN 1001 (M)

CHICAGO BLUES THE EARLY 1950'S
Various Artists. Blues Classics 8 (M)

SPOKEN WORD

LIFE'S RAILROAD CROSSINGS
Rev. David Robinson. Jewel J0001 (M)

INTERNATIONAL

UKRAINIAN SONGS & DANCES VOL.
Various. Monitor MF 460 (M); MFS 460 (S) (e)

with the Caesar's Palace in Las Vegas and will start the first of four four-week stints next Christmas.

Peter Nero concertizing in the East through March. . . . French star **Lynda Gloria**, recently in the Latin Quarter show, is currently headlining at the Carillion Hotel in Miami Beach. . . . **Nancy Ames** begins a two-week return engagement at the Royal Box on Feb. 28. . . . **Teddi King** at the new Playboy Club in Boston until March 30. . . . **Kathy Keegan** set for a two-weeker at the Hotel Diplomat, Hollywood, Fla., starting March 6. . . . **Jerry Vale** signed to headline at the Twin Coaches, Pittsburgh, May 20-28. . . . The **Barry Sisters** at the Elmwood Casino in Windsor, Ontario, until March 13. . . . **Leonard Feather's** music column will be handled by The Los Angeles Times-Washington Post News Service. It will now go on the wires to more than 60 domestic newspapers, 60 publications overseas and 11 in Canada.

MIKE GROSS

OSLO

The Scandinavian representatives for EMI met at an a&r conference in Stockholm last week. Participating were **Kurt H. Mikkelsen** and **John Rasmussen** (Denmark); **Reino Backman**, Westerland; **Matti Piha**, P.S.O. (Finland); **Ivan Nordstrom** (Sweden); and **Rolf Syversen** (Norway). . . . Discussions concentrated on how to improve the already existing cooperation between the four countries. . . . The EMI countries here have issued "Michelle" from the Beatles' recent LP, Parlophone's "Rubber Soul," and in Norway the platter is on the parade. The version by the Overlanders on Pye, issued three weeks earlier, is already on top.

Arne Bendiksen is also an artist of Scandinavian fame, and participated in a big TV spectacular from Gothenburg, Sweden, with the world skating championships. . . . **Ase Kleveland**, Norway's representative at the Eurovision Song Contest in Luxembourg March 5, has recorded her winning song "Intet er nytt under solen" by **Arne Bendiksen** on Polydor, both in Norwegian and German, and will later record an English and a French rendition.

Kjell Myhre, father and legal guardian of top Norwegian songstress **Wenche Myhre**, has now confirmed the contract he has with German Polydor. The company has the right to distribute her records all over the world, and according to Myhre's Polydor representatives in Norway, Nor-Disc, may distribute her records here. . . . The case between **Kjell Myhre** and **Arne Bendiksen** A/S has not yet been in court.

ESPEN ERIKSEN

TORONTO

The Mynah Birds are billing themselves as the first Canadian

(Continued on page 50)

Electrola-E. Berlin Step Up LP Efforts

By OMER ANDERSON

COLOGNE — Electrola is continuing its series of highly successful East-West German classical productions with Albert Lortzing's operetta "Zar und Zimmerman."

The operetta, which premiered in Leipzig (East Germany) Dec. 22, 1837, is based on the 1697 incognito trip to Holland by the 25-year-old Czar Peter the Great.

Electrola's "Zar und Zimmerman" is being distributed through its Klassik Kreis (Classics Circle), founded last year. Members are permitted to subscribe to Klassik Kreis productions at reduced price. The three-LP album is being offered at \$12 through April 30, compared with the post-subscription price of \$18.75.

East-West Blending

"Zar und Zimmerman" is probably the smoothest blended West-East German classical production so far attempted. The East Germans contributed the setting—Dresden—and the musical organizations, the choir of the Leipzig radio station and the orchestra (Staatskapelle Dresden). Electrola supplied the director, Robert Heger, and the artists.

Heger directed "Zar und Zimmerman" for the first time

Philly Unit Seeks Ruling on Quartet

PHILADELPHIA — Philadelphia Orchestra Association has submitted to arbitration its action in refusing to accept the resignation of four of its prize musicians who also make up the Philadelphia String Quartet. The foursome resigned to take up residence at the University of Washington in Seattle.

The quartet requested they be allowed to resign beginning September. Under their contract they may legally terminate their contracts in September 1967. Composed of Veda Rynolds and Irwin Eisenberg, violins; Alan Iglitzin, viola, and Charles Brennand, cello, the quartet has been playing together for five seasons. In Seattle, the quartet will play 40 or more concerts a year under university auspices, and would also be able to continue its national and international tours.

Marguerite Long Is Dead at 91

PARIS — Marguerite Long, the celebrated French pianist, died at her Paris home on Feb. 13 after a short illness. She was 91.

Winner of the Premier Prix at the Paris Conservatoire, she became the friend and interpreter of the most important French composers, notably Ravel, Debussy and Faure, and was closely linked with contemporary music by her friendship with Honegger and Milhaud.

Marguerite Long, after the last war, created with violinist Jacques Thibaud the International Music Competition which bears their names. It awards prizes every two years to young pianists and violinists.

LP Features Many Artists

HAMBURG — The German weekly radio & TV program magazine "Hor Zu" will release its 100th LP this month, "The Most Expensive Concert in the World." It contains tracks from various top classical artists including Callas, Sutherland, Tebaldi, Oistrach, Menuhin, Van Cliburn, Backhaus, Fischer-Dieskau, Del Monaco and Von Karajan. It is the first time in Germany one album has contained a collection of recordings of different artists.

The magazine has been releasing three LP's per month on its own label ever since it began publication September 1963, 90 per cent of which are sold through dealers, 10 per cent by direct mail by the magazine's publishers. The distribution to the trade is through Electrola and Teldec, whose artists dominate the repertoire on the Hor Zu label. Each record company and its affiliates approached individual artists to clear royalty arrangements.

in 1908 at Ulm. Artists in the Electrola production are Hermann Prey (Peter I), Peter Schreier (Peter Ivanov), Gottlob Frick (van Bett), Erika Koeth (Marie), Annelies Burmeister (the widow Browe), Nicolai Gedda (Marquis von Chateaufort), Fred Teschler (Admiral Lefort), Siegfried Vogel (Lord Syndham).

Electrola reports that the Klassik Kreis has proved a highly successful formula for selling classical records in volume. This applies particularly to Maria Callas' "Carmen," the Otto Klemperer 80th anniversary record, and the "Tosca" album.

The operetta's significance for the world music trade is vastly wider, however, than the mode of its merchandising. It is further evidence that the Communist countries have emerged from Soviet economic domination, at least in the music sphere, and

(Continued on page 50)

RCA, CBC Combine Talents on Centennial

By KIT MORGAN

MONTREAL — RCA Victor and the Canadian Broadcasting Corporation's International Service have announced a special musical project to celebrate Canada's Centennial. The joint project will make available to the public 17 albums by leading Canadian composers, performed by the best of Canadian musicians, recorded by the CBC's International Service and released on RCA Victor's Canada-International label.

The announcement was made by George I. Harrison, vice-president and general manager of RCA Victor Records, and C. R. Delafield, director of CBC's International Service, on the eve of the International Service's 21st anniversary. The International Service of the CBC broadcasts on short wave daily in 11 languages to Europe, Australasia, the Caribbean and Latin America and, in promoting Canadian music abroad, has made some 200 recordings of Canadian music which are not available commercially and cannot be broadcast in Canada.

The joint RCA-CBC project will be launched with the release of a 45 r.p.m. single of a national anthem, "Oh Canada," with both the traditional orchestral version and a new orchestral arrangement, performed by the Toronto Symphony, and vocal versions in both English and French by the Toronto Mendelssohn Choir. RCA Victor will distribute the record to schools and colleges and radio and TV stations here, while the CBC International Service will distribute it to Canadian Embassies and representatives abroad and to foreign radio and TV stations.

First of a Series

The release of the 17 albums is the first series of a continuing anthology of Canadian music planned by CBC and RCA. The seventeen 12-inch LP's will present 42 works by 32 Canadian composers, including such internationally known names as the

late Dr. Claude Champagne, Oskar Morawetz, Harry Somers, John Weinzweig, and Papineau-Couture, performed by leading soloists and orchestras, ranging from the Halifax Piano Trio to the Vancouver Chamber Orchestra. The series will be completed this year, in time for the Centennial.

The CBC-RCA project will result in the largest library of music of, by, and for Canadians yet available to the Canadian record-buying public. It is hoped it will attract international interest and acclaim for Canadian music through RCA Victor's world-wide organization and the CBC International Service's broadcasts to other countries.

Philly Chamber to Offer 21 Concerts And Gala Debut

PHILADELPHIA — A home season of 21 subscription concerts and a gala debut performance are announced by the newly created Chamber Symphony of Philadelphia for next season. The ensemble, directed by Anshel Brusilow, who left his concertmaster's post with the Philadelphia Orchestra, will open its first season with a concert and ball on Oct. 2 at the Academy of Music. Three series of seven concerts each will extend the season through April 2, 1967.

In addition, the new musical group will play seven concerts at the New York Philharmonic Hall, and for the last six weeks of the 34-week season, will undertake tours in the South, to New England, and an extended swing from Texas to Canada.

Samuel Flor is manager of the new ensemble made up of Philadelphians. Rehearsals start in September and there will be four preview concerts in Cleveland, Kingston, Ont., New Kensington, Pa., and Ann Arbor,

BEST SELLING CLASSICAL LP'S

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

This Week

1. **AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL:** Columbia (2-12") M2S-728 (S), M2L-328 (M).
2. **MAHLER—Symphony No. 10;** Philadelphia Orch. (Ormandy): Columbia M2S-735 (S), M2L-335 (M).
3. **PUCCINI—La Boheme;** Freni, Gedda, Adani, Sereni, Rome Op. (Schippers): Angel (2-12") S 3643 (S), 3643 (M).
4. **PRESENTING MONTSERRAT CABALLE-BELLINI AND DONIZETTI ARIAS:** RCA Victor LSC 2868 (S), LM 2868 (M).
5. **HANDEL—Messiah;** Schwarzkopf, Hoffman, Gedda, Hines, Phil. Orch. & Cho. (Klemperer): Angel (3-12") S 3657 (S), 3657 (M).
6. **IVES—Symphony No. 4;** American Sym. Orch. (Stokowski): Columbia MS 6775 (S), ML 6175 (M).
7. **CHOPIN—Ballades 1, 2, 3, 4;** Ashkenazy: London 6422 (S), 9422 (M).
8. **BERG—Wozzeck;** Lear, Fischer-Dieskau, Wunderlich, Berlin Op. (Bohm): D.G.G. (2-12") 138991/2 (S), 18991/2 (M).
9. **OFFENBACH—Tales of Hoffmann;** Gedda, Di Angelo, Schwarzkopf, De Los Angeles, London; Blanc, Benoit, Paris Conservatory Orch., Duclos Cho. (Cluytens): Angel (3-12") S 3667 (S), 3667 (M).
10. **BACH—Tocatta & Fugue in D for Organ;** Walcha: D.G.G. ARC 73204 (S), 3204 (M).
11. **BERLIOZ—Les Troyens;** Crespín, Chauvet, Paris Op. (Pretre): Angel (2-12") S 3670 (S), 3670 (M).
12. **PIANO MUSIC OF GRANADOS;** de Larocho: Epic 1310 (S), LC 3910 (M).
13. **VERDI—Il Trovatore;** Tucci, Simionato, Corelli, Merrill, Rome Op. (Schippers): Angel (3-12") S 3653 (S), 3653 (M).
14. **STRAVINSKY—Rite of Spring;** R.T.F. Orch. (Boulez): Nonesuch H 71093 (S), H 1093 (M).
15. **BRUCKNER—Symphony No. 3;** Concertgebouw (Haitink): Philips 9000068 (S), 5000068 (M).
16. **SAINT-SAENS—Piano Concerti Nos. 2 and 4;** Entremont, Phila. Orch. (Ormandy): Columbia MS 6778 (S), ML 6178 (M).
17. **BEETHOVEN—Symphonies Nos. 8 and 9;** Berlin Phil. (Karajan): D.G.G. (2-12") 138807/8 (S), 18807/8 (M).
18. **VERDI—Requiem;** Boston Sym. Orch. (Leinsdorf), Boston Chorus Pro Musica (Patterson): RCA Victor (2-12") LSC 7040 (S), LM 7040 (M).
19. **BRUCKNER—Symphony No. 9;** Vienna Phil. (Mehta): London 6462 (S), 9462 (M).
20. **ESPANA;** N.Y. Phil. (Bernstein): Columbia MS 6787 (S), 6186 (M).

ROSY AWARD TO RCA'S 'CARMEN'

NEW YORK — The Italian newspaper and magazine record review critics last week joined those of Germany and the U. S. in honoring the RCA Victor recording of Bizet's opera, "Carmen," when they named it Record of the Year. Title of the award is Premio Della Critica Discografica Italiana. The opera, conducted by Herbert Von Karajan and starring Leontyne Price in the title role, with Franco Corelli, Mirella Freni and Robert Merrill, earlier had won a similar award from record critics of Germany and from the U. S. music critics in a poll conducted by the Saturday Review.

Mich. Flor is already at work seeking a summer home for the new chamber symphony, and he hinted that Philadelphia itself offered great possibilities for outdoor concerts.

Stratford Fest to Include Concerts

TORONTO — The 1966 program of the Stratford Shakespearean Festival in Stratford includes a series of concerts, both classical and jazz.

The concert series begins July 10 with pianist Leon Fleisher as soloist with the National Festival Orchestra. Jose Iturbi is soloist July 17; July 24, soprano Phyllis Curtin is featured; and July 31, the Festival Singers of Toronto conducted by Elmer Iseler present a choral program. Cellist Leonard Rose is soloist with the NFO Aug. 14; the National Youth Orchestra conducted by Walter Susskind performs Aug. 21 prior to a European tour; flautist Jean-Pierre Rampal is soloist Aug. 28. Three operas, "Don Giovanni," "Nicholas Romanov" and "The Dance of Death" will also be presented during the Stratford season.

The jazz weekend will offer two afternoon concerts, by Duke Ellington and his orchestra Aug. (Continued on page 50)

GOSPEL MUSIC

The Statesmen on Jimmy Dean Show

By ELTON WHISENHUNT

NASHVILLE — The Statesmen will appear on "The Jimmy Dean Show" March 4 in a significant move which could be the forerunner of coming network exposure of gospel groups. The Statesmen, managed by Hovie Lister, taped the show in New York Feb. 21-25.

The Statesmen have been on two other network shows in the past but in recent years no network show has used a gospel group. The appearance could bring a surge of popularity of gospel groups with national TV audiences.

The Dean show appearance of

the Statesmen was negotiated by C. W. (Buzz) Wilburn, a friend of Dean and Tom Egan, producer of the Dean show.

Wilburn, formerly editor of Music City News, country and gospel consumer publication here, left that post recently and reactivated his Meek Enterprises, Inc., a public relations firm.

Wilburn, who is doing promotion work for the Statesmen and Blackwood Brothers, said he is negotiating with another network show for a Blackwood Brothers appearance.

The Statesmen have in the past appeared on network TV on "The Arthur Godfrey Show" and "The Tennessee Ernie Ford Show."

The group is composed of Lister, pianist and manager; tenor Rosie Rozell, lead singer Jack Toney, baritone Doy Ott, and bass James S. Wetherington.



THE STAMPS QUARTET, with J. D. Sumner, is in tremendous demand for top-flight personal appearances. And, no wonder, with large crowds at concerts all over the country. Group is booked by Sumner, 386 North Highland, Memphis, Tenn., AC 901, 323-4206.

(Advertisement)

'Peace Be Still' Has Sold Over 300,000 Copies

NEW ORLEANS — Fred Mendelsohn, president of Savoy Records of New York, said his company released a religious album with James Cleveland and the Angelic Choir in late 1963 titled "Peace Be Still" and to date it had sold more than 300,000 copies.

Addressing 100 retail record dealers from five States at the

(Continued on page 42)

GOSPEL ECHOES CHANGE NAME, ADD MEMBER

DAWSON SPRINGS, Ky. — The Gospel Echoes have expanded their group from three to four and changed their name to the Singing Rambos. Buck Rambo and wife, Dottie Rambo, have added their daughter Reba, 15, to the group. The other member is Patsy Jones, 21. It is probably the only quartet in gospel music with three female members and one male. Gospel promoter Ken Duncan reported the group "is riding high now. They're doing a fabulous job."

Foreign Promoters Eye Overseas Gospel Tours

By ELTON WHISENHUNT

NASHVILLE — Gospel music, which broke the continental barrier last year, with several groups performing overseas, continues to grow in that area as well as in air play, record sales and syndicated TV shows.

Ken Duncan, of Marion, Ill., who booked the overseas tours last year, is arranging several more this year with the Defense Department.

But an interesting thing has happened with European audiences who heard some of the gospel singing last year. While the two groups who toured Europe, the Rangers and Wendy Bagwell and the Sunlighters, played at military installations, many European civilians heard them.

As a result, some foreign promoters are making inquiries about commercial European tours by U. S. gospel groups. Said James Blackwood, leader of the Blackwood Brothers:

"We are getting inquiries in regard to public appearances from England, Australia, Italy and the Scandinavian countries. It is only a matter of time before gospel quartets begin to play concerts to civilian audiences in those countries."

"There has been quite an expansion in gospel music recently — particularly in gospel TV shows. All markets have shown an increase. The primary advantage to gospel groups is exposure, which results in more record sales and concerts."

Don Pierce, president of Starday Records, believes gospel music is on the threshold of great growth.

"The main thing is exposure," he said. "Many areas of the country have never heard gospel quartets before. Some bookers and promoters ought to take a chance in new areas and let these groups perform."

"When the people see the excitement groups like the Blackwood Brothers and Statesmen can engender on stage, they'll say, 'This is entertainment. Where have these groups been all this time?'"

"It's an educational process. The rack jobbers who buy products for the entire U.S. are all in New England. They know gospel music will sell in the South, but they're not buying the per cent they should for the Southern customer."

"The market potential is great and hasn't even begun to be developed yet."

Gospel TV shows continue to grow. "Gospel Round-Up," a 15-minute show in color featuring the Chuck Wagon Gang and the Rangers, which was begun last September, is the first show in color. It was in seven markets at year's end and enters more this month.

A half-hour color show, "The LeFevre Family," is in more than 40 markets with more steadily being added. Both are produced by Programming, Inc., owned by the LeFevre Enterprises.

Other shows are:

"Singin' Time in Dixie," featuring Blackwood Brothers, the Statesmen, Oak Ridge Boys, Speer Family, Stamps Quartet and Rebels Quartet.

"Gospel Singing Jubilee," featuring Happy Goodman Family, Florida Boys, Dixie Echoes.

"Gospel Favorites," featuring Klautd Indian Family, the Kingsmen, the Palmetto State Quartet and various groups.

"Jubilee Gospel Singers," featuring the Frost Brothers, the Weatherfords, the Georgians and the Tallmen.

"The Prophets in Concert," featuring The Prophets.

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GOSPEL MUSIC

PROFILE

Statesmen Score With Showmanship



THE STATESMEN—From left: James S. Wetherington, bass; Doy Ott, baritone; Hovie Lister, pianist and manager; Jack Toney, lead, and Rosie Rozell, tenor.

By ELTON WHISENHUNT

The Statesmen, who started humbly 17 years ago, have been a top group for years and are riding the crest of a popularity wave in gospel music they helped pioneer.

The word "showmanship" describes best of all the dynamic delivery, the bubbling enthusiasm, the perfect blending of a song by the Statesmen, whose home base is Atlanta.

Hovie Lister, already a legend in gospel music, organized the Statesmen in 1948 to sing on radio station WCON in Atlanta. Their career since then is gospel music history.

They have been on national radio and two TV network shows, and have been the subject of articles in numerous national magazines. They have al-

ways been big crowd favorites and have played to huge mobs. They recorded for Capitol from 1949 to 1953 and have been recording for RCA Victor since 1953.

The group is featured on the nationally syndicated TV show, "Singin' Time in Dixie." Lister co-hosts the show with James Blackwood, manager of the Blackwood Brothers.

Lister, who is pianist and manager of the group, is the compelling force behind the Statesmen. He has a unique stage quality which, while hard to define, achieves a rapport with the audience as effectively as any performer active today.

He has been so successful, in fact, that many quartet emcees have copied him over the years. Once Hovie began wearing red socks on stage. Soon many other pianists began wearing red-socks. Hovie began wearing suspenders. He was copied again.

He was even copied in the way he introduced members of the Statesmen, or closed their performance. His only consolation has been that imitation is the sincerest form of flattery, or in this case leadership, for he has been an outstanding leader in gospel music. In addition, he is also an ordained minister in the Baptist Church.

Other members of the Statesmen, all top singers, are Rosie Rozell, tenor; Jack Toney, lead; Doy Ott, baritone, and James S. Wetherington, bass.

TV Producer Starts New Gospel Show

NASHVILLE — Hal Smith TV Programs, Inc., producers of "The Ernest Tubb Show," has entered the syndicated gospel music TV arena with a half-hour show featuring the Wills Family of Fort Worth.

A. O. Stinson, president of the producing company, finished taping the first four shows last week at WBAP-TV, Fort Worth. The show, titled "Inspiration Time," is in color.

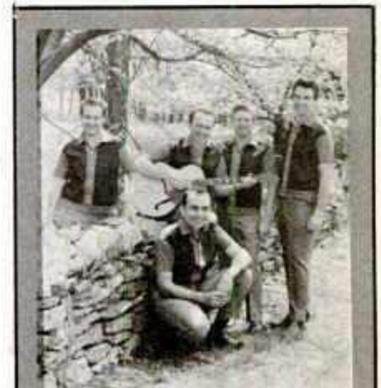
The Wills Family, well known in Texas gospel music circles, is a group of 18 relatives ranging in age from 12 to 80.

Hal Smith, board chairman of the producing company, said the first market sold was Port Arthur, Tex.

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THE OAK RIDGE QUARTET, booked by the Don Light Talent Agency, Nashville, is packing auditoriums all over the country. Their latest album, "The Sensational Oak Ridge Boys Quartet," on Starday, features many top standards. (Advertisement)

'The Prophets in Concert' Is New Gospel TV Show



THE PROPHETS, who are featured in a new gospel TV show. Seated are Joe Moscheo II, manager of the quartet, and Jerry Goff, of Programming, Inc. Standing, from left: Lew Garrison, tenor; Duane Allen, baritone; Cecil Simmons, TV consultant; Dave Rodgers, bass; Roy McNeal, lead.

By ELTON WHISENHUNT

ATLANTA — The Prophets Quartet, for some years featured on the LeFevre's "Gospel Singing Caravan" TV show, has entered the growing syndicated gospel TV field with a show of their own.

Producing company is Programming, Inc., of Atlanta, owned by LeFevre Enterprises. Name of the show is "The Prophets in Concert" and format is to tape it before a live audience with audience participation, first gospel show with this feature.

The show will go immediately into 18 markets available now, said Joe Moscheo, manager of the Prophets. Programming, Inc., headed by Jerry Goff, expects the show to receive popular acceptance in many other markets.

The first shows were taped recently in black and white at WKYT-TV, Lexington, Ky. Plans are to tape the show in color soon.

Moscheo said the audience response was so great when they sought an audience for the taping that the TV station studio was overcrowded. "We are now looking for a station with larger facilities," he said.

He added: "Many thanks to the people who have encouraged us and who are co-operating in every way to make it a success.

Thanks especially to Cecil Simmons, our TV consultant, who is doing a good job placing the show, and Jerry Goff the producer."

'Peace Be Still'

• Continued from page 40

second Delta Dealers Convention recently, Mendelsohn, speaking on gospel product, said:

"Who bought those 300,000 albums? And who sold them? Those of you who are not handling gospel albums should do so.

"Get gospel covers and put them in your windows. Let the people know you sell gospel albums. Then watch your sales go up."

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GOSPEL MUSIC

NARAS Gospel Music Award Nominations

NASHVILLE—Three gospel quartets and five soloists have been nominated for the "Best Gospel or Other Religious Recording—Musical" award of the National Academy of Recording Arts & Sciences.

Winner of the award, based on voting of NARAS members, will be announced at a banquet March 15 in Nashville. Other NARAS awards banquets will be held in New York, Los Angeles and Chicago at the same time.

The nominations:

Quartets: The Statesmen, "All Day Sing and Dinner on the Ground"; Blackwood Brothers, "Something Old, Something New"; Happy Goodman Family, "What a Happy Time."

Solists: Bob Ashton, "Songs of Living Faith"; Kate Smith, "How Great Thou Art"; Marian Anderson, "Just Keep on Singing"; Tennessee Ernie Ford, "Let Me Walk With Thee," and George Beverly Shea, "Southland Favorites."

'Gospel Singing Jubilee' Now in 80 Markets

NASHVILLE—"Gospel Singing Jubilee" hour-long show started in the fall of 1964 by Show Biz, Inc., here, now appears in more markets than any other syndicated gospel TV show.

Jane Dowden, Show Biz vice-president, said the show is in 80 markets, with a fourth of the show sponsored by Stanback. The rest is on an open-end basis.

In second place now in number of markets is "Singin' Time in Dixie," which has been the leader the past two years.

"Gospel Singing Jubilee" features the Happy Goodman Fam-

Scripture Expands Gospel Line, Opens Nashville Office

NASHVILLE — Scripture Records, Newark, N. J., has expanded its gospel activity by appointing Ronnie Page as its Nashville a&r director and producing a number of albums recently in this city.

Page, who had produced for Scripture on a fee basis, is on salary now and has opened an office for Ambassador Records, parent company of Scripture, at 1314 Pine Street, Nashville.

In addition to turning out gospel produce, he will also expand Ambassador's country music line, add artists and turn out product, in addition to producing more gospel albums. Page is a member of the Rangers, which records on Scripture. Page has recently turned out albums by the following:

Sego Brothers and Naomi, two albums; one was released last month and the other is due this month; Marshall Pack, singer and reader whose poems and readings are mostly his own compositions; Carl Story, country-gospel singer; Martha Car-

son, country-gospel soloist; Wendy Bagwell and the Sunlighters, three albums; the Vanguards, an album of Baptist hymns.

Page said he is also negotiating with some other top gospel groups for albums on Scripture on a free-lance basis, rather than as exclusive artists.

Baldwin Signs Troubadors

HARRISBURG, Pa. — The Christian Troubadors, of Modesto, Calif., have signed an exclusive booking contract with Baldwin Associates and will move here soon, president Don Baldwin announced last week.

The Christian Troubadors are a c&w-gospel quartet. "This is our first endeavor with a country-gospel group but we feel reasonably sure we can market them on a national basis," Baldwin said.

The Christian Troubadors made a two-month tour of Far East U. S. military bases late last year. They entertained servicemen in 10 countries.

Besides promoting gospel sings, Baldwin is also president of Hyntone Records, which records the Couriers, the ViCounts and other groups.

NEW GOODMAN FAMILY ALBUM BEING RUSHED

NASHVILLE—Marvin Norcross, vice-president of Word Records, Waco, Tex., will be in Nashville this week (1) to produce another album with the Happy Goodman Family. The Goodmans, who signed with Word last year and is released on the Caanan label, has proved to be one of the biggest record sellers in gospel music and one of the most-in-demand groups at concert appearances. Norcross said the album will be rushed for April release.

NARAS AWARD NOMINATION

The Statesmen Quartet
With Hovie Lister

"All Day Sing &
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SHAPED NOTES

By ELTON WHISENHUNT

From Jarrell McCracken, president of Word Records: "Religious records have to communicate a meaningful message to people. If they do not, they will fail." . . . "Uncle Clyde," deejay at WWIZ, Lorain, Ohio, who has a gospel music show, needs releases.

The new Singing Rambos sound great. Reba Rambo, 15, daughter of Buck and Dottie Rambo, has joined the group, adds a luster. . . . Incidentally, Bob Benson, at Heart Warming Records, recently produced a new album with the group. . . . Heavy snow stranded the Prophets on the Pennsylvania Turnpike recently for two and a half days!

Roger Kling, pianist and baritone for the ViCounts, was hospitalized in Harrisburg, Pa., Hospital Jan. 29 with a nervous disorder. The ViCounts were on tour in Canada and the Couriers rushed their lead singer, Neil Enloe, to substitute. Neil is versatile, played and sang with the ViCounts for several days till Don Baldwin arrived to fill in for the rest of February. The group used instrumental sound tracks for their appearances.

At the last national sales meeting of Word Records, the salesmen requested a solo album by Hal Kennedy, country-gospel soloist with the Dixie Echoes. Marvin Norcross, Word vice-president, produced the album in Nashville last month for Words' Caanan label. Kennedy had not only instrumental backing but the Anita Kerr Singers.

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March 5, 1966, BILLBOARD

Skylite and Sing Sold For \$333,000

By ELTON WHISENHUNT

ATLANTA — Joel Gentry, sales manager of Pathway Records, Cleveland, Tenn., last week announced that he had bought Sing Records and Skylite Records for \$333,000, making his company the largest gospel music record operation in the world.

The purchase concluded several months of negotiation. Gentry will use the name Sing Recording Co., Inc., and have his home office in the LeFevre-Sing Building in Atlanta.

Gentry bought Sing from the LeFevre Enterprises and Skylite from Statesmen-Blackwood Enterprises, owned jointly by the Statesmen and Blackwood Brothers quartets. Included in the purchase is J. D. Vaughan Publishing Co., song book and sheet music publishers owned by the Blackwood Brothers, and Temple Recording Co., the custom division of Skylite.

Main stockholders in the Statesmen are Hovie Lister,

James S. Wetherington and Doy Ott. Stockholders in the Blackwood Brothers are James Blackwood, Cecil Blackwood and J. D. Sumner.

J. D. Sumner, Memphis, had managed Skylite Records, and Meurice LeFevre had headed Sing Records.

Perdue Stanley, Chattanooga, regional sales representative for Pathway, succeeds Gentry as national sales manager of Pathway. Gentry said Pathway will be exclusive sales agent for his company and Pathway would set up national and international distribution.

The purchase includes 248 master tapes, 112 from Skylite, 106 from Sing and 30 from Temple. Artists represented are the Statesmen, Blackwood Brothers, Stamps Quartet, Oak Ridge Quartet, Rebels Quartet; the Harvesters, on Skylite; the LeFevres, the Goss Brothers, the Prophets, Blue Ridge Quartet, the Johnson Sisters, Sego Brothers and Naomi, Wendy Bagwell

and the Sunlighters on Sing, and the Speer Family on both Sing and Skylite.

As part of the purchase, these groups are now under contract to Gentry's company: Stamps, Oak Ridge and Rebels quartets, the LeFevres and the Goss Brothers.

Gentry said he would retain the label names and his Sing corporation would be parent company operating all three. Gentry is to work immediately on production soon after the signing. He went to Nashville (22) and produced an album with the Oak Ridge Quartet.

Gentry, 35, began work with Station WQIK, Jacksonville, Fla., in 1957 after returning from Army service. He was a deejay playing country and gospel music.

He went to Sing as a salesman in 1960, became their sales manager in 1963 and in 1964 became sales manager of Pathway Records when Pathway took over distribution of Skylite and Sing.



SING SIGNING—Joel Gentry, left, hands Meurice LeFevre, seated, a \$40,000 check as part payment for Sing Records. Attorney Lynwood Maddox is at right. The transfer was concluded Feb. 21.



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Gospel Albums Cut in 1936 Still Selling

NASHVILLE — Columbia Records has released three of the early albums by the original Chuck Wagon Gang on its low-priced Harmony label, Don Law, Columbia's Nashville a&r director, said last week.

The Chuck Wagon Gang is in its 30th year with Columbia, longest of any artist or group on that label.

Law said the Harmony releases are an excellent example of the sale longevity of gospel product. "Albums cut by the Chuck Wagon Gang 30 years ago are still selling," he said.

Law remembers the Chuck Wagon Gang when they were first trying to get a start in recording 32 years ago. Law was then branch manager in Dallas and the group came to see him from their hometown of Lubbock, Tex.

However, the two Carter girls were in their early teens and Law found their voices too immature. He told them to come back in a year or two. Within two years they began recording country music for Columbia and later switched to gospel music.

Founder of the group, D. P. Carter, died in 1963. Present members are Anna, Rose and Roy Carter; Jimmy Wesson and guitarist William Gordon. Gordon is married to Anna.

GMA Meeting

NASHVILLE—Next meeting of the officers and directors of the Gospel Music Association will be at 1 p.m. April 4 at Capitol Park Inn here. The meeting time was changed from 6 p.m. to 1 p.m. to allow more time to conduct business.

Shade Agency

MYERSTOWN, Pa. — Al Shade, DJ on stations WHVR, Hanover, Pa., and WLBR, Lebanon, Pa., recently opened the Al Shade Agency to specialize in packaging country and gospel music shows. Shade also has a promotion agency and manages a number of acts.



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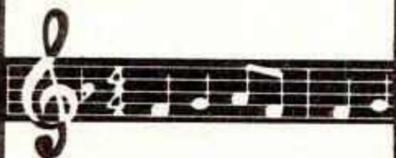
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COUNTRY MUSIC

'Pirate's' R&B Fans Applaud C&W Music

LONDON—James Murphy, a 6-foot-5 Texan who settled in England as a deejay for the "pirate" radio station, Caroline North, took the bull by the horns recently and played two hours of country music on his late night r&b show.

Murphy, known as Big Jim Murphy and Murph the Surf, said, as a result, "there was such an overwhelming demand for a weekly c&w show," he hopes to get a regular one on the air soon.

His show, "The Midnight Surf Party," broadcast from midnight to 2 a.m., is heard throughout the British Isles and many parts of Europe. Murphy said he has regular listeners in Spain, Germany, Poland, Finland and several other European countries.

Murphy said:

"I must emphasize that the two hours of country music was at midnight on a show catering to r&b fans. Many people who wrote in just happened to listen that night; many were regular listeners and others purposely stayed up to hear it! What more could a deejay ask for?"

Murphy said he decided to play country music on his show, which is the "rave" show of Europe, because he had been associated with c&w in San Antonio and other Texas cities and "I got lonesome for c&w music. So, risking the loss of my



JIM MURPHY

strong r&b audience, I dug out of our library all c&w albums I could find. As a result, the British Isles and many parts of Europe heard two full hours of real c&w—some for the first time."

Murphy said the only country music broadcast in Europe is on the U. S. Armed Forces Network, "which can't be heard clearly in England," and 15 minutes of "pseudo c&w from

DISK ROYALTY TO FAMILY OF A FRIEND

BAKERSFIELD, Calif. — Wynn Stewart has instructed Capitol Records to send all his proceeds from his latest single, "The Tourist," to the widow and children of Curtis Leach.

Leach, formerly of California who moved to Dallas last year, died Dec. 14. He was a well-known composer and artist for Longhorn Records. Leach wrote "The Tourist."

British Broadcasting Co. each Saturday afternoon."

Murphy said he talked with his station's managing director concerning a two-hour c&w show, "Big Jim Murphy's Country Show," on Saturday nights, and "it looks as though some country music will get through to Europe via a Texas pirate."

Murphy said he will need help on new and old releases from artists and labels, continuing support on new releases, "hello, there" type from country artists and open-end taped interviews from artists.

He also asks for photos and biographical sketches on artists. His mailing address is: 66A Topping Street, Blackpool, Lancashire, England.

Radio Caroline North, first and largest of the "pirate" radio stations, broadcasts from the high seas three miles off the British coast. DJ's on it spend two weeks on duty, then fly back to London for a week.

NASHVILLE SCENE

By ELTON WHISENHUNT

Evolution of a song: Some years back, "Funny How Time Slips Away" was recorded as country, and hit in the pop field. Now Hi Records' Ace Cannon has recorded it pop, and reviewers have picked it to break r&b. Says Hi president, Joe Cuoghi: "I don't care what category, just so it breaks."

Ernest Tubb has a big promoter in Norma Barthel, Roland, Okla. She mails out a printed booklet on Tubb every few months. . . . United Artists star Del Reeves may be signed to a movie contract in March by United Artists, parent company of the disk label. . . . Faron Young, Archie Campbell and Skeeter Dav's entertained 1,600 inmates at the State Prison in Nashville last week. . . . Tex Clark, of Brite-Star Promotions, Newbury, Ohio, reports deejays can get Johnny Dollar's latest, "Stop the Start," from him.

Importance of the Nashville sound hits home when things like this happen: MGM Film Corp. had the Jordanaires and Nashville musicians Floyd Cramer, Buddy Harmon and Bob Moore come to Hollywood to record the musical soundtrack of Elvis Presley's next movie.

Kitty Hawkins guested on the "WGN Barn Dance" in Chicago recently. Her "Goodbye, Vietnam" is being released in Australia. . . . David Houston was the guest on a recent "Bill Anderson Show," syndicated TV'er. . . . It was from one extreme to the other for Lonzo and Oscar. They played Toronto recently in sub-freezing weather, then journeyed to balmy sunshine in Florida and Puerto Rico. . . . Judy Lynn, who plays those fancy Nevada clubs, has just been booked for tours which will take her to Sweden, Japan, the Philippines, Hong Kong, South Vietnam, Okinawa and Hawaii.

Hank Williams Jr. recently set a new attendance record at Columbus, Ga. . . . A package including Flatt and Scruggs, Sonny James, Jean Shepard, Johnny Dollar and Johnny Paycheck drew top crowds last week at Arlington, Va., Gettysburg, Pa., and Allentown, Pa. Dollar followed with an appearance on "WWVA Jamboree," Wheeling, W. Va.

Unusual titles department: "What the — Is Going On in Washington," by Bob Withers on Nugget. Withers also wrote it. . . . Bill Anderson, who recently appeared as guest deejay on WAIA, Atlanta, did the same for WWOK, Charlotte, N. C. A big crowd turned out to watch. The station gave away albums, singles, autographed pictures. . . . Bob Luman said his latest, "Five Miles From Home," is just beginning to sell good in some markets.

Ray Brown, of National Artists Attractions, Memphis, reports Charlie Rich's new one, "Hawg Jaw," is breaking good there. . . . Clyde Beavers, who followed Jimmy Durante into the El Escorpion Club, said, "I guess country music is coming up in the world." . . . WPYB, Benson, N. C., reports it is 93 per cent country music. Asks for two copies of each disk, but "no bluegrass, please."

Artist-composer Kay Arnold had seven of her songs recorded in one day, three by Bill Carlisle for Hickory and four by Lenora Ellyn and Harold Smith on Kay's Wizard label. Kay had an eighth cut by Billy Walker two days later on his first session for Monument. She wrote two of Billy's biggest hits, "Cross the Brazos at Waco" and "Matamores."

The Stoneman Family's first for MGM is "Tupelo County Jail" and "Spell of the Freight Train."

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By

Jimmy Newman



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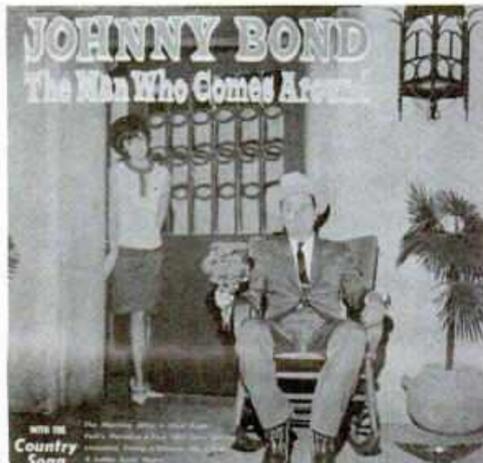
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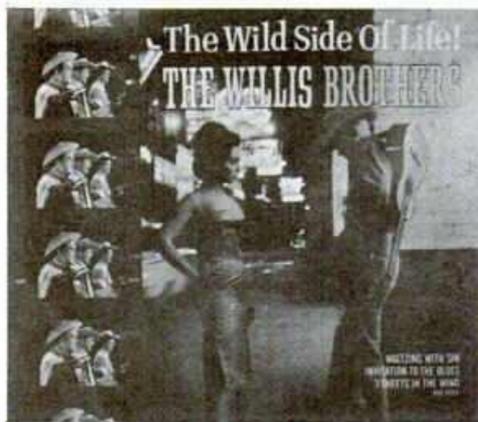
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HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 3/5/66

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1	1	WAITIN' IN YOUR WELFARE LINE 7 Buck Owens, Capitol 5566 (Central Songs, BMI)	7	25	13	MAKE THE WORLD GO AWAY 22 Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	22
2	2	SNOWFLAKE 9 Jim Reeves, RCA Victor 8719 (Open Road-Rondo, BMI)	9	26	29	SOMEONE BEFORE ME 5 Wilburn Brothers, Decca 31894 (Sure-Fire, BMI)	5
3	5	SKID ROW JOE 11 Porter Wagoner, RCA Victor 8723 (Carreta, BMI)	11	27	36	HUSBANDS AND WIVES 2 Roger Miller, Smash 2024 (Tree, BMI)	2
4	4	GIDDYUP GO 16 Red Sovine, Starday 737 (Starday, BMI)	16	28	40	COUNT ME OUT 3 Marty Robbins, Columbia 43500 (Mariposa, BMI)	3
5	7	WHAT KINDA DEAL IS THIS 13 Bill Carlisle, Hickory 1348 (Lonzo & Oscar, BMI)	13	29	31	WHEN THE SHIP HITS THE SAND 2 "Little" Jimmy Dickens, Columbia 43514 (Window, BMI)	2
6	3	TRUE LOVE'S A BLESSING 13 Sonny James, Capitol 5536 (Marson, BMI)	13	30	22	TAKE ME 18 George Jones, Musicor 1117 (Glad, BMI)	18
7	10	DEAR UNCLE SAM 5 Loretta Lynn, Decca 31893 (Sure-Fire, BMI)	5	31	24	I'VE CRIED A MILE 11 Hank Snow, RCA Victor 8713 (Wilderness, BMI)	11
8	8	BABY 13 Wilma Burgess, Decca 31862 (Blue Echo, BMI)	13	32	33	I WISH 7 Ernie Ashworth, Hickory 1358 (Acuff-Rose, BMI)	7
9	18	I WANT TO GO WITH YOU 4 Eddy Arnold, RCA Victor 8749 (Pamper, BMI)	4	33	23	ENGLAND SWINGS 16 Roger Miller, Smash 2010 (Tree, BMI)	16
10	11	IF YOU CAN'T BITE, DON'T GROWL 5 Tommy Collins, Columbia 43489 (Seashell, BMI)	5	34	38	I'VE BEEN A LONG TIME LEAVIN' 2 Roger Miller, Smash 2024 (Tree, BMI)	2
11	6	FLOWERS ON THE WALL 24 Statter Brothers, Columbia 43315 (Southwind, BMI)	24	35	50	RAINBOWS AND ROSES 2 Roy Drusky, Mercury 72532 (Harbot, SESAC)	2
12	21	THE ONE ON THE RIGHT IS ON THE LEFT 4 Johnny Cash, Columbia 43496 (Jack, BMI)	4	36	48	THE BOX IT CAME IN 2 Wanda Jackson, Capitol 5559 (Acclaim, BMI)	2
13	25	BALLAD OF THE GREEN BERETS 3 S/Sgt. Barry Sadler, RCA Victor 8739 (Music, Music, Music, ASCAP)	3	37	37	YOU FINALLY SAID SOMETHING GOOD 12 Charlie Louvin, Capitol 5550 (Regent, BMI)	12
14	14	A BORN LOSER 7 Don Gibson, RCA Victor 8732 (Acuff-Rose, BMI)	7	38	—	PRIVATE WILSON WHITE 1 Marty Robbins, Columbia 43500 (Mojave, BMI)	1
15	16	A WOMAN HALF MY AGE 5 Kitty Wells, Decca 31881 (Cramart, BMI)	5	39	—	GIDDYUP GO—ANSWER 1 Minnie Pearl, Starday 754 (Starday, BMI)	1
16	19	THE MEN IN MY LITTLE GIRL'S LIFE 7 Archie Campbell, RCA Victor 8741 (Jewel, ASCAP)	7	40	45	HEARTBREAK TENNESSEE 2 Johnny Paycheck, Hilltop 3009 (Jack, BMI)	2
17	20	BABY AIN'T THAT FINE 8 Gene Pitney & Melba Montgomery, Musicor 1135 (Blue Crest, BMI)	8	41	41	YOU'RE DRIVING ME OUT OF MY MIND 3 Norma Jean, RCA Victor 8720 (Papa Joe's, SESAC)	3
18	15	GOLDEN GUITAR 7 Bill Anderson, Decca 31890 (Saran & Deep Cross, BMI)	7	42	39	BEFORE THE RING ON YOUR FINGER TURNS GREEN 14 Dottie West, RCA Victor 8702 (Acuff-Rose, BMI)	14
19	9	SITTIN' ON A ROCK 18 Warner Mack, Decca 31853 (Talent House, SESAC)	18	43	44	IN THE PALM OF YOUR HAND 2 Buck Owens, Capitol 5566 (Central Songs, BMI)	2
20	26	TIPPY TOEING 4 Harden Trio, Columbia 43463 (Window, BMI)	4	44	42	THE GIRLS GET PRETTIER (EVERY DAY) 9 Hank Locklin, RCA Victor 8695 (Combine, BMI)	9
21	30	I LOVE YOU DROPS 4 Bill Anderson, Decca 31890 (Moss-Rose, BMI)	4	45	—	I'M LIVING IN TWO WORLDS 1 Bonnie Guitar, Dot 16811 (Forest Hills, BMI)	1
22	12	WHAT WE'RE FIGHTING FOR 16 Dave Dudley, Mercury 72500 (New Keys, BMI)	16	46	—	MANY HAPPY HANGOVERS TO YOU 1 Jean Shepard, Capitol 5585 (Mimosa, BMI)	1
23	17	ANITA, YOU'RE DREAMING 8 Waylon Jennings, RCA Victor 8729 (Parody/Irving, BMI)	8	47	—	SAMMY 1 David Houston, Epic 9884 (Tree, BMI)	1
24	32	NOBODY BUT A FOOL 4 Connie Smith, RCA Victor 8746 (Stallion, BMI)	4	48	—	THEN GO HOME TO HER 1 Norma Jean, RCA Victor 8720 (Pamper, BMI)	1
				49	49	I KNOW YOU'RE MARRIED 3 Bill Anderson & Jan Howard, Decca 31884 (Lois, BMI)	3
				50	—	THE MEN IN MY LITTLE GIRL'S LIFE 1 Tex Ritter, Capitol 5574 (Jewel, ASCAP)	1

HOT COUNTRY ALBUMS

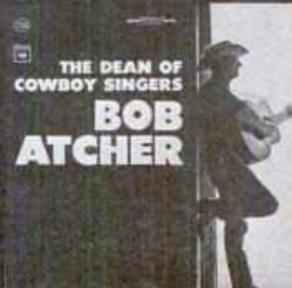
Billboard SPECIAL SURVEY for Week Ending 3/5/66

This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number	Weeks on Chart
1	1	MY WORLD 22 Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	22	11	6	THE OTHER WOMAN 23 Ray Price, Columbia CL 2382 (M); CS 9182 (S)	23
2	2	ROGER MILLER/GOLDEN HITS 16 Smash MGS 27073 (M); SRS 67073 (S)	16	12	13	THERE'S A STAR SPANGLED BANNER WAVING SOMEWHERE 5 Dave Dudley, Mercury MG 21057 (M); SR 61057 (S)	5
3	3	PRETTY MISS NORMA JEAN 9 RCA Victor LPM 3449 (M); LSP 3449 (S)	9	13	10	FLOWERS ON THE WALL 4 Statter Brothers, Columbia CL 2449 (M); CS 9249 (S)	4
4	16	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROOS 2 Capitol T 2443 (M); ST 2443 (S)	2	14	14	MORE OF THAT GUITAR COUNTRY 22 Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	22
5	7	HELLO VIETNAM 11 Johnny Wright, Decca DL 4698 (M); DL 74698 (S)	11	15	15	THE MANY MOODS OF CHARLIE LOUVIN 4 Capitol T 2437 (M); ST 2347 (S)	4
6	5	CUTE 'N' COUNTRY 19 Connie Smith, RCA Victor LPM 3444 (M); LSP 3444 (S)	19	16	18	TOWN AND COUNTRY 3 Flatt & Scruggs Columbia CL 2443 (M); CS 9243 (S)	3
7	8	BRIGHT LIGHTS AND COUNTRY MUSIC 11 Bill Anderson, Decca DL 4686 (M); DL 74686 (S)	11	17	17	HYMNS 7 Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	7
8	9	BEFORE YOU GO/NO ONE BUT YOU 29 Buck Owens, Capitol T 2353 (M); ST 2353 (S)	29	18	11	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE 12 "Little" Jimmy Dickens, Columbia CL 2442 (M); CS 9242 (S)	12
9	4	BEHIND THE TEAR 15 Sonny James, Capitol T 2415 (M); ST 2415 (S)	15	19	20	FARON YOUNG SINGS THE BEST OF JIM REEVES 2 Mercury MG 21058 (M); SR 61058 (S)	2
10	12	GIDDY-UP GO 5 Red Sovine, Starday SLP 363 (M); (No Stereo)	5	20	—	LOVE BUG 1 George Jones, Musicor MM 2088 (M); MS 3088 (S)	1

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TALENT

To Greene Song's Story Is Top Gun

By MIKE GROSS

NEW YORK—As a recording artist, actor Lorne Greene prefers to think himself as a storyteller rather than a singer. "But," he says, "a storyteller can arouse emotional interest just as a singer does."

In selecting a song for re-



LORNE GREEN

recording, Greene first looks for its musical feel and then whether there is a picture to be seen in its story line. In his view, a song has to be visual to be entertaining.

The combination of music and story has served Greene's recording career quite well so far. He scored a couple of seasons ago with "Ringo" and now RCA Victor is banking heavily on another single disk hit "Five Card Stud," which has been culled from his album, "Lorne Greene's American West."

Greene, who was in New York recently on a short holiday away from his starring assignment in NBC-TV's top-rated "Bonanza" series, also believes that a song should appeal to the mind of the listener. If it doesn't appeal to their minds," he says, "it won't appeal to their emotions, either." He also feels strongly in favor of the so-called protest and message songs. "Recording," he points out, "should involve minds, and, if the mind is at work, it's entertainment."

The further involvement of the listener's mind is what Greene hopes to do with his future recording projects. Dur-

Paxton Puts On Polished Stint At Town Hall

NEW YORK—Tom Paxton is probably noted more for his songwriting than his song singing; the international folk artist merely announced a song during his concert Friday night (18) and received a tremendous burst of applause. His Town Hall performance was strictly a one-man show. He sang, accompanied himself on the guitar, and all the material was his own.

The songs included "Can't Help But Wonder Where I'm Bound," "Bottle of Wine," "Last Thing on My Mind," "The Marvelous Toy" and "What Did You Learn in School Today"—all widely recorded by other artists, as well as Paxton himself on Elektra Records. His repertoire also included topical comments about New York's recent blackout, civil rights problems and war.

Paxton was able to hold the attention of the capacity audience with just his guitar playing, which was highly adept. His act was polished and superbly entertaining folk music.

CLAUDE HALL

ing his stay in New York Greene talked over several plans with the RCA Victor executives. They are all still in the talking stage, he admits, but one project could possibly encompass 12 LP's to be recorded over a period of years, and another would be a recording of his readings set against a background of contemporary music.

Each artist, he believes, should use his art to make statement pertinent to our times and try to answer some questions: "Who are we?" "Where do we come from?" and "Where are we going?"

And the recording business is such these days that while Greene is making statements and asking questions he can also come up with a hit record.

Bill Evans Hits the Key Of B 'Boring to Brilliant'

NEW YORK — Bill Evans, noted jazz composer-pianist, presented a three-part concert in his Town Hall debut Monday night (21). Performing solo, with a trio and with a 14-piece jazz orchestra, Evans' keyboard stint was everything from boring to brilliant.

Opening the session with his trio, Evans gave his unique lyrical style to eight ballads including "I Should Care," "Who Can I Turn To," and a swinging up-tempo rendering of "Make Someone Happy." With bassist Chuck Israels and drummer Arnold Wise providing rhythm support, the pianist gave his best performance on the Rodgers and Hart tune, "Spring Is Here." Evans was overshadowed at times by Israels' exceptional solos. He has been the pianist's bassist for five years. Wise, a recent addition to the group, laid a solid rhythm foundation for Evans and was consistent though unspectacular.

Following intermission, Evans performed his original compositions unaccompanied, Long, lank and Lincolnesque in his bearing, the pianist seemed to

fold in half as he bent over the keyboard to concentrate on this work which he wrote as a memorial to his late father. As Evans played, he seemed to withdraw and his lyric passages became dreamy and appeared unrelated. His point of view became so introverted that it was increasingly difficult to focus on the music, and the audience was restless to the point of boredom.

The final set featured Evans accompanied by the Al Cohn conducted jazz orchestra. With such notable soloists as Clark Terry, Bob Brookmeyer and Jerry Dodgion, the session gained momentum and excitement and threatened to obscure Evans completely as Terry's horn interjections sparked the swinging Cohn arrangements.

The concert, recorded live by Verve Records, was a success for the pianist though he had some low moments because of the unfavorable position he was placed by the accompaniment. Evans was brilliant with bass and drums, occasionally brilliant as a soloist and almost buried by the overpowering sounds of the orchestra.

HERB WOODS



BROADWAY PLAYBACK: Shown at the recent recording session of Columbia's original cast album of "Sweet Charity" are, left to right, Gwen Verdon, the show's star; Goddard Lieberson, president of Columbia Records who produced the album; Cy Coleman and Dorothy Fields, who wrote the score, and Bob Fosse, choreographer.

Big 3 Grabs 5 Oscar Bids To Lead Pub Pack in Races

HOLLYWOOD—The Big 3 Music Corp. (Robbins-Feist-Miller) grabbed five of 15 Academy Award nominations to lead the music publishing field in the 1966 Oscar sweepstakes.

Nominees for "Best Song" were the Paul Francis Webster and Johnny Mandel ballad "The Shadow of Your Smile," published by the Big 3 from MGM's "The Sandpiper"; Hal David and Burt Bacharach's title song "What's New Pussycat?" published by United Artists Music; Johnny Mercer and Henry Mancini's "Sweetheart Tree," published by East Hill Music from "The Great Race, and Mack David and Jerry Livingston's title song, "Ballad of Cat Ballou," published by Colgems, and Jacques Demy and Michel Legrand's "I Will Wait for You" from "The Umbrellas of Cherbourg," published by South Mountain and Jon Ware Music.

In "Best Music Score Original" category, the Big 3 is in the running with music from "Dr. Zhivago," "The Agony and the Ecstasy" and "A Patch of Blue." Also nominated were the scores from "The Greatest Story Ever Told," published by United Artists Music and "Umbrellas of Cherbourg," published by South Mountain and Jon Ware Music.

"Best Music Score Adaptation" nominees were the Big 3's "The Pleasure Seekers," and the "Sound of Music," published by Williamson Music; "Cat Ballou," published by Colgems; "A Thousand Clowns," published by United Artists Music, and "Umbrellas of Cherbourg," published by South Mountain and Jon Ware Music.

With the current Academy Award music nominations, the

Big 3 again adds to its record of strong representation in the Oscar race. Robbins-Feist-Miller tunes have now racked up 44 "Best Song" nominations and have won five Oscars. In the "Best Score" categories the publishing firm has a streak going via its representation for the last 28 years. During this period, Big 3 scores have chalked up 82 nominations and 11 Oscars.

New Christys to Saturate Campus

NEW YORK — The New Christy Minstrels are going to college in a big way this year. According to George Greif and Sid Garris, the singing group's management team, the Christys have been set to make no less than 250 different campus appearances during 1966.

The collegiate date will take them as far West as Hawaii where they will do a late summer date at the University of Hawaii. The eight boys and two girls are scheduled for dates in 100 Eastern schools, 75 universities in the Deep South, and 75 West Coast and Midwest schools.

They will sandwich club dates, TV tapings and recordings for Columbia in between the campus tour of one-nighters. Plans for 1966 also include a trip to Europe and a possible week of shows for the troops in Vietnam.

IYB in Production Deal With Motown

NEW YORK—IYB Productions has signed an independent production deal with Motown Records. Under the agreement IYB will produce its own artists for Motown as well as Motown pactees. Bob Schwartz and Lou Stallman, IYB executives, head for Detroit this week for conferences with William Stevenson, Motown's a&r director.

The first release under the firm's recent deal with Reprise Records will be "It's Too Late World," by Dayton Thomas. The disk is due shortly. IYB has also recorded Kip Dunn, a new vocalist, for RCA Victor.

Scott to Arrange

NEW YORK—Ramal-Wilson Associates, independent production firm, has added Joe Scott to its roster of arrangers. Scott is also an exclusive writer with Jeffmark Music, Ramal-Wilson's publishing firm.

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Roy Clark, Capitol records singer, guitarist and comic, follows his spectacular "Guitar Spectacular" album with an even stronger vocal entry "Roy Clark Sings Lonesome Love Ballads" (Capitol T 2452). Lush arrangements using chorus, strings and guitars provide a wonderful showcase for Roy's dramatic vocal art, including "I'm Forgetting Now," "I Could Have Been Lonely at Home" and "Rose Colored Glasses." The latter scheduled for immediate single release. Roy Clark plays and records with a Gibson Byrdland and an acoustic Gibson B-25 12 string. Gibson—choice of professional artists and acknowledged world leader in fine guitars.

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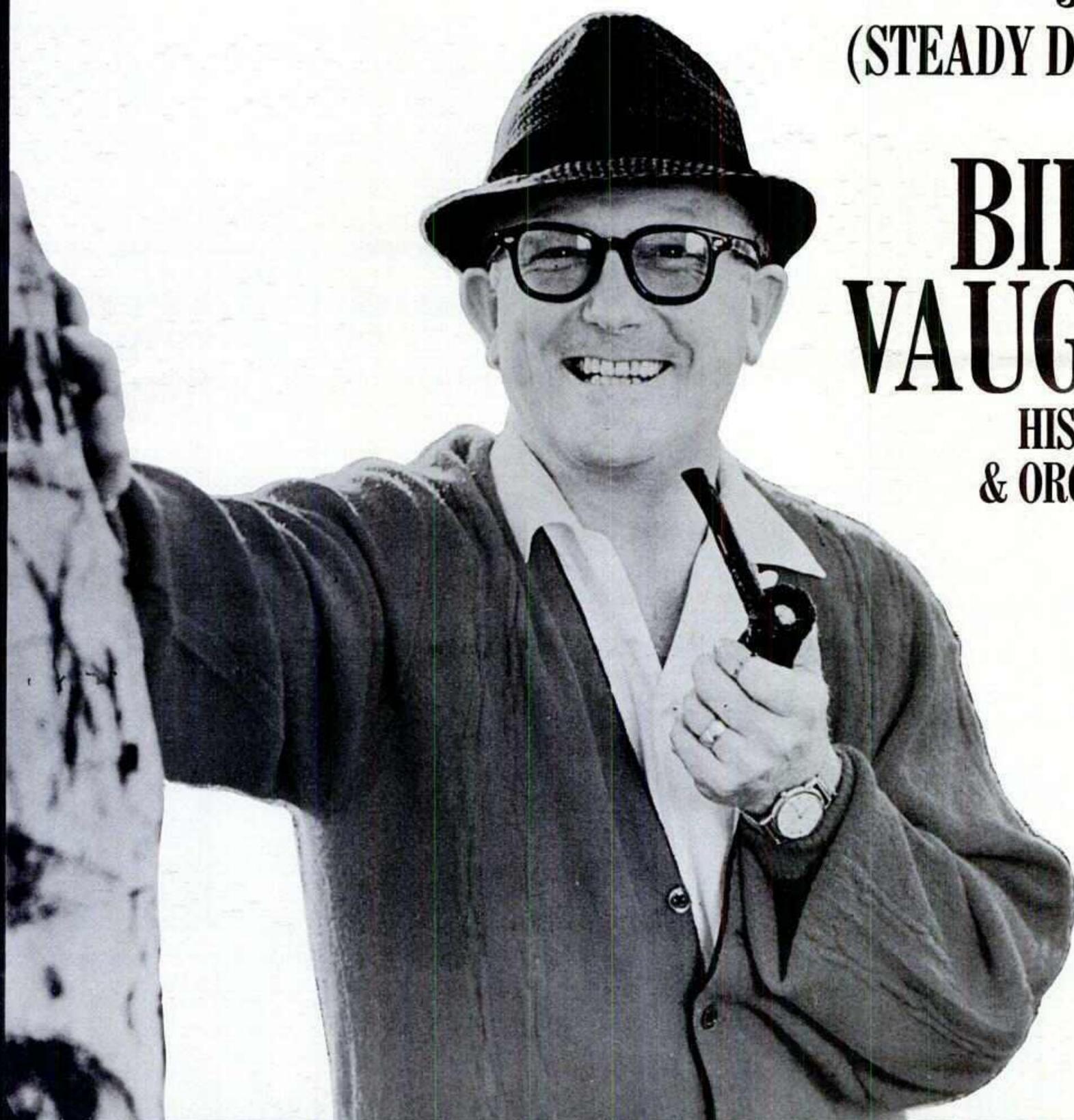
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RHYTHM & BLUES

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 3/5/66

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	BABY SCRATCH MY BACK Slim Harpo, Excello 2273 (Excellorec, BMI)	7	21	26	THIS OLD HEART OF MINE Isley Brothers, Tamla 54128 (Jobete, BMI)	2
2	2	UP TIGHT Stevie Wonder, Tamla 54124 (Jobete, BMI)	10	22	18	RECOVERY Fontella Bass, Checker 1131 (Chevis, BMI)	6
3	7	LOVE MAKES THE WORLD GO ROUND Deon Jackson, Carla 2526 (McLaughlin, BMI)	7	23	22	LOVE (MAKES ME DO FOOLISH THINGS) Martha & the Vandellas, Gordy 7045 (Jobete, BMI)	12
4	4	MY BABY LOVES ME Martha & the Vandellas, Gordy 7048 (Jobete, BMI)	5	24	34	ONE MORE HEARTACHE Marvin Gaye, Tamla 54129 (Jobete, BMI)	2
5	3	DON'T MESS WITH BILL Marvelettes, Tamla 54126 (Jobete, BMI)	8	25	33	FOR YOUR PRECIOUS LOVE Jerry Butler, Vee Jay 715 (Gladstone, ASCAP)	4
6	5	CRYING TIME Ray Charles, ABC-Paramount 10739 (Bluebook, BMI)	10	26	25	THIS CAN'T BE TRUE Eddie Holman, Parkway 960 (Cameo-Parkway/Siliran, BMI)	11
7	19	634-5789 Wilson Pickett, Atlantic 2320 (East-Pronto, BMI)	3	27	23	SOMETHING I WANT TO TELL YOU Johnny & the Expressions, Josie 946 (Cranebrook, BMI)	10
8	9	I'M TOO FAR GONE (TO TURN AROUND) Bobby Bland, Duke 393 (M.P.I., BMI)	7	28	27	I CAN'T BELIEVE YOU LOVE ME Tammi Terrell, Motown 1086 (Jobete, BMI)	6
9	6	THE DUCK Jackie Lee, Mirwood 5502 (Keyman-Mirwood, BMI)	14	29	31	A HARD DAY'S NIGHT Ramsey Lewis Trio, Cadet 5525 (Maclean & Unart, BMI)	5
10	10	MY WORLD IS EMPTY WITHOUT YOU Supremes, Motown 1089 (Jobete, BMI)	6	30	30	REAL HUNDINGER J. J. Barnes, Ric-Tic 110 (Myto BMI)	2
11	8	GOING TO A GO-GO Miracles, Tamla 54127 (Jobete, BMI)	10	31	29	TEMPTATION WALK Entertainers IV, Dore 749 (Hillary, BMI)	3
12	11	MY ANSWER Jimmy McCracklin, Imperial 66147 (Metric, BMI)	6	32	32	THE FAT MAN T-K-Os, Ten Star 104 (Sconance-Money BMI)	2
13	14	DEAR LOVER Mary Wells, Atco 6392 (Jalyne, BMI)	3	33	24	BLACK NIGHTS Lowell Fulson, Kent 431 (Modern & Little M, BMI)	12
14	16	DARLING BABY Elgins, V.I.P. 25029 (Jobete, BMI)	3	34	36	PHILLY DOG Mar-Keys, Stax 185 (East, BMI)	2
15	15	STOP HER ON SIGHT (S. O. S.) Edwin Starr, Ric-Tic 109 (Myto, BMI)	3	35	37	SMOKEY JOE'S LA LA Google Rene Combo, Class 1517 (Recordo, BMI)	3
16	12	YOU DON'T KNOW LIKE I KNOW Sam & Dave, Stax 180 (East, BMI)	10	36	39	EASY GOING FELLOW Roscoe Shelton, Sound Stage 7 2555 (Cape Ann, BMI)	3
17	13	GET OUT OF MY LIFE, WOMAN Lee Dorsey, Amy 945 (Marsaint, BMI)	8	37	—	SHAKE ME, WAKE ME (When It's Over) Four Tops, Motown 1090 (Jobete, BMI)	1
18	21	I WANT SOMEONE Mad Lads, Volt 131 (East, BMI)	4	38	—	SEARCHING FOR MY LOVE Bobby Moore & the Rhythm Aces, Checker 1129 (Chevis, BMI)	1
19	17	CLEO'S MOOD Jr. Walker & the All Stars, Soul 35017 (Jobete, BMI)	6	39	—	I'LL GO CRAZY James Brown, King 6001 (Lois, BMI)	1
20	20	A SWEET WOMAN LIKE YOU Joe Tex, Dial 4022 (Tree, BMI)	13	40	—	FUNNY CHANGES Chuck Bernard, Satellite 2008 (Special Agent, BMI)	1

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	MIRACLES GOING TO A GO-GO, Tamla T 267 (M); ST 267 (S)	14
2	1	TEMPTIN' TEMPTATIONS, Gordy G 914 (M); GS 914 (S)	14
3	3	I GOT YOU (I Feel Good), James Brown, King 946 (M); (No Stereo)	6
4	4	HANG ON RAMSEY! Ramsey Lewis Trio, Cadet CLP 761 (M); CLPS 761 (S)	3
5	6	HERE I AM, Dionne Warwick, Scepter 531 (M); S 531 (S)	10
6	5	THE SUPREMES LIVE AT THE COPA, Motown 636 (M); ST 636 (S)	14
7	8	GENE CHANDLER LIVE ON STAGE IN '65, Constellation 1425 (M); (No Stereo)	11
8	10	THE DUCK, Jackie Lee, Mirwood MW 7000 (M); MWS 7000 (S)	2
9	—	CRYING TIME, Ray Charles, ABC-Paramount ABC 544 (M); ABCS 544 (S)	1
10	—	THE BEST OF LITTLE ANTHONY AND THE IMPERIALS, DCP DCL 3809 (M); DCS 6809 (S)	1

NEW ACTION R&B LP'S

Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.

FROM BROADWAY WITH LOVE . . .
Nancy Wilson, Capitol T 2433 (M); ST 2433 (S)

GOT MY MOJO WORKING . . .
Jimmy Smith, Verve V 8641 (M); VG-8641 (S)

THE "NEW" LOOK . . .
Fontella Bass, Checker LP 2997 (M); ST 2997 (S)

RIDIN' HIGH . . .
Impressions, ABC-Paramount ABC 545 (M); ABCS 545 (S)

SEE-SAW . . .
Don Covay, Atlantic 8120 (M); SD 8120 (S)

FROM THE MUSIC CAPITALS OF THE WORLD

• Continued from page 38

group to be signed by Tamla-Motown, with the first single under their new recording and management contract to be released shortly. It's "I've Got You in My Soul," written by lead singer Rick James, one of four numbers cut last month at the Motown studios in Detroit, with fellow-Canadian R. Dean Taylor and Mickie Stevenson producing. The group's personal manager, Morley Shelman, reports they'll return to Detroit next month for more sessions, with an album in sight, and talk of a U. S. tour upcoming. . . . Bell Records in the U. S. has a handful of Canadian singles on its launching pad, leading off with Little Caesar and the Consuls' newie, "You Laugh Too Much" on Mala, from Red Leaf here. Debut disk by Bobby Kris and the Imperials, "Travellin' Bag" and "Walk on By," on Columbia here, is upcoming. Latest from the Big Town Boys, "Hey Girl, Go It Alone" on Capitol here, is being held for release on Bell because of regional action in the U. S. on their previous single, "It Was I." All three disks are the work of indie producer Stan Klees. . . . W&G Records in Australia has picked up the Guess Who's "Hurting Each Other" and "Baby's Birthday" from Quality Records. The group's latest, "Believe Me" and "Baby Feeling," was released simultaneously on Quality here and Scepter in the U. S. this month.

Eric Steinmetz, new director of international operations of MGM, made his first visit to the company's Canadian distributors (10) for a day of introductions, discussions and a tour of Quality

Records' facilities. . . . Another Canadian group finally breaks through the big U. S. border barrier as J. B. and the Playboys, RCA Victor's top Canadian pop group, make their first U. S. appearance, at the Village Motel Lounge in Erie, Pa., the first two weeks in March. Then it's back to Montreal to appear in a movie.

KIT MORGAN

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.

CAN'T YOU SEE . . .
Mary Wells, Atco 6392

I HAD A DREAM . . .
Johnnie Taylor, Stax 186

I'LL BE TRUE TO YOU . . .
Bobby McClure, Checker 1130

Electrola-E. Berlin

• Continued from page 39

are now striking their own production and sales arrangements in the West.

Money Over Marx

The division of Germany automatically makes East Germany the logical and most profitable Communist partner for West German disk firms. The fact that all major West German disk firms are flourishing gilds their appeal to the East Germans, who have no trouble nowadays putting money (hard Western currency) over Marx.

At the same time, the West-East German co-operation is making available in the West outstanding East German artistic talent that has been largely muffled by the cold war. It is no secret that East Germany is delighted to have Electrola, along with Deutsche Grammophon, West Germany's top disk firm, merchandising its talent in the West. For its part, Electrola, by using East German talent, not only gains access to top but also commands greater flexibility in classical production.

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c/w "(You Got a Way Of) Bringin' Out My Tears" #8786.

It's a sure-fire winner by this exciting young singer, so order now.

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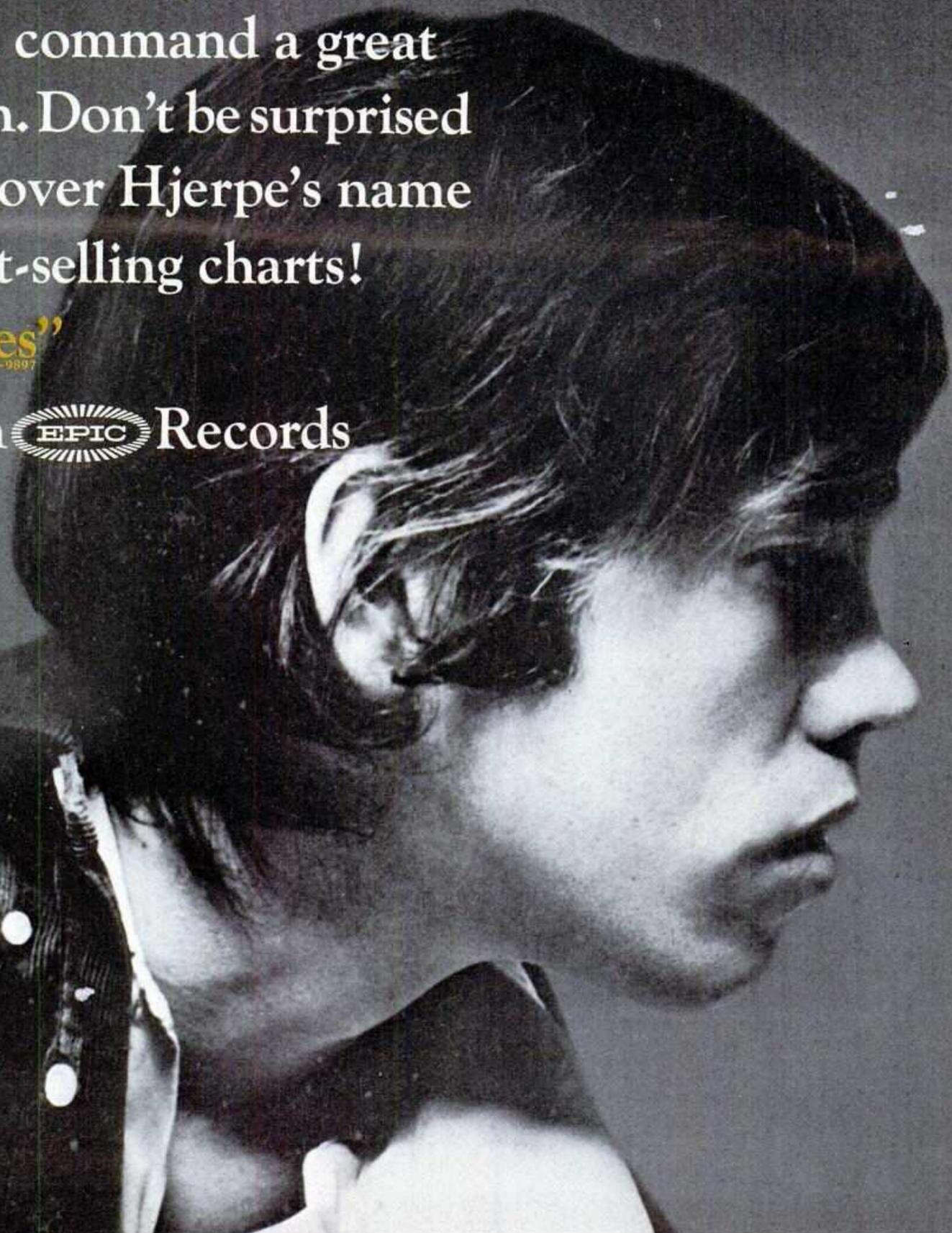


Hjerpe is here!

Bill Hjerpe (pronounced "Jerpee") has all the makings of a star. His voice and songs are as unusual as his name. He has made every one of his twenty-three years count. You know it by the songs he writes. They offer an impassioned and probing look at life that is sometimes startling. His debut single is an example. It will command a great deal of attention. Don't be surprised if you soon discover Hjerpe's name high on the best-selling charts!

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Zorba theme!

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"Dance My
Trouble Away
(Zorba's Dance)"⁴⁻⁴³⁵³³

From the 20th Century-Fox
motion picture, "Zorba the Greek."

on **COLUMBIA**
RECORDS 



St. Louis Dealer Growing With Tape Cartridge Boom



RONALD ROSS, head of Dynamic Devices of St. Louis, stands in front of a part of his auto tape library. A distributor of playback units and tape CARtridges, Ross is a pioneer of a new type of business that is expected to play a very important part within the record industry.

By EARL PAIGE

ST. LOUIS—Demands from dealers throughout the Midwest for literature and car-tape cartridge catalogs has been steadily increasing during the past several months according to Ronald Ross at Dynamic Devices Co. of St. Louis.

The company here, which was formed as a dealership very early in the car-tape era, has now become the distributor for the full line of Autostereo units as well as various other lines in addition to its extensive inventory of all types of car-tape cartridges.

While Ross looks upon the mushrooming auto-tape field with great enthusiasm he is quick to point out the difficulties encountered as this new music phenomenon evolves. Short production runs, model changeovers, lack of standardization and compatibility, short inventories, need for improved quality in some units and in some tapes—"All this is to be expected," Ross explained, "in a new field like this. This is our second year in business," he said, "and we're only beginning to realize the fantastic proportions this thing is assuming."

The company was initially a dealership, Ross explained, but very quickly inquiries began coming in from dealers in immediate metropolitan area and then from points in out-state regions. "We were mailing out tape-cartridge catalogs, printing up literature," Ross said, "and

Scanning The News

Larry Finley, according to well-placed industry sources, is quietly letting everyone know that he has signed a contract with General Motors for delivery of eight-track stereo CARtridges.

Independent manufacturers entering the tape cartridge playback unit business may wish to take a close look at the court action and U. S. Senate hearings involving Automatic Radio of Melrose, Mass., and the Detroit auto manufacturers. Automatic is accusing Ford, GM and Chrysler of conspiring to monopolize interstate trade in the sale of automobile radios designed for installation in their cars.

A truckload of OKI tape recorders valued at \$55,000 were stolen in a quick New York hijacking last week. Anyone offered OKI Model 111 or Model 300-D recorders by an unknown source is asked to report such offers to Detective Fred Shkinder, 76 Squad, Brooklyn, N. Y. (Tel.: 212 MA 5-4400).

A new carrying case for tape cartridges has been designed by Amberg File and Index Co., Kankakee, Ill., for dealers, distributors, jobbers, rack wholesalers and auto dealers.

The National Association of Music Merchants is like the boy who cried wolf or the lady who protested too much. A few more denials and everyone will be convinced that there is a split between NAMM and "home entertainment exhibitors." We'll know for sure by the time of the NAMM convention in 1967.

More denials. This one by Federal Trade Commission Chairman Paul Rand Dixon. His agency, he says, is not challenging the concept of co-operative buying groups. The issue was raised by the recent FTC opinion against the Southern California Jobbers, Inc., a Los Angeles buying co-op.

Harmonicas may be the coming fad. Over 40 per cent of U. S. record dealers are stocking them now. Used by rock groups like the Stones and Beatles, by blues singers, folk singers, and country and western artists, the harmonica is receiving a great deal of attention from music buyers of all ages and musical tastes.

General Electric has named W. W. Getz manager of its southern zone sales operation. Getz, who will be headquartered in Atlanta, will cover the south from Florida to Texas. He is responsible for sales of GE radios, portable phonographs, portable tape recorders and Show 'N Tell products.

Viking of Minneapolis, along with other firms previously mentioned, is building a compatible four-track and eight-track auto and home stereo tape unit. It will be on the market in early fall.

The Commerce and Industry Department of Hong Kong reports that more than 4.5 million transistor radios were exported to the U. S. last year from that city. This is an increase of 114.44 per cent over 1964.

PAUL ZAKARAS

Teens Hiking Sales Of Music Products

NEW YORK — Jerry Ash, one of the owners of the three Sam Ash music stores in Long Island and Brooklyn, feels that "teen-agers are the greatest thing that's ever happened to the music business."

Ash, who sells guitars and amplifiers to many teen-agers each year, said the "rock and roll sound, a music close to the teen-ager, has increased their interest in records and instruments as well."

To reach and hold the youthful market, Ash keeps a large inventory of top quality merchandise on display and in stock. "My young customers," he explained, "are very impatient. When they're ready to buy, they want the item now. And, if I don't have it, they'll go someplace else."

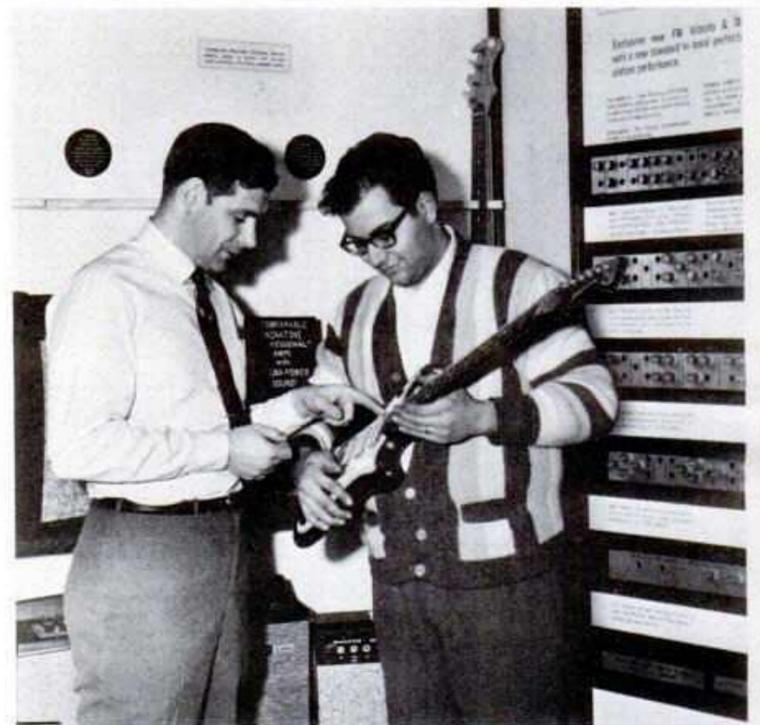
Most manufacturers of the instruments in greatest demand (guitars and drums) are running six months behind on fill-

ing orders, he says. By ordering early and in large quantities, Ash has been able to meet the customers' demands.

Sam Ash stores depend primarily on "word of mouth" promotion to send prospects to the three stores. "I find that if I put money into merchandise rather than advertising, it pays off in the end," Ash stated.

"Besides good merchandise, a dealer should be able to provide good service too. I keep a full time serviceman on the payroll. It would be cheaper to return guitars and other units to the factory for servicing, but it would also be slower. The impatient teen-age market just won't stand around and wait."

Asked if the guitar business, already at a peak, was continuing to grow, Ash reported that sales of better guitars and better amps were increasing constantly. Sales of inexpensive items have slackened, he said.



JERRY ASH (left), one of the owners of the Sam Ash Music Stores in New York, demonstrates a Magnatone electric guitar to teen-age customer. Ash says teen-agers are "very knowledgeable" buyers of music products.

TAPE SALES

Billboard market research surveys for 1964 indicated that 59 per cent of all record dealers sold tape recorders. Eighty-one per cent said they sold raw tape. However, only 45 per cent of the dealers said they carried pre-recorded tape in 1964. (1965 figures will be released shortly in this section of Billboard.)

finding that our direction was becoming more and more that of a distributor."

Filling Stations

While the dealers serviced by Dynamic Devices range from car dealers, auto parts stores, radio shops, and even filling stations, to the more traditional record departments and music stores, Ross feels that ultimately, as far as sales of cartridges are concerned certainly, music and record dealers will become prime outlets for auto-tape product.

"Installation of auto-tape units," Ross explained, "has seen the picture beginning with the type of outlet that has service facilities such as auto dealers and radio shops. But many dealers can pass on the installation phases to a local shop contracted for this purpose. And some units," Ross pointed out, "such as our Porta-Tape put out by Tele Pro Industries, come with such easy-to-follow instructions that dealers can sell the units as is and let the customer do the installation. And, of course, our a.c. home-type models require a minimum of installation," Ross said, "and the potential for enjoying these same car-tape cartridges through the use of

New Album Index Tabs by Sahlein

NEW YORK—Sahlein Products has recently introduced a simple indexing system for record collections called the Simplast Home Record Index.

Economically priced (suggested retail price of a unit for 80 albums is \$1.49), the Simplast contains self-sticking numbered labels and an index folder of similarly numbered tabs. Each set is provided with extra blank labels and tabs for discarding and replacing records, or for correcting errors.

The advantages of the numbered labels: the numbers are large and easy to read and all sit at the same angle.

these beautiful home consoles is another tremendous factor in this whole market."

While many dealers have begun stocking eight-track auto-tape cartridges Ross points out that there are thousands of four-track units already in use and this is a factor to be considered

(Continued on page 55)

Sales Riding Record Highs

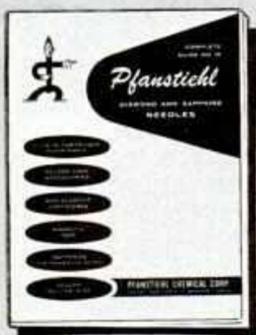
WASHINGTON—The Electronic Industries Association recently released statistics showing that all types of home entertainment products are selling at a record pace and are expected to continue to grow for at least the next five years.

Color TV is leading the latest upsurge, a position formerly held by black-and-white sets. However, radical improvements in technology have instilled new life into the radio and phonograph markets as well. In addition, new electronic products such as tape recorders and electronic organs have opened new fields for expansion.

Public demand for radios reached an all-time high of 41 million sets in 1965. Lower prices of radios, resurgence of FM broadcasting and popularity of radios in cars have contributed to increased sales.

The phonograph market reached a record of 6.5 million

(Continued on page 55)



The Pfanstiehl needle catalog is cross indexed in every possible way for quick identification of a customer's needle . . . by brand number, cartridge or needle number, or by picture . . . for exact replacement with a new Pfanstiehl diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

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mh19

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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.

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Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____

Set regular classified style. Set boxed classified style.

Amount enclosed _____

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PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE, CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 188 W. Randolph, Chicago, Illinois 60601.

ADVERTISING RATES INTERNATIONAL EXCHANGE

Classified: Per line, \$1. Minimum, 4 lines per insertion.

DISPLAY: Per inch, \$14. Minimum, 1 inch.

Above prices are for one insertion in one issue. Cash or check with order.

Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION, CONTACT:

John O'Neill, International Advertising Director,
Billboard, 188 W. Randolph St., Chicago, Ill.
60601 or
Andre de Vekey, European Director, 15 Hanover
Square, W. 1, England.

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles' new album "Rubber Soul." All new, "Help," "Beatles for Sale." U.K. albums all \$6.15 inc. airmail. Mono or stereo. Complete pop catalogue \$1. John Lever, Gold St. Northampton, England. se10-66

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

ENGLISH 'MOD' CLOTHES

Carnaby Street Op-Art Flowered Neckties, "A Must for Mods," sent air mail \$2.50. Gaily striped Elasticated Belts, our "Hottest" line, send air mail \$2.50 (Tie Belt \$4.50). Hipsters, Jackets, Shirts by air mail.

THE BARON

17 Holland St., BARNSTAPLE,
N. Devon, England

FIRST-CLASS GUARANTEED AIR MAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England. ap9

SONGWRITERS, PUBLISHERS: YOUR song arranged, recorded as demo, by our artists. Music composed if only words supplied. City Music, 8 Radnor House, 93-97 Regent St., London W.1, England.

"19TH NERVOUS BREAKDOWN" — Rolling Stones' new single: \$1.75 air mailed; Stones' new album mono, English "Rubber Soul" (14 cuts); "Help" and any other English album, mono or stereo, \$6 air mailed. Record Centre, Ltd., Nuneaton, England.

FRANCE

IMPORTANT RECORD DISTRIBUTION society is looking for a jazz and folk song catalog for distribution throughout Europe. Write to: S.F.P.P., 131, Rue du Cherche-Midi, Paris 15e, France.

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.

Admiral



GALAXY AM/FM portable radio by Admiral. Slide rule tuning, built in telescopic FM antenna, ferrite rod AM antenna, 11 transistors, RF stage for increased sensitivity. Price \$29.95.



Magnavox Minuet Model

MAGNAVOX SOLID-STATE Minuet portable phonograph. Features micrometric record player, multiple speakers, components guaranteed for five years. Plays stereo and monaural. Luggage-style case available in two-tone colors. List \$79.90.

St. Louis Dealer Grows With Tape CARtridge Boom

• Continued from page 54

by dealers contemplating the demand for car-tape product. "It's swinging to eight-track," Ross commented, "but it's still a matter of transition and some manufacturers are preparing models that will play both four and eight-track tapes. We're advising dealers to at least strike a balance in their inventorying until the thing takes a clearer direction."

Does the new owner of an auto-tape unit necessarily duplicate his home record library? The answer, in some cases, yes, but Ross has found that the musical tastes of auto-tape customers tend to broaden out as they begin to build a library of the taped music.

"We've had tremendous calls for the Command albums such as 'Provocative Percussion,'" Ross said, "which are not now reflected so much on the Billboard charts as they once were. The whole picture broadens out and people seem to want to try different sounds and new ideas. Again, dealers have to balance out their tape inventories," Ross explained, "because we're just beginning to feel our way into this market."

Sales Set Record

• Continued from page 54

sets in 1965. Technological improvements, stereo sound and a new generation of portables were factors in the enormous growth.

Sales of tape recorders, the newest of the home entertainment products, increased from a negligible amount in the 1950's to 4 million units last year. Many of these were imports, but a number of U. S. manufacturers are stepping up production and increasing model lines.

BULK VENDING news

Zapp! Pow! Batman Enters Vending Scene

By RAY BRACK

CHICAGO — The dynamic duo of Batman and bulk vending has been dramatically formed. Straight from Gotham City the Caped Crusader is sweeping the land, promising to capture the hearts of more kiddies than even the Trolls or the Beatles.

Which is only a way of saying that Batman and comic book company—revived in the nation's imagination by ABC-TV's current hit series and emerging in several licensed charm forms—are certain to be the bulk vending item of the year.

A survey of distributors last week disclosed the strongest customer demand for a particular bulk vending item since the Troll.

Rushing

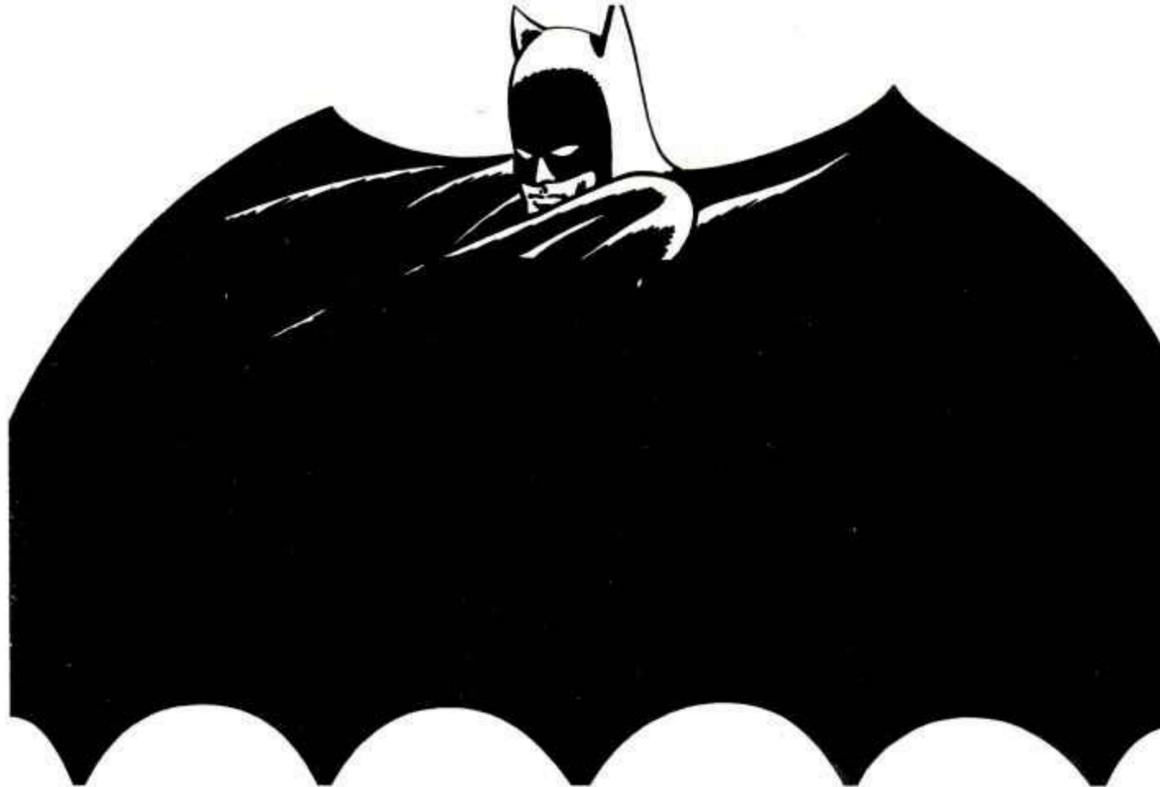
And a survey of manufacturers revealed that three firms are rushing officially licensed Batman items to market. Other companies are negotiating for additional official license rights and preparing items related to the newest TV craze. Confection items are expected soon.

At press time, Batman flicker rings, buttons and emblems had been licensed to bulk vending suppliers.

Marketing the Batman "emblems" is the Acorn subsidiary of Oak Manufacturing Co., Los Angeles. The flexible items vend at a dime. Manufacturer is Samsons Products of Los Angeles. Acorn promises additional TV-publicized items in the penny, nickel and dime categories soon.

Zowie!

Licensed to market Batman "buttons" is the Green Duck



BATMAN! Three bulk vending suppliers have been licensed to date to produce merchandise inspired by the Caped Crusader and his comic book cronies. Additional firms are expected to introduce Batman items. Soon, Batman, in the form of one vending item or another, will grace every globe in the country.

Co. here. "Our first shipments are going out now," said sales director Paul W. Weber. "They are primarily designed for penny vending."

Green Duck is offering a 12-subject series with each button in three colors. The series includes Batman in two poses, Robin in two poses, the Joker, several other subsidiary characters from the comic book family, plus such classic Batman sayings as "Holy Ravioli," "Powie," "Zok," "Zapp" and "Zam."

Batman flicker rings have been licensed to an independent concern in the New York area and will be manufactured by a well-known manufacturer soon to be announced. The licensing party reportedly paid \$6,000 in advance royalties for the flicker ring rights.

The flicker rings will be in delivery in about a month. The item will appear as a 12-ring series, two action pictures per ring, in color, for dime vending.

Glow in Dark

In addition, the Paul A. Price Co. is in the marketplace with an "Official Bat Ring." The ring setting is a 1½-inch wing-span black bat wing of soft plastic material. Some of the wings glow in the dark. The dime capsule

items are being air-shipped to meet demand.

"Batman items will hit the industry in a big way," declared Chicago businessman Bob Kantor. "I look for Batman ball gum soon. This thing could be bigger than the Rat Fink."

"Our customers have been asking for Batman items ever since the TV show came on the ABC Network," reported Jack Nelson of Logan Vending. "Batman items show more potential than the Troll, which received

no TV support. This looks at least as good as the Beatle merchandise."

"We expect tremendous sales of these items," predicted Paul Price.

Very Hot

Declared Harold Folz, Folz Vending, Oceanside, N. Y. "We think these items will be very hot, perhaps bigger than the Beatles. I see only one potential drawback to Batman items. A number of licenses have been granted to the vending trade for

A Survey of State Laws Relating to Bulk 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.

WASHINGTON

OLYMPIA, Wash.—According to State tax analysts here, the Tax Commission's rules require that vendors register their machines for computation of tax liability.

The rule states: "Persons operating vending machines for the sale of merchandise are engaging in a retailing business with respect to the disposition of such merchandise and must report and pay tax under the retailing classification with respect to the gross proceeds derived from the sale of such merchandise.

Computation of the 4 per cent sales tax as far as vending machines are concerned is based on 60 per cent of the gross proceeds from the machine. The law reads:

"Where sales are made by receipt of a coin or coins dropped into a receptacle that results in delivery of the merchandise in single purchases of smaller value than the minimum sale upon which a 1-cent tax

may be collected from the purchaser, and where the design of the sales device is such that multiple sales of items are not possible or cannot be detected so as practically to assess a tax, in such a case the selling price for the purposes of the tax shall be 60 per cent of the gross receipts of the vending machine through which such sales are made."

For additional information, contact Don Smallwood, Tax Analyst; State of Washington Tax Commission, Olympia, Wash.

WEST VIRGINIA

CHARLESTON, W. Va.—The annual operator's license fee for vending machines operated by pennies is as follows: 1-4 machines, \$2 per machine; 5-50 machines, \$25 per operator; 51-150 machines, \$75 per operator; 151-300 machines, \$200 per operator; over 300 machines, \$600 per operator.

The license fees for vending machines operated at more than 1 cent are as follows: 1-9 machines, \$5.50 per machine; 10-49 machines, \$175 per operator; 50-100 machines, \$450 per operator; 101-200 machines, \$800 per operator; 201-300 machines, \$1,200 per operator; 301-450 machines, \$1,500 per operator; more than 450 machines, \$1,800 per operator.

In cases where the operator

(Continued on page 64)

various items. This was not the case with previous hot TV items. But, Batman looks like the big item for 1966."

"Our advance orders are extraordinarily heavy," said Green Duck Company's Weber. "Batman should knock the socks off some of the big items of the past few years."

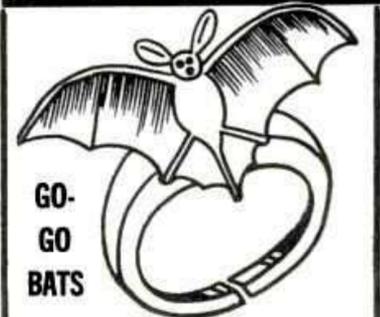
Better Than Bugs

"Wide-awake operators have been asking for Batman merchandise for weeks," reported Cal Fradkin, Calvin Sales, Baltimore. "Although we've received no delivery on Batman stuff as yet, we'll soon be getting it on a pro-rated basis."

"I believe Batman will go better than the bugs, and the bugs were great!

"Imagine, the Batman TV series could go on indefinitely, for they have 25 years or more of comic book drama to draw on."

OFFICIAL BATRING



GO-
GO
BATS

Most of 'em glow in the dark. Beautifully designed lifelike Bat that snaps onto ring. Ring molded in pliable plastic attractive Day Glow colors. Bat wings can be bent to stay in any position.

\$38 per M Capped Immediate Delivery

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Charms, Rings, etc.

SCHOENBACH CO.

Manufacturers Representative
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MACHINES
GREAT TIME SAVER!
COIN WEIGHING SCALE
\$22.00

HOT-HOT 10¢ VEND ITEMS
(all 25¢ per bag)
Go-Go Rings \$8.00
Space Creatures 9.00
Hunt & Ring Gun 9.00
Key Chain Assmt. 9.00
Necklaces, Brooches, Bracelets (Penny King) ... 8.00
HOT 5¢ VEND ITEMS
(From \$4 to \$5 per bag)
Crazy Labels \$5.00
1¢ VEND ITEMS
(all price per M)
Mini-Books \$10.00
Soupy Sales & U.N.C.L.E. 9.00
Flicker Rings 13.00
Pop-It Rings 12.00
1¢ mixes from 3.50
Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.
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The World's Most Profitable Vendors!
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HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.
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THE TITAN II
The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy; built-in wheels and handle make the Titan II easy to move.
Time payments available on OAK Machines through all distributors.
oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

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.

St. Louis Bulk Operators Planning to Form an Assn.

By EARL PAIGE

ST. LOUIS—In an effort to seek more equitable license fees on vending machines and to gain an organized approach to legislative effort, area bulk operators will meet at the Town Hall, 6736 Clayton Road, March 8 to found an association.

It is the first effort in recent years to bring area bulk operators together.

Efforts to bring about more equitable license arrangements locally were partially successful last year (Billboard, Aug. 28), but, speaking for several vending principals in the St. Louis market area, Central Distributing's Earl Veatch said much more needs to be done. "Our operators have been adversely affected here," Veatch told Billboard, "by the \$5 license fee which is making 10-cent capsule vending unprofitable. And some communities," Veatch declared, "have license fees as high as \$10."

All bulk operators in the market area here have been urged to attend the March 8 meeting, and those seeking further details may contact any of the following: Ben Kessel, Mound City Shelled Nut Co.; Lew Block, Square Sales Co.; Irv Katz, SP Distributing Company; Earl Veatch, Central Distributing Co., and Sam Phillips at the Samuel J. Phillips Co.



EARL VEATCH: Much needs to be done.

zip code helps keep postal costs



BUT ONLY IF YOU USE IT.

Harby Names Ray Pierson



RAY PIERSON, general sales mgr., Harby Industries.

BURBANK, Calif. — Ray Pierson has been promoted from sales manager to general sales manager of Harby Industries here, Harold Probasco, head of the firm, announced. Pierson will also handle the advertising for the company.

Pierson originally joined the firm to handle the complete operation of the company's subsidiary, Bulk Vendors Mart. Moving into his new post, Pierson has launched a sales campaign that will include an extensive tour to visit the company's distributors and appoint new ones.

Prior to joining Harby, Pierson owned the bulk vending firm of Hobby King.

on the Batman comic book and TV series. Adhere to hands, wrists, books, etc. A thousand emblems come bulk with four displays. For dime capsule vending.

Paul A. Price

OFFICIAL BAT RING. Black bat wing of soft plastic material. Setting has 1½-inch wing span. Some wings glow in the dark. A dime capsule item.



CAL FRADKIN: "Batman'll go better than the bugs."



PAUL PRICE: "We expect tremendous sales."

NEW PRODUCTS

This form is designed for the convenience of bulk operators

Karl Guggenheim

CRAZY LABELS. Some of the most gruesome pictures ever drawn—160 of them—each carrying common first names such as Rita, Kenneth, Arlene, Nancy, etc. Kids will be sticking them on each other and each other's property. Printed in color on pressure-sensitive labels. Vend four labels to a capsule at 5 cents. Packed 250 to bag with free display panel.

Penny King

LUCKY RINGS. Gold-plated, sized for kiddie finger. Carries word "lucky" on setting. Bag of 500 includes foam display with 40 rings.

PUSS IN BOOT. Just what the name says. Loop permits child to add charm to his bracelet. Vacuum-plated in silver and gold. Bag of 500 with free display front (and as many paper displays as you desire).

FLICKER HEART KEY. Childhood sweethearts can lock up their love. Flicker portion gives heart-throb effect. Clean detail in copper and silver plating. For penny vending. Bags of 500 with free display front.

Green Duck

BATMAN BUTTONS. The officially licensed items inspired by the comic book character now popular in television. For penny vending, each button is in three colors. Includes two poses of Batman, two poses of Robin, the Joker, other characters and several classic Batman exclamations.

Acorn

BATMAN OFFICIAL EMBLEMS. Licensed items based



BOB KANTOR: "I look for Batman ball gum."



HAROLD FOLZ: "Batman may beat the Beatles."

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

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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.

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Phone: (312) HU 6-4870

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Con-verted for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum.	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.92
Pistachio Nuts, Jumbo Queen, White	.87
Afgan Crown Red Lip Pistachio Nuts	.70
Afgan Prince Red Lip Pistachio Nuts	.60
Indian Nuts, 5 lb. bag, per lb.	1.00
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47
Rain-Bio Gum, 72 ct.	.37
Malt-ette, 100 ct., per 100	.35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bio Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bio Ball Gum.	.34
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.

MODEL 60 BULK-PAK



The popular Model 60 . . . now adapted to vend wrapped confections. Write for circular and prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vendors. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK . . . priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

Northwestern CORPORATION

2631 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

Wisconsin Endorses Royalty Proposal

Eighth State to OK 2-Cent Offer

By BENN OLLMAN

MILWAUKEE — Wisconsin music operators meeting here Feb. 20 voted without dissent to endorse the Music Operators of America's 2-cent-per-side juke box record royalty proposal made to Congress late in 1965.

In so voting, Wisconsin music men became the eighth Statewide body of operators to go on record as officially approving the BOA bid, designed to resolve the knotty Congressional debate over juke box record acquisition in relation to copyrighted music.

The vote followed a speech by MOA Executive Vice-President Fred Granger, in which he declared: "The juke box industry's offer to establish a 2-cent-per-side royalty arrangement on disk purchases is likely to meet with Congressional approval.

"Why? Primarily because as an industry we have finally come up with a specific proposal. Our offer gives members of the Congressional committee reshaping the copyright laws something positive to consider. We have at last taken the initiative."

Combined Meet

The session was sponsored by both the Wisconsin Music Merchants Association and the Milwaukee Coin Machine Operators Association. Clinton S. Pierce, Brodhead, Wis., president of the State group, and Sam Hastings, head of the Milwaukee organization, hosted the event.

Also at the head table were Ed Dowe, Beaver Dam, Wis., secretary-treasurer of the State association; William Poss, Aurora, Ill., Music Operators of America sixth district membership chairman, who put in a strong plug for the current MOA member drive, and Jack Moran, Denver, who told of plans for organizing a Chicago school for training coin machine repairmen.

Granger's talk, to a large extent, was a reiteration of the message he presented earlier to members of the Illinois and other State operator associations. He sketched briefly the history of the long Congressional battle to remove the juke box industry's exemption from performance royalty fees.

Stop Here

"The juke box industry," he reminded his listeners, "is the largest single group buyer of phonograph records. Its purchases account for \$2 million annually in royalty fees paid to performance societies. The specific exemption we have enjoyed since 1909 is based on the fact that playing a juke box is considered a private, not a public performance. But the performance societies have been ceaseless in their efforts to remove this exemption."

According to Granger, the underlying intent of the MOA's 2-cents-per-side proposal is to insure a "stop here" arrangement.

"We are convinced that some copyright revision by Congressional action is inevitable. That is why we felt it is in our best interests to offer our own proposal. If we don't, the committee undoubtedly will come up with something that we will find entirely unacceptable."

On a question from the audience
(Continued on page 63)



SEXTET OF SPEAKERS at combined meeting of Wisconsin and Milwaukee operator associations Feb. 20 included (from left) Sam Hastings, president, Milwaukee Coin Machine Operators Association; Ed Dowe, Beaver Dam, secretary-treasurer, Wisconsin Music Merchants; Clinton S. Pierce, president, Wisconsin Music Merchants; Fred Granger, executive vice-president, Music Operators of America; Jack Moran, Denver, director of the Institute of Coin Operations, and William Poss, Aurora, Ill., MOA Sixth District membership drive chairman. Fifty operators attended the meeting. (See additional photos page 64.)

The One-Stop a Key Link Say Boston Promotion Men

By CAMERON DEWAR

BOSTON—The importance of the juke box as a means of promoting records is by no means overlooked by distributor promotion men in the Greater Boston area. Most have respect for the medium as an exposure force, but none is more eager to praise the use of music machines in exploiting a record than Jack Sager, of Disk Distributors of Boston, who handles Motown and a number of lesser labels.

"The juke box is a very important medium of exposure of records," said Sager, who spent 12 years running a one-stop. "Of course, you have to get after the one-stops and if they trust your judgment they'll push the record with the operators." As an example of what the juke boxes can do for a record he cited the case of Sonny Stitt's "Stitt's Groove," which is coming up big locally. Sager is receiving orders from retailers before the record has had any exposure on radio. "And even a

hit can be greatly enhanced by the juke boxes," said Sager.

As far as improving the exposure potential of the juke box, Sager feels that there are operators who have a good ear and can decide for themselves. This, however, isn't too widespread and since the life of a hit is so short many don't get around to it in time. "But," says Sager, "I won't recommend a record to a one-stop unless I feel it really can be a hit. You only get them back in the end."

Less Enthusiasm

Not quite so enthusiastic on the matter is Asher Shuffer, of RCA, who feels that while the juke box still has considerable influence on the sale of records it is much less than it once was. "I base this conclusion on the records RCA sells to one-stops," says this veteran of the music business. He believes the sales figures are down in this respect because the juke box isn't as popular with youngsters as it once was. "There are too many other activities nowadays," says Shuffer, "and it's quite necessary

to get exposure through radio stations to make anything of a record."

Shuffer believes that the operator is much less responsive nowadays, and with his type of records he finds it necessary to concentrate more on the retailer. "There is still some value in the

Gov. Signs Kentucky Pinball Legislation

FRANKFURT, Ky. — Gov. Edward T. Breathitt signed into law the amended pinball legislation that had recently passed both houses of the State Legislature.

The House had amended the Senate bill to include 10-cent flipper games in those to be legally allowed by the State. The Senate concurred in a voice vote with the House amendment and then re-passed the bill by a vote of 26-7.

Seeburg Corp. Loses Gordon As President

CHICAGO—Rumors persisting for the past several weeks were confirmed with an announcement from the Seeburg Corp. last Thursday (24) that President J. Cameron Gordon "has asked to be relieved of his duties . . . for reasons of health."

Gordon will remain with the company, it was announced, as a director and consultant.

Known in the coin machine and music industries as an intrepid innovator and phenomenally successful salesman, Gordon joined Seeburg in 1948 as Eastern division district manager. He was named president in 1963. Seeburg Corp. sales rose from about \$75 million to \$100 million annually while Gordon was president.

Gordon is currently on tour of Seeburg distributors discussing new plans to promote juke box music via more dancing in locations.

"No thought has been given to a successor," the Seeburg announcement (in the form of a telegram to the press) stated. However, executive vice-president Louis J. Nicastro, now functioning as chief administrative officer, is rumored to be in line for the vacant post.

juke box," says Shuffer, "but it has definitely deteriorated greatly in the last five years.

Happy Marriage

Decca's man in Boston, Alan
(Continued on page 63)

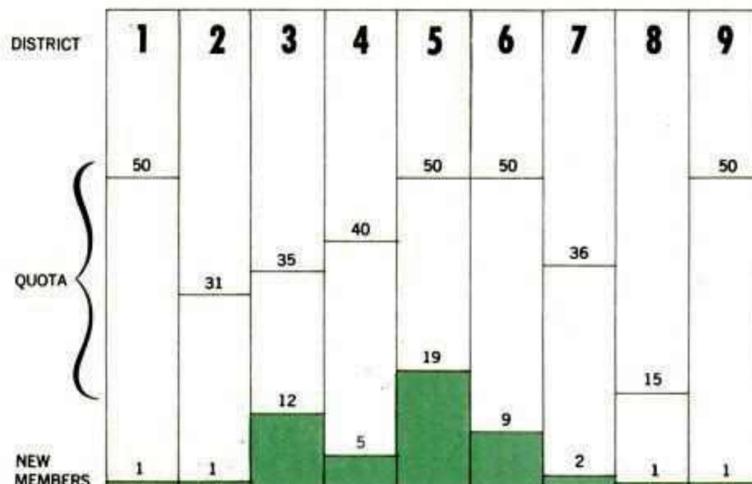
50 New MOA Members Netted During First 6 Weeks of Drive

By PAUL ZAKARAS

CHICAGO—The Music Operators of America membership drive in six weeks has enlisted 50 new members, about one-fifth of the goal.

Leading district chairmen were Robert Nims of District Five with 19 members signed and the highest percentage of his quota achieved (38 per cent). William Anderson had the second best percentage (34.3 per cent), and his District Three was second in new members with 12. (Accompanying chart shows relationship between number of members signed and projected quotas for each district.)

Nims, president of Lucky Coin Machine Co., Inc., New Orleans, heads the membership district which includes Texas,
(Continued on page 64)



MOA MEMBERSHIP DRIVE progress in the early stages, as indicated on the chart, shows good results despite the fact that organizational structure of the drive is just being completed. Figures represent new members reported to MOA headquarters in Chicago as of the third week in February.

Outlawed by the bill were pin games requiring federal gambling stamps, machines equipped with multiple coin devices, and games offering more than 30 free replays.

Attorney General Nicholas Katzenbach sent the Legislature a telegram from Washington, congratulating them on passage of the legislation. He said that "State and federal authorities can and must work hand in hand against gambling and organized crime."

After signing the bill into law, Breathitt said: "Kentucky now joins 27 other States that have banned this gambling machine which preys on the young and poor."

Originally, Breathitt and his special assistant, Paul Huddleston, wanted to ban all pinball machines. Efforts of flipper-type amusement game manufacturers, distributors and operators, enabled the distinction between the different types of games to be made in the law.

COMING NEXT WEEK—

Export Spotlight:
Latin America.
A report on coin machine exports south of the border.

ALSO—

How jukebox manufacturers are helping to close the training gap.

Making Money With Music—The Truckers' Box



DAVENPORT, Ia., operator, John Cox, calls on the Iowa 80 Restaurant, a 3,500-patron-per-day truck stop that has become Cox's most profitable location since he switched from single phonograph to wall boxes and from pop to c&w programming.

EDITOR'S NOTE: We offer the third in a series of special reports on some of the premiere juke box locations in the U. S. Locations treated in these reports stand as examples of imaginative music merchandising. Machine grosses in these locations run well above the national average for 1965. It is hoped these articles will include ideas you can put to profitable use in your operation.

DAVENPORT, Ia. — John Cox, president of Cox Music Co., Inc., is an "in-depth" operator.

"This means—among other things—that when a machine operates below expected potential in a location you take steps to correct the situation," Cox explains.

And he illustrates by relating how a deliberate change in equipment and programming at one of his locations—the Iowa 80 Restaurant west of town on Interstate 80—brought into being one of the finer truckers' boxes in the Midwest.

"In June of 1964 I negotiated with Bill Peel, owner of the newly constructed truck stop, to install a Rock-Ola 425 Grand

Prix. But—though the spot catered to truckers—it was overrun by teen-agers.

Wall Boxes

"Now having the teens around wouldn't have been bad—except that the juke box wasn't realizing full potential. So, in November of last year, after Peel finished a remodeling job that expanded the capacity from 64 to 150 patrons, I installed 26 wall boxes and changed the music programming. The spot is now my best money-maker by far."

Peel, who hesitated at Cox's big investment in wall boxes, is, of course, delighted with the increased money from music.

The programming change was not complicated, but it caught on immediately. Cox de-emphasized teen-oriented music drastically and loaded up with country and western tunes. Period.

Bunkhouse

C&w music is played 24 hours a day at the Iowa 80 Restaurant by some 3,500 patrons. And because the location is attractively decorated and the food is good, the crowd on Sundays include many area residents out for dinner.

Truckers are attracted by the food, music, a bunkhouse sleeping 25 persons and a unique television lounge designated specifically for men who are frequently forced to miss their favorite TV shows.

Cox entered the business in 1942 as a collector-serviceman for Elliot Music Co. here and bought the firm in 1948. In September of 1965 he formed

Ace Vending Service, restricting its operation to candy and cigarets.

"I expect to move slowly into full-line vending," Cox said.

In and around Davenport, Cox operates some 500 machines and employs eight men.

"I didn't think the formula for a successful truckers' box would be that simple," Cox confessed. "I'm sure glad I invested in those stereo wall boxes—and that country music."

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Vending News Digest

NAMA Wage-Hour Guide Is Out

CHICAGO — The National Automatic Merchandising Association has mailed out to members a guide to federal wage-hour legislation as applicable to vending companies.

The publication is entitled "How the Wage-Hour Law Affects Vending Machine Operators." The 20-page booklet includes sections summarizing current legislation, pertinent court decision, exemption provisions and record-keeping requirements.

The booklet advises an immediate review of wage policies and an establishment of detailed record-keeping system by each vending company.

"This detailed guide is designed to help answer most of the questions operators are asking," said NAMA legislative counsel Richard Funk.

Copies are available to NAMA members only.

Vice Squad Eyes Cigaret Venders

SALT LAKE CITY — City vice detectives have staked out 11 locations here during recent weeks and have reported that in the spots youths under 19 years of age have been buying automatically merchandised cigarets.

The locations have been warned that adequate controls must be instituted to prevent such purchases. State law requires that cigaret venders be kept out of the reach of minors or be equipped with devices that prevent the machine from operating until the age of the customer has been proved.

Rites for Vendo's Henry Gaddis

KANSAS CITY, Mo. — Funeral services were held here Feb. 21 for Henry Gaddis, Vendo Co. executive who died in Phoenix, Ariz., Feb. 17. Gaddis, a native of Chicago, was senior vice-president, treasurer and head of the international division of Vendo.

Canteen Declares 20-Cent Dividend

CHICAGO — Canteen Corp. has declared a regular quarterly dividend of 20 cents per share payable April 1, 1966, to stockholders of record March 15, 1966.

Oakland Firm in Larger Quarters

OAKLAND, Calif. — Coinway, Inc., operated by Albert Hayden and son Larry, have moved their firm to much-enlarged quarters at 715 Sixty-Six Avenue here near the new ball park.

Coinway encompasses games, vending and music. The new building affords thrice the space of the old quarters, permitting showroom space for perusal of equipment by location owners.

Buckeye Vending Renovates Plant

TOLEDO — Buckeye Vending Co. here has completed remodeling of a 3,000-square-foot building recently acquired and now has a specious commissary facility plus a display room in which location prospects may be shown the latest in vending equipment.

The facility, at 4505 Fitch Road, also includes offices, storage space and a repair shop. An open house was held Feb. 19.

The firm was founded in 1956 by Leroy This.

Blotner New PR Head for Wis.

MADISON, Wis. — Harold I. Blotner, of Dane County Vending, Inc., here, has been named chairman of the Wisconsin Automatic Merchandising Council's public relations committee.

Blotner immediately announced that three PM programs are planned for the year:

- Expansion of the speakers' bureau.
- Selection of operator of the year.
- Sponsorship of an Automatic Merchandising Week.

Phila Tribute For Silverman

PHILADELPHIA — One of the most significant affairs in the history of the local amusement machine industry will be marked on Sunday evening, February 27, when every branch of the industry is expected to be represented at the Joseph Silverman Tribute Dinner. Indicative of the industry support for the dinner honoring the executive secretary of the Amusement Machines Association of Philadelphia is that so many industry leaders have accepted service on the dinner committee under the chairmanship of David Rosen, president of David Rosen, Inc., Rowe-AMI distributors.

The dinner will be a State of Israel Tribute to Silverman sponsored by the Automatic Vending Machines Association, of which Silverman is the executive director, in co-operation with the Philadelphia Committee, State of Israel Bonds.

Rosen announced that Judge Joseph E. Gold, of the Philadelphia County Court of Common Pleas, has agreed to serve as Honorary Chairman for the dinner. Judge Gold, who was counsel for the association before being elevated to the bench, was himself honored by the Amusement Machines Association last year as "Man of the Year."

John Casola Dies

BIRMINGHAM, Ala. — Industry veteran John Casola died in a hospital here Feb. 20 following a lingering illness.

The brother of Lou Casola, chairman of the board of the Music Operators of America, John was a native Alabamian. The brothers were involved together for a number of years in a coin machine operation in Rockford, Illinois.

John Casola later worked for United Manufacturing Co., Chicago, for 15 years.

Funeral services were held here on Feb. 22.

Killer Joe Show Off for Vietnam



THE KILLER JOE PIRO SHOW departs for Vietnam March 1. The nation's No. 1 dance exponent and consultant to Rowe Manufacturing Co., will take a troupe of "the sexiest dancers ever assembled" to entertain troops in the Vietnam war theater. Music will be provided on the tour by a Rowe Bandstand phonograph and sound system. Piro and company will be on tour three weeks. The show should be the hit of the Vietnam circuit.

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German Distributors Issue A Plea for Price Stability

COLOGNE — West Germany's coin machine distributors are playing an important role in the phenomenal success enjoyed by the German trade through price stability which can be envied by their U. S. counterparts.

The distributors' organization, Deutsche Automaten-Grosshandelsverband, has just issued a plea for continued price stability

despite the specter of inflation which grips most of the German economy.

The DAG is pledged not only to holding the price line among its own members but also to assist operators in the same endeavor. German distributors have prospered with a doctrine of "what is good for the operator is good for the distributor."

Applying this philosophy, the

distributors have urged operators to increase and stabilize prices, to shun location poaching, and to offer locations top music programming and servicing of equipment.

This exhortation can appear plausible to operators only if distributors practice what they advocate. Accordingly, the DAG opposes rebates and bonus arrangements. It campaigns for fair trade pricing (Preisbindung), and German distributors generally observe a code of high ethics in their relations with operators.

In Germany perhaps more than in any other country, operators tend to identify themselves with the leading distributors. For example, Gert Schulze, the chief of N. S. M., spends a major part of his time working with operators. Schulze worries as much about the problems of the German operator as he does about expert markets.

Contacts

Rock-Ola credits a major part of its outstanding sales success in Europe to the close personal contacts established by Al Adickes, Rock-Ola European distributor based in Hamburg, with Continental operators.

Seeburg's strengthened sales position in Germany is similarly the result largely of emphasis on operator contacts. In this connection, Seeburg is campaigning for higher operator play prices.

One of Automatic Canteen's major steps in expanding its German operation was the acquisition of the Helmut Rehbock distributing company in Hamburg. The chief asset of Helmut Rehbock is its chief, Helmut Neuburg, who believes that any distributor is only as good as his contacts with operators.

Listened

Wurlitzer has made solicitude for the operator pay off handsomely for its Lyric phonograph. Whereas Seeburg has a policy of avoiding overseas manufacturing or even assembling, Wurlitzer designed the Lyric specifically

(Continued on page 61)

Rock-Ola to Unveil 3 New Models at Hanover

HAMBURG — Alfred W. Adickes, head of Nova Apparate, distributors of Rock-Ola equipment, has informed a Billboard reporter that one major aspect of the Rock-Ola sales drive in Europe during 1966 will be the introduction of three new models about two months from now.

Adickes, who journeyed to Chicago, Ill. late in February to discuss marketing and promotion plans with Rock-Ola officials, said the new equipment

would be introduced at the massive Hanover Fair April 30-May 8.

Adickes did not disclose whether the "new models" would be phonographs, vending machines or both. He merely said: "Rock-Ola has some surprises in store for the operators."

Adickes also said that sales plans now being put into operation will enable Rock-Ola and Nova Apparate to "easily surpass the year 1965."

Rock-Ola officials had previously disclosed that new equipment would be introduced at the Hanover fair. Announcement of what types of equipment and whether or not the new models will also be for U. S. distribution has not been made yet, however.

Swank Mexican Hotel Accents Coin Machines

PUERTA VALLARTO, Mexico—A grand new luxury hotel-motel here is going to be fully equipped with coin operated amusement games, a full line of automatic merchandising machines, and juke boxes.

The establishment, which opens on or about March 1, is called the Playa de la Gloria. One of the principal owners and stockholders in the new plush resort is Ben Murillo, owner also of the Overland Music Co. of Oakland, Calif.

Murillo has just made a pre-opening visit during which he planned the installations, which will include a special recreation room set aside for coin machines. All the coin-operated equipment will be supplied through Overland, making the firm the first international music operator in the San Francisco area.

The Playa de la Gloria is opening with 32 cottages, beside the hotel, and other resort facilities.

Bally Game in German Tongue

BINGEN—In Deutschland, Bally spricht Deutsch—specifically, Bally's new pinball, Aces High, is being introduced in Germany in a complete German-language version.

In fact, Aces High is not a pinball but a flipper. The Bally general importer for Germany, Loewen-Automaten, finds that German operator acceptance is increased appreciably by presenting American equipment in German translation.

Loewen boggled at essaying the translation of Aces High, but finally decided, "Frei ins Deutsche uebersetzt, kann man auch sagen: Trumpf-As" — If you like you can freely translate Aces High into German as 'Trumpf-As.'

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Set Dates for Paris Coin Fair

PARIS—The 1966 Paris Coin Machine Fair will be held from May 18 through 30 as part of the Foire de Paris at the Porte de Versailles.

The fair will again be in Hall 97 and at least two mornings will be reserved exclusively for coinmen.

Inquiries regarding the fair should be addressed to the Comite de la Foire de Paris, 23, rue Notre-Dame des Victories, Paris 2, France.

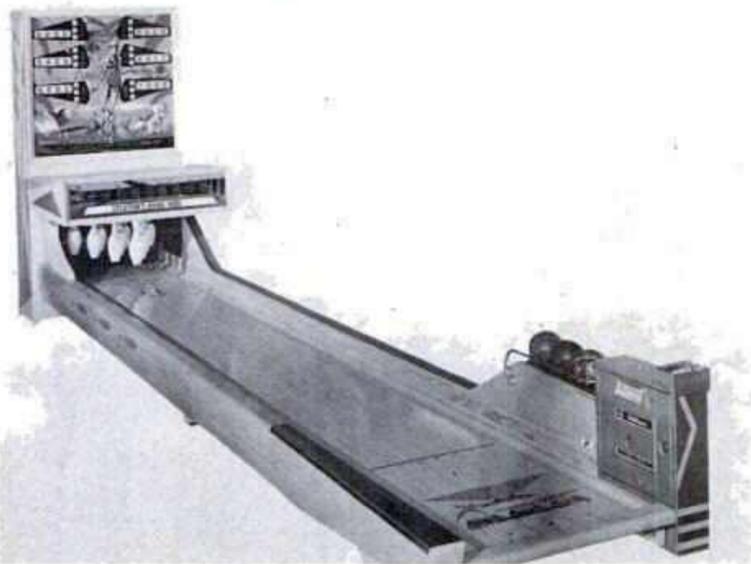
Sugarman Visits Greece



RUNYON INTERNATIONAL'S president, Myron Sugarman, is shown here partaking of traditional Greek hospitality in a recent visit to Athens. Friends and customers with Sugarman are: (l. to r.) Mr. and Mrs. N. Constantopoulos, president of Echotechnic, Athens; Mr. A. Argoudelis, a banker; Michael Carras, president of Michael Carras, Inc., Athens; Mr. Nicholas Cookolias, executive sales manager, Runyon International, Piraeus, Greece; Sugarman, and Mr. and Mrs. A. Georgakopolos, president of Soteriades-Georgakopolos, Ltd., Athens.

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NEW PRODUCTS



Williams—Amazon Bowling Alley

Introduced by Williams Electronic Manufacturing Corp. of Chicago, Ill. Has an all-new heavy-duty pin hanger assembly and offers five ways to play: (1) Dual flash, (2) flash, (3) regulation, (4) strike-90, (5) new bonus lane. This fifth feature has a lighted arrow to indicate the bonus lane, which scores 800 for a strike. Choice of two bowling lane levels, offering a three-inch difference in height. Available in 13 and 16-foot lengths.



Bally—Wild Wheels Flipper Game

From Bally Manufacturing Co., Chicago, Ill. Central feature of the new two-player flipper game is "matching wheels." Alignment of the three wheels, which carry numbers and star symbols, is accomplished by player's hitting three targets. Matching all three wheels, of course, offers more scoring advantages than matching just two wheels. When the three are matched, the player is faced with the decision whether to shoot for the 50-point targets or aim for the 100-point target (which also unlocks the three wheels). Wheels also unlock as each ball escapes from the playfield.

Rosen Visits Cinebox Plant

PHILADELPHIA — David Rosen, who heads up the distributing firm for the Filmotheque-Discotheque coin operated amusement device, left this week for Milan, Italy, and indicated he will soon order full-scale production of the machine.

Armed with completed reports of field tests conducted by the engineering department of his David Rosen, Inc., on the new design created for the Cinebox movie machine, Rosen headed for the plant of Innocenti, one of the world's largest manufacturing companies. Arrangements were completed earlier by Rosen and Angelo Bottani for Innocenti to manufacture the newly designed machine.

Bottani is president of the International Phonovision Society in Milan, Italy, which created the Cinebox. Rosen, who is the

Price Stability

• *Continued from page 66*

cally for the European plant and produces it in a factory in Germany.

The Lyric has been successful mainly because Wurlitzer listened to operators in designing the machine.

Thus, the DAG has been extraordinarily successful in preaching the gospel that everybody profits from market stability and that financial inducements to operators produce only short-lived competitive advantage.

exclusive distributor of Cinebox in the United States, has adapted the machine with a juke-box mechanism. Under the trade name of Filmotheque-Discotheque, Rosen has a 2-in-1 movie-music machine with both the movie and the music mechanisms in a single machine.

Kansas Operators Fight New Pinball Ordinance

KANSAS CITY, Kan. — Operators here are fighting a delaying action against a recently passed city ordinance banning games requiring a \$250 federal revenue stamp.

Attorney Roy Cook, representing several operators, has been able to obtain a temporary restraining order from Wyandotte County District Court. The order restrains the city from enforcing the ordinance until an injunction hearing can take place in the Kansas State Supreme Court. Cook is questioning the constitutionality of the ordinance. "By complying with the federal law," he told Billboard, "my clients are automatically prevented from receiving a city license allowing them to operate their equipment."

However, the constitutionality of an almost identical 1961 city ordinance was upheld by the United States Supreme Court several years ago. The situation became confused when a second city pinball ordinance, passed in the latter part of 1964, required the city to prove that gambling was actually being conducted in the case of each machine. The new ordinance again makes the machines themselves illegal and requires no proof of gambling.

Cook admitted that he is attempting to recontest an issue that has already been through the courts. If he is granted his request for a temporary injunction, he said, he would take the fight all the way to the U. S. Supreme Court. Such a legal battle, he estimated, would take about two years.

The new Kansas City ordinance does not affect amusement

type flipper games. There is no State law concerning pinball machines, but there are strict State laws against any form of gambling.

COMING EVENTS

March 20-23—Music Operators of America midyear board of directors meeting, Statler Hilton Hotel, Washington.

April 5—Missouri Coin Machine Council meeting, Ramada Inn, Moberly, Mo.

April 16-17—South Carolina Coin Machine Operators Association (quarterly meeting), Florence, S. C.

April 23-24—Illinois Coin Machine Operators Association (quarterly meeting), Pick-Congress Hotel, Chicago.

April 23-May 1—General Trades Fair, Hanover, West Germany.

May 14-15—Tobacco-Candy Distributors & Vendors of Kansas convention, Broadview Hotel, Wichita.

May 18-30—Paris Coin Machine Fair, Hall 97, Porte de Versailles, Paris.

Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association annual convention and trade show, McCormick Place, Chicago.

Nov. 12-15 — Second International Congress of Coin Machine Equipment, Kunstlerhaus, Vienna, Austria.



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BFC Gives Complete Service; Expands St. Louis Operation

By EARL PAIGE

ST. LOUIS — B.F.C. Enterprises, one of the area's largest and fastest growing coin machine operations, has recently moved into new headquarters in the Hanley Industrial Court section of St. Louis. The firm, formerly known as Browning & Farber Novelty Co., merged recently with Continental Vending Machine Corp. following Browning & Farber's purchase of the large cigaret-vending operation.

Ernest Browning, founder of the parent company, is a 30-year veteran in the coin machine business. In 1947, nine years after Browning went into business, he was joined by his brother-in-law, Abe Farber. In 1965, Ken Chasen, a division manager of Continental Vending, was made third member of B.F.C.'s management team.

Management

B.F.C.'s diversification into cigaret vending, coming at a time when so much specialization is seen in the coin machine and vending industry, could not be a success without sound management practices. Speaking of



EXECUTIVE TEAM of B.F.C. Enterprises, St. Louis, is composed of Vice-President Ken Chasen, left; President Ernest Browning, center, and Treasurer Abe Farber.

management, Ernest Browning said, "Our cigaret end is more or less separate as far as the route servicing is concerned but



FLEET OF TRUCKS being loaded here for servicing B.F.C. routes is placed at the disposal of various civic organizations at Christmas time for use in delivering food and gifts to needy families and charity institutions.

everything funnels into our over-all picture."

Browning went on to point out how the firm utilizes various business and auditing equipment to make up a specialized ledger sheet. "Each of our locations," he explained, "is programmed on an individual ledger sheet which is kept up to date on a daily basis. We know at a glance exactly what each location is doing and needs—their cigaret inventory, the percentage of profit, what kind of music the location prefers, what types of games it has; everything is right there."

B.F.C.'s music-games collec-

tors and the cigaret route men begin each day with an individually printed ticket for each location. "We have an addressograph plate for each stop," Browning said, "and when the men come in, every ticket and whatever it involves is accounted for. We spent a long time working out this system, but for an operation like this we found it to be most useful."

The operation, now servicing a metropolitan area some 50 miles in radius, will probably be moving more and more in the direction of full-line vending according to Ken Chasen. "Our plans for expansion are being influenced by the fact that many locations would prefer to receive complete service from a single operator," Chasen explained.

SeeVend Bows Corral Bowler

HAMBURG — SeeVend, the Seeburg German sales subsidiary, is introducing the new Williams bowler, Corral. The game offers five playing versions and awards a strike bonus. Corral promotion is being tied to the Western boom sweeping Germany.

Stimulated by the showing of U. S. Western films on German TV, the ranch craze has every German yearning to be a cowpoke riding through the mesquite on his trusty quarter horse.

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Wisconsin Operators Endorse Royalty Offer

• *Continued from page 58*

ence regarding the mechanics of making the proposed royalty payments, Granger explained that they would be made quar-

The One-Stop A Key Link

• *Continued from page 58*

Ross, is another enthusiast about juke boxes. "Decca leans toward juke boxes and makes many records almost exclusively for the operator," said Ross. Decca and the juke box operator have had a happy marriage for years since the label issues particularly long standards expressly for the operator. "Juke boxes, once the prime exposure medium for records, have taken a second place to radio," said Ross, "but we definitely couldn't do without the operator as an important factor in our record promotion." Ross feels that juke boxes keep standards alive and says that many records that will never see the top 100 have a healthy existence because of the juke box. "We are very grateful to the operators," he says.

"Juke boxes certainly sell records once they become hits," said Dave Marshall, of Mutual Distributors which handles London, Liberty, United Artists and others, "but if you want to really push a record you've got to go to the deejays." He observed that the location owner usually waits until a hit is created before demanding a record.

"The juke box mustn't be ignored. I feel that the operator can't afford to take chances until he's pretty sure. You could never get a record moving or create a breakout through the juke box."

Columbia's man in Boston is Roy Molamo and his feeling is that great attention should be paid the juke box. "I go to the one-stops and try to influence them. If they take the record the operators can do a lot for me," he said. "You can't keep too close a tab on one-stops for that reason. They can help you promote a record all right." He agrees that radio is the big seller today, but is sure that there's business to be stimulated in juke box locations. "The one-stop is the key," says Roy. "He can really help the record distributor."

"You must have air play to break a record, but the juke boxes give us very strong support," says Don Dumont, of Dumont Distributors (Atco). "I doubt if a record could become a hit unless it gets the proper air exposure."

Dumont said the operator can't afford to make judgments and must wait to see if there are sales at the retail level. "The average juke box operator and location owner listens to radio and unless he hears the tune is really going he isn't going to second guess the public," Dumont commented.

terly—"just like a tax return."

State association Secretary-Treasurer Ed Dowe commented: "This compromise move is the best thing that we as an industry can now do regarding this problem. It should have been done years ago."

In an interview following the meeting, Sam Hastings, Milwaukee association president, also supported the MOA proposal. "It has come to the point," he

noted, "where we just don't want to fight them off every year. It's too expensive. This 2-cents-per-side compromise is very reasonable. If they will accept it and make provisions for it to stand for at least four or five years, I'll go along with it."

State groups having previously endorsed the MOA royalty offer are New Jersey, Nebraska, Missouri, West Virginia, South Carolina and Illinois.

Seeburg Moves Background Music Headquarters

CHICAGO—Seeburg's background music division, formerly located at 360 North Michigan Avenue, has been moved to the Seeburg plant facilities at 1500 North Dayton Street.

Joseph F. Hards, vice-president in charge of background music operations, explained the

move by saying that the new \$5 million plant permits the gathering of many Seeburg operations under one roof. Joining Hards in the move are Edward Cleland, sales manager, and William Traut, programming production director.



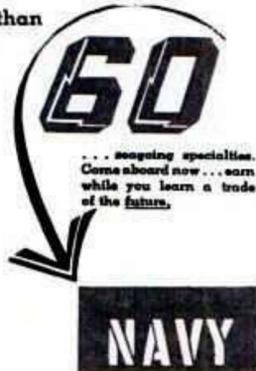
COMING NEXT WEEK!

TV BASEBALL

CHICAGO COIN'S
GREATEST
2-PLAYER
BASEBALL
GAME!

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UNTIL YOU'VE SEEN
TV BASEBALL

more than



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CORVETTE • BEL-AIR • TEXAS RANGER

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Survey of State Bulk Laws

• Continued from page 56

has both penny machines and other machines, he must secure license for both types of machines in the appropriate brackets.

Every operator is required to furnish on or before May 31 of each year and Nov. 30 of each year a list of all the machines he has on location. The list must include the following facts:

Name and mailing address of owner.

Type of machines: Cigaret, candy, gum, nut, food, soft drink, coffee, dry goods, toiletries, service, music or amusement vender.

Denomination of coins used to operate machine.

Business name, street address and name of town where each

machine is located. Where an owner has more than one machine at the same location, he must list each machine on a special form provided by the State. Forms for the listing of machines are designated as GLD 9.02-A and 9.02-B, and may be obtained from the State Tax Commissioner.

In the event an operator reduces or increases the number of his machines on location, the refund or additional fee is based on the difference between the two brackets involved. (For example: An operator who pays \$450 to operate 50 to 100 over-penny machines and reduces his number to under 50 machines (the \$175 license category) is entitled to a refund of \$275. If the reverse occurred, the operator would pay an additional \$275.)

For additional State tax information, contact Chester P. Tinsley, Director, State Division of Cigaret, Soft Drink, Store & General License Taxes, Charleston, W. Va.

when answering ads . . .

Say You Saw It in
Billboard

2 1/4" MAGNETIC CUE BALL
ALL 16 BALLS NOW SAME SIZE
Valley manufacturing & sales company
333 Morton Street • Bay City, Michigan • 892-4536

THE ARCADE SEASON IS APPROACHING—if what you need is not listed, we can get it for you.

Arizona Gum \$295	Genco Quarterback . . . \$125	Muto. Drivemobile . . . \$150
Auto Photo #9 695	Genco 2 Pl. Basketball 135	Muto. Lord's Prayer . . . 150
Auto Photo #11 1295	Horseshoe Vendors . . . 125	Muto. 3-D Art Parade 125
Auto Photo #14 2195	Ingo Floor Grip 50	Muto. Plastic Vendor . . . 95
Bally Phone Fun 95	Kay Hockey 125	Muto. Silver Gloves . . . 125
Bally Golf Champ 150	Kayo Champ 150	Muto. Flip Type 95
Capital Auto Test 475	License Bureau 95	Movies 325
C. C. Basketball 125	Little Pro Golf Game. 250	Set Shot Basketball . . . 195
Champ 125	Card Vendors, 2 col. . . 65	Panorams, Capitol 275
C. C. Drop Ball 125	Love Meters, Fl. Mod. 110	Panorams, Mills 375
C. C. All Star Hockey. 100	MacLevy Foot 135	Urban Color Kiddie 325
C. C. Pro Basketball. 250	Vibrator 95	Movies 325
C. C. Goalee 110	Mercury Floor Grip . . . 95	Shoe Shiner 150
C. C. Twin Hockey 175	Metal Typer, Standard 225	Southland Speedway . . . 295
Color Comic Peek 110	Kiddie Color Cartoon. 175	Wms. Peppy 175
w/Sound 110	Midway Raceway 275	Wms. Ten Pins 125
Hole-in-One 95	Midway Red Ball 125	Wms. Ten Strike 125
Genco Grandma 175	Midway Skee Fun 125	Wms. Crane 125

WE NEED URGENTLY: Rock-Ola 1448-1455-1493; Wurlitzer 1700-2104; 2910-5200 Wallboxes; A.M.I. 200 Sel. Models H, I, J, K; Panorams, Counter Games.

GUNS

Bally Sharp Shooter . \$175	Genco Gun Club . . . \$225	Wms. Crusader \$175
Bally Spook 210	Keeney Sportsman . . . 125	Wms. Space Glider . . . 225
Bally Bull's Eye 175	Keeney Two-Gun Fun 235	Wms. Titan Gun 195
Bally Gun Smoke 175	Mid. Trophy Gun 445	MINIATURE GOLF
Bally Marksman 175	Mid. Shooting Gallery 175	9-hole course, in-
C. C. Ray Gun 245	Mid. Monster Gun . . . Write	door or outdoor,
C. C. Long Range 375	Un. Sky Raider 175	\$3,495 f. o. b. fac-
Rifle Gallery 375	Un. Pirate Gun 150	tory.
C. C. Pony Express 295	Seeburg Bear Gun 165	
C. C. Playland 335	Seeburg Coon Gun 165	
C. C. Wild West 295		
C. C. World's Fair 425		
Rifle 445		
C. C. Riot Gun 395		
C. C. Champion Rifle 125		
Dale Desert Hunter 95		
Ex. Space Gun 125		
Genco Sky Gunner 175		
Genco Davy Crocket 125		
Genco Rifle Gallery 175		
Genco Big Top 175		

CLEVELAND COIN International
2029 PROSPECT AVE. CLEVELAND 15, OHIO
All Phones. Tower 1 6715

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Overseas rates on request.

Company _____
Name _____
Address _____
City _____ State & Zip _____
Type of Business _____ Title _____

Net 50 New MOA Members

• Continued from page 58



ROBERT E. NIMS: 19 new MOA members.

Oklahoma, Arkansas, Louisiana, Mississippi and Alabama. The region has never before had strong MOA membership.

Leading district co-chairman to date was Bob Vihon, Empire Distributors, Inc., of Chicago, who has signed five new members in Illinois.

Doing Well

Fred Granger, executive vice-president of MOA, told Billboard that he was satisfied with the progress of the drive at this point "because it is doing well in spite of the fact several district chairmen have not yet appointed all of their co-chairmen." Granger added that he and John Wallace, president of the MOA, hope that all districts will be fully organized by the time of the MOA board of directors meeting in Washington, D. C., later this month.

Jack Bess, chairman of the Roanoke Vending Exchange, Inc., Richmond, Va., who is the national chairman of the membership drive, told Billboard that "everyone, not just the MOA officers and the district chairmen and co-chairmen, but all MOA members should be helping us in this drive."

Bess added that MOA "has requested and is receiving full co-operation from distributors all over the country in this membership push."

In related developments, William Poss, chairman of District Six, has named Arnold Jost of Arnold's Coin Machine Co. in Milwaukee to position of sub-chairman for Wisconsin.

The drive kicked off in the first week of January of this year and will end October 1, 1966.

MOA set the national goal at 250, but ambitious district chairmen have set themselves higher goals, which, if achieved, would bring 347 new members into MOA.

Nova Promotion Focuses on Rockola

HAMBURG — Nova Apparate, European sales agent for Rock-Ola, has opened a big promotional campaign for the new Rock-Ola phonograph models focusing on the unusual coin machine career of founder-President David C. Rockola.

"Kollege Rockola kennt sich aus!" reads the Nova promotion for the new Rock-Ola models. "Colleague Rockola," the promotion continues, "knows the needs of the operator first-hand because he began his career as a small operator." The promotion capsules the Rockola career: small operator, large operator, engineer, small manufacturer, large manufacturer.

Meeting in Milwaukee



NEW MEMBER of Music Operators of America, Mel Malcore, Mel's Coin Machine Co., Green Bay, Wis., is signed up during Feb. 20 meeting of the Wisconsin and Milwaukee associations by district MOA membership chairman William Poss (left) and MOA executive vice-president Fred Granger (right).



YOUNG MEN are taking the initiative in the business. Here Russell Townsend of United, Inc. (left), and Bill Moran, Institute of Coin Operations, Denver, discuss the training of coin machine servicemen. Moran is assuming the administration of the Denver school as his father, Jack Moran, becomes increasingly involved in the organization of a Chicago trade school.



MEETINGS ARE FOR GREETINGS. Saying hello here are (from left) Harry Jacobs, United, Inc., Milwaukee; Herb Tonnell, Cigarette Service, Appleton; Mr. and Mrs. Clinton S. Pierce, Brodhead, Wis., and Joe Kleinmann, Pioneer Sales and Service, Milwaukee.



TRADE SCHOOL AUTHORITY Jack Moran, Denver (second from left), follows up Milwaukee speech by answering question from operator Red Jacomet (right), as other operators listen in.

NEW AND USED COIN MACHINES

PHONOGRAPHS

AMI			
Model	Selections	Year	Remarks
G-80	120	1955	
G-120	120	1955	
G-200	200	1956	
H-120	120	1957	
H-200	200	1957	
1-100M	100	1958	
1-200M	200	1958	
1-200E	200	1958	
J-120	120	1959	
J-200K	200	1959	
J-200M	200	1959	
K-120	120	1960	
K-200	200	1960	
Continental	200	1960	
Lyric	100	1960	
Continental 2	100	1961	
Continental 2	200	1961	
Rowe AMI	200	1962-63	
Rowe AMI	160	1962-63	
Rowe AMI	100	1962-63	
Tropicana	200	1963-64	
Tropicana	160	1963-64	
Tropicana	100	1963-64	
Diplomat	200	1965	
Bandstand	200	1965	

ROCK-OLA

1448 HiFi	120	1955
1452	50	1955
1454	120	1956
1455	200	1957
1458	120	1958
1465	200	1958
1468 Tempo 1	120	1959
1475 Tempo 1	200	1959
1478 Tempo 11	120	1960
1485 Tempo 11	200	1960
1488 Regis	120	1961
1495 Regis	200	1961
1493 Princess	100	1962
1496 Empress	120	1962
1497 Empress	200	1962
414 Capri	100	1963
408 Rhapsody	160	1963
404 Capri	100	1964
418 Rhapsody	160	1964-65
424 Princess		
Royal	100	1964-65
425 Grand Prix	160	1964-65
426 Grand		
Prix II	160	1965-66
429 Starlet	100	1965-66

SEEBURG

V200	200	1955
100J	100	1955
VL200	200	1956
L100	100	1957
KD200	200	1957
161	160	1958
201	200	1958
220	100	1958
222	160	1958
Q-100	100	1959
Q-160	160	1959
AY100	100	1961
AY160	160	1961
DS 100	100	1961
DS 160	160	1961
LPC-1	160	1962
LP-480	160	1964
U-100	100	1964
Electra	160	1965
Fleetwood	160	1965

WURLITZER

1800	104	1955
1900	200	1956
2000	200	1956
2100	200	1957
2104	104	1957
2150	200	1957
2200	200	1958
2204	104	1958
2250	200	1958
2300	200	1959
2304	104	1959
2310	100	1959
2400	200	1960
2404	104	1960
2410	100	1960
2500	200	1961
2504	104	1961
2510	100	1961
2600	200	1962
2610	100	1962
2700	200	1963
2710	100	1963
2800	200	1964
2810	100	1964
2900	200	1965
2900-A	100	1965
3000	200	1965
3000-B	200	1965
3010	100	1965

AUDIO-VISUAL

DAVID ROSEN, INC.

Cinebox
Filmotheque-Discotheque

INTERSPHERE DEVELOPMENT

Colorama

SCOPITONE, INC.

Scopitone

FLIPPER GAMES

BALLY			
Game	Year	Remarks	
Acapulco	5/61		
Aces High 4P	9/65		
Ballerina	6/59		
Band Wagon 4P	5/65		
Barrel-O-Fun	9/60		
Barrel-O-Fun '61	4/61		
Barrel-O-Fun '62	11/61		
Beach Beauty	11/56		
Beach Time	9/58		
Beauty Beach	8/65		
Beauty Contest	1/60		
Big Day 4P	9/64		
Big Show	9/56		
Blue Ribbon 4P	2/66		
Bongo 2P	3/64		
Border Beauty	2/65		
Bounty (Bingo)	10/63		
Bull Fight 1P	1/65		
Bus Stop 2P	1/65		
Can-Can	10/61		
Carnival	11/57		
Carnival Queen	11/58		
Circus	8/57		
Circus Queen	2/61		
County Fair	10/59		
Cross Country	4/63		
Crossroads	1/56		
Cue-Tease 2P	7/63		
Cypress Gardens	6/58		
Discotek 2P	9/65		
Double Header	7/56		
50/50 2P	8/65		
Follies Bergeres	12/65		
Flying Circus 2P	6/61		
Funspot '62	11/62		
Golden Gate	6/62		
Grand Tour	7/64		
Happy Tour 1P	7/64		
Harvest 1P	10/64		
Hay Ride 1P	10/64		
Hootenanny 1P	11/63		
Key West	12/56		
Laguana Beach	3/60		
Lido	2/62		
Lite-A-Line	2/61		
Lotta-Fun	9/59		
Mad World 2P	9/64		
Magic Circle	6/65		
Miss America	2/58		
Monte Carlo 1P	2/64		
Moonshot	3/63		
Night Club	4/56		
Parade	6/56		
Queens (Bch., Is., Trop.)	3/60		
Roller Derby	6/60		
Sea Island	2/59		
Sheba 2P	3/65		
Shoot-A-Line	6/62		
Show Time	3/57		
Silver Sails	11/62		
Sky Diver 1P	4/64		
Star Jet 2P	12/63		
Sun Valley	7/57		
Target Roll	1/58		
Trio 1P	9/65		
2 in 1 2P	8/64		
I-In-Line 4P	8/63		
Touchdown	11/60		
Twist	11/62		
U.S.A.	8/58		

CHICAGO COIN

Bronco 2P	5/64
Firecracker 2P	12/63
Mustang 2P	10/64
Royal Flash 2P	8/64
Sun Valley	8/63

GOTTLIEB

Around World 2P	7/59
Atlas 2P	5/59
Bank-A-Ball 1P	9/65
Big Top 1P	1/64
Bonanza 2P	6/64
Bowling Queen 1P	8/64
Brite Star 2P	4/58
Buckaroo	6/65
Captain Kidd 2P	7/60
Contest 4P	10/58
Continental Cafe 2P	7/57
Corral	10/61
Cover Girl 1P	7/62
Cow Poke	5/65
Cross Cross 1P	3/58
Dancing Dolls 1P	6/60
Dodge City 4P	7/65
Double Action 2P	1/59
Egg Head 1P	12/61
Fair Lady	12/56
Falstaff 4P	11/57
Fashion Show 2P	6/62
Flagship	1/57
Flipper 1P	11/60
Flipper Clown	4/62
Flipper Cowboy 1P	10/62
Flipper Fair 1P	11/61
Flipper Parade	5/61
Flipper Pool 1P	11/65
Foto Finish 1P	1/61
Flying Chariots 2P	10/63
Gauche 4P	1/63
Gigi 1P	12/63
Gondolier 2P	8/58
Happy Clown 4P	11/64
Hi-Diver 1P	4/59
Hi Dolly	5/65
Ice Revue	12/65
Ice Show	1/66
Kewpie Doll 1P	10/60
Kings & Queens	4/65
Lancer 2P	9/61
Liberty Belle 4P	3/62
Lightning Ball 1P	12/59
Lite-A-Card 2P	3/60
Mademoiselle 2P	11/59
Majestic	4/57
Majorettes 1P	8/64
Masquerade	2/66
Melody Lane 2P	9/60
Merry-Go-Round 2P	12/60
Miss Annabelle 1P	8/59

Flipper Games (Cont.)

Game	Year	Remarks
North Star 1P	10/64	
Oklahoma 4P	2/61	
Olympics 1P	9/62	
Paradise	11/65	
Picnic 2P	10/58	
Preview 2P	8/62	
Queen of Diamonds	6/59	
Race Time 2P	3/59	
Rack-A-Ball 2P	12/62	
Rocket Ship 1P	5/58	
Roto Pool 1P	7/58	
Royal Flush	5/57	
Sea Shore 2P	9/64	
Seven Seas 2P	1/60	
Ship-Mates 4P	2/64	
Showboat 1P	4/61	
Silver 1P	10/57	
Sittin' Pretty 1P	11/58	
Skyline 1P	1/65	
Slick Chick 1P	4/63	
Spot-A-Card 1P	3/60	
Spr. Circus 2P	10/57	
Straight Flush 1P	12/57	
Straight Shooter	2/59	
Sunset 2P	11/62	
Sunshine 1P	10/58	
Sweet Hearts 1P	9/63	
Sweet Sioux 4P	9/59	
Swing Along 2P	7/63	
Texas 4P	4/60	
Thoro Bred 2P	2/65	
Tropic Isle 1P	5/62	
Universe 1P	10/59	
Wagon Train 1P	4/60	
Whirlwind 2P	2/58	
World Beauties 1P	2/60	
World Champ 1P	8/57	
World Fair 1P	5/64	

KEENEY

Black Dragon	8/62
Colorama 2P	12/63
El Rancho Hacienda	11/62
Flash Back	8/61
Go-Cart 1P	5/63
Old Plantation	2/61
Poker Face 2P	9/63
Rainbow	6/62

MIDWAY

Rodeo	11/64
Winner 2P	12/63

WILLIAMS

Alpine Club	3/65
Beat the Clock 1P	12/63
Big Chief 4P	9/65
Big Daddy 1P	9/63
Big Deal 1P	2/63
Black Jet 1P	1/60
Casino 1P	10/58
Club House 1P	10/59
Coquette	4/62
Crossword 1P	4/59
Darts 1P	6/60
Eager Beaver 2P	4/65
Eight Ball 2P	1/66
El Toro 2P	8/63
Fiesta 2P	12/59
Four Roses 1P	12/62
Four Star 1P	7/58
Gay Parce	6/57
Golden Bells 1P	9/59
Golden Gloves 1P	1/60
Grand Slam Baseball	2/64
Gusher 1P	9/58
Heat Wave 1P	7/64
Jig Saw 1P	12/57
Jumpin' Jacks 2P	4/63
Jungle 1P	9/60
Kingpin	9/62
Kings 1P	8/57
Lucky Strike 1P	8/65
Mardi Gras 4P	11/62
Merry Widow 4P	10/63
Moulin Rouge 1P	6/65
Music Man 4P	8/60
Naples 2P	9/57
Nags 1P	3/60
Oh, Boy 2P	2/64
Palooka 1P	5/64
Pot 'o Gold 2P	7/65
Pretty Baby 2P	2/65
Reno 1P	10/59
River Boat 1P	9/64
Rocket 1P	11/59
San Francisco 2P	5/64
Satellite 1P	7/58
Sea Wolf 1P	7/59
Serenade 2P	5/60
Ski Club	3/65
Skill Pool 1P	6/63
Soccer 1P	3/64
Space Ship 2P	12/61
Starfire	1/57
Steeplechase 1P	11/57
Stop & Go	8/64
Teachers' Pet 1P	1/66
10 Strike 2P	1/58
3-D 1P	11/58
Tic-Tac-Toe 1P	1/59
Tom-Tom 2P	1/63
Top Hat	10/58
Trade Winds	6/62
Turf Champ	8/58
Twenty-One 1P	2/60
Vagabond	10/62
Valiant 2P	8/62
Viking 2P	10/61
Wing Ding 1P	12/64
Whoopee 4P	10/64
Zig-Zag 1P	12/64

BOWLERS

BALLY		
Game	Year	Remarks
ABC Bowl Lane	1/57	

Bowlers (Cont.)

Game	Year	Remarks
ABC Champion	10/57	
ABC Spr. Del	9/57	
ABC Tournament	6/57	
All-Star Bowling	12/57	
All-Star Deluxe	2/58	
All-The-Way	10/64	
Big 7 Shuffle	9/62	
Bowler 1965 2P	5/65	
Challenger	9/59	
Club Bowler	2/59	
Club Deluxe	5/59	
Del. Bally Bowler 16'	1/64	
Jumbo Deluxe	9/60	
Lucky Alley	8/58	
Lucky Shuffle	9/58	
Monarch Bowler	11/59	
Official Jumbo	9/60	
Pan American	6/59	
Speed Bowler	11/58	
Star Shuffle	10/58	
Strike Bowler	11/57	
Super 8 Shuffle	4/63	
Super Shuffle	12/61	
Trophy Bowler	4/58	

CHICAGO COIN

Bowl Master	8/59
Bowling League	2/57
Belair	12/65
Bull's-Eye Drop Ball	12/59
Cadillac Ball Bowler	1/64
Championship	11/58
Citation	10/62
Classic	7/

NEW AND USED COIN MACHINES

Bowlers (Cont.)

Continued from page 65

Game	Year	Remarks
6-Star	10/57	
Skippy	11/63	
Sparky	12/62	
Sunny	5/60	
Sure Fire	10/60	
Teammate	12/59	
Tempest Shuffle	2/64	
3-Way	9/59	
Thunder Bowler	6/64	
Tiger Shuffle	7/64	
Tip Top	10/60	
Topper	2/64	
Tornado Bowler	3/64	
Tropic Bowler	9/62	
Ultra	8/63	
Zenith	6/59	

WILLIAMS

Roll-A-Ball 6P	12/56
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POOL TABLES & SHUFFLEBOARDS

ALL-TECH INDUSTRIES

Model	Details	Remarks
Gold Crest (3 1/2'x6', 6 pocket)		
Gold Crest (4 1/2'x9', 6 pocket)		
Gold Crest (3 1/2'x7', 6 pocket)		
Gold Crest (4'x8', 6 pocket)		

AMERICAN SHUFFLEBOARD

Bank Shot	(9')
Classic "6"	(6', 6 pocket)
Classic "7"	(7', 6 pocket)
Classic "8"	(8', 6 pocket)
Electra "6"	(6', 6 pocket)
Electra "7"	(7', 6 pocket)
Electra "8"	(8', 6 pocket)
Imperial Cushion	12'
Imperial Shuffleboard	16' to 22'

BATES INDUSTRIES

Round Pool Tables

FISCHER MFG. CO.

Coin-Op Models	
Empress 101A	101"x57"
Empress 92A	92"x52"
Regent 91B	92"x52"
Regent 77B	77"x45"
Regent 86	84"x48"
Fiesta 58 (rebound pool)	57"x41"
Non-Coin Models	
Empire 105	105"x59"
Empire VIII	101"x57"
Empire VII	92"x52"
Duchess VIII	101"x57"
Duchess VII	92"x52"
Princess 58 (rebound pool)	57"x41"

GOTHAM EDUCATIONAL EQUIP.

Eliptipool (elliptical table)

IRVING KAYE CO., INC.

Non-Coin Models	
Ambassador 70	85"x47"
Ambassador 75	92"x52"
Ambassador 80	106"x58"
Ambassador 90	114"x64"
Deluxe Continental	108"x54"
Coin-Op Models	
Deluxe Regular Klub Pool	56"x40"
Deluxe Jumbo Klub Pool	75"x43"
Deluxe Eldorado Mark I	77"x45"
Deluxe Eldorado Mark II	85"x47"
Deluxe Eldorado Mark III	92"x52"
Deluxe Eldorado Mark IV	105"x57"
Deluxe Eldorado Mark V	114"x64"
Deluxe Eldorado 66	77"x45"
Deluxe Satellite	77"x45"
El Dorado Shuffle Board	
Ring-O Round Pool Table	56" diameter

NATIONAL SHUFFLEBOARD CO.

Astrolite Shuffleboard

PROTECISION ENGINEERING

V-Back Professional Shuffleboard

U.S. BILLIARDS, INC.

Pro 1	78"x45", 6 pocket
Pro 2	88"x51", 6 pocket
Pro 3	93"x53", 6 pocket
Pro 4	103"x58", 6 pocket
Pro 5	114"x64", 6 pocket
Model 6700 Comet	6 pocket series
Model 7700 Comet	6 pocket series
Model 8200 Comet	6 pocket series
Model 9100 Comet	
Mustang Pro 27	50"x86"
Club Pool	56x40, 75x43
Deluxe Rotation Bumper	Model 48
Deluxe Rotation Bumper	Model 67

VALLEY SALES CO.

Bumper Pool Series	
5225/W Reg. Size	
785A	78"x45"
875A	88"x50"
935A	93"x53"
1035	100"x57"

Model Year Remarks

Model	Year	Remarks
884	88"x50"	
934	93"x53"	
1014	101"x57"	

ARCADE EQUIPMENT

AMERICAN SHUFFLEBOARD

Situation	5/61
-----------	------

AUTO PHOTO

Auto Photo Model 9	
Model 12 Studio	

BALLY

Ball Park	1/63
Bank Roll	1/63
Batting Practice	8/59
Big Inning	5/58
Del. Skill Parade	4/59
Derby Gun	2/60
Fun Cruise	2/66
Fun Phone	3/63
Golf Champ	8/58
Heavy Hitter	4/59
Moon Raider	7/59
Sharpshooter	2/61
Skill Derby	10/60
Skill Parade	1/59
Skill Roll	3/58
Skill Score	6/60
Spinner Novelty	2/63
Spook Gun	9/58
Table Hockey	2/63
Target	10/59
Undersea Raider	

T. H. BERGMAN CO.

Arizona Gun	
All-Star Baseball	1/63
Basketball Champ	
Batter Up	4/58
Big Hit	10/62
Big League	5/65
Bull's-Eye Baseball	
Champion Rifle Range	1/64
Cross Hockey	10/58
Croquet	8/58
4-Player Derby	
Goatee	
Long Range Rifle Gallery	1/62
Midget Skee Super Model	
Par Golf	9/65
Playland Rifle Gallery	8/59
Pony Express	4/60
Pop Up	10/64
Pro Basketball	6/61
Ray Gun	10/60
Riot Gun	6/63
Shoot the Clown	
Steam Shovel	5/56
Texas Ranger Gatling Gun	11/65
Twin Hockey	5/56
Wild West	5/61

DuKANE CORP.

Ski 'n Skore	'64
Road Racer	'65

EXHIBIT SUPPLY

Gun Patrol	
Jet Gun	
Jungle Hunt	3/57
Pony Express	
Pop Gun	9/57
Ringer Ball	11/56
Six Shooter	
Space Gun	
Treasure Cove	
Shooting Gallery	6/55

J. H. FRANTZ MFG. CO.

ABT Challenge Pistol	
ABT Guesser Scale	
ABT Rifle Sport	
Aristo Scale	
Double Header	
Kicker and Catcher	
Little Leaguer	
Save Our Business	
U. S. Marshal Gun	

GENCO

Circus Rifle	3/57
Davy Crockett	10/56
Fun Fair	3/58
Gun Club	
Gun Fair	5/58
Gypsy Grandma	5/57
Hi Fly Baseball	5/56
Lucky Seven	
Motorama	10/57
Night Fighter	
Sky Gunner	
Space Age Gun	6/58
State Fair Rifle Gallery	6/56
2-Player Basketball	

J. H. KEENEY

Air Raider	
Jungle Joe	
League Leader	4/58
Ranger	3/58
Sportland	
Sportland Deluxe Model	
Sub Gun	
Two-Gun Fun	3/62

MARVEL MFG. CO.

Sluggo-Counter	
Baseball (1c, 5c, 10c)	

Arcade Equipment (Cont.)

MIDWAY

Model	Year	Remarks
Bazooka	10/60	
Carnival Target Gallery	2/63	
Deluxe Baseball	5/62	
Flying Turns	10/64	
Joker Ball	11/59	
Little League	2/66	
Monster Gun	9/65	
Mystery Score	7/65	
Play Ball	4/65	
Raceway	10/63	
Red Ball	5/59	
Rifle Champ	1/65	
Rifle Range	6/63	
Shooting Gallery	2/60	
Sluggo Baseball	3/63	
Target Gallery	7/62	
Top Hit Baseball	3/64	
Trophy Gun	6/64	

MUNVES

Air Football	
Air Hockey	
Bike Race	5/58
Satellite Tracker	5/59

MUTOSCOPE

Ace Bomber	
Atomic Bomber	
Bang-O-Rama	4/57
Drive Yourself	
Drive Mobile	
Flying Saucers	
K.O. Champ	
Lord's Prayer	
Photo (Deluxe)	
Silver Gloves	
Sky Fighter	

SOUTHLAND ENGINEERING

Fast Draw	'63
Little Pro	3/64
Speedway	6/63
Telexquiz	
Time Trials	9/63

STANDARD HARVARD

Metal Typewriter	
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UNITED MANUFACTURING

Bonus Baseball	3/62
Jungle Gun	
Pirate Gun	10/56
Sky Raider	10/58
Spr. Sluggo	4/56
Yankee Baseball	3/59

URBAN INDUSTRIES

AP 10 Theater	
AP 10 Console Theater	
AP Panoram Theater	
KKT Kiddie-Kartoon Theater	

WILLIAMS

Baseball	'57
Crane	10/56
Crusader	6/59
Deluxe Batting Champ	5/61
Double Play	4/56
Extra Inning	5/62
6-Bagger	4/56
Hercules	2/59
Hollywood Riving Range	4/65
Major League	3/63
Major Leaguer	
Mini Golf	10/64
Official Baseball	4/60
Penny Clown	12/56
Pinchhitter	4/59
Road Racer	5/62
Shortstop	4/58
Ten Pins	12/57
10-Strike	12/57
Titan	8/59
Vanguard	10/58
Voice-O-Graph	'62
World Series	5/62

KIDDIE RIDES

ALL-TECH INDUSTRIES

Cow Pony	
Chuck Wagon	
Cross Country Racer	
Fire Engine	
Hi-Way Patrol	
Indian Scout	
Midget Racer	
Musical Ferris Wheel	
Santa Fe Express	
Satellite Explorer	
Stage Coach	

BALLY

Bucky Bronco	
Champion Horse	
Moon: Ride	
Pony Twins	
Space Ship	
Speed Boat	
Toonerville Trolley	

BERT LANE

Fire Engine	
Lancer Horse	
Merry-Go-Round	
Miss America Boat	
Moon Rocket	3/61
Whirlybird	3/61

Kiddie Rides (Cont.)

CHICAGO COIN

Model	Year	Remarks
Round the World Trainer		
Super Jet		

AL FISCHER & CO.

Flipper

PAUL W. HAWKINS

Ben Hur Chariot	
Derby Pony	
Leo the Lion	
Mustang	
Pony Cart	
Rodeo Pony	
Sam the Clown	
Twin Quarterhorse	

MUTOSCOPE

Pony Cart	12/64
Space Capsule	12/64

SOUTHLAND ENGINEERING

Kiddie Railroad	
Orbiting Gemini	
Space Ship	
Travel Pony	
Traveling Dinosaur	
Traveling Frog	

UNIQUE INDUSTRIES

Stone Age Rock-It	
Armored Tank	
Air Force Jeep	

CIGARET VENDERS

AUTOMATIC PRODUCTS

Smokeshop Starlite 630, 27 Col., 630 Cap.
Smokeshop Starlite 850, 36 Col., 850 Cap.
Smokeshop Bank Mod., 18 Sel., 630 Cap.
Smokeshop Bank Mod., 27 Sel., 850 Cap.
Smokeshop Slimline V-18, 18 Col., 450 Cap.
Smokeshop Slimline V-27, 18 Col., 640 Cap.
Smokeshop Slimline V-36, Col., 850 Cap.
Smokeshop Starlite 450, 18 Col., 450 Cap.
Smokeshop Mod., 900, 9 Col., 900 Cap.

COAN MFG.

U-Select-It 74-MD, 1 Col., 74 Cap., 25/30/35c without matches
U-Select-It 74-APC, 1 Col., 74 Cap., 30c or 35c with matches
U-Select-It 94-UM, 1 Col., 94 Cap., 30c or 35c without matches
U-Select-It 94-UC, 1 Col., 94 Cap., 30c or 35c with matches
U-Select-It 116-WM, 1 Col., 116 Cap., w/o matches
U-Select-It 116-WC, 1 Col., 116 Cap., w/matches

NATIONAL VENDORS, INC.

750, 7 Col.
9M, 9 Col., Manual
9ML, 9 Col., Manual
11M, 11 Col., Manual
11ML, 11 Col., 450 Cap.
111, 11 Col., 450 Cap.
Consolette 20, 20 Col., 670 Cap.
Crown 880, Electric, 22 Col., 880 cap.
113, 13 Col., 447 Cap.
222, 22 Col., 616 Cap.
Moduline 22M, 22 Col., 616 Cap.
Moduline 80M, 20 Col., 850 Cap.

ROCK-OLA MFG.

Caravelle, 20 Col., 800 Cap.

ROWE AC MFG.

Diplomat, 8 Col.
President, 8 Col.
Royal, 10 Col.
520, 11 Col., 520 Cap.
Commander, 11 Col., Elec. Cons., 560 Cap.
Ambassador, 11 Col., 450 Cap.
Ambassador, 14 Col., 510 Cap.
20-700, 20 Col., 700 Cap.
Riviera, 20 Col., 800 Cap.
Celebrity 286, Manual 14 Col., 510 Cap.
Celebrity 260, Elec., 20 Col., 800 Cap.
86R, Manual, 14 col., 510 Cap.

SEEBURG CORP.

E-1, 22 Col., 800 Cap.
E-2, 22 Col., 800 Cap.
Modular 4E3, 22 Col., 825 Cap.
4E5, 22 Col., 825 Cap.



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ALBUM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

SPOTLIGHT

SWEET CHARITY

Original Cast. Columbia KOL 6500 (M); KOS 2900 (S)

The Cy Coleman-Dorothy Fields score is big, brassy and bouncy and it adds up to a bonanza on all counts. It has been recorded with lots of enthusiasm and Gwen Verdon with important assistance from Helen Gallagher and Thelma Oliver supply the necessary enthusiasm.



POP SPOTLIGHT

POP SPOTLIGHT

BOOTS

Nancy Sinatra. Reprise R 6202 (M); RS 6202 (S)

Having hit the No. 1 spot on the Hot 100 with the title tune, the newly established star could make the top rung with this, her debut album. She tells the stories of "In My Room" and "As Tears Go By" with a unique expression and understanding. "So Long Babe" and "Run for Your Life" are well done, and loaded with teen sales appeal.



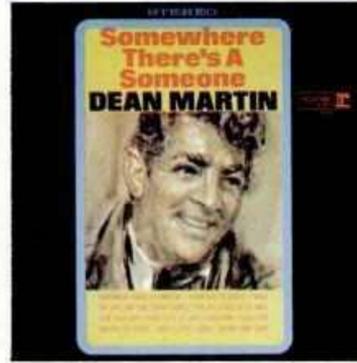
POP SPOTLIGHT

POP SPOTLIGHT

SOMEWHERE THERE'S A SOMEONE

Dean Martin. Reprise R 6201 (M); RS 6201 (S)

With the spotlight on his current hit, the title tune, Martin offers a beautiful and commercial program of country-oriented material which he performs to the hilt. Among the standouts in this chart-destined album are "I'm So Lonesome I Could Cry," "I Walk the Line" and "Any Time."



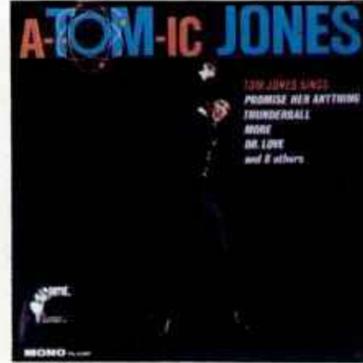
POP SPOTLIGHT

POP SPOTLIGHT

A-TOM-IC JONES

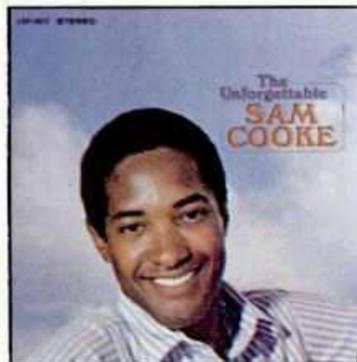
Tom Jones. Parrot PA 61007 (M); PAS 71007 (S)

This exciting package can't miss hitting fast and with impact as the fine blues-belter spotlights two hits, "Thunderball" and "Promise Her Anything." Along with these, "True Love Only Comes Once in a Lifetime" is loaded with electricity in his performance and he builds "More" into a dramatic frenzy. "In a Woman's Eye" is an exceptional cut.



POP SPOTLIGHT
SHE'S JUST MY STYLE
Gary Lewis & the Playboys. Liberty LRP 3435 (M); LST 7435 (S)

Featuring their recent singles hit "She's Just My Style," the top group can chalk up another sales winner in this well-planned album, their fourth. They perform their own interpretations of recent hits of other groups such as "Heart Full of Soul" and "Lies." Their revival of the Everly Brothers' "All I Have to Do Is Dream" is a standout.



POP SPOTLIGHT
THE UNFORGETTABLE SAM COOKE
RCA Victor LPM 3517 (M); LSP 3517 (S)

The late Sam Cooke lives on through his music and this highly salable LP is a prime example. The selections run the gamut from soulful blues to exciting rock, and includes his "Sugar Dumpling" hit plus his current single, "Feel It." Fine programming with strong chart potential.



POP SPOTLIGHT
JEALOUS HEART
Connie Francis. MGM E 4355 (M); SE 4355 (S)

Basing the LP on her singles hit, "Jealous Heart," this package features Miss Francis in 12 country-oriented performances, with such hits as "Ivory Tower" and "My Foolish Heart."



POP SPOTLIGHT
THIS PRECIOUS TIME
Barry McGuire. Dunhill D 50005 (M); DS 50005 (S)

"Yesterday," "Hang on Sloopy" and "Hide Your Love Away" are the tunes that will please teen-age customers, and Barry McGuire also reels off some folk-rock that's great for sales. His "Eve of Destruction" album stayed on Top LP's chart many weeks. This could also be a winner.



POP SPOTLIGHT
THE VENTURES
Dolton BLP 2042 (M); BST 8042 (S)

For this 22d Dolton album, the guitar geniuses give great performances on exciting TV themes. "Batman Theme," "The Man From U.N.C.L.E.," and their hot singles disk, "Secret Agent Man," are all standouts. A great package for sales and programming.

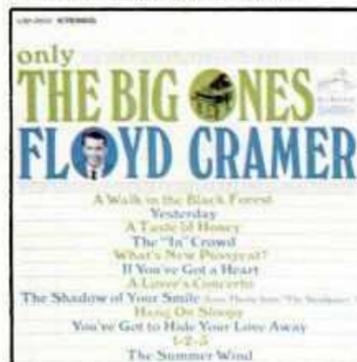
POP SPOTLIGHT
STOP! LOOK! AND LISTEN!
Highwaymen. ABC-Paramount ABC 543 (M); ABCS 543 (S)

The Highwaymen present a mixed bag of folk, blues, protest and pop music. It's all well done, and each member of the group—Roy Connors, Alan Shaw, Mose Henry and Renny Temple—comes off as a solo performer. The emphasis is still folk, with an element of close harmony that is rare among contemporary groups.



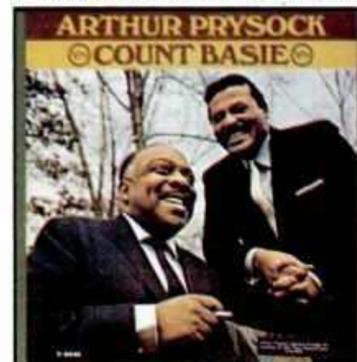
POP SPOTLIGHT
ONLY THE BIG ONES
Floyd Cramer. RCA Victor LPM 3533 (M); LSP 3533 (S)

This artist—noted for playing piano in the style named after him—can do no wrong with a song. Beautiful, bright instrumentals here include "Yesterday," "A Taste of Honey," "A Lover's Concerto" and "1-2-3." Easy Listening radio stations will go for this album and the resultant spins will create bonus sales for dealers.



POP SPOTLIGHT
ARTHUR PRYSOCK/COUNT BASIE
Verve V 8646 (M); V 6-8646 (S)

The pairing of big-voiced Arthur Prysock with Basie's big band is a natural. They hit it off in an inspired fashion and bring added vocal and instrumental dimension to a repertoire that hits hard and effectively.



COUNTRY SPOTLIGHT
I WANT TO GO WITH YOU
Eddy Arnold. RCA Victor LPM 3507 (M); LSP 3507 (S)

Featuring his latest singles smash, "I Want to Go With You," Arnold has a hot LP seller in this great package of country-oriented material. Another exciting performance by the country star and a superb production by Chet Atkins.



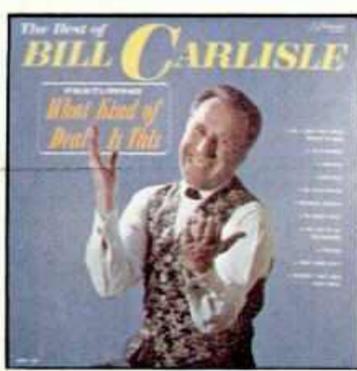
COUNTRY SPOTLIGHT
LOVE BUG
George Jones. Musicor MM 2088 (M); MS 3088 (S)

Another best selling country music album by George Jones. Customers would buy this LP for his "Take Me" hit song alone, but other numbers that will provide sales, including "Things Have Gone to Pieces" and "Love Bug." George Jones is a big country artist. This album may be his largest to date.



COUNTRY SPOTLIGHT
BEST OF BILL CARLISLE
Hickory LP 129 (M)

Hinged on his recent hit single, "What Kind of Deal Is This," plus several tunes for which Bill Carlisle has become strongly identified during the years—"No Help Wanted" and "Too Old to Cut the Mustard"—this album should be a big one.



CLASSICAL SPOTLIGHT
A WORLD OF SONG
Victoria de Los Angeles. Angel 36296 (S)

This great soprano gives these internationally known, esteemed songs a refreshing, graceful reading that is a personal triumph to her versatility and simplicity of approach. Included here are beautiful renditions of "Ich Liebe Dich," "Plaisir D'Amour" and "La Paloma." A record that encompasses a world of singing in this world of song.



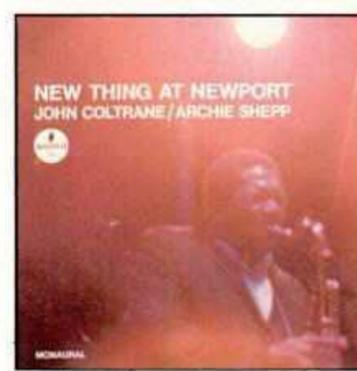
CLASSICAL SPOTLIGHT
BEETHOVEN: SYMPHONY NO. 6 IN F MAJOR, OPUS 68
Pittsburgh Sym. (Steinburg). Command CC 11033 SD (S)

Less dramatic than other versions but certainly just as appealing, the treatment given here by Steinberg is a worthy one and full of richness and color. Steinberg continues to impress, along with the Pittsburgh Symphony as one of the outstanding groups in the world. Another distinguished edition to Beethoven readings.



JAZZ SPOTLIGHT
NEW THING AT NEWPORT
John Coltrane/Archie Shepp. Impulse A 94 (M); AS 94 (S)

Recorded live in separate performances at Newport, Coltrane and Shepp lead their respective combos in a swinging program of their own compositions, one by Coltrane and four by Shepp. The package is a sure-fire seller for the jazz market and for avant-garde devotees.



JAZZ SPOTLIGHT
TODAY!
Herbie Mann. Atlantic SD 1454 (S)

In a program highlighting the Mann style of "Today," the flute virtuoso presents eight jazz renderings of current pop hits and bossa nova tunes in an exciting package for dealers and programmers. "Yesterday" and "If You Gotta Make a Fool of Somebody" stand out along with the title tune.

